

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 14, 1903

Number 1047

## Have Invested Over Three Million Dollars For Our Customers in Three Years

Twenty-seven companies! We have a portion of each company's stock pooled in a trust for the protection of stockholders, and in case of failure in any company you are reimbursed from the trust fund of a successful company. The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to  
**CURRIE & FORSYTH**  
Managers of Douglas, Lacey & Company  
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## IF YOU HAVE MONEY

and would like to have it  
**EARN MORE MONEY**,  
write me for an investment  
that will be guaranteed to  
earn a certain dividend.  
Will pay your money back  
at end of year if you de-  
sire it.

**Martin V. Barker**  
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Correspondence Solicited.

**NOBLE, MOSS & COMPANY**  
BANKERS

Union Trust Building, Detroit, Mich.

**Commercial Credit & Collection Co. Limited**  
CREDIT ADVISORS  
COLLECTIONS AND LITIGATION  
WIDDICOMB BLDG. GRAND RAPIDS.  
DETROIT OPERA HOUSE BLOCK, DETROIT.  
WE FURNISH PROTECTION AGAINST  
WORTHLESS ACCOUNTS  
AND COLLECT ALL OTHERS

WHY NOT BUY YOUR FALL LINE OF

## CLOTHING

where you have an opportunity to make a good selection from fifteen different lines? We have everything in the Clothing line for Men, Boys and Children, from the cheapest to the highest grade.

**The William Connor Co.**

Wholesale Clothing  
28-30 South Ionia Street  
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## 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.  
**O. E. McOBONE, Manager.**

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## GENERAL TRADE REVIEW.

Steel and iron securities seem to be taking the lead in the work of readjustment to more conservative industrial conditions. With little variation from the new low level of stock prices, there is a disposition to investment buying, which indicates that the course of the managers of the U. S. Steel Corporation, in the careful revision of prices and in the efforts to secure better freight rates on finished product, and a careful review of the situation in the individual plants, is giving assurance of a profitable future in that field on the new basis. Necessarily the revision to meet new conditions involving the lowering of prices always causes a lull in buying and yet, as compared with all previous records except last year, this industry is in the lead in activity. The conservatism and confidence in this branch of Wall Street trade are taking the lead and apparently giving character to all speculation. Money conditions are in much better shape than was the case a year ago when the stringency was a serious cause of embarrassment. Rates now are normal in spite of the season's usually heavy demand for crop moving, owing to better financial management on the part of the Government in providing more money where it was to be needed. A year ago call rates were anywhere from 3 to 16.

At no time in the industrial history of the country has the value of watchful care and conservatism in preparing for and meeting new conditions been so thoroughly demonstrated as in the present readjustment. That there has been no panic or serious financial disturbance may be attrib-

uted to this fact—to the confidence it has established in the public mind. There is another factor which makes this possible, namely, the increased education which enables preparation for and anticipation of changing conditions.

The field where change is naturally longest contested is that of labor. Where the unreasonable enhancement of wages by combination has been carried to the greatest extreme the effect in lessening activity is most marked. In the building operations of the great cities the falling off in work as compared with last year is greater than in any other industry. Thus are they succeeding in killing the goose that for so long has laid golden eggs.

On account of Eastern storms and other local distractions general trade conditions are somewhat mixed, but in most leading industries there is better feeling than for some time past. Textiles are more favorable than anticipated and footwear keeps up its long course of unprecedented activity.

The Sultan of Sulu has already succumbed to the effects of the American occupation of the Philippines, where his domains are located. He has gone to Singapore and has taken his harem, his slaves and his retinue with him. The Sultan is reported to be a physical wreck and it is expected that he will live but a short time. His power over his subjects has been weakened since American rule was inaugurated and as he has no male heirs there is little chance to maintain his throne. The Sultan of Sulu will not be forgotten, however. He has already been portrayed in comic opera and stories of his picturesque court will be told for years to come. Americans will wish the Sultan well and hope that he may live long—in Singapore.

In a raid on an unlicensed saloon in New Jersey the officers took bottles of whisky and brandy to be used as evidence against the proprietor. When the case came to trial it was found that the liquor had been consumed by the justice of the peace in whose custody it had been left. His excuse was that he was seized with colic in the night and that he had no other remedies at hand. Nevertheless his conduct was severely criticized by the judge presiding in the trial court, who could see no excuse for such connection between the bench and the bar.

Statistics of buckwheat production surprise in showing that more than one-third of the United States crop last year was produced by New York farms, or 3,280,158 bushels of the country's total of 9,566,966 bushels.

## AN IDLE THREAT.

The threat of the Vice-President of the American Federation of Labor to order the withdrawal of the savings deposits of the trades unionists from the banks of this country unless the "capitalistic class" ceases organizing anti-boycott leagues and instituting suits against boycotters indicates that the fellow is a fool as well as a knave. In the first place, decent workmen would refuse to obey an order of that kind. In the second place, no decent workingman is arrayed under the banner of unionism except where he is coerced into doing so temporarily to retain his position. In the third place, union men do not have money in the savings banks. They spend their surplus earnings on beer and walking delegates and in contributions to strike funds and boycotting propaganda. A recent investigation of this subject on the part of the Chicago banks disclosed the fact that less than 5 per cent. of the savings deposits in that city are owned by union men; that nine-tenths of these deposits were made before the depositor joined the union; that as soon as a man joins the union he ceases to be thrifty and gradually draws on the accumulation of his prosperous period until the little fund is entirely exhausted.

A traveling art gallery is a new idea in Minnesota, where the traveling library has reached a high degree of development. The idea is not new elsewhere, however, and the Minnesota plan may be only a copying of the Luxembourg exhibitions of Paris. But it is worthy of wide imitation in its way, and is capable of as much good in the educational line as is the traveling library. A State Art Society, created by recent legislative enactment, will have charge of the work in Minnesota. It intends to arrange a series of exhibitions in art, no two occurring in the same city during the same year. The exhibitions will include displays in painting, sculpture, drawing and kindred subjects; the specimens will be transported from city to city, and will be on exhibition for several days, according to the size of municipality. Lectures on art subjects will accompany the exhibitions.

Physicians in London say that their profession is in a bad way. Hospitals take many cases that were formerly treated in homes. Physicians, too, have become so numerous that there are not enough patients for them. The result is that many are barely able to earn a livelihood. Some of them are willing to accept less than two shillings as a visitation fee.

## RANDOM REFLECTIONS.

I received a call last Saturday from the President of a local union—a man who is in every respect superior to his environment and associates—who made the voluntary statement: "I have been a union man twenty years. I heartily believe in the tenets of unionism. I have tried for twenty years to live up to the constitution and by-laws of my union and keep my associates in line, but I have reluctantly come to the conclusion that there is such a wide gulf between the theories and practices of union men that it is utterly impossible to even get them together on a common plane of fairness and honesty. I have been a diligent reader of the Tradesman for nearly a dozen years and have noted the stand you have always taken on unionism as it manifests itself in Grand Rapids and elsewhere. I confess that you have frequently made my blood boil—not over the criticisms you have uttered, but over the necessity of such criticisms. Instead of finding fault with you for what you had the courage to say, I have always felt like commending you for taking a strong stand in behalf of common fairness and common decency and expressing yourself so fearlessly on all phases of the subject. If there were more editors like you, and less of the cowardly class, unionism would be very much cleaner and more decent and more free from graft and blackmail than it is to-day. The worst enemies the unions have to-day are the contemptible cravens in both the newspaper and political world who commend the actions and occurrences which merit condemnation instead of approval. If the newspapers of this city, for instance, had come out strong against the infamous action of Walking Delegate Bullock at the funeral he interfered with, they would have done the unions a service, instead of encouraging them to persist in conduct of such reprehensible character. In private conversation, a certain daily newspaper editor of my acquaintance denounced the action as reaching the height of union tyranny, but his paper came out with an account of the circumstance which made me smile at his subserviency. What the unions want is more men and more newspapers which will tell the truth plainly and unmistakably and not be cowed into submission and subserviency through fear of union resentment. Such conduct has emboldened union men to think that they own the world and that they are privileged to go to any excess and commit any crime without restraint or fear of punishment."

\* \* \*

One of the largest railroad corporations in this country has decided that the female stenographers in its employ will not be allowed to qualify for promotion, nor shall they be eligible for its pension list. This is a sweeping decision, and probably represents sentiment other than that of the corporation. Fifty years ago no one imagined that a woman could be a stenographer, and the idea of their entering the ranks of men to compete

in heavier brain work would have been regarded as ridiculous. It can not be said that they have conquered every branch of endeavor, but they have done wonders in the third of a century, and they may even dissipate the prejudice of this Western railway corporation before the half of the present century is reached.

\* \* \*

The reason for their exclusion may come from the employes. The aggressiveness of women has in a number of instances led to combinations of their fellow male workers against them—a kind of self-defense movement which can scarcely be criticised severely, for the women have pushed the men out of some occupations which formerly belonged to them exclusively. The majority of clerical railroad positions can hardly be said to be beyond the capacity of bright, brainy women; the management, however, may have inferred that those selected for the higher offices are often drawn from these clerical departments, and there have been notable instances of such cases.

\* \* \*

The Kaiser leads a strenuous life. When he is not doing one thing he is doing another; and he has recently placed himself on record as feeling much oppressed by the burden of responsibility resting upon him as the guardian of 58,000,000 subjects. The latest task imposed on the Kaiser is the most difficult and delicate of all, being nothing less than the quest of a princess fitted to be the consort of the young crown prince and to be the future kaiserin of the Fatherland. A thousand years ago the Kaiser would have simply put the crown prince on a prancing steed, armed him with an enchanted sword, sheathed him in armor of proof, and started him on a grand tour of Christendom to select a damsel for himself. In due time the young knight errant would have returned with a spouse whose locks were golden sunbeams, whose blood was so blue as to pale the sky with envy. That was a simple way and a good old way. It left the matter to love and chance and to the pleasure of the young folks, who ought chiefly to be considered. But to-day a thousand considerations of state of a more or less practical and sordid nature cast their baleful influence upon the course of true love, and tend to sickly o'er the Kaiser's enterprise of great pith and moment with the pale cast of thought. The house of Hohenzollern is Lutheran to the backbone, and it would not willingly admit a Catholic princess within its charmed circle, for fear of setting up an ultramontane influence that might ultimately lead it to Canossa. Nor would the Greek Church of Russia be much better, for its denial that the Holy Ghost proceeds from the Son as well as from the Father would be a shock to the orthodoxy of the Kaiser.

\* \* \*

The Guelfs of Great Britain are already very closely allied to the Hohenzollerns, and there is a lack of love between the two peoples that might cause a beef-eating princess to

be a persona non grata to a pretzel-munching and beer-imbibing folk. Denmark has supplied so many kings and queens consort to European states that none but "culls" are left. And while American heiresses are exceedingly convenient as replenishers of exhausted capacious coffers of Italian princes, French counts and British dukes and marquises, they could not be allowed to infuse plebeian blood into the attenuated fluid that courses through the veins of Guelf and Hohenzollern.

\* \* \*

For all these reasons it is possible that the perplexed Kaiser may be compelled to fall back upon the resources of his own dominions and choose a daughter-in-law from among the Wilhelminas of Mecklenburg-Schwerin, the Ulrices of Saxe-Meiningen, the Carlottas of Schwartzburg-Sondershausen, the Elizabeths of Reuss-Greiz, the Victorias of Reuss-Schleitz, the Sophias of Schaumburg-Lippe, or the Katrinas of Saxe-Weimar-Eisenach. The young women of the noble houses of the Fatherland, as well as those of the middle and lower classes, are reputed to be economical in disposition and skilled in domestic sciences. They know when the milk is watered or the ice is under weight or the sauer kraut is stale or when the court laundress has beat the palace lingerie with a paddle or the cook has abstracted a portion of the baking powder or the butler gets the first pull at the beer keg. They can make their own gowns, trim their own hats

—as the present Queen of England did in her youthful days at Copenhagen—and apply benzine to their own gloves and ribbons. Why should not a choice be made from among them, and why should a dowry be sought under such circumstances? The Crown Prince should be happy to possess one of these maidens as a wife, although she be as poor as the patient Griselda or the beggar maid of King Cophetua.

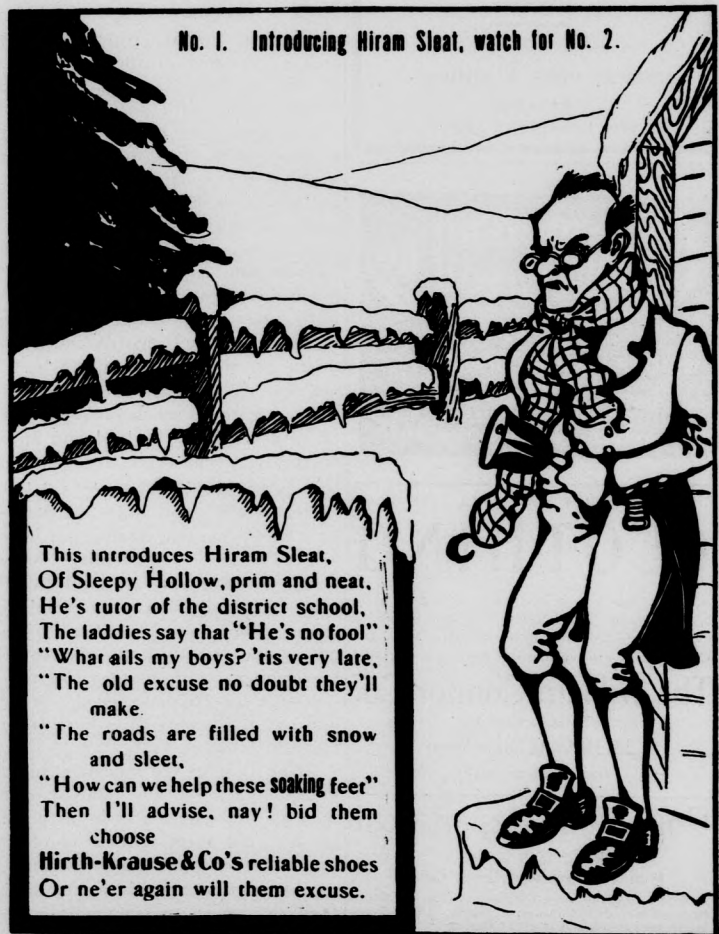
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Nine chances out of ten, if the Kaiser chooses a wife for his son the match will be a misfit. He had better resort again to the fashion of knight errantry, by putting a purse and a pocket full of free passes into the Crown Prince's hands and turning him loose into the matrimonial pasture to make his own selection. Then, relieved of this burden, the Kaiser may devote his attention exclusively to the welfare of the other 57,999,999 subjects of his empire.

\* \* \*

The "up-to-date girl," as she delights to call herself, is worthy of the most serious consideration of parents and daughters alike. Of course, like all general statements, it must be taken subject to exceptions, for many young women still maintain a reserve and a circumspect demeanor that would satisfy the most exacting chaperon of "former generations." Leaving aside, however, criticism as to the elegance of the metaphor used, and falling into it for sake of illustration, we may be pardoned for observing that the highest kickers among

No. 1. Introducing Hiram Sleat, watch for No. 2.



This introduces Hiram Sleat,  
Of Sleepy Hollow, prim and neat.  
He's tutor of the district school,  
The laddies say that "He's no fool!"  
"Whar ails my boys?" 'tis very late,  
"The old excuse no doubt they'll  
make.  
"The roads are filled with snow  
and sleet,  
"How can we help these soaking feet"  
Then I'll advise, nay! bid them  
choose  
Hirth-Krause & Co's reliable shoes  
Or ne'er again will them excuse.



equines are not those that are subjected to a severe check rein, but those that have their heads free from restraint. It is furthermore well known that the steadiest gait is secured by means of the tight rein and strong pull, which hold the trotter upon his feet and give him a confidence in the driver. By analogy the most satisfactory conduct among young people may be found where there is a wise, equable and firm control, holding the rein so that it may always be felt somewhat and may always be strong enough to keep the head up when the foot stumbles. It is true in a society that is not above reproach etiquette has often imposed a number of vexatious rules, a strict adherence to which has been necessary to avoid calumny; and that the natural perversity of human nature has caused infractions of these, to the great scandal of chaperons and duennas. Still, now that society is becoming more trustful, more disposed to allow a certain latitude of conduct on the part of individuals, its confidence must not be strained. The true rule as to the relative duty of society and the individual seems to be this: While society should trust the individual, it is still more incumbent on the individual to take care not to give cause for the exercise of forbearance by society. It sometimes happens that the guilty one is most "touchy" and indignant and restive under criticism. It is not enough for one to demand from others a good opinion, regardless of suspicious circumstances, but rather it is necessary so to act that even the most perverse and captious can find nothing to criticize. This is the safest course of conduct for young women. A great deal of freedom of intercourse exists nowadays. While it may be perfectly innocent, it is not always absolutely safe. Few people ever go voluntarily over Niagara Falls. They float innocently and heedlessly in the waters above the rapids, and long before they can detect danger they are drawn into the irresistible current flowing over the precipice.

**The Life of the Clam Fisher.**

Clam shells are bringing as high as twenty dollars a ton nowadays, about twice the price of former years. This rise is said to be due to the prevailing fashion among women for large pearl buttons for shirt waists.

The demand for large buttons is very strong and many button manufacturers are cutting nothing but the big button, leaving the other parts of the shell to be bored into buttons at a more leisure time, especially winter, when the men are driven from the water to the button factory. Up and down the Mississippi River at all the important points, such as Lansing, Prairie du Chien, McGregor, Cassville and Guttenberg, where button factories are located, difficulty is experienced to get men to operate the machines because the river offers so much more inviting chances for liberal reward.

Pearl fishing is now a recognized vocation, followed strenuously by thousands as a bread winner. This

business is bringing activity to all the towns along the river, and, of course, is more noticeable in such towns as Lansing, where, perhaps, as high as eight hundred people are supplied with their daily needs.

The life of a clam fisher is not the most pleasant in the world. He works through sun or rain, nothing makes him quit but cold weather or a rough river. Early in the morning he casts his drag and soon he has a collection of clams which have been foolish enough to shut their mouths over a piece of the rope drag which has crossed their open mouths. They hang on determinedly until the clam fisher draws up the whole drag of ropes and perhaps has as high as twenty-five clams hanging fast.

This operation is repeated until enough are gathered for a boiling, then they are boiled until their mouths open and the fleshy muscles loosen from the stony shell. It is in this fleshy part that the pearls and slugs are found. This is the most interesting portion of the work for the fisherman, for each succeeding clam may contain a pearl that would make him rich.

There is, however, something more than mere chance in this work and although a man may find a steel blue pearl worth \$1,000 in a day's fishing, yet his daily average of salable at \$18 per ton and the slugs and small imperfect pearls which he is sure to find will always bring him from \$3 to \$5 per day. Considering what this man has invested, he is sure of a very liberal return. His boat and necessary equipment will not cost over \$15 and his returns begin at the end of his first day's work.

**Sounds We Can Not Hear.**

Most people suppose a mole to be dumb, but it is not. A mole can give a sound so shrill that it hasn't any effect on the human ear at all, and another sound so low and soft that no human being can hear it. Yet a weazel can hear both these sounds as plainly as you can hear the report of a gun, and a sound-registering machine—the phonograph—will show them both, with scores of other sounds you are deaf to.

The usual note of the mole is a low purr, which it uses a good deal while at work underground, and it can also shout at the top of its voice if hurt or alarmed, but although it shouted and purred in your ear you wouldn't hear it. The sound register, however, with its delicate pencil that marks the volume of sound on a paper, gives the quantity of both sounds.

A weazel, too, which is one of the mole's enemies, can hear these sounds through a couple of inches of earth, and often catches the mole when he throws up his hillocks of earth. The common field mouse, too, has a purr that is altogether beyond you, although you can hear him squeak plainly enough if he is hurt. A death's-head moth, too, can speak, but that is done by rubbing his wings together, and is not a voice at all.

But the champion of all creatures for good hearing, and one that can

hear a sound that is over 100 degrees beyond your own limit is the common thrush, and you may often amuse yourself by watching him at it. He can hear a lob-worm moving underground, locate him by the noise, and haul him out. Often you may see a thrush stand perfectly still on your lawn, cock his ear and listen intently, then make a couple of steps and haul out a fat lob-worm. Even the starling, which is about the size of a thrush, can not do this, but he knows the thrush can, and being a disreputable person, he follows the young thrushes about on their worm hunts and steals the worms from them.

**Joe Jefferson Jollies.**

Now that the worthy dean of the profession has started upon his annual pilgrimage, the Jefferson stories are starting on their rounds, and certain it is that no player is in a better condition to say "I remember" than this well-loved veteran.

He is telling one story of Macready, related to him years ago by another old man, who had seen Macready away back in the '40s. According to the yarn, in a shipyard scene the actor paced the deck while the canvas representing the sea was kept in motion by the walking beneath of men with half-bent bodies. The cloth had been worn to thinness by dint of much use. When Macready came to the most impassioned part of his monologue and the waves were rising higher and higher, the audience was astonished to see a red head pop up through the crest of a wave. The actor saw it, too, and for a moment he looked as if he were disconcerted; but it was only for a moment. Raising his voice, he shouted:

"Man overboard!"

And this made the people cheer and praise Macready all the more.

**Tables for Brass Ornaments.**

The latest addition to the appointments of fashionable homes, especially those in the country, is brass tables. These pieces of furniture are not made of brass, as one might imagine from their name, but are the receptacles for collections of brass objects made by the master or mistress of the house. These tables are always made of mahogany, and, to be absolutely correct, must be the work of one of the great English cabinet makers, like Chippendale or Sheraton. They are placed preferably on the landing at the head of the main stairway, although sometimes the brass table is to be seen in the entrance hall. On the polished top is placed every variety of brass candlestick that the collector can find—brass cups, snuffers and trays, Russian wine jugs and ash trays. Nowadays, of course, they have no practical use aside from that of their interest and beauty. They are an American adaptation of the old English custom of having a table in the lower hall of country houses where the bedroom candlesticks are kept ready for use to light visitors upstairs and into their sleeping chambers.

**Was It You?**

Somebody did a golden deed;  
Somebody proved a friend in need;  
Somebody sang a beautiful song;  
Somebody smiled the whole day long;  
Somebody thought, "'Tis sweet to live."  
Somebody said, "I'm glad to give;"  
Somebody fought a valiant fight;  
Somebody lived to shield the right;  
Was that somebody you?

WHOLESALE

**OYSTERS**

CAN OR BULK

DETENTHALER MARKET, Grand Rapids, Mich.

*High Grade, but Not High Priced*

*Voigt's Crescent Flour*

*Best by Test*

The most popular and up-to-date flour of the day.

*All Leading Grocers Sell It*

*Voigt Milling Co.*

*Grand Rapids, Mich.*

## Around the State

### Movements of Merchants.

St. Charles—A. E. McMichael has purchased the grocery stock of F. H. Hill.

Durand—A. B. Evans, dealer in coal and ice, has sold out to Hamlin Bros.

White Fish Lake—E. J. Phillips has opened a grocery store at this place.

Durand—Job Naldrett has sold his grocery stock to Sidney Fraser, of Owosso.

Grandville—M. D. Lynch has removed his general merchandise stock to Cadillac.

Williamston—F. H. Haskell has closed out his bazaar stock and shipped his grocery stock to Flint.

Detroit—John R. Pengelly is succeeded by Shuman & Buettner in the grocery, meat, cigar and tobacco business.

Detroit—The style of the wholesale grocery establishment of Lee, Doran & Co. has been changed to the John Lee & Co.

Durand—The National Grocer Co. will erect a brick and stone building here, 80x100 feet in size, two stories and basement.

Holland—C. Pieper & Son, of Zeeland, have opened a jewelry store in the building formerly occupied by the late Isaac Fairbanks.

Mackinaw City—D. Willets is erecting an addition to his dry goods store and will add a grocery department to his business.

Manistee—The stock of the Hub Clothing Co. has been turned over to Fred W. Ramsdell, trustee, for the benefit of its creditors.

Corunna—Wm. Quayle has purchased the grocery stock of his brother, John C. Quayle, who retires from business on account of ill health.

Bronson—The Zapf-Sessions Co. succeeds Zapf, Sessions & George and will add to their stock of groceries and crockery a line of boots, shoes and rubbers.

Cedar Lake—Irwin M. Collins, dealer in general trade, and Harriet L. (Mrs. Wm. S.) Nelson, grocer, have consolidated their stocks under the style of Nelson & Collins.

Munith—Coulson & Coulson have sold their general merchandise stock to Charles Crane, who formerly lived at this place; for the past year or two he has resided at Romeo.

East Jordan—The firm of Danto & Banks' of Ellsworth, composed of A. Danto and M. Banks, have removed to this city to engage in the furnishing goods and shoe business.

Bangor—C. H. King, of South Haven, and R. C. Paddock, of Geneva, have purchased the implement stock of A. W. Pratt and will take possession of the premises Nov. 1.

Traverse City—A. H. Perry has sold the hardware stock belonging to the S. K. Northam estate to S. F. and Fred Saxton, who will continue the business under the style of Saxton Bros.

Engadine—A. D. Day, who has operated a mill and store here for several years, sold his interest to F.

H. Freeman, Gould City; James Nickel, Welch, and Mr. Collins, of Engadine. The consideration was \$20,000.

Traverse City—Campbell Bros. will open a grocery stock in the Dunn block about Oct. 20. The firm is composed of E. H. and L. A. Campbell, both of whom have been employed in the grocery store of Jacob Furtch for several years.

Coldwater—Calkins & Tripp, grocers, have dissolved partnership, Frank Calkins retiring from business. Wm. Tripp has associated himself with Floyd George under the style of Tripp & George, and will engage in the grocery business at Bronson.

Tawas City—John Armstrong, who for several years has had charge of the undertaking department of M. J. & B. M. Buck, of Lansing, has purchased the furniture and undertaking stock of Peter Everitz and will continue the business at the same location.

Hastings—C. W. Clark & Co. have sold their grocery stock to Hams & Russ. W. A. Hams recently sold his grocery stock after having been engaged in the business for several years. E. C. Russ has been connected with the wool boot company of this place.

Port Huron—Brooks Dawson, dealer in hay and grain, has merged his business into a corporation with a capital stock of \$10,000, under the style of the Dawson Co. The shareholders are as follows: Brooks Dawson, 500 shares; Henry McMorran, 499 shares, and David McMorran, 1 share.

Flint—Wm. Hammer, of Owosso, and John Flynn and Wm. Main, of this place, have formed a partnership to engage in the buggy business. They have purchased a site at the corner of Fourteenth and Harrison streets, for \$425, and will erect a carriage storeroom 54x80 feet, two stories high, and will ultimately manufacture carriages.

Corning—Eli Runnels has sold his store building and general stock to E. J. Steeby, who will continue the business. Mr. Runnels retains his sawmill and feed mill and will continue to operate both for the present. He has been engaged in trade here twenty-two years, and during which time he has not lost on an average \$1 per year in bad debts.

Port Huron—The Port Huron Merchants and Manufacturers' Association has adopted a new credit system and hereafter chronic, slow-paying customers and dead beats will find it difficult to get trusted. All persons of this class will be listed by the Secretary of the Association, and when a person asks for a line of credit in any branch of the retail business the dealer calls up the Secretary to learn the individual's standing. Fines and forfeits are imposed for the violation of the rules.

### Manufacturing Matters.

Adrian—The capital stock of the Lamb Wire Fence Co. has been increased from \$400,000 to \$500,000.

Cedar Springs—H. Miller & Son have surrendered their lease of the roller mill here.

Hudson—The Bean-Chamberlain Manufacturing Co., manufacturer of pumps, plows and bicycles, has filed an involuntary petition in bankruptcy.

Wayland—The factory building of E. S. Fitch, manufacturer of cream separators, was burned last week. The loss is partly covered by insurance.

Saginaw—The Saginaw Match Co. has been incorporated with a capital stock of \$50,000. The shares of stock are held as follows: F. T. Lodge, 2,900; Wm. R. Brown, 1,400, and W. M. Trevor, 500.

Detroit—The Detroit Carriage Co. has engaged in the manufacture of wagons and carriages with a capital stock of \$50,000, owned by Hermann Roehm, 2,600 shares; C. M. Roehm, 200 shares, and H. W. Paton, 200 shares.

Detroit—The Ideal Register & Metallic Furniture Co. has filed articles of association with a capital stock of \$25,000, of which \$1,200 has been paid in cash, and \$23,800 consists of stocks patterns, etc. The stockholders are Detroiters as follows: Elmer E. Liggett, 1,550; Emil A. Fardon, 413; Roy W. Herrick, 357; Ella M. Liggett, 180.

Bridgman—The Bridgman Oil & Gas Co. has been organized to engage in the mining of oil, gas and coal in Berrien, Cass and VanBuren counties. The authorized capital stock is \$10,000, divided in equal amounts among Chas. H. Whitman, St. Joseph; Geo. W. Bridgman, Benton Harbor, and Wm. Williams and F. H. Whipple, of this place.

Three Rivers—The Armstrong Machine Works has disposed of its bicycle spoke and nipple business to the Excelsior Supply Co., of Chicago, and this part of the stock, together with the special machinery, will be removed to Chicago. The Armstrong company will engage in the manufacture of machinery, but just what kind and to what extent it has not yet decided.

Portland—D. Van Auken has taken the position of advertising manager of the Wolverine Soap Co.

Menominee—The Peninsula Box & Lumber Co. has closed a contract with Singer Sewing Machine Co. for supplying all the boxes and crates to be used by that corporation during the next year, the deal involving about \$60,000. This is the largest contract of the kind closed on the Menominee River in some years and assures the steady operation of the plant for several months to come.

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

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Widdicombs Building, Grand Rapids  
Detroit Opera House Block, Detroit

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You can order a supply of Vege-Meato and rest assured that it will be sold promptly at a good profit. Send for samples and introductory prices.

**The M. B. Martin Co., Ltd.**

Grand Rapids, Mich.



**Grand Rapids Gossip**

**The Grocery Market.**

**Sugars**—The demand is fair for the fag end of the season. As to the future, there seems considerable reason to expect a further decline, although this is the greatest possible uncertainty. Under present conditions it seems reasonable to expect that if there is any change it will be a decline, although last year, with conditions more in favor of a decline than now, the market advanced. The raw market has been fairly steady during the past week, with some sales made, however, at one-thirty-second off.

**Coffee**—The coffee market has fluctuated considerably during the week, the decline which occurred first being caused by the published fact that the world's visible supply on October 1 was the largest in the world's history. As a result of this Brazil options declined 35 points and No. 7 actual coffees about 1/4c. Later the market recovered somewhat, however.

**Canned Goods**—Canned goods are, at this time, as puzzling to those who are interested in them as the stock market is to the speculator. Why should the tomato market decline any more than the stock market? Everyone is trying to give some good excuse for the present conditions, but none of them answer the question. At the same time buyers are exercising caution. Lima beans are scarce. The crop is a very short one, and it is safe to say that the Baltimore packers will not get enough to supply their trade. String beans are also firmer. Pears are scarce. The crop is a light one. There will not be any more cheap prices like those which prevailed during the past two years. The conditions have changed. All kinds of peas, except some of the cheap grades, have been closed out by the packers.

**Dried Fruits**—There has been no change in prunes during the past week, offers being still about for new prunes from outside Santa Clara at a 2 3/4c basis and for Santa Clara at a 3c basis. Old prunes are being shaded somewhat. Peaches are dull and unchanged, the slight firmness on the coast being still maintained. Seeded raisins are unchanged as yet, but an advance is positively prophesied by the Trust. Sales at the opening prices have been fair. Loose raisins are quiet, being too high to sell, except from hand to mouth. No higher prices are expected in loose raisins. Apricots are unchanged and quiet. The price is too high. Currants are about 1/8c easier.

**Syrups and Molasses**—The glucose market has declined 15 points during the past week, more on account of pressure to sell than from any other reason. The Glucose Trust has declined its syrup prices 2c per gallon in consequence, but the Eastern refiners remain unchanged. The demand for compound syrup is light, on account of the warm weather. Sugar syrup is in demand only for export, at unchanged prices. No new molasses is in market yet, although the usu-

al consignments of cane juice are reported from New Orleans. The outlook is for a short crop, which may and may not mean high prices. The spot demand for molasses is light, although the market is bare.

**Spices**—In their weekly market report John Clarke & Co. review the spice situation as follows: "The market has been extremely active with large trading in cloves, pimento, nutmegs, cassia and pepper. The large exports of cloves from here to London have nearly decreased our stocks. None have yet been shipped from Zanzibar to Europe or the United States. Nutmegs are much firmer and higher, spot and to arrive, and much higher prices are more than probable. The grinding demand for the whole list is very broad and steady."

**Fish**—There has been no change in shore mackerel during the past week. Arrivals have been very light and the situation continues very firm. Irish mackerel have been in fair receipt and the demand has taken all that have come forward. Norways have advanced in first hands probably \$2 per barrel, although it is still possible to buy some goods at a shade under the advance. The mackerel fishing seems to be about over. No change has occurred in sardines. The run of fish during the week has been fair. Cod is steadily advancing and the demand is light. Nothing is doing in lake fish to mention.

**Social Session of Kalamazoo Grocers and Butchers.**

Kalamazoo, Oct. 13—The members of the Kalamazoo Grocers and Meat Dealers' Association and their ladies were handsomely entertained last evening by Mrs. Emma L. Allen, who provided a sumptuous repast at the Auditorium. About ninety persons participated in the affair, which was voted a success by all present.

Toasts were responded to by prominent business men of the city. Mr. Meisterheim, President of the Association, was toastmaster.

Mrs. Allen made interesting remarks concerning the Association, which were well timed and given in such a vivacious manner as to bring the assemblage quickly over to her side.

Remarks on various subjects were also made by Henry R. Van Bochove, Treasurer of the Association; Henry Schaberg, Secretary of the Association; Edward Desenberg, of B. Desenberg & Company; John Van Bochove, ex-President of the Association; Mr. Pratt, a candy distributor, and other men connected with the wholesale and retail meat and grocery business in the city.

Music was furnished by Edward Desenberg and the Marsh sisters.

Among the other features of the entertainment was Madame Louise St. Germaine, palmist.

Frank H. Thurston, the pioneer Central Lake merchant, was in town Tuesday on his way to Trenton, Ga., where he will spend the early portion of the winter. The latter part of the winter will be spent at Tampa. He was accompanied by his wife.

**The Produce Market.**

**Apples**—Eating stock fetches \$2@2.25 per bbl. and cooking varieties from \$1.75@2 per bbl.

**Bananas**—Good shipping stock, \$1.25@2.25 per bunch. Extra Jumbos, \$2.50 per bunch.

**Beets**—50c per bu.

**Butter**—Creamery is without change, being held at 21c for choice and 22c for fancy. Renovated is meeting with active demand on the basis of 18 1/2@19c. Receipts of dairy grades are not very liberal and the quality is medium. Local dealers hold the price at 13c for packing stock, 16c for choice and 18c for fancy.

**Cabbage**—50@60c per doz.

**Carrots**—30c per bu.

**Cauliflower**—\$1@1.25 per doz.

**Celery**—15c per bunch.

**Citron**—90c per doz.

**Cranberries**—\$8 per bbl. for Cape Cods.

**Cucumbers**—75c per bu.

**Eggs**—Receipts are moderate, but the proportion of shrunken eggs is quite large, due to the farmers and shippers holding the harvest eggs for the increase in price. Prices range about as follows: Case count, 18@19c; candled, 20@21c; cold storage, 19@20c.

**Egg Plant**—\$1.25 per doz. for home grown.

**Frogs' Legs**—50@75c per doz., according to size.

**Grapes**—The local crop is pretty nearly all marketed, small baskets being sold at this time on the basis of 15c for Delawares (4lb.), 18c for Wordens (8 lb.), 20c for Niagaras (8 lb.), Wine grapes (culls) command \$1 per bu.

**Green Corn**—12c per doz.

**Green Onions**—11c per doz. for silver skins.

**Green Peppers**—65c per bu

**Honey**—Dealers hold dark at 9@10c and white clover at 12@13c.

**Lemons**—Messinas, \$5@5.50; Californias, \$4.75@5.

**Lettuce**—Leaf, 50c per bu.; head, 65c per bu.

**Mint**—50c per doz. bunches.

**Onions**—Local dealers are getting ready for an active campaign, paying 35@40c per bu. for white, yellow and red.

**Oranges**—California late Valencias, \$4.50@4.75; Jamaicas \$3.50.

**Parsley**—25c per doz bunches.

**Pears**—Kiefer's, \$1.10.

**Pickling stock**—Cucumbers, 18@20c per 100; onions, \$2@3 per bu.

**Potatoes**—Local dealers are handling all offerings with great caution on account of the tendency to rot, which is causing shippers serious loss. Transactions on the Grand Rapids market are on the basis of 40@50c per bu.

**Poultry**—Local dealers pay as follows for live fowls: Spring chickens, 9@10c; yearling chickens, 7@8c; white spring ducks, 8@9c; young turkeys, 12@13c; old turkeys, 9@11c; nester squabs, \$1.50@2 per doz.; pigcons, 50c per doz. Dressed fowls find an active demand on the following basis: Spring chickens, 12 1/2@13c; fowls, 10 1/2@11c; young turkeys, 14c; ducks, 11@11 1/2c.

**Pumpkin**—\$1 per doz.

**Radishes**—China Rose, 12c per doz.; Chartiers, 12c.; round, 12c.

**Squash**—1 1/4c per lb. for Hubbard. Sweet Potatoes—Have declined to \$2.35 per bbl. for Virginias and \$3.25 per bbl. for Genuine Jerseys.

**Tomatoes**—60c per bu. for either ripe or green.

**Turnips**—40c per bu.

**Hides, Pelts, Tallow and Wool.**

The hide market seems to be slumping off. The demand is light on a light supply of countries. Receipts of cattle are large at stock yards, but there is no accumulation of stocks of hides. Prices have been too high for tanners to get a new dollar for the old one. The market is firm and in light supply of calf, kip and extremes.

Pelts seem to go out as received, with no material change in value.

Tallow stock is some firmer without change in price. Greases and off tallow are plentiful, but are firmly held at present prices.

Wools have moved freely out of the State. There are no sales to quote from. Trade is quiet at seaboard points, with prices held above manufacturers' views. The market is firm, with an advance in price probable in the near future.

Wm. T. Hess.

Roswell A. Whitney, Secretary of the Interurban Creamery Co. at Jamestown, will be married next Saturday to Miss Clara M. Nichols, at the residence of the bride's uncle and aunt, Mr. and Mrs. N. L. Chamberlain. The Tradesman extends congratulations.

W. Frederick Blake (Worden Grocer Co.) went fishing in the Straits of Mackinaw very early in the week. The yarns he tells regarding the fish he landed on that occasion place him in the same category as Baron Munchausen.

The assets of the Grand Rapids Pure Food Co., Ltd., were bid in at chattel mortgage sale by David Bertsch and E. C. Emmons, who will continue the business under the style of the Grand Rapids Pure Food Co.

D. W. Willett, dry goods dealer at Mackinaw City, has added a line of groceries. The Worden Grocer Co. furnished the stock.

**Late Wants Column**

For Sale—General store, new frame building, 22x46; stock and fixtures at inventory price; photo studio on second floor; fine single slant north light; house, barn, wagon barn and one and one-half acres land; good location; established seventeen years. Address H. T. Whitmore, R. F. D. No. 1, Rives Junction, Mich. 828

Business men and agents make large profits handling our new line of novelties; special prices on large quantities; catalogue free. Coryl Mercantile Co., Toledo, Ohio. 827

Wanted—Partners in a co-operative department store, now being organized, to act as buyers and department managers for dry goods, millinery, cloaks and suits, draperies, clothing, shoes, hats, furnishings, drugs, hardware, house furnishings, wall paper, furniture and many other departments. An investment from \$2,000 to \$5,000 by men of experience in any of these departments secures a permanent position and profitable investment. The Macey Company, Toledo, Ohio. 826

Pharmacist, registered, wants position at once; fourteen years' experience; good references. Address F. W. Hamilton, Mantion, Mich. 800

## New York Market

### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 10.—The big storm, of which your readers will have learned, caused a good deal of delay in delivery of goods and matters will not be normal for some days. Crowds of sightseers have been here and the city along the water front was like a lake. In Newark about 12 inches of rain fell and all around New York are scenes of destruction. The damage will be enormous.

In the markets the effects of the storm were felt and many traders were obliged to remain home all day Friday. The week has been a quiet one in coffee circles, but at the close the feeling was firmer and a good many sales were made to speculators with quotations tending to a higher basis. On the spot Rio No. 7 is worth 5 9-16c. In store and afloat there are 2,630,342 bags, against 2,758,678 bags during the same time last year. In mild grades there has been light call for West Indies and buyers seem simply to be awaiting developments. Good Cucuta is worth 8c. East India growths are selling in an average manner and quotations are well sustained.

There has been a fair trade in sugar and the war between the Trust and Arbuckles has caused buyers to take hold quite freely, the latter seeming to get most of the trade as they sell at 30 days less 1 per cent. for cash.

The week has favored the seller in the tea market, especially for the better grades of Formosas, which, at the moment, are in comparatively light supply. Pingsueys are also doing well and this applies, in fact, to all of the better grades, while low grades are not wanted.

The rice market has been as active as could be hoped for. Demand has hardly been as active as last week as buyers have become pretty well stocked up. Prices are hardly as firmly sustained as last week owing to some decline in the South.

The whole list of spices is firmly held, as has been the case for several weeks. Sales are not large individually, but altogether represent a fair total. Quotations show no change.

Molasses has been in light request this week. New orders have been for very small lots, and withdrawals on previous contracts have been very moderate. Prospects continue of a light crop. Quotations are practically unchanged. Syrups are steady, but sales have been moderate and buyers are simply waiting.

A fair trade has been done in dried fruits, considering the weather. Raisins and prunes have both met with fair request. Currants show no change. Dates and citron are well sustained.

In canned goods prices on salmon have reached a point which causes buyers to hesitate. Quotations range from \$1.35@1.37½ for Alaska red talls and \$1.70@1.75 for Columbia River talls. Tomatoes are quiet within the range of 70@72½c. Western

corn, \$1@1.05 and meeting with ready sale. California fruits are in good demand and apricots are running short in some sections.

The butter market shows some improvement and quotations have advanced about ½c. Fancy Western creamery, 21@22c; seconds to firsts, 17@20½c; imitation creamery, 15@18c; factory, 15½@16c, latter for desirable held goods; renovated, 15@17c, latter for extra stock.

The recent activity in the cheese market has seemingly given way to an almost stagnant market this week. There is an accumulation of stock and supplies coming are simply adding thereto. Sales are generally of very small lots. Full cream, small, colored fancy stock, 12¼c; large, 12c.

Eggs show little, if any, change. Of course the demand for the highest grades is sufficiently active to keep the market closely sold up. Medium sorts are in accumulation and drag. Western fresh gathered, 25c for extras; firsts, 23@24c; refrigerators, 19@21c.

Beans are steady. Choice marrows fetch \$2.90@2.95; medium, \$2.30; pea, \$2.35; California limas, \$2.55, and the situation favors the buyer.

Apples and pears are in fair supply, the former ranging from \$1.50 through every fraction to \$3.50 per bbl. Pears, \$2@6, latter for seckels per bbl. Quinces per bbl., \$3@5. Cranberries are quiet. Cape Cod are worth \$6@8.50 per bbl.

Chestnuts are in plentiful supply at \$3@4 per bbl.

### The Importance of Having a Purpose in Life.

Written for the Tradesman.

"Be not simply good; be good for something."—Thoreau.

One of the most important things in life is purpose based on principle—if, indeed, want of principle is not the principal want of not a few people. Say that we propose every morning that certain work be done in a certain order or way that day, as well as form purposes which will take longer time to execute.

A student asks himself, "What shall I do now, that I may be a leading specialist in my line twenty years hence?" The basis of his assumption is that specialists will be needed, for science lights the way to new combinations of matter and energy, to applications of principles that enormously increase the productive power of the laborer. Invention leads to the demand for a scientifically educated class of laborers, so that the term of apprenticeship is changed. The main requirement of a modern "top-notch" is scientific knowledge of the machine and the materials it works on. We have to impress others with the *raison d'être*. The increase of knowledge rendering the compassing of it by one individual impossible has driven the learned into specialties. The range of human enquiry has now extended to a degree where the true measure of a man's learning is the amount of his voluntary ignorance or the number of studies he chooses to let alone. The wisest and strongest have to hustle to keep abreast of the times in any single

branch of knowledge or industrial enterprise. The highest ability will accomplish little if scattered on a multiplicity of objects.

Nevertheless, to the young men of capacity, concentration, training and lofty purpose annually making their entrance upon active life the prospect is in ninety-nine cases in a hundred most perplexing. They see every avenue to prosperity thronged with their superiors in experience in possession of all the elements or conditions of success. Every post appears occupied, every office filled, every path crowded. Where shall they find room? It is said of Webster that when one suggested to him that the profession to which he had devoted himself was overcrowded, he replied, "Young man, there is always room at the top." It might also have been added that the farther from the bottom one goes the more scattering the neighborhood. If a man has no power to get out of the rabble at the bottom, then he is self-convicted of having chosen a calling or profession to whose duties he has no adaptation.

For success there must be method in doing work, order and punctuality. The conduct of life must be regulated, days counted, hours reserved and set apart. A plan must be formed not so rigidly that departures from it in cases of necessity or convenience are forbidden, yet it must be rigidly enough adhered to to prevent waste from casual interruptions and distractions. The morning is

probably the best time for creative mental work and the afternoon for critical. In this connection the following quotation from Admiral Sampson will be conclusive enough for all practical purposes: "In thinking as much as he talks and acts, in carefully planning in advance, in persistent work, in the determination not to be discouraged by rebuffs or misfortunes, in being as polite to inferiors as to equals and in being temperate in everything every ambitious person will achieve success."

Thos. A. Major.

## ELLIOT O. GROSVENOR

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**BONES AND REFUSE.**

**How They Are Best Prepared and Preserved.**

Assuming that you are familiar with the process of making tannage, you undoubtedly recall the long benches surrounded by men constantly busy scraping meat from the skulls of the slaughtered animals. You probably noticed that the jaw bones and skulls, after being cleaned of meat and sinews, were dumped into a large iron tank, where, after a sufficient supply of water had been added, they were boiled for a considerable length of time. The knuckle bones were also similarly boiled. After they have all been boiled in open tanks, at low temperature, for several hours, the grease and glue are run off and the bones placed on steam coils to dry. When thoroughly dry, they are crushed and ground, thus producing what is known as raw ground bone. This product analyzes about 4½ to 5½ per cent. of ammonia, and from 50 to 55 per cent. bone phosphate of lime.

Butcher, prairie and junk bones are sometimes collected, washed, boiled, coil-dried and ground in similar manner. They make a very good grade of meal. Bones for raw ground bone must not be boiled, under pressure, as that softens the bone, producing soft steamed bone meal, which does not command so good a price as the raw bone meal.

In cutting up meat into halves and quarters there are gathered numerous small bones, which are placed into receptacles known as "pressure tanks." They are there boiled under pressure for twenty-four hours in a closed tank. At the expiration of this time the grease is run off, and the glue matter saved. Glue is quite an important item in packing house products. This process is repeated a second, and sometimes even a third, time under certain conditions. The grease is saved and sold to soap and candle factories, and the liquid glue turned over to the glue house for further treatment and drying.

The bone residue is then dumped into vats, similar to those placed below the tannage tanks. The water is then drained off, and the residue placed between crates or racks in the same manner as is done in pressing tannage, and when a "frame" is completed the same is placed under the hydraulic press. A gradually-increasing pressure, which finally attains the intensity of 200,000 pounds per square inch, soon squeezes out what grease and free water are contained therein. After pressing, the product still shows considerable moisture, sometimes as high as 45 per cent. The material is next disintegrated, fed into the dryer and dried down to about 5 per cent. of moisture. Then it is ground, and becomes the "steamed bone meal" of commerce. This product analyzes from 2 to 4 per cent. of ammonia, and from 45 to 55 per cent. bone phosphate of lime. Some of the larger packing houses find it more profitable to treat all their bones for glue and grease; that is, boil them (skulls, jaws, knuckles and all) under pressure, with the result that they

make but little, if any, raw bone meal, and, instead, considerable of the steamed product.

In grinding bone some of the material, now thoroughly dry, is beaten into dust. This formerly floated about the room, and made bone not only a disagreeable article to grind, but was also the means of considerable loss. Now a hooded arrangement has been invented which collects all this dust which formerly escaped from the mill, with the result that in the course of a season the amount saved mounts up into the hundreds of tons. In comparison this dust is similar to flour, and tests about the same in ammonia and bone phosphate of lime as regular steamed bone meal. The material is generally known as "bone floats," although in some localities it is called "bone flour."

Ammonia is a volatile substance, which, under certain conditions, will pass off into the air. Blood, tannage, concentrated tannage, hoof meal and bone meal, however, contain the ammonia in the form of nitrogen, which is an insoluble form, but it becomes soluble the moment it begins to decompose. During this decomposition in the soil the ammonia is driven off, and is then absorbed by the roots of the plant or held by the soil into which it passes.

In mentioning the probable analyses of the different grades of bone meal, I have given the bone phosphate of lime figures. In order to know the phosphoric acid contents, divide by 2.183, as 2.183 per cent. of bone phosphate of lime is equivalent to 1 per cent. of phosphoric acid. A prime grade of steamed bone meal consequently contains about 23 to 25 per cent. of phosphoric acid, of which about half is "available" the first year and the remainder the second year, unless decomposition is assisted by the use of solvents.

Bone may be acirulated by mixing 2,000 pounds of 50 degrees sulphuric acid with 2,200 pounds of steamed bone meal. You now have 2 tons bulk with a margin to cover natural shrinkage and evaporation of the mixed material. Assuming that the bone meal tested 55 per cent. bone phosphate of lime—equivalent to about 25 per cent. phosphoric acid—the addition of the equal weight of acid, previously mentioned, reduces the percentage of phosphoric acid in the combined bulk to 12½ per cent., of which probably ½ to 1 per cent. is insoluble, and the balance all "available" and water soluble.

By "available" is meant partly soluble in water and partly soluble in a solution of citrate of ammonia in the chemist's laboratory, which action is very similar to the process which takes place when the roots of plants or trees apply a solvent liquid to the phosphate in the soil, converting such portions of it as are assimilable plant food to its use. E. M. Paget.

**Result of Improper Storage of Flour.**

When anything goes wrong with the bread it is customary to lay the blame on the flour. This is perfectly natural, perhaps, but there are causes of bad bread other than spoiled flour. One of these is the common potato

bacillus, a minute organism which finds its way into the materials of the dough, survives the baking, and, growing in the bread, causes it to decompose.

The potato bacillus is one of the forms of bacilli that are harmless or harmful according to outside conditions. Experiments have shown that it sometimes enters the bread with the yeast. In one series of investigations this was found to be true of a compressed yeast, ordinarily on the market.

This form of bacilli is sometimes present in flour, but this is usually the result of improper storage facilities. A German contemporary cites a case of this kind where an outbreak of sickness among children was traced to the black bread they consumed. The officials seized the flour remaining in the bake shop and also that in the mill from which the supplies came.

Traces of bacilli were found in the flour from the mill, but not enough were present to prevent a wholesome

loaf being made from the flour. The storage at the bakery was damp and badly ventilated and the flour from this source contained colonies of the potato bacilli so numerous that after twenty-four hours the starch and gluten of the bread were found to be undergoing decomposition, and the odor emitted from the crumb of the loaf was most offensive.—American Miller.

A couple of anarchistic orators in Puerto Rico who declared the American flag was "a rag, fit only to cover rascals and criminals," and who advised the killing of Gov. Hunt, have been sentenced to six months in jail. That is the only way in which to deal with such characters. There is more liberty among the Puerto Ricans than they ever knew before and some of them seem to think it means license. Such individuals occasionally come to the surface in the United States, and it is perhaps not surprising that they should appear in our new possessions.



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E. A. STOWE, EDITOR.

WEDNESDAY - OCTOBER 14, 1903

### THE BURSTED BUBBLE.

According to a recent report made by United States Consul General Hughes, at Coburg, Germany, that country is suffering from a commercial and industrial depression.

For a long time Germany did not figure in the world of industry as a great manufacturing nation, although it was by no means lacking in manufacturing industries. But German manufacturers, which for some time previously had been growing into importance, by the year 1895 came actively to the front, and by 1899 Germany began to take rank along with England and the United States, although still a good way behind them in the amount produced. No other nation approached the three.

Under these conditions large quantities of German manufactures were exported to foreign countries, and they brought in return large amounts of money. The work people were employed, earning, for that country, fair wages, and what was called prosperity was realized on every hand. As a matter of course, speculative operations were carried on with great activity and many new enterprises were set on foot without any solid foundation that could insure success, but resting principally on the belief that they would ride through on the flood wave of boom conditions.

Unfortunately, the word boom in business expansion is often another name for bubble. Bubbles burst and so do business booms. Here is an example of how business was overdone during the German boom: In the closing decade of the last century there was a large amount of construction in Germany in which Portland cement was used, canal enterprises alone producing an enormous demand. An even greater demand seemed probable, for the Midland Canal and other undertakings, never put under construction, were considered certain of authorization. Portland cement plants sprang up rapidly until, at the close of 1889, there were 261 of them in the country. Then the demand suddenly dropped and there was a home consumption of only 14,600,000 barrels in 1901 against a productive capacity of 29,000,000 barrels. Moreover, a surplus stock of 10,000,000 to 12,000,000 barrels had accumulated for which there was no market whatever. The following year brought no relief in the crisis, as the exports rose from 506,000 barrels in 1901 only to 641,000 barrels in

1902. Only the oldest and largest companies, with well-established brands, the best locations for their mills and good business connections, have been able to make money or even to sustain themselves. Many other lines of business were in precisely the same situation.

The first sign of a break in business was in the spring of 1900. It was in the rapid decline of certain stocks of prominent smelting industries. There had also been signs of slackness in the manufacture of textiles and in the building trades. Real estate had risen in value, while the great activity in business had made money dear. Sales of building sites stopped and building stopped also. Many people were turned out of employment.

The iron manufacturers found their products rapidly falling off. The operators of coal mines found it necessary to reduce their output to per cent. and they turned off laborers or worked shorter hours, so that the earnings were reduced. By October the manufacturers of textiles, one of the most extensive industries in Germany, found their trade falling off to such a degree that they reduced their daily output at the expense of their employes.

Such was the condition at the beginning of 1901, when times grew worse and the crisis was sharpened by the disproportion between the prices of raw material and manufactured products. The raw-stuff syndicates charged as before and refused to recognize the altered conditions. Ever-increasing competition shackled the manufacturers; no new industrial concerns of any importance were founded in the spring, nor did a revival in the building trade take place. Stagnation manifested itself almost everywhere. Wages fell and diminution of output was the order of the day. In the mining branch a reduction of 20 per cent. was certified; in the smelting industry, 35 per cent.; in the textile industry, from 20 to 40 per cent. (cotton spinning mills); in the paper industry, 10 per cent., and in the wool industry a minimum output. The number of the unemployed increased to such an extent that the Prussian, Bavarian, Hessian and Baden governments separately instituted inquiries into the matter. Altogether, at the end of 1901 some 20 per cent. of Germany's workmen were without employment.

Conditions did not improve in 1902. On the contrary, times got worse. According to the Consul General's report, at the beginning of 1902 the crisis became still further intensified by a collapse in the coal-mining industry and the consequent discharge of a great many miners. One district alone witnessed the dismissal of 10,000 men in the course of the first few months. The iron trade was kept going by forced sales abroad.

A recital of the events given above presents a good idea of how commercial and industrial depressions commence to operate. They are the reaction of great business activity and expansion which is returning to its ordinary condition. Few people

understand that there is actually no reason for a boom in business. There are no more people than there were, and their needs have not suddenly increased, nor is there any sudden increase of money.

A boom always starts in some real advantage. Perhaps a new mining region is discovered and it causes the building of mills, machinery and other appliances for its development. Then towns spring up and railroads follow. It may be that the opening and settling up of a new agricultural region creates active development there, or there is some sudden exciting of interest in some particular locality or in some special industry.

In any such case there is a rush of people to the locality, and there is immediately created a great demand for houses, for roads, for streets, for mills and factories and for railroads and other improvements. Capital flows thither to take advantage of opportunities, and the labor of many people is employed, and so a boom commences and grows. Money which has come from New York or other distant sources of capital is being loaned to carry on the operations of the boom and some people are making fortunes, and many more who are taking risks more or less desperate hope to do so.

A boom may be confined to a locality, or it may affect an entire nation. In the United States we have had both sorts. It should be remembered that, despite all the activity and excitement of a boom, there are no more and no fewer people, and no less money. There is only the unusual excitement in the use of both. The greater the excitement, the greater the reaction. The higher the speculative movement reaches, the deeper the abyss into which it will fall.

The business of the United States has for several years been passing through a boom. There has been great activity in building houses and in developing industries, and at the same time there has been an enormous amount of speculation in corporation stocks, some of which are good and some practically worthless. The autumnal season is the one when vast amounts of cash are needed to handle the grain and cotton crops of the country, and this fact makes money scarce or dear for speculative uses. If speculators cannot get money to meet their immediate necessities, somebody is going to suffer; some operator is going to the wall. If there should be a large crop of such failures, money will be harder than ever to get, because those who owe cannot get it to pay with, and those who have it will not give it out save upon undoubted security.

Are we going to have a financial crisis in the United States this fall? The indications are that the country will escape. In all probability not a few of the speculators, big and little, will "go broke," but it is certain that an enormous amount of expansion has been cut off by the extensive union labor strikes, particularly those in the building trades. Great num-

bers of buildings projected in New York, Chicago and other cities, and which would have cost hundreds of millions of dollars, have not been erected because of the strikes. If they had been erected and completed they would have kept many thousand men at work, but the venal and unscrupulous walking delegates decreed otherwise—and the result is a vast army of men out of work, a large percentage of whom will have to be supported out of the poor funds the coming winter. If they had acted the part of men, instead of following the leadership of infamous walking delegates, they would have had steady employment at remunerative wages and contributed to the continued prosperity of the country. Instead of doing so, they violated every agreement they had made and kept up their strikes until they intimidated capital and precipitated the present trouble in the financial world.

On his return from Germany, Prof. Small of the University of Chicago, declared that Germany is determined to provoke a war with the United States. His remarks being cabled to Berlin, excited much resentment. Prof. Small has now explained that he did not mean to be interpreted as saying that war with Germany was inevitable. "This is certainly not the fact," he says, "because I have not the slightest idea that the situation as I diagnosed it is at all obscure to the majority of our Congressmen. My prediction is that our naval policy will continue to be such as to make the absurdity of a war between Germany and the United States perfectly evident to the 'jingo' of both nations." Whether we have a great navy or not Germany will be very slow about going to war with us. Germany has so many foes in Europe that she would be taking heavy risks in sending her forces across the Atlantic.

The value of a diamond as an "indorser" was set forth by a Newark, N. J. Lawyer in court the other day. The prisoner at bar was accused of attempting to steal a diamond. Whether or not by way of excusing his client for trying to possess a diamond, is not clear, but the lawyer said it was a "good thing to possess a diamond. I have one in my shirt front," he continued, "worth more than the one in question. When I go to the bank and ask for money the cashier invariably looks to see if the pin is still there. If it is he always turns over the money without looking up my balance. But if my front is gone, as it sometimes is, the cashier doesn't pay me until he looks at the books." The defense of the accused seems to have dazed the reporter, who failed to give the verdict.

Importers of products affected by the new pure food law are complaining vigorously of the delays incident to sending samples to Washington for testing. Improvements in administration may be found feasible, but it is inevitable that trading in imported foodstuffs will not be what it was. In fact the law was framed and passed to prevent its being that.



## NEW LABOR PHASES.

At no time in the history of the controversy as to the status of organized labor as a factor in economic industry have there been so many significant decisions as in the recent occurrences growing out of labor demands. From time immemorial it has been claimed, and allowed, that the rights of "labor" in some way transcend all other considerations. Because it was "labor" the most unreasonable demands, violating personal and property rights, could be urged and maintained.

It is therefore significant that in many recent instances the assertion of unjust and unwarranted demands has resulted in bringing these questions of labor ethics to a popular definition which demonstrates the principle that the laws of equity are alike for all. A notable instance of this is the much talked of Miller case in the Government Printing Office. The question brought to the President was reduced to the decision as to whether the union had any rights of dictation in the management of the Government business. The statement of the Executive was so simple and to the point that the public is astonished that there could ever have been such a question, and even the leaders of unionism dare not urge the matter farther. Incidentally it has led to a hearing in the departments as to the union obligation transcending duty to the state and many religious organizations are questioning whether such oaths are in harmony with their own claims. Possibly nothing could have occurred that would go farther in bringing this popular fallacy to its proper status.

Along a similar line is the awakening sentiment that no organization has a right to dictate to those outside of it as to whether they shall become members or not be allowed to work. Again and again during recent months this question has been brought to the front, and in all cases of importance the decision is against the unions. In cases where the employers can be prevailed upon to urge their men to join unions as the cheapest way to avoid trouble it is occasionally done, but in the prominent cases demands of this kind are met with indignant denial. Thus gradually public sentiment is coming to realize that no man or set of men in the twentieth century have a right to dictate as to the liberty of their fellows. It seems absurd that such a question could be in controversy.

Then there is also coming the definition as to the right of the employe to dictate as to the hours his employer may run his business. No one has ever questioned the right of any man to work as many or as few hours as he chooses except as he surrenders this right to an organization. But again and again, often with success, the mandate has been issued, So long shalt thou work and no longer. Public sentiment has reached a point where this power is being denied. Thus in Grand Rapids a few weeks ago the union upholsterers of three firms, to the number of a hundred or so, struck for the time honored claim

of less hours for the same pay. Formerly this was likely to be followed by sympathy strikes, until it might spread to the paralyzing of a great industry like that of furniture in this city. Instead there was a meeting of forty-four prominent firms in which an agreement was made that the hours of labor should not be changed. Thus quietly asserting their undoubted right to run their factories whatever hours they chose effectually sets that question at rest and the public is coming to wonder how such a question could ever have been raised.

For many years the theory of labor leaders was that the proper way to secure any demand was to strike for it. Not to wait, not to discuss it, but strike and then consider afterwards. Slowly this policy has become unpopular and now it is common to notify the demand for advance for a considerable time ahead. But it is coming gradually to be recognized that this method, which seems so reasonable, may be equally fallacious. Thus some months ago notice of an advance in one of our local industries was given to take place Oct. 1st. The result was that the industry in question was in a condition at that date which made the demand preposterous and it was not urged. The explanation is that under the advance proposed contracts could not be taken and the unwarranted movement defeated itself by driving work out of the city. A strike might have succeeded, temporarily, at the time of the movement, but a notification in advance will always operate to depress a competitive industry sufficiently to secure its defeat.

The recognition of the principles of equal rights by the public has been accompanied by the meeting of union demands by counter organization. This has been quiet and in many cases scarcely known, but the influence is soon felt when unjust demands are made. The wonder is that it has been so long that the combat was waged singly. This movement is of vast importance and is rapidly putting the question on a basis to be met by awakened public sentiment as to equality of industrial rights.

Morris Bailey, for thirty-eight years a practicing physician of Titusville, Pa., celebrated his eighty-fifth birthday recently in a novel manner. On his books were accounts uncollectable, extending over nearly half a century of time, and amounting in the aggregate to about \$42,000. These he consigned to the flames on his birthday. He has \$10,000 worth of accounts remaining which he expects to "settle" in the same manner.

Sir Frederick Bramwell, a distinguished English engineering expert, predicts that the steam engine will be obsolete in half a century, and he backs his view by the curious offer of \$250 to the British Association as a fund to be left at interest for fifty years, and the whole then offered as a prize for the best essay on the condition of the steam engine. Sir Frederick believes that electricity and other agencies will have displaced the use of steam by that time.

## AMERICAN SHIPPING.

Now that Congress is soon to assemble, the old agitation for ship subsidies is being renewed with more vigor than ever. The decadence of American shipping in the foreign trade is being bewailed, and it is pointed out that we have actually no larger tonnage in the foreign trade at present than we had a hundred years ago.

Everybody is well aware that all this is so; that the American flag is seen but seldom in foreign ports; that we not only secure no share of the carrying trade of other countries, but we even fail to carry an appreciable percentage of our products destined for consumption abroad. This is, of course, a lamentable condition of affairs, but is there no other remedy but the subsidy scheme proposed? If there were no other remedy, which, of course, is not admitted by the opponents of ship subsidies, then would the results likely to be achieved be sufficiently great to justify the enormous expenditure that would be involved in the payment of bounties?

The reason why American shipping does not compete for the foreign trade is because American ships can not be built as cheaply as foreign vessels, and more important still, they can not be run as economically as the foreign ships, owing to the restrictions placed by the shipping laws in the matter of food and in the minimum of men to be employed. The scale of wages among American seamen is higher, and all expenses of operating ships are greater under American registry than under any foreign flag.

The obvious remedy for the decadence of American shipping is to permit the building of ships abroad and the removal of many purely unnecessary restrictions upon ships operating in the foreign trade. Absolutely free ships might be going too far, but free ships would be infinitely better than subsidies, which, after all, might not accomplish what is proposed. According to the scheme of ship subsidies proposed, the American people are to be asked to accept a tax burden of no small proportions for the benefit of a comparatively few ship owners. Such a proposition is in itself abhorrent to our institutions and customs, which teach that the many should not be taxed for the benefit of the few.

Who would get the subsidies if they were voted? Principally the J. Pierpont Morgan Shipping Trust, or syndicate, and a few American lines engaged in the West India and Oriental trade. The shipping trust is showing its patriotism by building its new ships abroad; in fact, only about 10 per cent. of its total tonnage flies the American flag. The other leading beneficiary would be the combination of shipbuilding plants, which practically control American shipbuilding. These establishments are heavily overcapitalized, and for that reason are not in a position to compete on the most advantageous terms with foreign shipyards.

Although but few vessels in the foreign trade fly the American flag,

there is a very great amount of American capital invested in shipping engaged in that trade, but all such American-owned foreign ships, with a few exceptions, fly alien flags, in order to escape the exactions of our shipping laws. There is a homely old saying that you can not keep your cake and eat it, and it is very much that way with shipping. We can not surround it with prohibitive and onerous regulations and hope to keep American ships on the high seas in competition with foreign vessels not so burdened. A very considerable amount of foreign shipping is actually owned by American capital, and the foreign registry of these vessels is retained simply and solely to escape our onerous navigation laws.

The habit of ordering articles of dress, wearing them for the special occasion for which they were required, and then returning them as being totally unsuitable, met with a reverse in Paris during the week which the culprit is not likely to forget. Having acquired a cloak, priced at 1,200 francs, which she wore at the races at Saint-Ouen, she returned it the next day, neatly packed in its original box, as being badly made and unfit for her to wear. The long-suffering shop keeper, not wishing to offend a customer, returned her the price of it, but scarcely was she out of the shop when she returned in a hurry, having remembered that her purse, with 5,000 francs, was in one of the pockets. As she had previously stoutly maintained that one look at the cloak had decided her, and that she had not so much as put it on, the shop keeper said that it was quite impossible she could have left her purse in it, and insisted that she could only have the mantle again by paying for it. An unfeeling police magistrate to whom she applied for advice told her he could not help her, and that a lawsuit was her only remedy. In the end she gave way, took the cloak, and paid the 1,200 francs.

An American officer, recently returned to this country by the trans-Siberian route, tells in the Army and Navy Journal of his impressions and experiences by the way. From his story the superiority of sleeping car travel in Siberia over that in the United States is apparent. For instance, from Irkutsk to Moscow, seven days and nights, the cost was about \$2 per 24 hours. The sleeping car affords a toilet room for every two state rooms, so arranged that the passenger steps from his berth directly to the toilet room. The state room is furnished with every convenience for travelers, comfort is afforded and the cost is much below the Pullman rates.

Uncle Sam keeps on giving away farms. He is to dispose of 750,000 acres of land in Minnesota, formerly part of the Chippewa Indian reservation, November 10. It is expected that an army of homeseekers will be present at the opening. The public domain is still large, but the time is not far off when it will be impossible to obtain farms for the asking in this country.

**THE CREDIT QUESTION.****The Only System Which Will Make It Profitable.**

Written for the Tradesman.

Every merchant must inevitably run up against the "cash or credit" question and be compelled to weigh the one system against the other in his mental scales. When he has canvassed the experience of others so far as he may, he will have found certain conditions governing the two systems.

The strictly cash man is more liable to bad days and more the victim of weather and industrial conditions. His commercial barometer is affected by every fluctuation of public sentiment. He has no way of raising money except by loan, having few credits upon which to draw. But he has also less occasion for such things. The only way, of course, that the strictly cash man can compete with the credit man is by himself doing a strictly cash business. That is, he must be in a position to buy his stock at cash figures and take advantage of all the discounts possible and give his trade the benefit of these things. The man who must ask credit of the wholesaler and the jobber can not expect to do a strictly cash business with success. He is really up against a hard proposition. In fact, he is in the middle of opposing conditions.

The credit man, however, also has his troubles. If the cash man is subject to conditions of a sensitive market and a sensitive clientele, the credit man also has a sensitive trade to whom he is compelled to extend unusual favors and then suffer by the extension of such favors. There is hardly a credit man who has not had customers who buy on credit at his store and spend their ready money elsewhere. It serves to show the peculiar position of the credit man. He must be prepared to extend credit, yet to compete with the cash store. It is true the trade is often held by credit because certain customers are compelled to ask credit, but this is not always the most desirable trade. Of course such customers are not all bad.

Credit is the poor man's capital. He can not borrow money without paying interest for it, but he has been educated by the credit system to expect credit without paying interest. There are many people who save only when they are in debt. If they followed the rule so often laid down and never went into debt, they never would save anything. It is a beautiful theory that debt is always a bad thing, but there are many who have never been in debt but who have also never saved. To some men a load of debt is an inspiration—something to look ahead for and to strive to overcome. I never would advise a man to rush madly into debt, but neither would I advise him to be too timid about using this means of progress that is utilized by even the largest operators.

The best credit trade is the habitual trade rather than the regular customer. There is a fine distinction between the two. The habitual cus-

tomers buy at a certain store because it has become a matter of habit. The name of the dealer is a household word in this man's family. When the purchase of any article in his line is considered in the family circle, thoughts naturally turn to some certain dealer's store and the purchase is made there almost involuntarily. There are many families who have their family dry goods merchant and their family grocer, just the same as they have their family doctor.

The regular customer is one who buys regularly at your store, not as a matter of habit, but as a matter of necessity or because he thinks he can do better there than elsewhere. He is quickly won away from the latter idea and in the absence of the necessity is apt to be equally fickle. The fact remains that the credit system can compete with the cash store, but there is only one way in which it can be done and that is the right way.

In conducting a credit system there should be the same rule for all. An impression should go out that this rule is unbreakable. The successful conduct of a credit business is largely a matter of education. If the correct impression is created the matter of paying becomes as much a habit as the matter of buying.

It seems almost unnecessary, and yet I know it to be necessary, to impress on the merchant the necessity of sending out bills the first of the month, giving a statement of a customer's account. Strange to say, there are many merchants who neglect to do this and it is a most serious mistake. The customer who receives a bill the first of every month, or immediately thereafter, learns to anticipate these demands and is prepared to meet them. The one other system is bad. The unexpected bill which comes haphazard at any time in the month, sometimes every month and sometimes not for three months, is bad in every way. The statement which comes upon a customer unexpectedly leaves the impression with the customer that he is being crowded.

There is another very strong reason why you should keep your customers informed of their accounts. If they are so informed they are not likely to get into your credit too deeply, either too deeply for themselves or for you.

Ninety-five or more per cent. of the trade is honest in its intentions. When it asks for credit it expects to pay and if it does not pay it is more often through inability than through dishonesty. You can avoid this inability by keeping the customer wholly informed as to the amount of his indebtedness and also cognizant of the fact that he will be expected to negotiate it monthly if credit conditions are to be continued.

In a previous article I spoke about the wisdom of enclosing with your bill a circular calling some attention to some line in your store, and would again impress this simple little scheme on the credit merchant. It serves to hold the customer by showing the merchant's interest in him

and his desire to continue credit relations, but will not in any wise give the customer the idea that he can violate your credit rules.

A good system will escape this poor trade which is the hated hoodoo of every merchant, a thing the credit merchant most fears. Every bill of goods should be checked at the office before it goes out of the store. Do not let your clerks determine to whom credit should be extended and to whom not. If your store is a large one have someone at the desk who is responsible for these things. The clerk can consume enough time in the wrapping, etc., of the purchase to permit the bill to travel to the cashier's desk and return with an O. K. before the goods depart from the store. In the small store where there

are no cash carriers nor anything of that kind, there should always be someone in the store who is responsible, either yourself or a trusted employe, and no one else should be permitted to extend credit to anyone.

Charles Frederick.

**Union Men Indicted.**

Members of the Philadelphia branch of the Amalgamated Meat Cutters and Butcher Workmen's Union have been indicted charged with conspiring to ruin the business of William Rudland, who, according to the union, was handling the product of a packer whose employes are on strike. Suit will be started against the union by the packer also.

Every age develops all the heroes it needs.

# How to Paint your house Cheap

The cost of painting the house and barn, outbuildings and fences is a heavy burden. Cheap paints soon fade, peel or scale off and white lead and oil costs so much and has to be replaced so often that it is a constant expense to keep the bright, clean appearance so desirable in the cozy cottage-home or the elegant mansion. To meet the needs of the small purse and at the same time give the rich, lasting, protecting effect of a first-class paint caused the manufacture of



## Carrara Paint

and it is the best paint for house, barn or fence; for interior or exterior work it has no equal. It is smoother, covers more surface, brightens and preserves colors, is used on wood, iron, tin, brick, stone or tile, and never cracks, peels, blisters or chalks; it does not fade; it outlasts the best white lead or any mixed paint, and it covers so much more surface to the gallon that it is cheaper in the first costs than most cheap paints.

The following are a few of the large users of Carrara Paint: The Waldorf-Astoria, New York City, one of the most magnificent hotels in the world, is painted entirely with the world-famous CARRARA PAINT; Pennsylvania R. R. Co.; Pullman Palace Car Co.; Chicago Telephone Co.; Central Club, Chicago; Kenwood Club, Chicago; Cincinnati Southern; C. & F. I. R. R. Co.; Denver & Rio Grande R. R.; Wellington Hotel, Chicago.

Agents wanted in every town in Western Michigan.

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Center of this Chip is Honeycomb.  
It is crisp and delicious.  
The Chocolate is pure.  
There is nothing better at any price.  
Send for samples.

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**National Candy Company**  
Grand Rapids, Mich.



**HOW TO DRESS.**

**Some Don'ts for the Observance of Clothes Wearers.**

Clothes, like those who wear them, require an occasional vacation. If you subject them to incessant usage they sag, wrinkle and lose their freshness. It is genuine economy to have two suits or more and to wear them in turn. The rest gives a garment a chance to escape from the creases and resume its pristine smoothness. A little care judiciously bestowed will double the life of a suit, cravat, boot, hat or glove. That aspect of being always tidy and well-groomed which the uninformed attribute to a long purse is frequently but the result of intelligent and methodical watchfulness. Here is a list of clothes don'ts supplementary to what has been printed in this department:

Don't carry heavy articles in the jacket or trousers pockets while a garment is in use. If you can't avoid it, be sure to empty the pockets before the garment is put away.

Don't wear the same jacket during business hours that you wear in the street. Slip on an old one.

Don't be parsimonious in the quality and quantity of your clothes. It's "saving at the spigot and wasting at the bung."

Don't suspend a pair of trousers by the buckle. Shapelessness is the inevitable result.

Don't wear the same boots two days in succession. It's better for the boots and better for the feet.

Don't neglect to brush jackets and trousers, hats and cravats, before laying them aside. They'll appreciate your thoughtfulness.

Don't use a whisk broom on soft cloth. It wears down the nap and wears in the dirt. Use a brush.

Don't forget to wrap a garment in newspapers, freshly printed, if possible, before putting it away. The smell of the ink is a better rough-on-moths than camphor balls.

Don't overlook a stain in the hope that it will disappear somehow. The older a stain the harder it is to remove.

Don't fool with stain-removing preparations unless you know what you are about. Consult a tailor.

Don't plunge your foot into a sock and then wonder why it loses its shape. Putting on a sock requires patience and skill. First turn the upper part of the sock down so that it laps over the lower part. Then insert the foot gently, pull easily and work your way in.

Don't suspend a jacket by the loop in the back. Drape it over a hanger or a chair.

Don't habitually stuff your hands into your pockets if you expect your clothes to keep their shape.

Don't treat a silk hat as though it were a rough and ready panama. Brush it with a soft brush, polish it with a velvet cushion and have it ironed once a month.

Don't tug at the toes of your socks to get them off. Remove them gently from the calf down.

Don't have white waistcoats ironed so that they are stiff. Have them starched but little and left pliable

Don't permit the laundress to roll your collars. Have them ironed flat.

Don't crumple your gloves into a ball and toss them into a drawer. Smooth out the wrinkles and flatten the fingers.

Don't fancy that you save money by patronizing some dingy pressing and cleaning establishment down the alley. Better pay a trifle more and go to a tailor. He will respect your clothes.

Don't wear the same cravat several days in succession. It is hard on the cravat and hard on your reputation.

Don't sprawl and tie yourself into knots unless you are in a bathing suit. "Man makes the clothes" more often than "clothes make the man."

Don't get into a temper because a 14½ collar won't take kindly to a 14 neckband. If you can't get the right collar in half sizes, try quarters.

Don't wear a new coat unbuttoned or it will acquire a hang dog look. Keep it buttoned for at least a week, so that it will adjust itself to the peculiarities of the figure.

And, finally, don't dress as if you were a fire horse harnessing for duty. Take your time.—Haberdasher.

**The Vogue of Maltese Lace.**

Maltese lace is flat of surface, with a commingling of a very open figure with a closely woven one, and comes in a variety of lovely patterns, all bearing a certain family resemblance to one another. Women will buy Maltese lace to trim a frock and then industriously set about matching its pattern in a dainty handkerchief, whose small white silk center is all the utility it possesses, in a square yoke piece or exquisitely wrought pelerine or collar with stole ends.

Barbes for the neck have also to be matched, and V fronts for dress waists, which may be accompanied by V-shaped pieces for the adornment of the sleeves and skirt.

In long, fairy-like webs of silken beauty comes scarfs and mantillas of Maltese lace, which have in them a glow of palest gold. These are worn

about the shoulders of American women, something after the fashion of a bertha, and are knotted in front, falling in long ends down the front of the gown.

They are likewise used as head coverings in the evening, and some American maidens are learning the art of their Spanish sisters in coquettishly draping the folds of lace over the head and throwing one end over the shoulder, so that one side of the face is slightly veiled and the other disclosed to where the curve of the neck disappears beneath the matilla.

Besides dress trimmings, fronts, scarfs, handkerchiefs and collars, still another article of wearing apparel in Maltese lace is the bolero, whose pattern much conform to that of the rest of the costume to be strictly fashionable. Maltese boleros are for the most part short, sleeveless jackets, and not mere bits of lace to be hung around the shoulders.

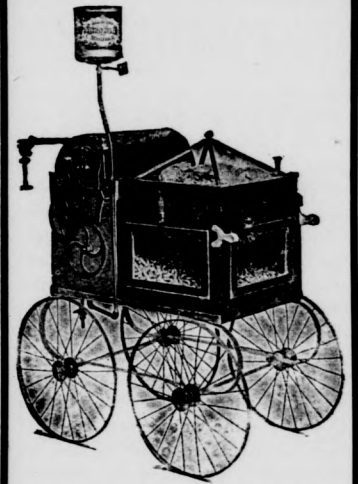
The vogue for Maltese lace is by no means confined to the matching and wearing of flounces, trimmings and small articles of attire, but extends to frocks themselves.

Table centerpieces and doilies are now made entirely of Maltese lace, and the effect of these upon a table is exceedingly rich. The plate doilies are matched by the dainty little affairs for the finger bowl, and both carry out the design in the centerpiece. Because of the vogue for Maltese lace as a table adornment makers of it are using for the first time linen thread.

Maltese lace is a sort which would lose its beauty if manufactured by machinery, and this will prevent it from ever becoming common. Fortunately for women who must needs be fashionable upon limited incomes, Maltese is not one of the most expensive of hand-made laces. Exquisite handkerchiefs may be purchased in it as low as \$3 apiece, and other things in proportion.

It is never too late to learn that you may be too previous.

**Little Gem Peanut Roaster**



A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$3.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, ¼ lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishers, Ice Shavers, Milk Shakers, etc., etc.

**Kingery Manufacturing Co.,**  
131 E. Pearl Street,  
Cincinnati, Ohio

**GRAND RAPIDS FIRE INSURANCE AGENCY**

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

**MOORE & WYKES**  
MERCHANDISE BROKERS  
Office and Warehouse, 3 N. Ionia St.  
GRAND RAPIDS, MICH.

**Two Statements That Mean Something**

The factory number on our last September invoice was 20655  
The factory number on our last August invoice was . . . 19747  
Subtract them and you have as a result . . . 908

That means that 908 F. P. Lighting Systems were sold during the month of September, 1903 908 merchants in the United States purchased those 908 F. P. Lighting Systems. This ought to tell you that if you have a poor light or an expensive light you would make no mistake in installing an F. P. Lighting System manufactured by the Incandescent Light & Stove Co., Cincinnati, Ohio. Let us tell you more about it. Better still, let us send one of our agents to show you the best light in the world.

**LANG & DIXON, Ft. Wayne, Ind.**  
State Agents in Indiana and Michigan

### FORTUNES IN ONIONS.

#### Farmers Make Much Money Raising the Vegetable.

Davenport, Iowa, Oct. 10.—One of the greatest onion-growing districts in the United States, often quoted as the greatest, is that which lies along the Iowa shore of the Mississippi River above here and has Davenport as its market and shipping point. The onion is known as the "Scott county orange," and is one of the main agricultural staples of this region. Just now it is being sent in carload after carload to St. Louis, the principal point of distribution over the South. There are some shipments to other Southern points, even as far as New Orleans, but St. Louis is the great jobbing point to which the commission houses here consign. Chicago gets a fair slice of the crop, Cincinnati takes some and there are scattering shipments to other points, but St. Louis has long been the principal consignee.

The harvest has been on here several weeks. The crop is fine and, although the average is not as great this year as it has been in some past years, there appears now to be a total product here of 150 to 200 carloads, running about 600 bushels to the car. The quality is excellent this year and the market has held firmly around the price of 50 cents per bushel. Usually the price sags by this time, but this year it has held up well. The failure of the crop, in part or in whole, in other onion-growing regions is understood to be the reason of this stiffness.

There is a tract in Ohio that grows good onions, and there is another in Nebraska, about forty miles west of Omaha, but the Scott county, Iowa, onion field has for sixty years been the big one, and one that could always be reckoned upon. There have been very few failures here. The quality has fluctuated with the season, sunburn and rot appearing at times to do mischief, but usually the red onion of Scott county has been well at the top of the market. It has made more than one man rich in this part of the country, and it is paying big dividends this year.

There is no crop that a Northern farmer can raise that means so much money to him as the onion. Unfortunately, the opportunities in that direction are few, for there is not much prime onion land in the country. When the Scott county tract was new, in the earliest '40's, it was no difficult thing to get 1,000 bushels from an acre of it. Nearly that yield has been gathered in recent years where the fields have been well maintained with fertilizers and cultivation. Five hundred and 600 bushels to the acre are more usual, but still higher yields are often got. There is a good deal of work in making the crop, cultivation being a large item, so it is reckoned that it takes \$40 to \$50 an acre to grow onions. In times of low prices the margin is reduced, but it is still large, except when a glut of onions lets the bottom quite out of the market. Once or twice within the last twenty-five years onions here have been down to 10 cents and even

8 cents a bushel, with practically no sales at those prices, but the average has been far above those figures, and at a price that meant large returns.

There is more money in onions than in corn twenty times over, provided that the land is adapted to onion-growing. A yield of 500 bushels to the acre at this year's prices has meant a profit of \$200 or more per acre; and in those cases where the farmer and his family did the work, hiring nothing, they have absorbed the cost of cultivation and made just that much more. The best Scott county onion land is held at hundreds of dollars per acre and is rarely sold. It is usually farmed in fields of small or moderate size, but there are many small patches, tracts of an acre or two, or a fraction of an acre, that are made to yield astonishingly.

The crop is always shipped in gunny sacks, holding about two bushels, never in bulk. During the onion harvest here there are usually weeks when the streets are blocked by the wagons of the onion growers, waiting their chance to get to the warehouse, unloading or getting away. The steamers usually carry a good part of the shipments to St. Louis, although there is a very large balance that goes there by rail. In the colder weather all the shipments, of course, are made by rail.

There are always some growers who hold their crop of onions until well into the winter or even the spring. While there is a possibility of loss by freezing, and certainly of some loss by rotting and always some shrinkage, there are now and then onion markets in the springtime that are simply golden in their chances of easy wealth for the man who has onions to sell. It was a recent affair here that a group of Scott county onion raisers held back their crop until the severe weather was past. The fall market had been about 35 cents a bushel. In the spring they got their onions off with no heavy shrinkage on their hands at a price around \$1.25. There have been other years when the stock of late onions went still higher. It is believed that, notwithstanding the very good market this fall, a number of growers here will try to carry at last a part of their stock through to the next season, expecting that a firm price this fall can not fail to bring a correspondingly higher figure next year.

#### An Irishman's Logic.

An Irishman entered a country inn and called for a glass of the best Irish whisky. After being supplied he drank it, and was about to walk out when the following conversation took place:

Landlord—Here, sir, you haven't paid for that whisky you ordered.

Irishman—What's that you say?

Landlord—I said you haven't paid for that whisky you ordered.

Irishman—Did you pay for it?

Landlord—Of course I did.

Irishman—Well, thin, what's the good of both of us paying for it?

Politics may not pay, but most candidates are compelled to put up.



## The First Step

This man is writing for our 1903 catalogue; something has happened in his store that has made him think, and when a man gets to thinking once, something generally moves.

This time it is that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Tried it himself and found it was the scale, not the clerks' fault.

Now he is trying to find out what this Near-weight Detector is we have been talking about so much.

Suppose you do the same thing. Our catalogue tells it all—shows you how to

*Save three Pennies*

too. Do it today, only takes a postal card.

Ask Dept. K for catalogue.

**THE COMPUTING SCALE CO.,**  
DAYTON, OHIO,  
MAKERS.

**THE MONEYWEIGHT SCALE CO.,**  
CHICAGO, ILL.,  
DISTRIBUTORS.





**Methods Necessary to Insure Success With Poultry.**

The success or failure of the poultry business, probably to a larger extent than most other lines of work, depends on the close attention to the small details connected therewith. To the beginner especially does this appeal. Each success must come as the reward of earnest effort intelligently directed. However, in no direction is diligent and painstaking attention to the work in hand more sure of reward than in poultry culture.

The haphazard method of rearing poultry which was in vogue in the days of the scythe and cradle will not do as a companion of the improved machinery and intensive farming of to-day; nor can the owner of the mongrel hen, which must steal her living from the feed boxes of the horse and cow or snatch a stray kernel of grain from the pig's portion, while her shelter is left to her own choosing, expect to become the successful competitor of him who studies and supplies the varied needs of his feathered charges. Science and balanced rations seem to many a "goblin" that frightens farmers and debars closer study, instead of the beacon light that shall guide them into the harbor of success.

Science, as applied to poultry culture, should be but another term for common sense, and balanced rations should have no more terrors for the poultry man than when called other names by the pig raiser when he uses one feed for his growing young stock in order to lay the foundation in health and frame that he may later change his feeds and build up with fat on the foundation, which largely by his intelligence in feeding he has previously laid; or the dairyman when he lays the foundation of one system of feeding for his future milk producers, or by another combination of feeds he is able to produce prime market beef.

The farmers annually spend a lot of money so that they may properly and comfortably stable their horses and feed their other stock, while wholly neglecting to provide suitable shelter for their poultry. By grudgingly throwing them out a little corn they think they have done their whole duty, and very likely regarding that much feed as wasted, tolerating the presence of the flock simply to please the "good wife," while declaring them a "plaguey nuisance" because they roost in the sheds and on the machinery, simply because by his own neglect they are not provided a shelter of their own.

In order to reach the highest success the poultryman must give his birds the closest care, and feed them from the time they are hatched; and, in fact, it is equally as essential that he go back of that and begin with his breeding pens. He can not raise the best unless he has first intelligently fed and cared for his breeders, thus insuring healthy parent stock and fertile eggs, which will not alone hatch but produce healthy chicks that have strength enough to hatch and

vitality enough to respond to the feed and care bestowed on them.

Equally as important as feed, I would place cleanliness. As a breeder of disease (and failure) nothing ranks higher than filth. How many fowl houses do we see with floors six inches deep with filth, the breeding piece of all forms of disease germs. Contrast with this the neat house regularly cleaned, and floors covered with clean scratching material, and all its appointments in perfect order. Which is the home of the paying flock? Not a difficult question to answer.

Vermin are another of the important things that demand attention first, last and all the time. They must be fought and conquered if we wish success to crown our efforts.

I would sum up the most essential features of success as proper feeding and pure water, comfortable housing, absolute cleanliness and freedom from vermin, let the breed be what it may. The question of breed within reasonable limits I regard of less importance, granting, of course, that a purely egg breed should not be selected for market purposes or vice versa.

C. W. Heath.

**Big Profit From Turkeys.**

I began the season with a gobbler and nine turkey hens, all nearly pure bred Bronze. During April the hens laid seventy-seven eggs, of which I set seventy-three under five turkey hens. During May I set forty-three more eggs under hens in the poultry house. With these I had very poor luck, as sickness prevented my taking care of them. I found a turkey hen sitting on eleven eggs in a rye field. Out of the seventy-three eggs set I hatched fifty-five turkeys.

These were fed hard boiled eggs and finely cut grass almost entirely the first few days. They were kept in an enclosed space about the poultry house, but were not otherwise confined. I always kept the grass well mowed down in these inclosures. I powdered the hens a few days before hatching with insect powder, and by keeping them out of doors altogether, lice gave me but little trouble. I feed mostly soft feed during the first month, gradually teaching them to eat whole grain by mixing it with Dutch cheese or corn and shorts bread.

I lost some from neglect and rainy weather. They were fed Dutch cheese and cornmeal mixed with wheat and rye and later some shelled corn. By August 1 most of them were turned out of the yard for good. They were fed whole grain two or three times each day. One great source of benefit from their industry was the removal of worms from four acres of tobacco. No help was needed for this work, and neither did they pick holes in the leaves.

During September I fed three bushels screenings and four of corn. In October they received all the corn they would eat, about one-half bushel each day. The month closed with seventy-six young turkeys. During the last of the month I shut up over fifty of the oldest. They were fed wet cornmeal morning and noon and

shelled corn at night and occasionally a little whole wheat. The cornmeal was usually scalded with boiling water and all table scraps, fat meat or cracklings available added to it. Sand and coal cinders were used for grit.

On October 13 forty-two of the best were killed and shipped to Boston, but on account of high freight I netted only \$41.35. The remainder of the flock, except those reserved for breeding, were shut up in November and killed during December. The total receipts from the turkeys during the year were \$79.82. After deducting cost of labor and feed I had left a profit of \$43.74.

Millie Honaker.

**Trade Paper Advertising.**

The trade press is a forceful factor in the development of industry. By means of its pages every house secures an introduction to the trade and paves the way for the success of its traveling representatives. The education of all persons in the trade goes on from week to week, or month to month, and in all sections of the country progress is made evenly and steadily. The advertising pages contribute in an important way to the educational work. Mark Bennett.

Pension Commissioner Ware reports a decrease of nearly 50 per cent. in applications for pensions the past three months, as compared with the same period last year. He knows of no cause except the diminution of the number of people entitled to pensions.

We call special attention to our complete line of

**Saddlery Hardware**

Quality and prices are right and your orders will be filled the day they arrive.

Special attention given to mail orders.

**Brown & Sehler**

Grand Rapids, Mich.

We have good values in Fly Nets and Horse Covers.

*If you have not seen the catalogue of the Michigan Business University, Grand Rapids, you are not yet familiar with the best Michigan has to offer in the lines of Business Education, Shorthand, or Penmanship. Write for it.*

**MICA AXLE GREASE**

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

**ILLUMINATING AND LUBRICATING OILS**

**PERFECTION OIL IS THE STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY OARBON AND GASOLINE BARRELS

**STANDARD OIL CO.**

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The continued uncertainty in regard to the raw cotton situation is reflected in the market for cotton goods. The buyers can not be persuaded into operating beyond the most conservative lines, taking only what is absolutely necessary for immediate consumption. The agents know that under the present condition of affairs lower prices will have little, if any, effect; in fact, the chances are that the buyers would consider any shading as an indication of weakness; in fact, this has been demonstrated at those points where shading of prices has been found during the past week. These irregular prices have been found in some lines of 4-yard 56x60s wide sheetings, and it has been possible to buy small lots of these at 47½c. There have been some purchases of these goods by converters at these prices, but not many. There are no stocks of moment of 3-yard sheetings, but if a fair offer were made, it is believed that it would bring out certain lines of Southern tickets which the manufacturers are desirous of closing out in order to obtain the cash. Coarse colored cottons show no change in prices and no great activity in trading. Converters are moving slowly in the hopes of getting lower prices.

**Prints and Gingham**s—The purchasing of gingham, fine dress lines in particular, both before prices were generally named, and since the opening of the new season, has been very good, enough to put the greater number of well-known makes in a comfortable condition. The buying, however, even in these lines, has been of a conservative character, but sufficient to sell up the products of a number of mills for quite a while. The biggest part of this business has been done at a ½c advance, and even at this the price has seemed satisfactory to the buyers. In shirtings and madras matters have been a little slow, owing to the uncertainty in regard to styles, and for this same reason buying has covered quite a general line. The prices for staple gingham have not been settled yet, and lines therefore, have not been generally opened.

**Cheviots**—The manufacturer of fabrics of the cheviot order has substantial reasons for self-congratulation this season inasmuch as the tendency of demand has run strongly toward the class of goods embodied in his production. The cheviot mill which has not secured at least a good foundation lightweight business is the exception and in such few cases where the throw of business has been of a disappointing character it is a safe wager that something is amiss with the fabric either as regards fabrication, style, finish or price. Although the buyer has regarded cheviots with approval that fact has not led him to be one whit less alive to the necessity of getting good live fabrics at fair prices.

**Zibelines**—The oft-repeated rule

that the efforts of the manufacturer of cheap goods to copy the productions of the fine goods mills is followed by a quick shift of favor on the part of the high-class trade from the copied or simulated fabrics, does not appear to hold good in the case of the zibeline. This is indicated by the fact that a large share of the zibeline demand at this time is for fabrics that retail at from \$1.50 to \$3 per yard. The trading in plain and fancy zibelines has grown better as the season has aged, and this is a good sign. It has been one of the most pleasing features of the period. The term zibeline takes in not only a wide range of fabrics as regards cost, but also a generous variety of color effects and many variations of finish and embellishment. From the low-grade zibeline which is made to retail near the half dollar mark there is a wide difference in price, compared with the high-grade creations offered over the retail counter at from \$3 to \$5 per yard. The buying of fabrics on such a broad price range indicates clearly the high regard in which they are held. They are in loud, fancy effects, neat fancy designs and plain shades, with the heavier business being done on plains and the less pretentious fancy effects. In fancies there are block checks, dotted effects, stripes, camel's hair effects, some having the nub finish, also panne bourrette, flamme, boutonne, Persian lamb, boucle and other effects. They form an interesting and fashionable theme in shaggy creations. The popularity of Scotch and Irish tweed effects and homespuns and cheviots mixtures is well maintained, these goods being well represented in early retail sales and also in current movement in the initial market. Nub yarn effects are in a strong position, being sold in a wide range of goods, including heavy suiting fabrics and lighter dress creations. Plain goods maintain their strong position, leading lines being closely sold.

**Underwear**—The underwear end of knit goods market is in a chaotic condition just at the present time both at first and second hands. The mills are far behind on shipping and at the present writing there seems to be little possibility of their catching up on heavyweight lines until well into the season. All the mills are being pushed to their utmost capacity, yet are daily in receipt of telegrams and letters demanding immediate shipments on old orders as well as a good many new orders for which quick deliveries are wanted. With this state of affairs existing a manufacturer can hardly be blamed for considering the quantity first and the quality next. They are between two grindstones, for if the quality is carefully watched and garments rejected for slight imperfections or the manufacturer delayed because just the right wool mixtures in the yarns are not at hand, there would be all sorts of trouble. On the other hand, the manufacturers when making deliveries do it with fear and trembling, expecting that when the goods reach their destination they will be thrown back on their hands by a critical

buyer, as not being up to the samples shown. It is a question whether the buyer, if he once thoroughly understood the situation, would care to wait, if such a thing was necessary, to get just exactly what he wants, whether he would not prefer to have the goods pushed under any circumstances, but the buyer is well known for his many inconsistent qualities and thereof many tales could be told, but that is another story. The manufacturers, as a rule, are exceedingly anxious to live up to both the letter and the real spirit of their contracts but they are greatly handicapped in their efforts by the poor stuff delivered them by the spinners, and if they can not furnish goods right up to the mark at the time wanted, they do the next best thing, ship the nearest

to it, as quickly as possible. There seems to be no way out of this difficulty except to be as patient as possible and let time fix matters up. The majority of the buyers in the jobbing market have returned home to take care of fall stocks, although business in the jobbing section is not by any means at a standstill. There are a good many orders being received right along by way of the mail, as well as by such buyers as remain in town. The nature of these orders indicate well the scarcity in nearly all lines of knit goods that prevail everywhere. Some of them are undoubtedly received on account of the disappointment elsewhere in the nature of non-deliveries, others are of a filling out nature; while there are a goodly number from distant points

# There Is



a good demand for "dressy" waterproof coats. We are offering one at \$3.50 each that is an exceptional bargain. Try a sample lot. Sizes are 36, 38, 40, 42, 44.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale  
Grand Rapids - Michigan

## The Best is none too good



A good merchant buys the best. The "Lowell" wrappers and night robes are the best in style, pattern and fit. Write for samples or call and see us when in town.

**Lowell Manufacturing Co.**

87, 89, 91 Campau St.  
Grand Rapids, Mich.



not regularly visited by the traveling representative.

**Union Garments**—The demand for union suits for both men's and women's wear grows very materially each season and business for this fall so far is reported as the largest in the history of the knit goods industry and the prospects for the spring 1904, lines are even better. Practically every retail merchant has his lines of union garments and although many of them still offer to have them made to measure, the majority keep a stock large and varied enough in size and shapes to fill all requirements. These goods are being made now for boys' wear and have promised to be just as successful as the larger sizes.

**Mesh Underwear**—Mesh underwear is another line that shows an increased business. The early prejudice against them seems to have been overcome with the later improvements. The shrinkage of the garments as first made caused a great deal of trouble and created a prejudice that was difficult to counteract, but the later made goods are usually guaranteed not to shrink, so that difficulty is entirely mended.

**Hosiery**—The greatest interest exists at the present time in regard to the styles of next spring. The general opinion seems to be that men's gauze hies will be prominent, also firmer weights with white or colored clocks and many with embroideries, a large part of which will probably be in white. Tan hosiery with self clocks also promise to be good. There are many lines that have fine small embroidered designs that are sure to sell well.

**Carpets**—The carpet manufacturing business continues highly active. A few new accounts were accepted during the week, but the reorders that were placed were so heavy that they have kept the manufacturer busy in trying to fill the orders previous to the opening of spring goods during the middle of November. Many of the eastern mills were unable to attend to much of the business offered them, as their initial orders are likely to keep them fully occupied for the balance of the season, but the Philadelphia mills, so long closed down by labor disturbances, were in a position to accept a good deal of the new business and a majority of it has been placed in their hands. The duplicates thus far have been largely for ingrain and tapestries and as Philadelphia is the great producer of such grades of carpets, the mills there are likely to have a fair chance to make up some of the losses that occurred during the shut-down earlier in the season. Of course the time to do this is very limited (only seven or eight weeks at the most), but now that the patterns, etc., are all in the hands of their selling agents, a good deal of stock can be turned out during that time. The duplicate business in the finer grades has not been so perceptible as in the cheaper fabrics. A very good reason for this is the fact that the productions of the three-quarter mills have not been curtailed to any great extent during the present season, as have the ingrain and tap-

estry mills, and consequently the usual amount of the better carpets has been made and placed in the hands of the final distributing agents. In ingrain and tapestries, jobbers have not been able to contract for their usual needs since the first of the present season, and they are now making every effort to induce the Philadelphia mills to turn out as much as they possibly can before the November opening. Under these conditions it does not stand to reason that there will be any cancellations of orders placed for the cheaper grades of carpets, and while there may be a few orders cancelled in the better lines, it is doubtful if the business turned down amounts to more than the usual amount, if it is as large.

**Rugs**—Weavers have been receiving a great deal of duplicate orders the past week, and with the large orders which they already had on hand a very active business seems likely for the balance of the present season. In some lines, in particular the Wilton and Brussels carpet-size rugs, there has been little chance of placing new business, as weavers have been sold up for months to come. In Smyrnas and the cheaper lines of rugs there have been some fair orders placed, both for small and the larger sizes.

**The Demonstrator at Work.**

There are demonstrators and demonstrators. This one was a pretty young woman, who was demonstrating in a show window in the shopping district the utility of a new pompadour comb as a substitute for the familiar rat.

To operate one the demonstrator had in the window a bust figure of a young woman. The figure had a pretty face, that was, either by chance or intention, remarkably like the demonstrator's own, and the hair was of the same hue.

The demonstrator held up the comb at the center of the window and then to one side and then to the other, for the inspection of the people outside—and this being in the shopping district the majority of the onlookers were women—and then she combed out with it, softly, the hair on the head of the figure, and then she set the comb in place, in the figure's head, where otherwise a rat might have been worn, and then proceeded deftly to dress the hair over it.

In a minute, more or less, but very quickly, anyway, she had the pompadour on the lay figure completed, and then she stepped back a little, to let the figure have the center of the stage. Then if you looked up from it to her, as you were pretty sure to do, you noticed that she wore a pompadour precisely like that which she had just made; and what with their likeness in feature as well the demonstrator and the figure might easily have been imagined to be a pair of pretty sisters.

Then when the figure had produced its full effect on the people the demonstrator would step forward again and unfold the hair from the comb and remove the comb and hold it up again for inspection, as before, at the front of the window and then

at this side and then at that, and then she would set it in place once more and again proceed to arrange the figure's hair over it; and this she would do over and over again, but always calmly and gently, never hurrying, and never lacking a crowd outside.—Evening Sun.

The causes and cures of two of the dangerous menaces of the people's lives have been discovered by women's clubs in Chicago. Discontent and anarchy are ascribed to the "display of wealth and fine clothes in the eyes of the poor." Bad cooking is charged with causing "more intemperance than does anything else." The remedy for anarchy is to dress little girls of the rich plainly and a good deal like boys; the cure for drunkenness

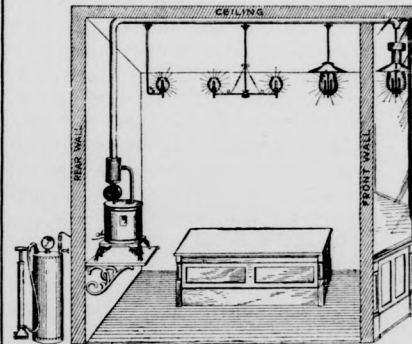
because of bad cooking is found in "the domestic science classes of the public schools." It is a good deal to have these highly important problems definitely settled.

**ALABASTINE** We want to tell you of the durable and sanitary wall coating and tender the FREE services of our artists in helping you work out complete color plans; no glue kalsomine or poisonous wall paper. Address Alabastine Co., Grand Rapids, Mich. and 105 Water Street, New York City

**AUTOMOBILES** We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us. Michigan Automobile Co. Grand Rapids, Mich.

**Do You Want Good Light?**

Read what others have to say, and then send us your order.



Whiting, Ind., Oct. 3, '03  
White Mfg. Co., Chicago.  
Gentlemen:—In reply to your favor of the 29th ult. beg to say that we are more than astonished with the results of our Air Light Plant. It is now 14 months since we put it in and discarded electric lights. The actual saving to us on light bills has paid for the plant twice over, and not only that, we are never in want as it is always ready and reliable. You can tell our store from others ½ mile away. Yours truly, Fischrupp Bros.

We will give 10 days trial to parties with good rating. Send diagram of room you wish to light. Guaranteed for one year.

**White Mfg. Co.**  
186 Michigan St. CHICAGO, ILL.

**New Goods for Spring**

Don't place your order for Wash Goods until you have seen our line. We have one of the most complete lines that we have ever shown:

- A. F. C. Gingham,
- Red Seal Gingham,
- Everett Classics,
- Bates, Amoskeag Seersuckers,
- Dimities, Lawns,
- Organdies, White Goods, Etc.

**P. Steketee & Sons,** Wholesale Dry Goods, Grand Rapids, Mich.  
Our agents will have their complete lines with them.

**HOME INDUSTRY**  
\$12 TO \$20 WEEKLY



**EASILY EARNED KNITTING SEAMLESS HOSIERY, Etc.**, for us to sell the New York market Machines furnished to trustworthy families on trial; easy payments. Simple to operate; knits pair socks in 30 minutes. Greater and faster than a sewing machine. Write today and start making money; our circular explains all; distance no hindrance. Address

**HOME INDUSTRIAL KNITTING MACHINE CO.,**  
HOME OFFICE, WHITNEY BLDG.,  
DETROIT, MICH.

Operating throughout the United States and Canada.

## Clothing

### Status of the Underwear and Hosiery Markets.

Chicago.

Chicago underwear conditions have been rather mixed for some weeks. The trouble has been with the temperature.

If fall would slide off calmly into cool days and chilly nights, things would be different and men would put in their winter supplies. But summer lingers in the lap of fall and hot humidity has ruled the day. Still, there has been variety enough to make some demand for almost every sort of underwear.

Derby ribbed stuff, mercerized goods and heavy and medium weight all cotton goods have sold pretty well. The heavy, all wool garments have found some market, but will sell better when the temperature demands their use. Even the lightweight summer goods have not been without a market within the last week or two.

The wholesale trade has been quiet. Weather in the West has been good for corn and bad for heavy underwear. In some parts of the West, however, the call for heavyweights has been good, but stocks are well filled.

New York.

Autumn-like days, with their cool nights and mornings, have made men's thoughts turn to underwear more comfortable in the chilling breezes than diaphanous gauzes, and retailers have had a spurt in business which is reflected in the wholesale market by the increasing numbers of duplicate orders for medium weights in balbriggan and mercerized goods, which shows the trend of demand. Derby ribbed goods have also met with good sales. In the cheap grades the napped goods have been in demand at the department stores in grades retailing from 25 to 50 cents a garment.

Thus far the department stores have had the most business in underwear. It is usually so in this branch of furnishings. The furnishings stores do not make the same play for trade with attractive cheap merchandise that the dry goods stores put out at bargain prices, and hence the former do not get the business. If the men's stores would give more attention to bargain offerings of this character they would find it to their advantage in building up an underwear trade. While there are many men who are finicky about the style and quality of their under-garments, and will not wear anything but fine goods, there are many who are indifferent about this matter, and will economize on their under-clothing, while displaying more taste about their neckwear and shirts. The furnisher should have a stock that appeals to both kinds. This is a matter of more importance to the country dealer than the city retailer, and one that merits consideration. What his customers find in his stock suitable to their wants they will not go to the department stores for, and popular price lines are just as necessary in

his stock, if his trade will buy cheap goods, as the finer sorts.

Some furnishers are very particular about their underwear lines, and will not buy anything that is not "just so." That is, they want nice-looking merchandise at a medium price, and will not touch novelties because, as they say, "their trade would not buy loud stuff." A large jobber of underwear for men, whose line includes all grades from the cheapest to the finest imported novelties, has brought from Europe some exquisite novelty goods, the like of which was never shown in this market. When buyers were introduced to the new line they held up their hands and declared that they "couldn't touch it." Yet, when argued with, they admitted that they had considerable "sporty" trade that would undoubtedly take to such fine things, and they were induced to buy enough for a window display. Several of these buyers, since making their first purchases, have duplicated, stating that the windows they exhibited sold the goods, their customers declaring "they didn't know such rich things were to be had there." It is really difficult for a merchant to tell what he can sell until he gets the goods and shows them. We learn from progressive retailers that almost every season they introduce and sell something which before they thought would not take with their trade.

In half-hose there is even more business in the way of supplementary orders than in underwear. Duplicates run mostly upon black cotton and lisle goods, with colored fancy clocks and embroidered units although some colored hosiery is included, such as chocolates, ox-bloods, greens and grays. Grays show a falling off in spots, preference being given to black socks. Jobbers handling fine and medium lines only report that grays are almost out of it, and that they are selling only the darkest mixtures.—Apparel Gazette.

### Woman Drummer in Court in Missouri.

The woman drummer has come before the United States Circuit Court

for the avengement of her wrongs. At least of some of them. Lucille C. Fry, who sets forth that she was the traveling representative of the firm of Lynas & Son, of Kansas City, Mo., on August 5, last, has sued J. T. Sellards for \$10,000 on the grounds of intimidation, extortion of money and slander.

On August 5 Miss Fry was stopping at the Montezuma Hotel at Solomon City, Kans. She states that in the morning about 8 o'clock, as she was about to leave the hotel to go out and hustle business for the house, J. T. Sellards, who was then at the hotel, interfered and detained her. Sellards accused her of entering his room during the night and extracting the sum of \$60. She states that Sellards compelled her to enter a room in the ho-

tel in which he locked her and kept her prisoner for an hour or longer. During her confinement in the room Sellards continued to demand the payment of the \$60 under threat that she should be kept locked up for a week. Whether or not she gave up the sixty the affiant fails to state.

For the damage to her feelings, producing nervous prostration for several days, the plaintiff asks \$2,500 damages. For punitive or exemplary damages she asks \$5,000 more. For the damages to her personal reputation caused by the circulation of the report that she had stolen \$60 she specifies \$500 damages as about the proper amount, and to heal the wound caused by the unfortunate occurrence she asks \$2,000 punitive damages on the second count.

We aim to keep up the standard of our product that has earned for us the registered title of our label.

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REGISTERED BY Solomon Bros. & Lempert, 1900.

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## The William Connor Co.

28 and 30 S. Tonia St., Grand Rapids, Mich.

### Wholesale Clothing

Established 1880 by William Connor. Its great growth in recent years induced him to form the above company, with most beneficial advantages to retail merchants, having 15 different lines to select from, and being the only wholesale READY-MADE CLOTHING establishment offering such advantages. The Rochester houses represented by us are the leading ones and made Rochester what it is for fine trade. Our New York, Syracuse, Buffalo, Cleveland, Baltimore and Chicago houses are leaders for medium staples and low priced goods. Visit us and see our FALL AND WINTER LINE. Men's Suits and Overcoats \$3.25 up. Boys' and Children's Suits and Overcoats, \$1.00 and up. Our UNION-MADE LINE requires to be seen to be appreciated, prices being such as to meet all classes alike. Pants of every kind from \$2.00 per doz. pair up. Kerseys \$14 per doz. up. For immediate delivery we carry big line. Mail orders promptly attended to. Hours of business, 7:30 a. m. to 6:00 p. m. except Saturdays, and then to 1:00 p. m.



## PAN-AMERICAN GUARANTEED CLOTHING

is the whole argument in itself.  
"A new suit for every unsatisfactory one."  
It has the Union Label too—we've added it because it ensures better workmanship for the same money.



Suits and Overcoats \$3.75 to \$13.50, and every line at every price a leader.  
Our salesmen are out—we have an office in Detroit at 19 Kanter Building—or we'll send you samples by express—prepaid.  
Drop us a card asking about our Retailers' Help Department.

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



**Style Tendencies in Little Folks' Wearables.**

Chicago.

There is a fair demand for boys' and children's clothing. Some reorders are coming in, although it is rather early, while the house trade, while not active, is up to the average of previous seasons. The warm weather precludes any great activity in fall and winter stuff just at this time, when all the large orders have been placed and what remains is more or less of a pick-up character. The Chicago centennial has brought some dealers into the city and several of the houses have noticed the effect in an increase of business. One leading house states that more buyers were in last week than during any other week this season, and that they bought liberally. The retailers are selling the mediumweight fall goods. The styles selling have not changed from what were reported some weeks ago. Wash goods, too, find a ready market. There is an attractive variety this year in children's suits and considerable latitude is allowed to personal taste. The result is that the retail business outlook is for a large season, when one considers the general conditions which help toward that end.

New York.

Local business in juveniles lines is backward. The season usually opens a little earlier than in men's apparel, but this fall complaints are almost general about the monotony prevailing in this line.

One department in a popular dry goods store, that is spending a lot of money in printer's ink, reports their September business ahead of last year. Judged by the reports of wholesalers, however, there has been very little reorders from New York and nearby stores, while some satisfactory duplicates have been received from the West and furthestmost New England points. This supplementary business has been on Russian blouse and Norfolk suits, and belted-back overcoats for youths.

The department stores and individual clothiers, catering to the fine trade, are doing a nice business on wash suits, and continuously reordering. Among the aristocratic classes it has become a fad this season to permit children to wear knee wash trousers, with stockings unsupported, up to the time of heavy frost, so that the youngsters, by going about in bare limbs, may get hardened and injured to the cold. Wearing of wash suits indoors, too, has kept active the demand, and retailers report having done a larger business in September in "tub" suits than they had throughout July.

The little business doing in fall clothing is in the cheaper lines. Retailers say the depression is due to the local strikes in the building trades and the panic in Wall Street. The slump in steel stock caught many clerks, salesman and small business men, who speculated on this stock with all their surplus earnings, and merchants are now feeling the effect of the economizing tendency which usually follows losses of this kind.

Reflecting upon the disappointing condition of trade, buyers are congratulating themselves for having bought light. Those at the head of departments in the dry goods stores say that they have been repeatedly counseled from "the office" to buy no more than was necessary to cover actual needs. They declare they now see the wisdom of the foresight of their "chiefs" and during the season will buy only as their requirements indicate. This explains why New York has made a much poorer showing in the wholesale market this season than the rest of the country.

In our canvass of the retailers we were shown bargain after bargain in juvenile wear of a seasonable character, put out to influence trade, but all efforts to get parents into the stores, by tempting offers of opportunities to save money, have thus far failed. Boys' sailor blouses in serge and cheviot, sample lines from the best manufacturers, which cost \$5.50 to make, are offered at \$5, but remain at a stand-still. Freize overcoats in sizes up to 14 years, made to retail at \$7, are offered at \$5, and the advertising of them was like throwing money away.

One of the largest department stores, making a specialty of clothing and catering to the medium and high class trade, had a sale of youths' long trouser suits, in fabrics from the best mills, two pairs of trousers to the suit, made to sell regular at \$5, advertised at \$3, and the Saturday the sale was on resulted in a discouraging demand.

These are but a few of the baits to catch trade, and indicate to the satisfaction of the merchants that it is not their stock or offerings which are at fault. Nor can the usual chronic complaint be charged up against the weather, which is just right.

Retailers should have a good season, if well made and sensibly-designed clothing counts for anything. There has seldom, if ever, been a time when so many appealing varieties were put before the public. Here are some of the fashion features presented in juvenile wear by the specialty houses catering to the wealthy classes:

In boys' and youths' suits Scotch fabrics in bright patterns and color yarn effects; double-breasted coat with bloomer pants. Double-breasted sailor blouse suits with Eton collar, with detachable wash cuffs. Norfolks with and without yoke, especially good sellers with yoke. Three-piece suits, sack coat, vest and bloomer pants. Double-breasted Norfolks, buttoning to the neck with Eton collar to match, also washable detached Eton collar. Zibeline overcoats, with gilt buttons or frogs, trimmed with collar and cuffs of ermine, Persian lamb, beaver and other fashionable furs, the garments in Montaignac overcoats in Russian style with gilt buttons, hats in beaver to match all the season's colors.

For party wear, fancy Russian and sailor blouse suits, in ages from 3 to 8 years, in velvet, silk and corduroy; new colors, including tan, light and dark blue, golf green and cardinal.

Continental suits of silk and velvet, silk embroidered, vests of white watered silk, to be worn with either Eton collar or lace jabot, Continental hats to match. Also the staple Tuxedo and Eton suits.—Apparel Gazette.

**Just Sawdust.**

One of the most effective windows imaginable is made with sawdust. It is almost too simple to be true, but with the aid of dyes of a dozen or more colors anyone can accomplish satisfactory results at very little expense. The window should be cleaned out and some coarse paper, factory cotton, oilcloth, or, in fact, any material that will facilitate the gathering up of the sawdust again should cover the window floor. On the ground that has been laid trace the design of a wheel, of a flag, of a coat of arms, of a fan, or of any design that may suggest itself. Use the colored sawdust to fill it in. The effect of a wheel can be imagined. Have the rim, hub and spokes of different colors and place the shoes neatly ticketed between the spokes, or better still, have the figures representing the price of the shoe worked in sawdust of a different color from the ground. The effect would be exceedingly attractive and would arouse a great deal of favorable comment.

**Anarchist Answered.**

"Why do they call this a free country?" asked the unwashed anarchist. "Because," answered the respectable citizen, "you are at liberty to leave it if you don't like it."

**Made To Fit And Fit To Wear**



We want one dealer as an agent in every town in Michigan to sell the Great Western Fur and Fur Lined Cloth Coats. Catalogue and full particulars on application.

**Ellsworth & Thayer Mfg. Co.**  
MILWAUKEE, WIS.  
B. B. DOWNARD, General Salesman

CARRY IN YOUR STOCK SOME OF OUR WELL-MADE, UP-TO-DATE, GOOD-FITTING SUITS AND OVERCOATS AND INCREASE YOUR CLOTHING BUSINESS. GOOD QUALITIES AND LOW PRICES

Samples Sent on application. Express prepaid

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Manufacturer of Men's and Boys' Suits and Overcoats  
143 Jefferson Ave., Detroit, Mich.

There are pantaloons and pantaloons,  
Yes, many kinds of pantaloons,  
Some that rip and some that tear  
And some that you despise.  
But when you want a pair of Jeans  
Whose buttons stay, are strong in seams,  
Buy Gladiator, that name, it means  
The best beneath the skies.



**Clapp Clothing Company**  
Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.

## LABOR COURT.

## Proposed Tribunal To Adjust Labor Disputes.

Half a century ago the employer and his employes were very closely bound together. They enjoyed relations that were entirely friendly and there was no lack of social intercourse between the two. All the old story-books tell of the industrious apprentice who grew up in his master's business and finally married his master's daughter and became a partner. The term "master" in this case meant simply "employer" and implied no arbitrary control on one side and no slavish subserviency on the other. In such cases, capable and faithful master-workmen were either taken into partnership or opened business on their own account.

This relation, so harmonious to both sides and so profitable to both parties, has been broken by the labor unions, which have nearly succeeded in putting an end to the apprentice system. If any beginners are allowed to learn a trade the numbers are extremely small and they are wholly under the control of the walking delegate, who selects the candidates without regard to the wishes or inclinations of the employer. They have no relations with the employer or his family, for, on the contrary, they are often unknown to the parties who pay them for such service as they may render. As a general rule employes in any large establishment are so far from enjoying any close association with employers that their relations may be considered hostile rather than friendly, and all efforts on the part of employers to cultivate and establish a better understanding with their work people have signally failed.

This is the result of the organization of laborers for the benefit of the members of such organization. This organizing was not originally for the men against the employers, but it finally went to that extreme, and to-day employers and employes make up two great classes which are virtually arrayed, each against the other.

Egbert P. Watson, a writer in the Engineering Magazine for October, discusses at some length the various measures which have been tried by employers to conciliate employes or to establish friendly relations with them. One of these was the opening of reading and lunchrooms, bathrooms and the like. In every case they were resented, on the ground that if employers were able to make presents to their employes, they were able also to raise their wages.

Most systems of profit-sharing have failed because the workmen claimed that they should have larger proportions of the capital stock than they had received, and they were not willing to wait to the end of the year for their shares of the profits, but wanted to enjoy an income right away. Co-operative schemes have succeeded only when there are few parties concerned. Where large numbers are interested it has been found that no systematic management was possible.

Mr. Watson holds that the remedy for labor disputes is for employers to

refuse to deal with the unions, but to make contracts individually with the men. He says:

"If American workmen were free to choose between allegiance to an employer and subserviency to unions, with all their impositions and taxes, I believe, from observation and experience, that every union would be voted out of existence, and in saying this I am aware of associations which have even arrayed themselves against the Government, and are endeavoring to fix rules and regulations under which they will continue in the public service (the Mail Carriers' Association is one of them), but press reports do not express the opinions of the rank and file, only the utterances of persons interested in keeping the members in bondage. Workingmen are not free to vote as they please or to have opinions of any kind affecting the stability of associations. They are governed and held by two powerful agents—personal violence and ostracism. This last, while not dangerous to life or limb, is potent in the hands of unscrupulous men, and is all the more effective because the exhibition of it does not violate the law.

"Suppose that the employers of the United States decide that in future they will not hire any man or men without a contract for a certain time for stated wages. If the contract is fair in its provisions and both parties live up to it, there is an end of dissensions for a given time; if one or the other party ignores the instrument, there is a legal remedy, for courts everywhere consider contracts binding. The issue then is between man and man, as it was of old time, and the union is not a party to it. It may be said that this will be inoperative, for unions will not permit their members to make such contracts; in that event the issue is squarely against the union for depriving American workmen of their right to sell their services to the highest bidder, and that is a very serious indictment. Further, if picketing, trespasses of walking delegates upon premises and all unlawful acts were vigorously prosecuted, there would be a great improvement upon the present conditions. These measures are so easily tried that they should be."

That sort of talk shows how little the writer quoted understands the actual situations. The labor unions are so powerfully organized and so absolutely under the control of venal and unscrupulous walking delegates that desertion or defection is not to be looked for. Moreover, labor organizations are steadily intrenching themselves in political partisanship. It is true that only a small minority of labor, say two millions out of twenty millions, are so organized, but these two million are in cities where their organization weigh heavily both in business and politics, and they are thereby able to exert more influence than can the whole of the eighteen million of unorganized workers.

It is true that not all of the labor strikes have been successful. Some of them have totally failed, but in a majority of cases the strikers have gained something, and in some they



## Lot 125 Apron Overall

\$8.00 per doz.

## Lot 275 Overall Coat

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

## Lot 124 Apron Overall

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

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Made from black drill, Hart pattern.

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We pay 3 per cent. on certificates of deposit left with us one year. They are payable ON DEMAND. It is not necessary to give us any notice of your intention to withdraw your money.

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Oleomargarine Stamps a specialty. Get our prices when in need of Rubber or Steel Stamps, Stencils, Seals, Checks, Plates, etc. Write for Catalogue.

### Insure Correct Results in Your Book-keeping

By installing one of the up-to-date systems devised by our auditing and accounting department. They will save you time, trouble and possibly many petty losses. Write to-day for particulars.

The Michigan Trust Co.  
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Established in 1889.



have been wholly successful. These results have encouraged the leaders to believe that they will finally become so powerful that they will dictate and control all manufacturing production and all transportation of products of every sort.

On the other hand, there is no strong and ironbound organization among employers. Many of them still maintain a position of separate action in dealing with the unions. But there are organizations of manufacturers who stand against the unions, and their relations with the unions may be considered as those of open and undisguised hostility. That this hostility will sooner or later break out into open warfare is expected by all who give earnest attention to the subject.

The only peaceful remedy is the establishing of a court to try and determine all causes arising out of disputes between employers and employes. There is no more reason why this should not be done than attaches to the establishing of courts to adjust and decide other questions of right and property between citizens. It should be noted that courts have been established whenever need was found for them.

In the earliest times the monarch of a country acted as judge and personally tried and decided all cases of offenses against the Government and of controversies between his subjects. When these duties became too burdensome he delegated them to judges appointed for the purpose, and these were invested with royal authority so far as their judgments were concerned. To-day all courts possess sovereign authority, whether they represent monarchies or republics.

In the course of time, when population had so increased and the numbers of crimes and of controversies had so enormously multiplied that many judges and courts were required to do the business, courts were classified into Criminal, to try offenses; Civil, to adjust questions and claims as to property and civil rights; Ecclesiastical, to settle matters in controversy in church matters; Admiralty, to try causes growing out of business done upon the sea, and Military, to determine as to offenses and disputes growing out of the military service.

Many centuries, probably a thousand years, have passed away since the necessity for any new sort of court has arisen. But the need has at last come into existence, and it is now here. A grievous need of such a court exists, and for the lack of it the business of the country is being interrupted with enormous loss to employers and employes alike, and disturbances to public peace and order of the most serious nature are of frequent occurrence. If there is no need for a labor court, then there never was a need for any court, and if the wisdom and intelligence of the men of any past century were equal to the task of devising judicial remedies for violence and crimes, then there ought to be at least intelligence and common sense enough to formulate and set up a court which will prevent a

bloody conflict between labor and capital.

In default of such a peaceful and practical remedy there will result a struggle which will not only utterly disorganize the entire industry and commerce of the Republic, but will tear up its foundations and convert it into a mobocracy or else a military despotism or bring on both conditions, the latter being the ultimate form into which the Government will gravitate to secure order and peace. It is well known that there is a powerful opposition on the part of trades unions to an authoritative labor court, but it is the only method that can save the country from a terrible outbreak of violence.

James Stoneman.

**Lacemaking Among the Peasants of Russia.**

Russian peasant women make their lace in winter, for during the summer-time they are too much occupied with agricultural duties. Lacemaking is entirely a home industry, for the peasants even produce their own materials. If they have the seed, they grow the flax, spin the thread, and weave the lace; or if they have sheep to yield them wool, they spin and finally convert it into the celebrated and beautiful Orenburg shawls. Sometimes a woman makes her lace from the very beginning—that is, from the sowing of the flax-seed—and she may even sell the lace for herself, but that is not always the case.

It often happens that some women raise the flax and spin the thread and then exchange with the lacemakers, but the whole thing is done by the peasants among themselves, and it is entirely peasant labor, the men even making the spinning wheels and the looms for weaving.

The women get up very early in the morning, it may be at 4 or 5 o'clock, and they work on until 11 or 12 at night. But for all that they are a gay people, and in the evening a great many will assemble in one house and will sing as they work. Occasionally they will stop for a little while and dance, and then start working again. They are happy, and as they all work for themselves and have no masters, they are at liberty to use the designs they like working best, and to labor or rest, according to their own convenience.

Many of the lace designs are very old, while others are made by the workers from things they see around them, the frost on the windows being a frequent source of inspiration.

Every thread in a piece of lace has to have a pair of bobbins. The children begin with a piece of narrow lace, with about ten pairs of bobbins, and experienced workers use more or less bobbins, according to the width of the lace.

Lacemakers generally live in one place, and the women who do other kinds of work are together in other towns. Near Moscow there is a town which is filled with lacemakers, and on approaching it one can hear the sound of the bobbins.

The shawlmakers live in the Prov-

ince of Orenburg, whence these shawls are named. They are made from the finest down of the sheep, selected from the wool. Fine yarn is spun, and then shawls are made with two ordinary knitting needles. A shawl four yards square would be the work of four months. These shawls are so fine and soft that three of them could be passed through a finger ring at the same time. It takes a woman the whole winter to make a piece of lace ten or twelve yards long and half a yard wide, and she would sell it for about \$5. The lace made by Russian peasants is very strong, and is practically indestructible.

**Sour Grapes.**

"I believe," said the girl with the new engagement ring, "that men and women should marry their opposites."

"That being the case," rejoined the maid with a streak of envy in her make-up, "I suppose your fiance is everything that's nice."

**40 HIGHEST AWARDS In Europe and America**

**Walter Baker & Co. Ltd.**

The Oldest and Largest Manufacturers of PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

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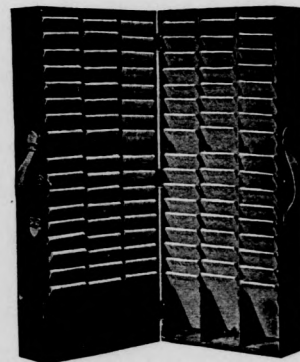
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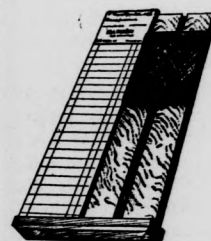
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Is it perfect or do you have trouble with it?



Wouldn't you like to have a system that gives you at all times an

**Itemized Statement of Each Customer's Account?**

One that will save you disputes, labor, expense and losses, one that does all the work itself—so simple your errand boy can use it?

SEE THESE CUTS?



They represent our machines for handling credit accounts perfectly. Send for our catalogue No. 2, which explains fully.

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## Shoes and Rubbers

### Essentials Possessed by the Ideal Shoe Salesman.

We are living in a new commercialism to-day. The old methods of merchandising have been revolutionized. Like the crude machinery used in the industrial world of the past, they have been set aside for the new and improved methods which are now in force. The high intellectual and moral plane of present-day civilization demands higher laws to govern the relations between the distributor and the purchasing public. With this advance has come, also, the demand for a higher class of men and women to represent the merchant in business—men and women with larger ability and a wider range of talents. The modern idea calls for true salesmanship, which, in its highest sense, is a science and an art. It is a science because of the many deep principles and complex laws involved, an art because of the talent and skill required in the application of those laws and principles to effect a desired end. The ability to sell goods successfully is inherent, just as the talent to paint a picture is born in the artist.

The secret of salesmanship is to reach the will of the customer, and there are two channels to the human will: the intelligence and the emotions. It is the man who has the power to create a desire in the customer that is the man of value. The dolt can hand over the counter that which his customer has already resolved to purchase. The wise salesman—the one who has this creative power—first gains his customer's attention, then her interest; and interest ripens into desire, and desire into a resolve to purchase. So much is involved in this process, simple as it seems, that a whole lifetime may be spent in attaining a high degree of perfection.

The primary essential of salesmanship, as in every other walk of life, is that indispensable force called energy. It is the active, wide-awake salesman who heads the list. The successful salesman must be a hard worker not only with his hands, but with his head. He must go below the superficial part of his brain—must stir up his mental soil. The unthinking salesman makes his profession automatic, robbing it of its real life and soul. The model salesman must be a man of ideas; he must acquire a thorough, scientific knowledge of his stock of goods. A knowledge of human nature, too, is almost as indispensable as a knowledge of the merchandise itself. Some customers can be driven, others must be led; some must be talked to, others must be allowed to do the talking, etc. He should study well the law of suggestion, being able to quickly judge the customer's tastes and fancies, then hasten to supply the demand. He must possess tact; that faculty of the mind which gives quick perception and ready discernment; must cultivate good judgment; that operation of the mind which enables him to decide things wisely and correctly. Determination, sincerity, punctuality,

constancy—these are other essentials which the ideal salesman must be acquainted with.

Other paramount essentials which should characterize the ideal salesman are:

A strong personality is an enviable gift and all can not possess it, since it is an attribute of nature. But one thing which all may possess is a good personal appearance, which is indispensable in modern clerkship. It is the first duty of every person serving the public to regulate his toilet and dress in the very highest degree of consistency. The influence of this essential weighs mightily; it serves as a splendid preparative for the customer's mind; it makes a lasting impression.

There is nothing so cheap as courtesy and nothing more influential in business. The imagination has a legitimate place in the relations between customer and salesman. His attitude toward the customer should be the same as if she were his guest in the drawing room of his own home. By ever bearing this in mind, all danger of unpleasantness is removed; he places himself in a frame of mind to engender courtesy in any emergency. Courtesy is a product of kindness, and kindness begets patience, which, in turn, is a crowning virtue.

The next office of the imagination is to put the employe in his employer's place. It is proper and commendable for everyone to treat his employer's interests as his own; every conscientious person will do this. Nothing will stimulate a high order of service, calling out the best efforts, like imagining that one's own capital is invested in the line of goods which he sells, or which it is his province to preserve.

Self esteem is a very practical virtue. Belief in self is necessary to the best attainment in any endeavor. But the employe must carefully guard this healthy condition; he must use good sense—the best preventative against that disastrous disease known as the "big head."

When a salesman consents to serve a customer, he, for the time, forfeits all personal rights. In other words, he belongs to that customer, as much as does the merchandise after she has paid for it; that is, his time, his attention, his experience, all that he possesses, he owes to her; she is entitled to them since she pays for them as well as for the article which she buys.

The wise salesman avoids self-consciousness. He yields himself up completely to his customer and the article of sale. He exterminates the personal pronoun "I," and parades judicious ideas before her, rather than egotistical improprieties.

The value of cheerfulness in any event can not be too highly estimated. Self mastery is placed at a high premium always. It makes no difference whether the customer is disagreeable in the extreme, or whether graciously considerate of the clerk's feelings; whether she buys a large bill of goods in a few minutes, or consumes an hour of his precious time without purchasing anything. It

makes no difference with the master of his art; he should do all cheerfully and thereby compel that customer to carry at least one thing out of the store, namely—a good impression, which will bear fruit in the future.

It is not only the right but the duty of every salesman to place a high estimation on his vocation. He should regard it, not as a haphazard position, but as a fine art—a profession, for such it is in every sense of the term. By esteeming it in this way, all perfunctoriness is destroyed.

The prudent salesman is an economist. He makes the most judicious use of his time; he utilizes just enough energy to accomplish his purpose; he rightly estimates the value of reserve force.

The ideal salesman considers the value of the wearing qualities of salesmanship as he does the wearing qualities of a piece of goods. His chief aim is not to sell a customer to-day merely, but to make of every one with whom he deals a customer for the future. The efforts of such a salesman are not spasmodic; he is pursuing a steady and certain course to permanent success.

Summed up it means conscientious wholeheartedness, and nothing will more quickly and more effectually frustrate a sale or defeat a purpose than the opposite of this—indifference. Unswerving loyalty, every moment, every hour, should be the perpetual motto of the true salesman.—C. S. Given in Boot and Shoe Recorder.

## Announcement

**WE TAKE** great pleasure in announcing that we have moved into our new and commodious business home, 131-135 N. Franklin street, corner Tuscola street, where we will be more than pleased to have you call upon us when in the city. We now have one of the largest and best equipped Wholesale Shoe and Rubber Houses in Michigan, and have much better facilities for handling our rapidly increasing trade than ever before. Thanking you for past consideration, and soliciting a more liberal portion of your future business, which we hope to merit, we beg to remain

Yours very truly,

**Waldron, Alderton & Melze,**  
Saginaw, Mich.

## The Highest Test

any shoes can get is the approval of the man who pays his good hard money for them, who wears them, comes again, and keeps right on coming.

That's what makes your business grow, that's what makes our business grow, and we're growing right along. Must be our shoes please the man who wears them.

**Herold-Bertsch Shoe Co.**

Makers of Shoes  
Grand Rapids, Michigan

## The Lacy Shoe Co.

Laro, Mich.

Makers of Ladies', Misses', Childs' and Little Gents'

## Advertised Shoes

Write us at once or ask our salesmen about our method of advertising.

Jobbers of Men's and Boys' Shoes and Hood Rubbers.



### An Iowa Shoe Dealer to His Eastern Brother.

Dear Jim—It seems to me that you have taken to moralizing a good deal lately and writing long letters; and the worst of it is that when you do so it sets an example to me, and I find myself stringing out more of a letter than I can spare time for. If I remember right, my last letter to you contained eight or nine closely written pages, and it is too much of a job to sit down and scratch off at such length. Still, when you get to talking on trade subjects, you set me to going and I never know when to stop, and while I start out with only the intention of answering your questions and writing a short letter, it is quite likely I'll tire myself out and you also before I get through.

You were always great on figures, and I am sorry that I amazed you by giving you such a problem in arithmetic as to figure out that my clearing out sale last summer required me to take in about \$400 a day. I never tried to average it; in fact, I didn't take a great deal of time to sit down and figure anything but the actual results; and when I tell you that one day I took in \$746.50, I am quite ready to acknowledge that your figuring of the average was about right, and let it go at that.

We do things out here with more of a hustle than you do back East. It made me tired to see you bow and scrape and primp and talk to a customer for half an hour to sell a pair of \$2.50 polish, while two or three other customers were standing around waiting their turn. Our people here don't mix up their society calls and their business transactions quite so much. When they come to my store they come to buy goods, and they expect to be waited upon P. D. Q., or they go somewhere else. I have waited on four customers at once and made four sales, many a time, and three at a time is not uncommon on Saturday nights. It is all right—after getting used to it you don't notice it. Get a person's shoe off and she can't get away from you, and while she is deciding whether that looks right on her foot you can be fitting another customer. You have got to keep up your patter with a whole lot of them or they are likely to get provoked once in a while, but as a rule they appreciate a businesslike way of doing things, and they get used to it and expect it. Why, I have seen fifteen or eighteen customers being waited upon all at one time in my store, and I don't lose one sale out of ten.

I tell you, it pays to get a hustle on; and another thing that pays is to have a bundle-carrier, a boy to do up the goods, and a cashier to take care of the money. After your \$30-a-week clerk has made a sale, and there are other customers waiting, it is mighty poor policy to let him spend his time making change and tying up the shoes, which can be done just as well by a \$10 cashier and a \$3 bundle boy. That's the way we do things in the West; but in the old days, when I was clerking for Father, I have seen him squander

ten minutes with a customer after he had made a sale, and keep someone waiting all the time he was doing so.

I imagine you are doing business in the same old way, or you wouldn't wonder that once in a while we can sell \$400 worth of goods a day in a clearance sale. What you need, Jim, is about one year in my establishment, and you would go back to Worcester and make some money and pay off the mortgage on your house.

As I said before, you are a great arithmetician. It is a wonder you didn't go as professor of mathematics to the Institute on the hill overlooking your town, instead of grubbing away at the shoe business. You figure out that it requires 144 pairs of shoes to make a complete line of sizes in four toes. You are away off. I remember seeing in Frank Crocker's window, in Washington, a display of ninety-nine pairs of ladies' shoes, no two shoes of a size, all one style and one toe. You reckon only 144 pairs for four toes; that is only thirty-six pairs to a style, instead of ninety-nine.

You want me to tell you all about my opening, and say you are thinking of trying it yourself. That's just like you; wait until the middle of September and then begin thinking about an opening. If you ever expect to run an opening you want to begin about two months ahead of the date set for the "shindy." If you try to get it up in ten minutes you will make a dismal failure of it, and then lay it all to me for telling you how successful I was. The reason I made such a big success of it is because I started two years ago making a list of customers and people I wanted for customers. I have probably got the best mailing list of the kind in this city, and it is kept right up-to-date. If a girl marries, her name is changed on my list, and her new address is put down just as quick as I can find it. If anyone dies, the name goes off my list, and the mourning family don't have their feelings all torn up by the receipt of my letter addressed to the late departed. Just as soon as the city directory comes out every name in my list is looked up, and if there has been any change in the address, that change goes down in my list.

I spent quite a little money getting up a bang-up, copper plate engraved invitation, just like a swell wedding invitation, my monogram trademark embossed in gold. I tell you, it was a slick affair! I thought I sent you one, but if I didn't I will see that one goes out with this letter. Then I sent them out in two envelopes, one with the monogram on it and just the name on the front, and the whole in another envelope with the name and address and the stamp on it. I sent every one out under letter postage. It cost more, but it paid. It brought the people that I wanted, who wouldn't have taken any notice of a circular or a common every-day printed affair. But I don't believe it is worth while for you to think of having an opening this year. Wait until next spring for your open-

ing, and begin thinking about it the first of January, just as soon as your Christmas trade is over. The trouble with you is that you have too little Western hustle.

I note what you say about tan shoes. No, I am not going to have any custard colored stock this year. You know the light colors were popular eight or ten years ago because dressing them darkened the leather, and the lighter they were in the beginning the longer they seemed to be in style; but I don't want anything except good, plain tan, and I don't want any chocolates either.

You seem to think I don't know my business because I grant the reporters for the daily papers some credit; and you, in your superiority, say that you never do. You are trying to run things on a cash basis, and when people apply to you for credit you tell them that you are beyond that. That's all right; you have your way of doing business and I have mine. But I rather think I can work

the reporters fully as well as you can by giving them credit, provided I never ask them for the cash. You give a newspaper man a pair of shoes and tell him to give you something to the value of the goods, and he will give you just about that value; no more. But if you get him in the habit of coming to you for his shoes and having them charged he feels that he is independent. He does not feel that he has received a present, but that it is a legitimate business transaction, and instead of giving you \$4 worth of notice for a \$4 pair of shoes he will give you \$50 worth sure.

By the way, Mother tells me you are getting fat. When a man gets fat he gets lazy. Don't do it! Try Swoboda and diet. You can't be active and fat at the same time. Wait until you grow rich, and then it is time enough to take on flesh. Well, I said I wasn't going to write a long letter, and if I don't stop I'll break my promise, so good-by.—Gus in Boot and Shoe Recorder.

## If You Want Practical, Profitable and Serviceable Shoes



You will be interested in our Spring line. Besides our own make our salesman will show you a large and varied assortment of shoes whose wear and style qualities are exceptionally strong. You will find the selections you may make, from the various kinds and grades, best adapted to your needs, exactly as we represent them, and in every case full value for the price asked.

**RINDGE, KALMBACH, LOGIE & CO., Ltd.**  
Grand Rapids, Michigan

## When Looking

over our spring line of samples which our men are now carrying

## Don't Forget

to ask about our KANGAROO KIP Line for men, and what goes with them as advertising matter. Prices from \$1.20 to \$2.50. Strictly solid. Best on earth at the price.

**GEO. H. REEDER & CO., Grand Rapids, Mich.**

**TRANSPARENT LEATHER.****Its Chief Characteristics—How It Is Made.**

The chief characteristics of a good transparent leather are its softness and elasticity, and at the same time firmness of texture and good appearance. Only fresh or recently salted hides are used in its manufacture. These are soaked from one to two days in fresh water, all blood, dirt and other foreign matter carefully removed, and they are again placed in a soak for two days in fresh water. After this the hides are put into the limes. They are put into one that has already been used, and in this they are left for one day. They are then removed to a fresh lime, in which they remain, with a beating up once a day, until the hair comes off readily, says a writer in a recent magazine. As soon as this takes place the skins are at once removed, washed in lukewarm water and then un-haired. The object of this bath of warm water is to allow the hide to lose some of its plumpness, as in the limes the fibers become greatly swollen, and also the sac or "root" of the hairs, which causes these to hold more tightly to the hide, making the unhairing more difficult. The warm water, then, softens the hair-roots, making the labor of unhairing much easier. This is the more necessary as force must not be used for fear of injuring the tender surface of the grain, which is an important consideration in transparent leather. After the unhairing the hide is placed over night in fresh, cold water and next morning it is scraped with great care. For this purpose the sharpest possible tool should be used to remove the flesh from the flesh side. As every stroke that is made too deep will show on the finished leather, it will readily be seen how necessary it is to use the greatest caution in the fleshing. When this is done the skins are smoothed and set out on the flesh side and then passed through fresh water, after which they are carefully but vigorously slicked on the grain side until every particle of lime is removed.

The hides so prepared are now croupioned; that is, the bellies and neck together with the head are cut off, so that only the croupon remains. This is securely fastened into a frame by means of twine run through fine holes in the edges, so that it forms a tight, smooth surface. It is now left to air for a while, and is then brushed over with a solution consisting of three parts of glycerine to one part of alum solution. This operation is done most conveniently in the drying room, in which is a suitable rack for placing the frames one over the other. As soon as the croupon is drawn on to its frame it is placed in the rack, where it is left to dry. When ready, the croupon is taken out and simply brushed over with the glycerine mixture, replaced in the rack and allowed to remain for three or four hours or until all the glycerine is absorbed; this is repeated until the croupon is completely soaked; and the more of this stuffing the skin takes up the heavier it gets. A brush

is the best thing for applying the glycerine, which must be put on evenly and in not too heavy coats, on both sides; and great care must be taken that the croupon does not become too dry between the coatings before it is thoroughly tanned; otherwise a hard crust will form which prevents the stuffing from penetrating any more. The croupons must therefore be examined several times a day, and as soon as the glycerine is taken up a new coat must be applied. In order to increase the flexibility of the leather a little more alum can be added to the glycerine, and if it is desired to give a tint to the leather, this may be done by adding a little coloring matter. The treatment with the glycerine is continued for ten to fourteen days, according to the weight of the skin, when the impregnation will be complete. The leather is then wiped off on both sides to remove any extraneous substances, and is finally run through the glassing machine. The leather is then finished. In order to be sure that the impregnation is complete, a small piece may be cut off, and if it has a clear light color all through then it is sufficiently tanned.

**The Demand for Old Lace.**

From Paris comes the cheery announcement that one might as well be dead and buried as far as fashion is concerned if one does not own any fine, old lace. Old lace is the keynote of the season's song of dress, and the woman to be envied is she who has a store of old point or pillow lace to draw from and can appear with a tambour flounce which belonged to her great-great-grandmother, costly Chantilly of an earlier period, or the stately Venetian rose point, which dates back to the time of Louis le Roi Soleil. It is a curious fact that however small a piece of old lace a woman puts on, if it be daintily adjusted, according to the dictates of fashion, that woman has a well-dressed look, whatever the shortcomings of the rest of her toilette may be. Real lace gives an air of distinction which even jewels are impotent to achieve. If there be but a few inches of the graceful fabric, a twist can be made with upstanding loop, which will give a desirable cachet to any hat or toque; or, worn in the hair, with or without an aigrette or upstanding jewel, form a graceful and up-to-date ornament. The voluminous flounces and godets at the edges of skirts give ample opportunity for the wearing of lace, for they are most successfully carried out in billowy masses of the soft and delicate material.

The Princess dresses show to perfection the large, handsome patterns which date back to the period when Colbert set up his factory at the Chateau de Lonray, in order to rival the stately points of Flanders and Spain, and so keep in France the fortunes which were lavished on foreign laces by the gallants of the court of Louis XIV. White lace, black lace, cream lace, ficelle, coarse lace, fine lace, open lace, pillow lace, or machine-made, every sort and kind, is now used in lavish profusion on petticoats, under-

wear, jackets, mantles, hats, and bonnets.

The fashion of covering all the fingers with rings, which is still on the increase, renders the wearing of gloves impossible; but it has been the cause of a quaint revival—the wearing of white Chantilly mitts, which cover the hand and arm to the elbow, where the sleeve finishes. It is not strictly accurate to describe this fashion as an innovation.

Greatness is always gentle.

**RUGS FROM OLD CARPETS THE SANITARY KIND**

We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

Petoskey Rug M'g. & Carpet Co. Ltd.  
Petoskey, Mich.

**O**UR MISSIONARIES are out with our new samples. It will pay you to see them before buying elsewhere.

**Walden Shoe Co.**  
Grand Rapids, Mich.

**Sell Mayer Ladies' and Misses' Shoes**

And increase your shoe trade. They are stylish, snappy and correct in every particular. You can surely increase your shoe trade by selling

*Mayer*  
**SHOES**

We know you can because others are doing it every day. Back of them is a big advertising appropriation that will bring new trade right to your door. Ask us to send a salesman.

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

**WALL CASES, COUNTERS, SHELVING, ETC., ETC.**

**Drug Store Fixtures**  
a Specialty

Estimates Furnished on Complete Store Fixtures.

**Geo. S. Smith Fixtures Co.**  
97-99 North Ionia St.  
Grand Rapids, Michigan





**LEATHER GOODS.**

**Some New Styles Peculiar to the Season.**

The demand for leather goods of all kinds is exceptionally large this season. It is by no means confined to any particular section of the country, or to any one line of goods. Almost without exception the manufacturers report that the orders on hand are in excess of all former seasons at a corresponding date.

Bags of all kinds are certainly the dominant feature of the market. They are selling everywhere, and in all styles. The automobile and carriage bags are probably counted as the best sellers, while wrist bags and netsukes are having a splendid run.

Fitted bags of all kinds will undoubtedly be big sellers throughout the entire season. They can be had in so many styles and at such a wide range of prices that all trades can be suited to a nicety.

Sets consisting of chatelaine bag, wrist bag, card case and pocketbook, all contained in a neat cardboard box, are having a good sale. These are, of course, made to match each other. The pocketbook is of what is known as the European pattern, being narrow and having a flap closing with a catch.

The automobile or carriage bag having the fastening contained in the handle is a good seller. The handle is made with a metal foundation, so constructed that the bag is closed by means of an arrangement at the lower part. The handles are held open while the bag is being closed, then brought together and locked by means of a catch at the top of the handle. This makes a very handsome bag, and one advantageous feature of it is that the bag can not by any possibility fall open while it is held by the handle, no matter whether the catch is securely closed or not.

Extremely long, shallow bags are popular. These are to be had in a great variety of patterns and leathers, either fitted or unfitted. Seal, walrus, saffian and alligator leathers are much liked in these bags.

Pigskin bags, with long flat leather handles, are handsome in appearance and possess many good qualities. They are always dressy looking, and their wearing qualities are certainly unsurpassed.

There is a new line of imported purses, which are tiny miniatures of the popular automobile and carriage bags. These are useful for children as well as grown folks; as they will please the former by the fact that they are just like the bags their mothers carry, while a purse and bag of the same pattern make a pleasing combination.

Covered frames are having a good sale in nearly all sections of the country. These bags are provided with leather handles, and in many cases these handles are double, one handle being attached to each side of the frame. These handles have one advantage in that they keep the bag closed irrespective of the catch.

Silk as well as leather are both popular for linings. The quieter and more subdued shades are most in

vogue, grays being especially well liked. The gaudy stripes of last season are not much in evidence.

Netsukes are selling splendidly, but the demand is largely confined to the higher grade goods. The cheap netsuke did not have the effect, as is usual in such cases, of killing off the demand for the higher grade article, but itself suffered from its very cheapness.

Suede leather bags in black or gray, particularly the former, are much in evidence. These are often provided with double flexible handles of the same leather, and in many cases are ornamented with spangles in contrasting or self shades, rather sparingly used.

Saffian leather continues to be a prime favorite, and will probably be one of the features of the holiday trade. Red is still at the head of the list of popular colors in this leather.

Jewel ornamentations are seen more than ever, although they have not yet attained to any great popularity. A good assortment of high-grade bags of this description for holiday trade will be a first-class investment.

No mistake can be made in purchasing a stock of alligator bags. This leather is growing more and more popular, and there is no likelihood of its becoming common. Good skins are hard to obtain, and the imitations are not as successfully made as they are in many other leathers.

Jewel cases are shown in a much greater variety and wider range of prices than ever before. There is a new arrangement of the ring holders which will appeal to buyers. This admits of the insertion of a greater number of rings, and holds each one securely. Some of the cases are provided with two trays, the top one being fitted with compartments having spring lids.

**Tissue Lamp Shades.**

Tissue and crepe paper shades are made on the regular lamp shade frames to be found in different styles and sizes. There are the dome shades, the bell shades, and the flat-sided Empire shades. They are all made similarly, the different styles of paper producing different effects. The wires in the frames, which can be purchased with the supplies, are covered with plain tissue paper twisted over them, or with the colored, if desired, that any part that is visible may have a finished appearance. There are many fancy patterns in crepe paper, and these are used at will. These include the flowered papers showing flowers of different colors and shades, blue and white papers, which give Delft tones, and Persian papers, which work up excellently into shades for libraries, or possibly for dining rooms. For candle shades, as a rule, the more delicate colors are used.

The tissue paper in white is first put on the frame, and over this is stretched the flowered crepe paper, and the top and bottom and ribs of the shades are outlined with narrow strips of black or gold, hiding the pieces where the paper is joined and giving the effect of wrought iron or brass frames. The result is a lamp

shade that is inexpensive and exceedingly pretty.

One of these shades, which is attractive, is made of a crepe paper, which has a white foundation, with a design of pale pink roses upon it. Another is in the blue, both of these outlined with the black paper, and a brilliant dark red shade is finished with the gold passepartout paper. Candle shades are similarly made and shaped over a butter or cheese dish top, and the candle shade holders can be bought to mount them on. Pretty effects are obtained by using a colored paper instead of the white as the foundation or lining of the shade, and deep and varied color tones can be obtained.

**He Obeyed the Order.**

The stout man tried in vain to attract the conductor's attention. Finally he jumped up and gave the bell cord a violent pull to stop the car. The conductor was angry.

"See here," he yelled, "when you want to get off this car you ask the conductor."

The stout man slowly clambered down on to the running board and waited until the car had come to a full stop. Then, turning to the conductor, he said:

"Please, Mr. Conductor, may I get off this car?"

Amid roars of laughter from the other passengers the indignant conductor energetically pulled the bell to go ahead.

He laughs best who sees the point of the joke first.

**Automobiles**

**Price \$500**

We can satisfy the most exacting as to price, quality and perfection of machinery. Will practically demonstrate to buyers that we have the best machine adapted to this section and the work required. Discount to the trade.

**Sherwood Hall Co.,**

(Limited)

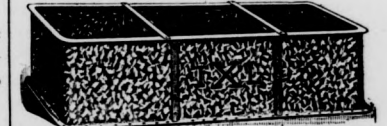
Grand Rapids, Mich.

**I. X. L. THEM ALL**

THIRTY YEARS EXPERIENCE  
WE MAKE THE BEST



Steel Windmills  
Steel Towers  
Steel Tanks  
Steel Feed Cookers  
Steel Tank Heaters  
Steel Substructures  
Wood Wheel Windmills  
Wood Towers  
Wood Tanks  
Tubular Well Supplies  
WRITE FOR PRICES



**PHELPS & BIGELOW WIND MILL CO.**  
KALAMAZOO, MICHIGAN

**The Astute Dealer**

seeks, not only to retain this year's customers, but to attract new trade next year. The formula is simple—

**Sell the Welsbach Brands**

The imitation stuff is bad for the customer— which is bad for you. The genuine Welsbachs—Burners and Mantles—make satisfied customers—keep customers—make new ones.

*Priced Catalogue sent on application.*

**A. T. Knowlson**

*Sales Agent, The Welsbach Company*

233-35 Griswold Street  
Detroit, Mich.

## Clerks' Corner.

### An Off-Hand Speech That Amounted to Something.

Written for the Tradesman.

The business of the house had increased so rapidly that another man was wanted. Of course the question next to be settled was the unknown Whom? At first it did not seem so much of a puzzler; but as time went by and the want became a need the two men who had grown into each other for twenty-five years began to realize what it would be to them personally to have a third man come in and take a third of what had belonged to them. Then, too, the twenty-five years had changed them both. Twenty-five from fifty leaves twenty-five, but they soon saw that there is a difference when it refers to years. So they did not want a partner with gray hair or one who was growing gray. They did not need his money; but they did want a man with life and energy and push, who could bring into the firm a pleasing presence, a trained intelligence and a certain amount of business activity and acumen which each was forced to admit he did not now possess.

It takes the fifty-year-old a long time to reach that conclusion; but they had to come to it at last and they did it gracefully. "It's no use, Bob, we can't fool each other if we do the rest of the world. We're fifty years old and don't let's make believe we're not. We don't like to be the first one here in the morning any longer, and I'm not going to pretend that I like to come down here after dinner, for I don't. Somehow this glorious October weather keeps urging me to get out into it and I can't help thinking of the old days when I used to sneak off into the woods after chestnuts. There's a swamp maple up in my front yard and it's beginning to ask me if I don't wish I could be back on that old New England farm for about three weeks now; and I rather guess I do. We don't have that fall display of color in this part of the Middle West. Great guns! Bob, don't you remember how the woods used to look for three weeks in October along the river by the old Torkill sawmill—yellow and red—from the top o' the hill to the pond at the foot of it? Well, I don't want to stay here afternoons. I want to sit out on my front veranda and watch that maple and I'm going to. Now the question is, 'Whom are we going to have in here?' It's got to be a young man and somebody we have confidence in. Now don't let's be afraid to talk to each other. I say, let's pick out the best man we have on the books and take him in. Put his salary where it ought to be for the first six months and let him think that's all he's going to get. At the end of that time, if he doesn't swell up and bust and if he shows that he is the man for us, let's take him in and give him a third of the business from the date he came into the office. We can afford to do it. He'll appreciate it if he's the one we want, and he'll make it up to us in a good

many ways. My man's Burke. Who's yours?"

"Kincaid."

"Both good boys. How d' you think we'd better go at them?"

"Gracious! I don't know. How would it do to get around among all the boys more and find out what the others think of the two. 'Twouldn't do any harm to have them to dinner once in a while. Let's begin at once. You have Burke with you to-morrow night and I'll ask Kincaid. Next week we'll have them again, only changed about. Let's tell the women folks what we're doing and have them help us. Both of them have keen eyes and good judgment and they'll be especially interested; for while neither of the boys is married, he who comes in will be and they'll want to do with the young wife what we do with the young husband. Is it a go?"

"Sure."

The next day the young men received invitations to dinner, which they were glad to accept; a week later they were again made glad and in both instances they were so pleasantly entertained that they and the rest of the clerks began to wonder what it all meant. To counteract that other clerks were dined and in other ways pleasantly entertained, so that amounted to nothing. At first it seemed strange to see the proprietors "coming down from their perch," as Jack McKay put it, "and joining the other bipeds in the barnyard," but the novelty soon passed and the firm of Rugg & Mussy moved on in the even tenor of its way. The new attitude of the "head men" to their employes was no detriment, as both parties soon discovered. There was no loss of dignity on the one side, nor undue familiarity on the other. The mingling together enabled both to a better understanding of each other and it finally brought about a condition of things which to the firm was wholly unexpected.

The splendor of the October woods had departed and the Sunday dinner which the partners often enjoyed was over. The ladies had vanished to contemplate and discuss the virtues of a new article of apparel and the gentlemen, each in an easy chair, had settled down with their cigars to enjoy the luxury of a library fire in the open fireplace.

"I've got over my fancy for Burke."

"Well, I've got over mine for Kincaid."

"Do you know, pretty soon after we began to get down among the men I came in contact with that man Marvel and I liked him. I like him now. I like the way he carries himself. I like what the other men say about him. More than that he has the sort of business snap that we want. He likes fun, but he isn't willing to pay too much for it; and it doesn't make any difference whether it's after six o'clock or before six he's ready for business and dinner can wait. He heard one of the clerks tell another that he couldn't do this or that—whatever it was—because he 'had his mother on his hands.' You ought to have heard Marvel go for

him. It seems that Marvel left little or nothing when he died and Jesse has kept up the home ever since. He is engaged to that splendid Helen Marchbanks and waiting until he can afford to be married; but that isn't what I started to say. He and Kincaid and Burke and one or two others were out together the other evening and they got to talking about the ways of business men and how they try to over-reach each other and all that sort of thing. The general opinion was that the best thing to be done is to let them talk until they see that the only chance for business is to come around to your side of the fence and accede to your terms. Then Marvel butted in with 'Yes, and waste a week joshing or talking taffy. That isn't business, boys. Make a good business proposition to a man with the understanding that he is neither a rascal nor a fool and let him take it or refuse it. It's the upper class of the trade that respectable business houses are after, and that's the way to get it, and you just want to remember that,' and somehow I haven't been able to think of anything else since."

There was a grunt of approval, a short silence in which the partners watched the flaming hickory and then the junior member said: "It was a week ago to-day, I guess, I was prowling around upstairs after something and Marvel and Crocker were working together off in one corner. I heard Crocker say that 'there isn't any use in a feller's tearing his shirt off for the sake of doing any one

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thing.' It's a wonder you didn't hear Marvel's 'Humph!' downstairs. 'Never played football, did you?' 'Well, I guess yes!' 'Well, then, you fool you! don't you know that the surest way to break your opponent's line is to hammer it without a let-up until it is broken. If you think you can't do it, don't try and don't play ball; but, Great Scott! the idea of going in and letting the other fellow make all the touchdowns! Humph! You don't seem to know anything. Good heavens! if that's the way you do things you'd better go somewhere and drive oxen; but if you ever expect to get ahead here or anywhere else you've got to break the other fellow's line. See?'"

There was a good-natured laugh indulged in; a few puffs went floating lazily to the ceiling; some minutes were spent in looking at the fire in silence and then Rugg remarked, "Well, Bob, shall it be Marvel?" and Marvel it was.

Richard Malcolm Strong.

**Collecting Curious and Antique Beads.**

Quite the most interesting fad of the day from an historical point of view is beadwork and bead ornaments. To be sure, the average girl who strings her many-tinted beads and weaves belts and necklaces on her cunning little Indian loom does not do it for any legendary interest it may possess, but rather because this pastime is fashionable, and the resulting ornaments more fashionable still. There are some women, however, who have made the bead fad an excuse for collecting curious and antique beads, each one of which represents a story, ages old, perhaps, or a romance or sometimes a tragedy. Such bead chains as these are rare and valuable and are veritable rosaries of romance.

One of the season's fancies is to wear beads that match exactly or harmonize with the frock, while still another, and the most popular, perhaps, is to string all colors and sizes of beads upon the same string, and to mingle the colors according to the fancy.

Venetian beads, which the Indians handle so skillfully, are probably the most popular, and are made up in a variety of ways. Not only do these beadwork necklaces adorn the modern girl's neck, but belts and sashes and purses of Indian manufacture decorate her waist and in her hand she carries decorated card cases and bags woven of Indian beads, while at home she is almost sure to have some corner decorated with beadworked quivers, mocassins and other artistic Indian objects.

Some women are more ambitious still and have a whole Indian room. A den is especially attractive when fitted up in this way. The walls are best done in monotone, a red or soft dull yellow being perhaps the best colors. The floor coverings are preferably skins, but if that can not be achieved, then Navajo blankets. A blanket of this sort also is thrown over the couch, and heaped on it are sofa pillows made of sheepskins in red, green, orange and all the

shades of brown and tan. These may be painted or embroidered with beads, or may have a design burned on them, but they are still better when unadorned, the leather being quite beautiful enough by itself. The wall behind the couch should be draped with one of the bright colored Indian serapes or shawls, while above it are arranged those trifles that give verisimilitude to a room, bows and arrows, tomahawks, feathered head-dresses, Yaqui quirts or riding whips, strings of wampum and no end of other things that can be easily picked up if one is on the lookout for them.

On a table covered with painted leather may be put still further oddities, while shelves and cabinets hold pottery, odd baskets and various other Indian things. A room furnished in this way is not cheap, but it is very novel and interesting.

**Thread Mill Run by Mouse Power.**

Thrift is generally acknowledged to be one of the leading characteristics of the native of Scotland, and it never was more forcibly exemplified than in the person of David Hutton, a native of Dunfermline, who actually proved that even mice, those acknowledged pests of mankind, could be made not only to earn their own living, but also to yield a respectable income to their owners.

About the year 1820 this gentleman actually erected a small mill at Dunfermline for the manufacture of thread—a mill worked entirely by mice. It was while visiting Perth prison in 1812 that Mr. Hutton first conceived this remarkable idea of utilizing mouse power. In an old pamphlet of the time, "The Curiosity Coffee Room," he gave an account of the way in which the idea dawned on him. "In the summer of the year 1812," he wrote, "I had occasion to be in Perth, and when inspecting the toys and trinkets that were manufactured by the French prisoners in the depot there, my attention was involuntarily attracted by a little toy house, with a wheel in the gable of it that was running rapidly round, impelled by the insignificant gravity of a common house mouse. For one shilling I purchased house, mouse and wheel. Inclosing it in a handkerchief, on my journey homeward I was compelled to contemplate its favorite amusement. But how to apply half-ounce power (which is the weight of a mouse) to a useful purpose was the difficulty. At length the manufacturing of sewing thread seemed the most practicable."

Mr. Hutton had one mouse that ran the amazing distance of eighteen miles a day, but he proved that an ordinary mouse could run ten and one-half miles on an average. A halfpenny's worth of oatmeal was sufficient for its support for thirty-five days, during which it ran 736 half miles. He had actually two mice constantly employed in the making of sewing thread for more than a year. The mouse thread mill was so constructed that the common house mouse was enabled to make atonement to society for past offenses by twisting, twining and reeling from 100 to 120 threads a day, Sundays not

excepted. To perform this task the little pedestrian had to run ten and one-half miles, and this journey it performed with ease every day. A halfpenny's worth of oatmeal served one of these thread mill culprits for the long period of five weeks. In that time it made 3,350 threads of twenty-five inches, and as a penny was paid to women for every hank made in the ordinary way, the mouse, at that rate, earned ninepence every six weeks, just one farthing a day, or seven shillings and sixpence a year.

Taking sixpence off for board, and allowing one shilling for machinery, there was a clear yearly profit for each mouse of six shillings. Mr. Hutton firmly intended to apply for the loan of the empty cathedral in Dunfermline, which would have held, he calculated, 10,000 mouse mills, sufficient room being left for keepers and some hundreds of spectators. Death, however, overtook the inventor before this marvelous project could be carried out.

If you falter, let the error of each day prove a stepping stone to better results the next time, always bearing in mind that cordiality, courtesy and tact come from the heart; superficiality either in manners or education deceives no one.

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## Fruits and Produce

### Supply of Apples is Not Too Large.

Jefferson, Mo., Oct. 10.—Ten years ago Missouri had the eighth place as an orchard State. Now she stands at the front. The number of apple trees in this State are now estimated at 20,000,000. Illinois stands second, with about 14,000,000. These are the figures of the last census. There has doubtless been a still greater increase since it was taken.

"Until only a few years ago the leading orchard State was New York, and her great apple producing section was in the north and east. Recently, however, the old orchard states have not been increasing their planting as has been the case in the West. The planting in the old states did not even keep pace with the dying of the trees. As a result the West now outranks the East, and this particular section now leads the world.

"So enormous has been the production of fruit in this section that there has been much apprehension that the supply will soon exceed the demand. This is a mistake. There is no danger. We can sell all that we produce, for the simple reason that the demand is increasing with the supply. Transportation facilities are improving, the population is increasing and the foreign markets are offering better inducements each year.

"In the last ten years the population of the United States has increased over 20 per cent. The increase in the orchard area of the whole country is only a trifle over 15 per cent. While it is true that it looks locally as if we are overdoing the fruit business, it can be seen by these figures that the demand is increasing much more than the supply.

"During the last ten years the consumption of fruit per head in the United States was just \$1.09. This means that although the planting of fruit trees is enormous, the market will still be good.

"In the Central West fully one-half the fruit trees planted are not old enough to be full bearing. I refer to those planted in the last ten years. Our actual production is, therefore, small compared to what it will be in the next decade. The importance of the industry in this section is increasing every year.

"In referring to orchards, I have apples in view as the first consideration. Statistics show that the apple is four times as important as all other fruits combined.

"The Ben Davis variety is by far the most popular of all apples. Reports were recently circulated that its popularity was decreasing, but it is my opinion that it is still holding its own and will continue to do so. It is not so popular as it was ten years ago, but is still far ahead of all other varieties. The Ben Davis is preferable for the reasons that it has a fine appearance, keeps longer, and can stand shipping better than any other variety. It always brings a good price late in the season.

"Other popular varieties are the Jonathan, the Grimes, the York and Gano. The Ben Davis is the best of

these for general purposes. The other varieties, however, are increasing in popularity, and will continue to sell at good prices as fancy products.

"All varieties of apples are improving in quality for the reason that they are receiving more care in cultivation. I can say after due deliberation that within the next decade the profits from 20,000,000 apple trees will fully amount to \$20,000,000. The fruit industry in this section of the country has immense possibilities, and the outlook this season is especially encouraging.

"The fruit crop in Missouri this year will not be large, owing to continued cold, wet weather, but the present season has been most favorable for the growth of trees. There has not been much of a strain put on them, and the soil conditions have been such as to promote rapid growth. The trees will be in fine shape next season and I predict a bumper crop.

"The insect pests and fungous diseases have been increasing in recent years. This is due to greatly improved facilities in transportation. The fruit is shipped rapidly from one section to another, and the diseases and insects go with it, and are spread far and wide.

"I may be contradicted, but these discoveries are more of a blessing to fruit growers than a misfortune. In a few individual cases they may be a hardship, but to the fruit growers in general they serve a valuable purpose.

"The presence of an insect pest or fungous disease calls the attention of the farmer to his trees. He looks at them closely, perhaps for the first time, and learns a good many things that he did not know before. He learns first of all to use scientific methods in eradicating the pest or disease, and also that his trees must be given proper care and attention.

"The number of scientific methods for fighting fruit pests is increasing as rapidly as the insects themselves. The fruit growers are learning to use these methods, and as a result both the orchards and the fruit are improving. The lesson that the grower learns by having his attention called closely to his trees more than repays him for his loss through disease or insects.

"Farmers are learning to make a specialty of fruit growing. Many entire farms are now devoted to its production. Only a few years ago a fruit farm of 100 acres was a rare thing in this section. At present there are a number of orchards exceeding 1,000 acres, and the chances are that within the next decade still greater tracts of land will be devoted to this purpose."

D. John C. Whitten.

### All On One Side.

"I'm told your bride is very pretty," said Miss Peppery.

"Yes, indeed!" replied Mr. Con Seet. "Several of the guests at the ceremony were pleased to call it a 'wedding of beauty and brains.'"

"Well, well! She must be a remarkable woman; that's an unusual combination in one person."

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**NON SUCCESS.**

**Some of the Common Causes of Business Failures.**  
Written for the Tradesman.

There has been considerable discussion of late over the cause of the many failures in the grocery business. Trade papers in general have discussed the question at length. In a recent issue of the Inland Grocer it is claimed that the reasons so many dealers are being driven from the field are raising of wholesale prices and the gradual falling of the prices at which the goods are retailed. These reasons, of course, sound all right in print, but are they really so? I do not think so. The reason for failure in business is generally found to be in the man himself and not in the condition of the markets. While this is not always the case, it will be safe to say that in eight out of ten cases the cause of financial disaster is due to the inability of the man handling the steering gear.

It is quite a fad with a certain class of trade papers throughout the country to pat the business man on the back, no matter how many glaring blunders he makes, in order to keep on the right side of him. Therefore, when one peruses the columns of this class of periodicals he is led to believe that the men engaged in the line of trade represented by the publication are all just what they should be. If a lot of them go to smash the paper never attributes the disaster to any faults of their own, but comes out with a discourse on the unfortunate conditions of the markets, the crops and various other things that have to do with the commercial life of the country.

Now of what good is a trade paper that feeds its patrons on nothing but taffy? Trade papers are supposed to serve as aids to the man who subscribes for them, but if he gets any value out of the taffy that is generously handed out by many publications it is not apparent where it comes in. When a publication hands out jollies right and left it ceases to be useful, except to tickle the fancy of the reader.

If there are more failures in the grocery business than there should be it is undoubtedly caused by the proprietors themselves. The trade paper that states the plain facts of the case is obviously more valuable to its readers than the one that smooths things over and makes every fizzle in the country a martyr to the woeful conditions of the market. Is it not true that a majority of failures are due to too much trusting, too little attention to business, living beyond one's means? Isn't it true that too many merchants waste time talking politics with the star loafers of the store and allow their stocks to run down when they should be looking after them? Isn't it true that a large percentage of the failures are among men of whom their friends say, "He can work for some one else all right, but he is no good when running a business of his own?" Isn't it true that poker, fast horses and investments in get-rich-quick mining and oil propositions are the

causes of a lot of the failures? Of course it is, and every sane man knows it, for he sees cases of just such trouble almost every day of his life. But the trade paper of the wishy-washy class comes out and lays it all to the condition of the markets and the opposition of stronger institutions. Now of what good is such a trade paper to the man in business? None at all. It reaches forth for his money but gives nothing in return. More men have been ruined by fond relatives, who always come forward when they go wrong with a smooth-sounding excuse that lets them down easy, than by anything else. When a man makes a mismove, makes a chump of himself and drops back a few rounds on the ladder, it will be his truest friend who will tell him in plain English that it was his own fault, point out the mistakes he has made and make him brace up and get into the harness with more ginger and determination to succeed. The fellows who are continually whining that they never have a chance are the ones that have been spoiled by the teachings of a pessimistic parent who laid everything of evil at the feet of somebody else.

The trade paper that strikes from the shoulder and tells its readers the real cause of their failures is the one that is most valuable. I do not mean by this that a publication should be a knocker. Far from it. The publication that states things as they are will naturally be imbued with a healthy optimism that will exert a valuable effect on its readers, but the jollying publication proves a thing of disgusting proportions to the man who is looking for ideas and sound logic, and proves but a stumbling block to the man in trouble. There are times when a good, plain statement of facts will be the making of a man. Raymond H. Merrill.

**No Vacancy.**

The German idea that the place for women is in the house, and not in the church, led recently to a curious complication. In a small town in Pennsylvania there is a female preacher. One afternoon she was preparing her sermon for the following Sunday, when she heard a timid knock at the parsonage door. She answered it herself, and found a bashful young German standing on the step. He was a stranger, but the minister greeted him pleasantly, and asked him what he wished.

"Dey say der minister lifed in dis house, hey?"

"Yes, sir."

"Yes? Vell, I vant to kit marriet."

"All right; I can marry you."

The German jammed his hat on his head, turned and hurried down the walk.

"What is the matter?" called the parsoness after him.

"You kits no chance mit me!" he called back. "I don't vant you; I haf got me a girl already!"

The value of the manufactures consumed in the United States amounts to about \$8,000,000,000 a year, and of this American manufac-

turers furnish 95 and foreign manufacturers about 5 per cent., while the amount which American manufacturers export just about equals that which foreign manufacturers send into this country.

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Woman's World

No Lottery More Uncertain Than Marriage.

Considering the difficulty in catching a husband nowadays, and the fact that the matrimonial market is long on marriageable women and short on eligible men, it might be thought that a girl would be willing to promise any old thing in order to get one, and that in particular she would not be too critical of the phraseology by which she annexed this blessing. Such, however, is far enough from being the case. After generations of her mothers and her sisters and her aunts had meekly marched to the altar and perjured themselves like ladies, women are beginning to rebel at the marriage ceremony. Its words stick in their throats, and they are asking themselves why they should swear to obey a man when they have not the faintest idea of doing anything of the kind.

Of course, the word "obey" in the marriage service is a relic of the time when a man's wife was his slave and it is slightly obsolete in a day when she is generally his boss. It is also not a little incongruous to hear, as we often do, a large and athletic bride promising to obey a fragile little bridegroom that she could knock out with one hand tied behind her in a domestic set-to, or to listen to a mature and strong-minded maiden swearing to obey the callow and unwary youth she has in-

veigled into matrimony, but, as a matter of fact, the obeying is the only part of the marriage ceremony that a woman can take in perfect good faith, and be sure of carrying out.

Obedience is an act of volition. A woman can force herself to conform in every particular to her husband's whims and wishes, but her ability to love and honor him depends upon circumstances, and when she swears to do that so long as she lives, she is taking vows she may not be able to fulfill. Love can not be coerced. If a man is not lovable, no oath can bind a woman's affections to him. If he is unworthy of respect, nothing on earth can make her honor him. That is beyond her power; but she may still obey him, although why an intelligent woman should obey a fool man or a noble and high-minded wife should obey a low and unprincipled husband, is something that can be explained neither by common sense nor ethics.

So much sentiment, though, clusters around the marriage service that it is unlikely to be changed materially for many years to come. With the glamor of the courtship still over her, every woman believes that she will be able to love and honor the man she is marrying, and, as for obeying, she cheerfully swears to do that, with a silent mental reservation that she will obey when she feels like it. It is significant, however, that within the last few weeks the newspapers have recorded two cases of several young women who absolute-

ly refused to promise to obey, and in one instance the matter-of-fact and sensible bride, instead of trusting to the honeyed generalities of her lover, forced him to sign a marriage contract in which her rights were set forth before she would agree to accompany him to the altar.

This was a slap at romance, but it was a long step towards achieving domestic peace. Before marriage a man will promise anything, and a woman will agree to anything. Adolphus tells Belinda that the dearest wish of his heart is to shield her from every wind that blows; that his delight will be toiling to gratify her every whim; that her lily-white hand shall never do any work harder than soothe his wearied brow, and Belinda thinks that all that will be required of her will be to look pretty in her wedding finery and stand on the vine-wreathed gallery and waft a kiss to hubby as he starts off to work in the morning.

Only too often she finds that those beautiful sentiments were merely campaign promises that Adolphus did not expect to keep. Moreover, when she ascertains that the man who was going to find delight in toiling for her raises a rumpus over the grocery bill and doles out carfare, or that the one who never intended her lily-white hand to soil itself with menial labor expects her to get up and make the fire of cold mornings, she is apt to feel that marriage is a failure and that she has been taken in and done for.

All of this might be avoided by a

marriage contract that would set forth plainly and specifically the rights of both parties. It may be said, of course, that marriage is a contract that is based upon implicit confidence and good faith, and that there would be no way short of the divorce court of enforcing its provisions. That is true, but nevertheless there can be no doubt that a bill of rights, stating explicitly the privileges and perquisites of each party to the contract would be just as valuable in family life as in commercial life.

If, for instance, a man signed a contract agreeing to pay his wife so much every month for her personal expenses, he would expect to pay it just as he would the salary of any employe in his office. If the woman demanded in her antenuptial bill of rights the privilege of having her own religious opinion, of belonging to whatever clubs she chose, of having a stipulated vacation, of choosing her own amusements and having her mother visit her, her husband would at least be prepared for these things, and it would not strike him with quite such a shock when he found out that his wife had an individual life of her own.

On his part, he might file an equal number of reasonable demands. He might assert his rights to a latchkey without arguing; he might bind the wife to be a good housekeeper; he might claim the privilege of reserving one room in the house for himself where he could do as he pleased and on which his wife should not

"Assets, \$14,000 in Book Accounts"



An Ohio grocer, to whom we once tried to sell the National Cash and Credit System, said: "I don't think I need it."

This same grocer has just filed a petition in voluntary bankruptcy at Cincinnati. Liabilities, \$4,490.90; assets, \$14,000 worth of book accounts.

Suppose that you, Mr. Merchant, had been in the position occupied a few months ago by this Ohio grocer, wouldn't you have been interested in a system that would prevent bad debts?

A system that increased cash sales fifty per cent. in the store of John C. Griffiss, Jr., Chattanooga, Tenn.?

Wouldn't you have investigated such a system if you had seen your book accounts increasing as this Ohio merchant must have seen them? Are you in the position he occupied a few months ago?

Think it over! Fourteen thousand hard-earned dollars that might easily have been saved!

"No More Bookkeeping Drudgery" tells all about the greatest cash and credit system in the world. Mail the corner coupon and get a copy.

I am interested in your new Cash and Credit System. Please send me a copy of your book, "No More Bookkeeping Drudgery," as per ad in MICHIGAN TRADESMAN. Name \_\_\_\_\_ Mail Address \_\_\_\_\_

CUT OFF HERE

National Cash Register Co. Dayton, Ohio

The National Cash and Credit System pays for itself.



encroach; he might also reasonably claim the right, as he paid the bills, to boss the house. Of course, it is not to be presumed that married couples, except in rare cases, would go to law to enforce these rights, but in cases of domestic friction, they might refer to their contract and see just what each one did promise and covenant to do.

In the majority of cases men are kind and considerate to their wives, and the woman who marries and who has a little property feels that she can trust that as implicitly as she is trusting her life to the man she loves, but of all lotteries, none is more uncertain than marriage in its result. Nobody can foresee how a wedding will result. The tender lover turns often enough into the grinding tyrant. The generous sweetheart becomes the miserly husband; even the supposedly sober and industrious frequently turn out worthless and drunken. It is against these unforeseen calamities that a woman is wise to protect herself as far as she can by a marriage contract that, at least, sets forth her rights to her own property and an equal right to her children.

Dorothy Dix.

**The Woman Buyer.**

Concerning the woman buyer, a New York merchant says: "Women buyers as a rule cost less than men, which is one reason, I think, for the great increase in their numbers, and another reason is the multiplication of department stores all over the country and the employment of a separate buyer for every one or two departments.

"Sometimes of late a well-known man buyer comes in here with half a dozen women buyers in tow to introduce them. They are all from the same establishment. Afterward the women may buy here or elsewhere, as they choose."

A visit just now to any of the big wholesale houses into which a few years ago a woman seldom penetrated, and then only with misgivings, reveals the fact that most of the women buyers are comparatively young, that there are beves of them in every store, and that they hang over the counters and fondle the goods very much after the fashion of retail women shoppers farther uptown.

That they get a lot more attention from salesmen than uptown shoppers ever get is also obvious. If, for instance, the lunch hour comes around and finds a woman buyer still undecided as to her selection, the salesman insists on carrying her off to luncheon. And that is not all. She may also get an invitation to dinner and to the theater, too.

Much depends on how far her purchases have extended. In the wholesale business these days it is a poor salesman that lets a customer escape to a rival firm if a little personal attention will prevent it.

Youth and good looks score sometimes on the side of theater invitations, but as a rule the strongest determining factor is the order the buyer may be thereby influenced to leave

with the salesman. Plain or pretty, the woman buyer is sure to get her luncheon given to her if she wants it.

The other day at a wholesale millinery house a woman buyer sat within a railed-off inclosure close to the firm's private office. She was neither young nor good looking. Her hair was gray, her face yellow and wrinkled. And yet the head of the establishment bustled about to get her a fan, which she was loudly demanding in French, and the head salesman flew to bring her a glass of water.

The woman, it came out, was from Mexico, and represented a firm that had dealt with the New York house many years. After fanning herself vigorously for some time, she drew out a cigar case, lighted a cigarette, put her feet up on the rungs of a chair and contentedly blew great rings of smoke in the air—an act not a man in the place would dare to imitate.

Not until the cigarette was finished did she go to work to buy flowers and feathers enough to stock a town. A member of the firm himself took the buyer from Mexico to luncheon.

During the last ten days there has been a general opening of untrimmed and thrimmed millinery all over New York, which accounts to some extent for the surprising number of women buyers on hand. It goes without saying that this unusual influx of buyers makes glad the heart of the wholesale dealer. It means money, and plenty of it, in his pocket.

**A New American Industry.**

A new industry in the United States begins this week. It is the reeling of raw silk from the cocoons of the silk worm, and it is the hope of the Secretary of Agriculture, under whose direction this first step in manufacture is to be conducted, that it will in time afford profitable employment at home to the non-productive members of many thousands of families.

Secretary Wilson's infant industry will not be able to compete at the outset with the foreign producers of raw silk. This industrial child must be subsidized at its outset, and to this end Congress has made an initial appropriation of \$10,000. Machinery bought in France has been set up in the Department of Agriculture, and two expert cocoon reelers have been brought from that country to instruct young women in the art. There are four reels, each having a capacity of one pound a day. When the first four young women have learned how to manipulate the machinery, they will be expected to teach others. The purpose is to create a demand for raw silk which shall encourage the raising of cocoons in this country. It is estimated that one person in a family, by raising cocoons, can earn enough money to pay for a winter's supply of fuel for the household.

The Department offers to furnish any person who wishes to undertake cocoon-growing with enough eggs of the silk-worm to begin the experiment, together with complete instructions as to the method to be followed. The Department agrees also to buy all the cocoons sent to it at the regular market rate. In turn, the Depart-

ment will sell the raw silk that its machinery reels to manufacturers of the fabric. But it is expected that for some time the raw silk thus produced will cost more than the manufacturers will be willing to pay for it, in competition with other raw silk. But there is confidence that the industry will grow into a commercially profitable business.

In the year 1900 the 483 silk factories in the United States produced \$107,256,258 worth of silk goods, but they had to pay \$62,406,665 for material. That sum represents approximately the sum sent abroad every year for raw silk. It is about twice the total value of our yearly imports of manufactured silk goods. It will make an appreciable reduction in our imports and add to the income of many homes if a part of this \$62,000,000 worth of raw silk can be reeled from American-grown cocoons.

**An Un-Curtailed Joke.**

A little boy saw a snake for the first time, and running to his mother, said:

"Oh, mamma I saw a tail without a dog!"



**Every Broom Pusher**

Has his or her (especially her) ideas about the broom that works the easiest. To suit the consumer a dealer must carry at least a fair assortment of heavy and light; fancy and plain; big and little handles. Every one will suit if it is a

**WHITTIER BROOM**

Whisk brooms, ware house brooms, house brooms. We have them all (Union made). Best brooms sell best.

**WHITTIER BROOM COMPANY**

Let us send our true color price list. It tells the story.

GRAND RAPIDS, MICH.



**JAR SALT**

The Sanitary Salt

Since Salt is necessary in the seasoning of almost everything we eat, it should be sanitary

JAR SALT is pure, unadulterated, proven by chemical analysis.

JAR SALT is sanitary, encased in glass; a quart of it in a Mason Fruit Jar.

JAR SALT is perfectly dry; does not harden in the jar nor lump in the shakers.

JAR SALT is the strongest, because it is pure; the finest table salt on earth.

JAR SALT being pure, is the best salt for medicinal purposes.

All Grocers Have it---Price 10 Cents.

Manufactured only by the  
**Detroit Salt Company, Detroit, Michigan**




**H. M. R. BRAND**

**Asphalt Torpedo Granite Ready Roofing.**

**THE BEST PROCURABLE**

MANUFACTURED BY  
**H. M. Reynolds Roofing Co.,**  
GRAND RAPIDS, MICH.  
Write for Samples and Prices.



**THE BRILLIANT GAS LAMP**

Should be in every store, home and farm house in America. They don't cost much to start with; are better and can be run for ¼ the expense of kerosene, electricity or gas.

**Give 100 Candle Power Gas Light At Less Than 15 Cts. a Month.**

Safe as a candle, can be used anywhere by anyone. Over 100,000 in daily use during the last five years and are all good. Our Gasoline System is so perfect, simple and free from objections found in other systems that by many are preferred to individual lamps.

**BRILLIANT GAS LAMP CO.**

Halo 500 Candle Power. 42 State St., CHICAGO. 100 Candle Power.

## Hardware

### Relation of the Retailer to Jobber and Manufacturer.

When the department store first appeared on the scene of action its business was confined to lines of the same general class, such as dry goods, notions, clothing, boots and shoes, hats and caps, carpets and furniture, etc., but the scope of its business has been gradually enlarged and extended until it now includes everything from a concert grand piano to a paper of tacks, and from bolts of price-less silks and laces to pounds of sugar and crackers.

I can well remember that it was freely and confidently predicted by all the jobbers and retailers whose lines were taken up by these department stores that the business would be a failure, because no one house could hope to handle a dozen different lines with the same intelligence and efficiency that houses which only carried one line could. We have all seen this prediction come to naught, because the big department houses have long since grown to such proportions that they can afford to employ from one to a dozen experts in each line that they handle, thus making each department complete within itself. The department house is here to stay, and it therefore behooves our jobbing friends to prepare for the irrepressible conflict.

So long as these houses can buy from the manufacturer such enormous quantities of goods there will always be found some "weak brother" who can not resist the temptation to sell them at as low, or lower prices than they offer the regular jobber. When this is done the floodgates are open, for there is nothing more certain than that the department store will sell these goods to the consumer at practically the same prices as the jobber can sell to the retailer, and frequently for even less. I can think of no cure for this order of things save a concerted movement upon the part of the jobber to prevent the manufacturers from selling their products to department houses at prices which will enable them to sell the consumer at jobbers' prices.

I am sorry to say that the jobbers themselves are largely responsible for the existence of the department store. Over-production is the parent of these stores, and the new mills and factories which overstock the market with their products are largely brought into existence by the jobbers, who encourage them to go into business in order to secure lower prices. It is my opinion that the jobber makes a serious mistake when he tries to make a manufacturer sell his products at less than a fair profit, but I know only too well by personal experience that they often do this. When it is thought that the manufacturer is making too much profit our jobbing friends will urge embryo manufacturers, with more money than brains, to go into the business, and we soon have over-production and the resultant seeking after markets by the manufacturer, who can not

dispose of his goods through the regular channels.

The business of the department store has been largely built up by their being able to take advantage of the necessities of manufacturers who ought never to have been in business. If these factories had never been encouraged by jobbers they would never have existed.

I would suggest as a remedy for the trouble that is now upon you, and which is constantly growing, that the jobbers adhere in their purchases to well-known and reputable manufacturers, and push the sale of their goods to the exclusion of all others. If you will remain true to the manufacturer you will find that he will be true to you. He will also doubtless be willing to protect you on his goods from the encroachment of the department houses, by naming them such prices as will not enable them to sell goods to consumers and retailers at jobbers' prices. So long as the jobber changes from old and well-known factories to new and untried ones, solely on account of a slight difference in price, just so long will these manufacturers sell their goods to whoever will buy, be they department stores or jobbers.

I do not believe there is a manufacturer who does not prefer the jobber as a distributor of his goods to the department store. For this reason I feel reasonably well assured that if concerted action is taken by the hardware trade looking to an agreement on the one hand to handle the goods of these manufacturers exclusively, and on the other to maintain a certain difference in prices between the jobber and the department store, there will be little difficulty in coming to a satisfactory understanding between the jobber and the manufacturer.

Time was when the manufacturer did not deem it necessary to employ any better material for the purpose of disposing of his goods than could be found in the ranks of village clerks and apprentices, and at a pinch even the office boy could be pressed into the service to do duty as a traveling salesman. But sharp competition and evolution in business methods have wrought a change in this, and no up-to-date, intelligent manufacturer will employ anything but the very best talent obtainable for the purpose of representing him on the road.

The ideal representative is one who can command at all times the respect, confidence and, if possible, the affections of both his employers and his customers. To command these it is necessary that he should possess character, ability and personal characteristics which would enable him to fill successfully any position in life from a clerkship in a country store to the presidency of a bank, or even of the United States.

The most perfect confidence should exist between the jobber and the manufacturer's representative, for without this there can be no community of interest, which is so essential in the relations between buyer and seller.

The salesman should be at all times

## The Improved Peoples Coffee Mill



The only mill with an oblique back. One that can be fastened to a flat surface. A mill that grinds and is always ready.

Equally serviceable for spices. Jobbers prices on application.

Manufactured Solely by

American Bell & Foundry Co., Northville, Mich.



## FLETCHER SPECIAL HAMMERLESS

Is the best gun on the market for the money.

We carry a complete line of Sporting Goods, Ammunition and Hunters' Supplies.

If you (Dealers only) are interested, write for our new catalogue "A31" and special net prices.

**Fletcher Hardware Co.**

Detroit, Michigan



If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.

**ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.**



judicial and impartial, never allowing his personal feelings or interest to sway him from the path of fairness and justice. He should never allow himself to be influenced to do an unfair thing, on the one hand for fear of loss of the customer's trade, nor on the other by the fact that he is the paid employe of the seller.

In all matters affecting both customer and employer he should occupy the position of the just and impartial judge, leaning neither to one side nor the other, but deciding every question with impartiality and justice.

So far as his moral obligation is concerned, he is equally dependent upon his employer and his customer, for his value to the former depends entirely upon his ability to command the trade of the latter, and his wage is measured by the amount and character of his sales.

It would be much better for both buyer and seller if there was more confidence exhibited by each toward the other. The buyer who habitually views the salesman with suspicion and distrust, and whose attitude is always that of the man who expects to be taken undue advantage of, very rarely fails to have his suspicions verified, for nothing is more certain in human nature than that the suspected man will sooner or later grow weary of being distrusted without cause, and will endeavor to give his suspicious friend a dig under the ribs.

On the other hand no salesman who would be so base an ingrate as to take advantage of the confidence and trust reposed in him by a buyer, could expect to remain long in the ranks of the manufacturers' representatives.

If we could only bring about an era of confidence and mutuality of interest between buyer and seller, making our business relations more in the nature of a joint stock association, it would certainly result in the greatest benefit to both, and would furthermore make it impossible for rank outsiders to come into the field and play havoc with legitimate business enterprises, as has been done in the past.  
C. M. Fouche.

**The Care of Silverware.**

The best way to clean such objects as are usually found on a silver table is to wash them in a basin with soap and water, using a nail brush with some hair on it, not stiff and unyielding fibres, to remove any solid dirt which may have accumulated anywhere. Another good plan is to use warm water, to which ammonia has been added. There is nothing quite so good as ammonia on a wet sponge for removing the dark tarnish. Cloudy ammonia is one of the handiest and most satisfactory forms of this cleansing medium.

Lemon juice is a very efficient cleaner of filagree work, but the objects so cleaned with this, or with ammonia for that matter, must be rinsed with clean water and properly dried.

Another cleaning agent is hyposulphite of soda, the salt so much used in photography for fixing negatives. (It is not to be used indiscriminately

by everybody and it must not be too strong.)

After its use the silver must be well rinsed and rubbed up with a soft leather or piece of velveteen.

After rinsing in water, silver articles are best dried in warm boxwood dust, kept in a drawer or box with a tightly fitting lid.

All superfluous water may be removed by swinging the object briskly through the air.

If by chance silver articles are broken they must be soldered by an expert, not by any traveling tinker or other workman experienced in the methods of soft soldering metal.

Any soft solder containing lead irretrievably ruins the silver, and, by turning black, causes very unsightly marks.

Dents or bulges on the sides of cups, or on flat surfaces, can often be removed by continuous rubbing or pressure from the other side; but if the dent has been caused by a sharp instrument or by something pointed falling on or knocking the silver, careful hammering by a chaser is necessary, followed by burnishing.

Opinions differ as to what is the proper hue for silver, and tastes vary in this, as in all else, some preferring the crude brilliancy of an absolutely fresh polish, while others prefer the semi-oxidized appearance induced by the sulphides in the air.

**Necessity of Securing a Profit.**

It is important that all goods sold and all business done shall return a satisfactory profit. There is no greater error in the conduct of a business than to cut prices in a dull season. It simply establishes a price that can not be raised when the natural demand taxes the resources of a business concern to supply it. It is far better to call into activity additional energy to find buyers, or to create a demand among those who can afford to, and who eventually must, purchase heating or cooking apparatus, or have their roofs, conductors and plumbing systems put in order. No benefit can be derived from discussing the possibilities of lower costs in any line, but great benefit will accrue from persistent pushing of the excellent goods that are now offered in all lines of trade at the prices that have ruled for some time back. Profit is the product of push; and, owing to the various circumstances that have interfered with the natural volume of trade, push is more necessary to produce the profits for this year than has been the case in some other seasons. The practice of pushing business is a profitable one, and if the necessities of the year should make it a fixed habit, a lasting benefit will be the result. It can be followed with advantage at all times, and when each sale not only leaves a satisfied customer, but brings in a profit and reduces the stock to be carried over, there is every reason why the proprietor should push for profits. Let him, moreover, so school his clerks that they can supplement his best efforts to that end and train his mechanics so that they, too, can contribute to the pushing power.



**White Seal Lead and Warren Mixed Paints**

Full Line at Factory Prices

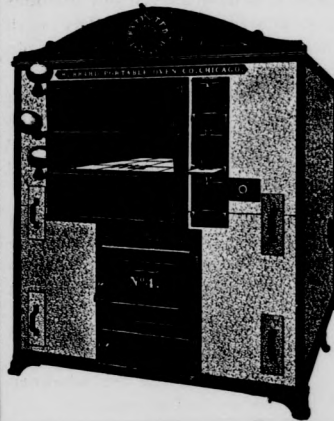
The manufacturers have placed us in a position to handle the goods to the advantage of all Michigan customers. Prompt shipments and a saving of time and expense. Quality guaranteed.

Agency Columbus Varnish Co.

*Miles Hardware Co.*

113-115 Monroe Street, Grand Rapids, Mich.

**BAKERS' OVENS**

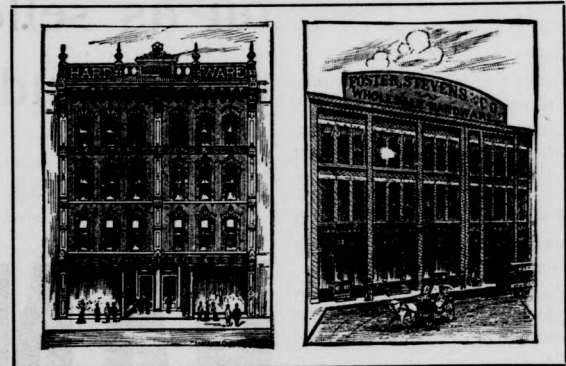


All sizes to suit the needs of any bakery. Do your own baking and make the double profit.

**HUBBARD PORTABLE OVEN CO.**

182 BELDEN AVE., CHICAGO, ILL.

**Foster, Stevens & Co.**



Grand Rapids, Michigan

**Printing for Hardware Dealers**

## ASK THE BANK.

## Information and Services of All Kinds Furnished.

"Few people realize the amount of practically gratuitous work that is done each day by a big banking institution," said an officer of an important Wall Street bank, a few days ago. "Take our own case. We receive daily dozens of requests for information on various subjects, which entail a lot of research, with no corresponding compensation. We have to spend the time and money to fulfill these requests. Our competitors do it and so must we.

"The variety of the requests is endless. Each day brings forth something new. Here, for instance, is a despatch just in from a country banker, a customer of ours, who carries only a small balance.

"A depositor of ours is very much interested in result of yacht races. Wishes to make friendly bet. Can you tell us the probable winner of series?"

"The course we took in regard to this request is typical of all," continued the banker. "We turned it over to one of our men, who interviewed an expert and wired his opinion. If the depositor wagered his money he won. We spent no time figuring our loss or gain.

"In my line here I can recall a hundred enquiries that have been so funny as almost to reconcile me to the time wasted in answering them. I know of no better point than a bank to view the foibles of mankind, unless it be that of the ticket taker of some 'greatest show on earth.'

"I remember a laughable request we once had from a banker in a small town in the northern part of the State. He said it had been snowing for ten days, by ginger, and as the farmers wouldn't be able to get to town for days and things promised to be very dull, wouldn't we send him a good book to read—something new? We had a great time selecting that book. Our President suggested that 'Dante's Inferno' would probably cement his friendship under the weather conditions, but that was rejected as suggestive. We finally sent him 'Pickwick Papers,' and he's still our customer.

"There was also a day when one of our men went through a fearful ordeal in a dry goods store. The cashier of a bank in a small Western town wrote us that his wife would appreciate it very much if we could duplicate some cloth she had bought there several seasons before. It was before the day of the 'woman buyer,' and we hunted the town over for days without success. The order was at last turned over to the best girl of one of the men and the affair terminated in a glowing letter of thanks from the Western woman, which adorned the walls of the inner office for years.

"I think the limit was reached, though, when we became involved in the servant girl problem. It began with a letter from a banker in a small Southern town. He wrote that his wife was having an exceedingly hard time to find a satisfactory ser-

vant. She had heard, he wrote, that very often one could meet an incoming steamship and at the Barge office secure the services of an unspoiled Irish girl capable of developing into an ideal servant. Would we undertake the quest?

"Of course we would. For days we had a representative at the Barge office, inspecting incoming girls with possibilities. The reports were models of sarcasm. 'Inspection to-day of ten fat girls and eight lean, ship carrying no middlings. Fat girls quoted at exorbitant prices for unskilled labor, and not elastic as assets. Lean girls bid fair to eat up profits.'

"Nevertheless, a girl was found at last who passed an examination participated in by most of the officers. She was escorted in triumph to the railroad station, a ticket was bought, and the 'find' started off on her long trip. The affair turned out well, but we always considered it the greatest speculation ever entered into by our bank.

"Since that time we have had much to do with the Barge office. In the West there are numberless Scandinavians who have carved out fortunes in the new land. When they wish to bring relatives from their old homes they usually secure the transportation from their local bank, which in turn asks us to look out for the incomers. We do this, of course, and get them safely through this port and well on their way to the West.

"Among the many requests of country banks are those for information on crop conditions in sections of the country at a distance from the enquirers; on political matters, particularly in national elections, and on the local money situation. In a presidential year we are overwhelmed with queries as to the result.

"Besides the giving of information we have been called on constantly of late to render actual service in carrying through business transactions. In one instance, at least, if the services had been rendered by an outsider he would have charged and deserved a round sum. A bank in a Western mining town wrote us that a group of its depositors had discovered a deposit of a certain species of precious stone, and asked if we could find a market for the output. We were fortunate enough to find a house here which was willing to take all the stones—that was, of course, promotion pure and simple.

"It is surprising how much old silver and jewelry there is in this comparatively young country. Our out-of-town banks frequently forward to us consignments of family plate with requests that we have it appraised and sold. In many cases we are asked to arrange an exchange of the old for new pieces or sets, and in this way are called upon to exercise taste which may or may not meet with the approval of the buyers. The case is the same with jewelry of a by-gone pattern. If we were not too busy we might at times speculate on the romances which bring these treasures finally into the vaults of a big city bank for sale.

"Demands are also made on us to sell and to investigate strange securities. It would be hard to say how the customers of the country banks get hold of the peculiar investments they often do. A short time ago there was shipped to us a lot of bonds of a corporation which forty years ago conducted a big iron mine. It built a railroad some twenty-four miles long to tap the mine, and the bonds were issued against this railroad.

"The road had wooden rails with

thin iron strips on top of them and was primitive, even for those days. During the Civil War the mining houses and all the property above ground were destroyed by fire, the plant was abandoned and the railroad now is but a streak of embankment stretching through a waste land. Someone had bought the bonds in the heyday of the company, and they remained buried until they were sent to us for sale. Their sole value was as souvenirs of a great and unfulfilled ambition.

"At times we receive stocks and bonds which have increased wonderfully in value since they last saw light. At the time of the Northern Pacific corner nine shares of the stock were sent to us and sold for \$3,600. They had been rescued from a trunk where the owner, who had taken them for a debt of \$70, had put them years before.

"And all this," added the banker seriously, "shows you the working scope of a big bank. If you need further proof you will find under that despatch about the result of the yacht races, which I just read to you, another despatch; but this one is from the President of a so-called trust which wants us to lend it \$1,000,000 until some big accounts due to it mature."—New York Sun.

## She Knew Him.

"Your husband, madam," said the chief of police, "has been arrested on the charge of arson."

"What's that mean?" demanded the woman.

"It means that he is accused of starting a fire at his place of business that—"

"Nonsense! I've been married to that man twenty years, and he never would start the fire."

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

**HAND SAPOLIO** is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake,



**DOLLS AND TOYS.**

**Some Novelties Which Will Delight the Children.**

The line of toys for the holidays is larger and more complete this year than ever before. The variety of mechanical toys is very much larger than that of last year. Beside the cheaper toys there are those which cost considerable money, such as the trains of trolley cars which are run either by electricity or by steam. These toys are expensive for the reason that they are complete, and built in many cases just like the real ones, and for that reason afford amusement for the old as well as for the young.

Complete sets of dining room furniture in mahogany are seen. There is an extension table, sideboard and serving table, with a number of chairs. In some of the sets a china closet is included. The whole is packed neatly in a box.

A large rooster on wheels, which crows lustily when drawn along the floor, was attracting no end of attention from the children in a large department store not long ago.

Toy automobiles are getting more and more elaborate, and all the latest racing models are seen.

The classic building block is to be sold in even greater variety than ever before, and there are specimens of stone, cement, wood, and other construction. Kites are also to be awarded the good little boys—not the old-fashioned affairs that have to be adjusted with long tails, but great box kites like those used by the United States Weather Bureau, to which the youngster may attach Leyden jars and do some experimenting on his own account. Malay kites are also on sale, some of them seven feet high, but so easily handled that a boy under ten may fly them from the housetop without danger of being pulled from his perch.

One will be able to buy a complete gymnasium on a small scale for the use of the child this year, including everything that goes to make up the paraphernalia of muscle development. There are patent reversible wall sets, the weights of which are dumbbells and may be detached and used separately.

There are punching bags that may be used either on a bracket or on a floor-and-ceiling rope. There are parallel bars that may be converted into vaulting horses. There is even a punching bag and football combination.

There are geographical puzzles which take in our over-sea possessions, teaching the names of cities and towns therein. There are maps which, when pieced together, form themselves into miniatures of Manila, Puerto Rico and Cuba. But they are not affairs which are easily placed together, so that the child will need to have at least a smattering of the topography of these countries before he will be able to construct the maps thereof.

Most of the leading novelties this year are intended to furnish amusement for the elders as well as the youngsters. So while a child will undoubtedly be fascinated with some

of the games planned on the order of billiards and pool, so also will the older members of the family, for some skill is required to manipulate many of the games.

One of these games has attained the dignity of composition balls and chalked cues for shooting them into the pockets at the corners of the table. The game is different from that which is played in public halls, however. The balls are placed differently on the table and the counting is not the same.

The performing dogs afford great amusement. One dog holds an end of a rope in his mouth, the other end being secured to a post opposite him, while the second dog jumps rope as rapidly as he can.

The bull is another good one. There is a bull with a rider on his back. The bull tries to throw the rider by bucking, but the clever rider sticks to him.

Small parlor pool and billiard tables are selling better than ever. These goods can be had at a wide range of prices.

Nothing that grown people have is too good for the dolls. A frog house, a small glass structure with growing green things inside and something in the nature of a ladder for the frogs to perch upon, is one of the interesting toys of the day.

A new breech-loading rifle, or cannon, to use the less technical word, aptly illustrates the elaboration of the modern toy. It is not six inches in length, but it is an exact reproduction of a five-inch field gun. The mechanism of the breech block is a marvel of workmanship, it shoots a rubber projectile, long and pointed at the end just like an armor piercing shell. The firing charge is an ordinary paper cap, such as is fired in a toy pistol. There is a flash, a loud report, the projectile flies to the mark, and the owner is a proud and happy boy.

A thousand instances might be given of this elaboration and attention to detail. The electric railway lines and equipments are perhaps the most complete and varied of any line. New things are being added all the time, so that it is always possible to offer something more than has been shown before.

An underground trolley road, using the well-known Baltimore type of motors, is a novelty which is attracting a great deal of attention.

A new series of station lights is shown, some of them using electricity and others burning acetylene gas. They are handsomely gotten up and should be good sellers.

Rubber ball shooting galleries are good sellers. These are miniature galleries, provided with pipes, birds, animals and targets to shoot at, the missile being a soft rubber ball that produces the required effect on the target, but can not injure the furniture or bric-a-brac.

Of course the automobile is popular these days, and there are miniature ones which, when wound up, will travel at pretty good speed. There is always a party of people in them enjoying the ride.

Two sizes of toy wringers are on the market. They are perfect working models of the larger sizes, and retail at fifty cents and a dollar.

Rents in New York City have risen to fabulous figures. Within two or three blocks of Herald Square there are now nearing completion eight or ten great hotel apartment houses, and in nearly all of them the smaller suites of two rooms and baths range in price from \$1,800 to \$2,400 a year, and these prices cover nothing but the bare, unfurnished rooms. Table board in addition at these places runs from \$10 to \$15 a week. There is surely foundation for the general opinion that New York is the most expensive place in the world in which to live.

**The Banking Business**

of Merchants, Salesmen and Individuals solicited.

**3 1/2 Per Cent. Interest**

Paid on Savings Certificates of Deposit.

**The Kent County Savings Bank**

Grand Rapids, Mich.

Deposits Exceed 2 1/2 Million Dollars

**STRAIGHT GOODS**

Today people are eating FULL CREAM CARAMEL and high-grade CHOCOLATES as never before. In fact, we have wrought a silent re-valuation (as it were) in that line of goods in the past few years. The S. B. & A. brand is a guarantee of quality. Mail orders solicited.

Yours truly,

**STRAUB BROS. & AMIOTTE**  
TRAVERSE CITY, MICH.

"PRACTICAL CANDY MAKERS"



**THE IDEAL 5c CIGAR.**

Highest in price because of its quality.

**G. J. JOHNSON CIGAR CO., M'F'RS. Grand Rapids, Mich**

**MEYER'S RED SEAL BRAND SARATOGA CHIPS**

Have a standard reputation for their superior quality over others.



**MEYER'S Improved Show Case**

made of metal and takes up counter room of only 10 1/2 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case will increase their sales many times. Securely packed, ready to ship anywhere.

Price, filled with 10 lbs net Saratoga Chips and Scoop, \$3 00

Order one through your jobber, or write for further particulars.

Manufacturer of  
**Meyer's Red Seal Luncheon Cheese**  
A Dainty Delicacy.

**J. W. MEYER,**  
127 E. Indiana Street,  
CHICAGO, ILL.

## LOST HER JOB

As the Result of Rudeness to a Child.

Written for the Tradesman.

I was in a department store the other day, and while I was waiting to see one of the members of the firm I busied myself in looking over some of the cheap books that lay on a counter at my elbow. In the same department were carried quite a variety of articles that appeal to school children in the way of convenient supplies for their desks—sponges, lead and slate pencils, erasers for ink and pencil, knives, water color paints, etc. I had picked up one of the books and was glancing carelessly here and there at the contents, more to pass away the time than anything else, when my attention was attracted to a poorly dressed little fellow who had approached the counter where I stood.

His manner was in keeping with his shabby clothes, which were anything but of the sort to inspire confidence in their owner. You may say what you please, but to a certain extent fine feathers do make fine birds. I have yet to see the man or woman to whom fine raiment did not impart an added dignity in its wearing, or who was not inclined to augmented peace with his fellow men in the knowledge of its possession, even if they did not always appear clad in "their best Sunday-go-to-meetin' togs." What is true of our feathered friends is no less true of us other bipeds—glad rags do make glad people.

The boy looked timidly up into the unyielding face of the clerk before him. His dark blue eyes were almost beseeching as he seemed instinctively to feel the treatment to be expected of him. A child can always trust his intuitions, and it needed no acumen to see that a tussle might be expected when eyes look at you with such a hard expression in their depths.

"Have you got some pencil boxes, please, like those in the window next to the door?" he asked, nervously fingering the ten cent piece he had brought.

The unusual "please" should have softened the old girl behind the counter, but she tossed her head and answered disdainfully, "Yes, I've got 'em," at the same time busying herself with other things under the counter. Seeing she made no effort to show the article he enquired for, the boy's embarrassment increased and there was a suspicious tremor in his voice as he continued: "Wont you show 'em to me—I want to buy one? A neighbor gimme ten cents for raking up his yard, and I want one of those nice pencil boxes in the window for it."

With that the clerk opened a large box on the shelf behind her and reached in and brought forth one of the coveted boxes. She slung it towards the boy and it slid along the glass show case in the direction of the child.

"There you are," she snapped out. "Take that and run along."

The boy had lain his dime on the show case and she picked it up and in a few seconds it was traveling its

swift way overhead to the cashier's coop.

His money beyond his reach, the boy reached for the box down to the end of the show case where it had slid. The clerk had made no move towards wrapping up the purchase and had turned to gossip with a frowzy-headed neighboring employe. As the child picked up the box the cover slewed off and hung flappingly by one hinge.

"I don't want this one," the boy said, quickly in a disappointed tone. "Haven't you got a better one?"

"No," was the cross answer; "take that box and run along."

The boy looked as if he didn't know what to do. He had wanted that kind of a box and having seen them displayed in the window for the purpose of attracting trade to the store, had entered with the intention of purchasing one. But he didn't want a broken article.

He slowly pushed the damaged box away from him, looked appealingly up at the hard-visaged specimen whom it was his ill luck to have encountered and said, "won't you please show me another? This one is broken."

The clerk had evidently known their condition for she answered, "Well, they're all alike. You can take that or go without."

This seemed to arouse the child and to change his meekness to a feeling of just indignation. He appeared able to quietly take the abuse of the clerk but not willing to accept poor goods for his self-earned good money.

"I'll not have this box," he said decidedly. Then, as the situation began to dawn on him, he demanded, "Why do you put those good boxes in the window then, if you only got bad ones back here?"

At this the old cross-patch looked at the urchin as if she could have boxed his ears.

"I dunno," she growled out. "Now don't bother me any more, you've stood there long enough. Take your box and go on home—gwon!"

At this she made a threatening movement towards the child, who, unable to stand more of the insult, planted his feet squarely apart and burst out with, "Well, I won't take that old box. You can show me some more out of that big one behind you or I'll go to the proprietor and see if you can't wait on me decent!"

At this unexpected assertion of rights the clerk looked as angry as she dared. Without a word she turned sharply around, slid her hand up under the closed lid of the large box and fished out another and slid this also along the polished glass, but this time without a word.

The small customer took it up critically. He pushed it back at once with the remark, "This one hasn't any lock on it. In the window they've got a lock on."

Well, at this second complaint you should have seen the look that stole over that ugly clerk's face. It was simply indelible. She looked as if she would strike the lad. Seeing she couldn't do that, and that the boy

stood his ground, she mutteringly turned and handed out three or four duplicates of the offending pencil holders.

The would-be purchaser, now thoroughly suspicious of the quality of the goods, picked up box after box and carefully examined them to ascertain if they were up to sample," as many an older buyer has done before him, and to his sorrow and disappointment.

Laying the boxes in a row before him, the boy again carefully examined each one at close range. They all proved defective except one. This was perfect in every particular, and the—at last—satisfied small customer handed it to the clerk with a tone and air of victory that were like fire to gunpowder.

"Now, that one is all right," he said slowly and looking the girl squarely in the eye, "you can do it up for me."

She snatched the box from him and slapped a piece of paper twice around it without any string in evidence nor even so much as tucking over the ends.

By this time the boy, having right on his side, had grown independent, and when for the third time his purchase was flung at him he could stand the clerk's rudeness no longer. With a flashing of the eye that at first had shown only shrinking he slowly unrolled the careless wrapping, threw the paper on the floor, laid the box on the show case and said, slowly and distinctly, as if he meant every word:


"You may do my box up properly or I'll go straight to your boss and

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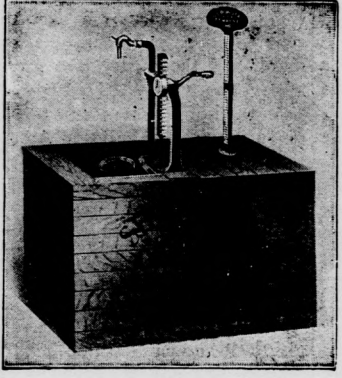
## Original Condensed Bluing

Watch for the announcement on  
this Bluing later.

**Jennings  
Flavoring Extract Co.**  
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Grand Rapids, Mich.



## Come Let Us Reason Together



FIRST FLOOR TANK

Suppose you should discover

**A HOLE IN YOUR  
CASH DRAWER**

through which you were losing pennies daily. Would you take weeks and months to debate in your mind whether you would repair it or not? Hardly. Everything about the place would come to a standstill if necessary, until that leak was stopped. Why? Because it means

**A MONEY LOSS**

This being the case, isn't it a trifle odd, knowing as you must know, that in handling oil in the old-fashioned way, drawing from leaky barrels or pumping into "sloppy" measures, you are daily and hourly losing money as though there were a hole in your cash drawer, that you procrastinate and debate in your mind whether "it will pay" to stop the leak? It WILL pay, and you can do it by installing in your store a

# BOWSER 3 MEASURE OIL TANK SELF MEASURING

Gallons, Half Gallons and Quarts at a Stroke

NO WASTE, NO LOSS, NO SLOP, NO DIRT,  
NO MEASURES, NO FUNNELS. YOUR OIL  
IS WASTING; ISN'T IT TIME TO STOP IT?

Let Us Quote You Prices Today. Ask for Catalogue "M."

## S. F. BOWSER & CO.,

FORT WAYNE, INDIANA.



state to him how you have acted to me."

Up to this time I had stood glued to the floor at my end of the counter, apparently as unobserving as one of the dummies near me, but at this assumption of offended dignity I could keep in no longer.

I stepped over to the boy's side and stood in a protecting attitude.

"And if he doesn't I shall!" I said to the astonished individual before me. "You have treated this child shamefully," I continued, "and for such conduct the least you deserve is instant dismissal, and if I were your employer and this action of yours came to my knowledge you wouldn't be one minute longer in this store. And I hardly think you will be under this roof much longer, as it is," I ended meaningly.

I removed my arm from the embryo customer's shoulder, patted his little curly head and marched straight towards the door of the proprietor's private office.

He and I are close friends, of which fact that measly clerk of a girl didn't happen to be cognizant.

The next day the place that had known her knew her no more, and I can not truthfully say I was sorry.

Your Uncle.

#### To Banish the Freckles.

The use of soap and water is one of the latest complexion fads, and it is especially directed against the freckles.

Freckles, by the way, are not fashionable. The up-to-date poet or novelist never mentions them. His heroine may be permitted to have a becoming coat of sunburn—a sun-kissed skin he calls it—but that is all. The freckle is banished, or rather it is every woman's duty to try to banish it.

To get rid of freckles there have been women willing to undergo even the torture of having their faces peeled—of having the outer cuticle burned off by a powerful acid. This process requires them to remain in seclusion a month or more nursing their faces. Such heroism, though, is infrequent.

The average woman is timid about applying strange acids to her face, and it is probably for that reason that the soap and water cure is destined to enjoy more or less of a vogue. Another feature in its favor is cheapness.

It is necessary only to invest in a camel's hair face brush and a cake of pure soap—plain castile, say. These, together with plenty of hot and cold water, represent the equipment required.

At a luncheon party in the hotel restaurant the other day a party of women just back from the country were discussing the subject of complexions. One of them was badly freckled, and consequently in quite an unhappy frame of mind.

"Now look at Mary," she exclaimed in an aggrieved tone. "I don't see a spot of any kind on her chin, and yet she used to freckle just as much as I do."

Mary met the sustained and curious glances of her friends with a smile and hastened to say:

"I don't mind letting you into the secret. It's nothing but faithful devotion to the soap and water cure."

"You mean face steaming?" asked one.

"Not at all. This is a newer remedy. I wonder you haven't heard of it, for all the complexion specialists are advising it.

"Use water just as hot as your face will comfortably bear. Make a lather of the soap and scrub with the camel's hair brush fully five minutes. Nothing less than five minutes will answer, and be sure to time yourself, or you will imagine the time is up when you have been scrubbing about one minute.

"After the scrubbing rinse off the soap with very hot water, using plenty of it. Then begin rinsing with cold water and continue that until the skin feels quite cool. That is all.

"To get the best effects the face must be scrubbed night and morning for several weeks. Lately I have taken the scrubbing only in the morning, but I kept it up faithfully twice a day for nearly three months.

"The trouble with some women is they expect almost instantaneous results, and, becoming discouraged after a week or two, give up the treatment altogether. Judging from my own experience, I am firmly convinced that soap and water is the best complexion lotion on the market, the very best freckle eradicator extant. And I mean to stick to it."

#### The New Hand Bags.

Hand bags of leather have grown almost to the proportions of a satchel, and in hue are sometimes startling, for golf-red and golf-green are now both popular colors. Bead and net bags grow in proportion and are adorned in the quaint, flowered patterns popular in the days when this republic was young, as well as in the most cunning devices which the clever hands of Orientals can produce.

Most generally carried are bags of silk and satin, richly flowered in brocade, delicately figured or—more stylish still—embroidered by hand. A handsome bag is of a deep, clear shade of green satin, made with a small, round bottom and a purse top. The top is made to look as though a purse hung inside, and to the bag's satin sides is sewed the band through which ribbon drawstrings are run. Above this extends nearly two inches of bag top, ruffled by the drawing of the ribbons, which are tied in loops and bows on each side.

The handle of the bag is formed by the ribbons that are tied to the purse rings. Flowers and leaves in Japanese embroidery are worked over this bag, the lower ones in deep shades of green and orange, and the upper ones shading into pale green, pink, lavender and touches of light yellow, like flecks of sunlight. Mingled shades of ribbon are used for drawstrings.

Nothing can exceed the beauty of the satin and silk bags embroidered by the Orientals and these are at present the most fashionable.

Existence of friendship depends upon reciprocity of esteem.

# STOP!



And read what we have to say about placing your business on a cash basis by using our

## COUPON BOOK SYSTEM

This system prevents forgotten charges, poor accounts and does away with the expense of book-keeping.

We manufacture four kinds of coupon books, so can suit any taste. We will gladly send you samples, prices and full particulars on application.

**TRADESMAN COMPANY**  
GRAND RAPIDS

## THE LAWYER'S JOKE.

## How He Gave a Colored Boy a Start.

A rather weak sort of joke was attempted on a ragged, dirty little colored bootblack for the entertainment of a group of smart Chicago lawyers a few years ago.

The joke fell flat, but it was responsible for the development of one of the most brilliant young negro scholars and orators America has ever had.

That ragged bootblack was Charles Winter Wood, now an actor of unusual talent, graduate with honors from Beloit College, college debater of national fame, player in Greek dramas, graduate of the McCormick Theological Seminary, winner of the John Crosby Brown scholarship at Tuskegee and of the Rockefeller prize at Columbia University, having been graduated with honors and the degree of B. A. this summer.

And all because of that lawyer's joke in Chicago.

In those days of bootblackening and poverty the boy often stuck his head in at the door of Jarvis Blume's office in the Unity building. William E. Mason occupied the same suite of offices, and used to banter the boy, and Joel M. Longenecker, Lorin C. Collins and Carter H. Harrison occupied offices on the same floor, and all knew Charlie Wood.

One day the boy was down on his knees polishing Jarvis Blume's shoes. While answering one of the lawyer's questions the boy used a Shakespearian quotation. Blume thought the quotation was an accident.

"Charlie, do you ever go to the theater?" he asked the bootblack. "Yes, sir, quite often," answered the bootblack, whose pronunciation of the English language was almost perfect.

"What kind of play do you like best?" asked the lawyer.

"I like tragedy best," said Charlie, with a grin.

"What kind of tragedy—blood-and-thunder plays or Shakespeare?" the lawyer again asked, expecting the boy to say he didn't know what was meant by Shakespeare.

But the boy knew. "I like 'Hamlet,' 'Othello,' 'Richard III' and all the Shakespearian tragedies," he answered quickly.

The lawyer was staggered, but he saw a chance to play a little joke on the ragamuffin and he said:

"Charlie, if you'll learn a speech from 'Hamlet' I will give you a dollar. How long will it take you?"

"Oh, about three days, I guess."

Jarvis Blume told the bootblack to learn the lines in the ghost scene from "Hamlet." Three days later the boy came back to the office. He threw his dirty cap on a chair, and sat down, grinning. His one suspender had fallen from his shoulder, and his begrimed waist had escaped from his pantaloons.

The lawyer asked if the speech was ready, and was told it was. The boy was asked to stay in the office, and Blume hurried about to the other offices on the floor and the whole

company of lawyers gathered in the office.

"I want you to see Charlie turn white when he sees the ghost of Hamlet's father," said Blume, and all the lawyers planned to try to scare the boy.

The bootblack unslung his blacking-box and walked to one side of the room. All the lawyers were grinning and Jarvis Blume, the master of ceremonies, was waiting anxiously to see his joke work out.

But it did not work. The boy gave a tug at his suspender and began. He stood transfixed. The speech, full, round and clear, fairly flowed from his lips. Every one of the lawyers in an instant stopped grinning. What they had expected would be a ridiculous mix-up of Shakespeare's lines with the vernacular of the street proved in fact to be a remarkable reading. The lawyers declare to-day that the boy actually turned pale. He read the lines without an awkward pause, and the dirty ragamuffin mispronounced only three of the 700 words.

When he had finished the speech his face spread in a broad grin and he reached down and picked up his blacking box. The lawyers patted him on the back, shook his hand, and asked him where he learned to speak.

"I watched the actors and just picked it up," was the answer.

Lawyer Blume handed Charlie Wood the dollar he had promised him, and each lawyer there gave him some money. When the boy counted his money he had a little more than \$17. It was more than he had ever had at one time before, and he felt like a king.

A few days later the bootblack read for others long speeches from half a dozen other Shakespearian tragedies, fairly startling his hearers by his splendid interpretation of the lines.

Blume took the ragged bootblack and clothed him, and during the next two years guided the boy in his reading. Finally Blume found employment for the boy with a detective agency, but the bootblack did not find the work congenial and he left the position at the end of a year and rented the basement at No. 44 Clark street. There he became the proprietor, manager and head workman of the "Charles Winter Wood Shakespearian Bootblackening Establishment."

That was a great deal of a name, but it drew a great deal of trade, and the boy made money there for a year. About that time C. W. Partridge, one of the owners of a State street store, heard the boy read several selections from the Shakespearian tragedies. Mr. Partridge took the boy and placed him in charge of the bargain counters in the basement of the store. That was the end of the Shakespearian bootblackening establishment and the real beginning of Charlie Wood's career.

Lawyer Blume kept close track of the boy. He took him here and there. While a clerk Wood showed what a wonderful memory he had. He memorized act after act of the great plays, and, without reference to book or

note, could recite for hours at a time.

Wood's next venture in a business way was as theatrical manager. He formed a company of colored people and played "Hamlet" for one week at the old Twenty-second Street Theater. This was followed by a week of "Richard III." at the Madison Street Theater. Wood was the "whole show." His acting was pronounced marvelous.

Soon he took his players to the larger cities throughout the Middle West. Wood returned home without money and went to his friend, Jarvis Blume. One year after Wood plunged into the theatrical pond Blume took the boy to the head of a well-known school of oratory, and the boy became office boy at wages of \$4 per week. There he remained one year, studying under the teachers of the school.

On the night of the Haymarket riot Blume took the bootblack tragedian to the home of the late Frank C. Hanson. Hanson grew enthusiastic over the boy's power as an actor and orator, and several months later he sent for Wood and asked him if he would try to be a good student if he were sent to school.

Wood said he would do the best he could. A week later Mr. Hanson sent the boy to Beloit College. Wood was the only colored student in the college, and he had not been there long when the students attempted to haze him. He shot one student in the foot, and thus established his right to remain in the institution, a right that was never again disputed.

The boy, whose text-book education was meager, remained in the preparatory school at Beloit for four years. During that time he captured every oratorical prize and stood at the head of each of his classes. Because of his good record in the preparatory school Mr. Hanson sent the boy to Beloit College for four years.

Upon graduation he was appointed valedictorian of the class, an honor which he refused to accept because of his color. He had taken first prize in every contest during the collegiate career, and was marked for second honors in his last debate, in which he contested with representatives of twenty-eight colleges. This contest was held at Galesburg in 1895, and William Jennings Bryan, one of the judges, marked the colored boy 100 per cent.

Since then his progress has been steady and rapid. In a week or two he will go to Tuskegee as head of the English department of Booker T. Washington's famous college.

And this is the ending of a lawyer's joke.

## Indignant.

"Sir," exclaimed the indignant daughter of Eve, "what did you mean by kissing me?"

"Why, I—or—didn't mean anything," stammered the young man in the sketch.

"Then don't you dare do it again," said the fair party of the prelude. "I don't allow any man to get osculatory with me unless he means business. See?"

## Pen Picture of One Kind of Butcher.

For a week the boarders grumbled on the sly. Gradually their murmurs grew into a sullen roar, and finally the three men at the corner table kicked clear over the traces and declared that they could not stand it any longer.

They said, quite positively, that if they didn't get a decent piece of steak for breakfast the very next morning they would pack up and leave, without a minute's notice. At lunch time the privileged boarder took it upon himself to warn the landlady of the impending mutiny.

"And I must say, Mrs. Hill," he added, "that they are perfectly justified in the insurrection. There is no use in denying it—the meat has been awfully tough for the past two weeks."

Mrs. Hill sighed, dolefully. "I know it," she said; "I've changed butchers."

"Well, if I were you I'd go back to the old one," advised the privileged boarder. "Of course, you know your own business best, but it seems to me that that would be a diplomatic move. We used to have such nice roasts and things."

Mrs. Hill squirmed and looked at the privileged boarder deprecatingly. "Yes," she admitted, "I know we did, but we have a good many other nice things now that we didn't have then. The other butcher wouldn't furnish them. He was too stuck up."

"But the new man is not a bit like that. He is as sociable as can be. You folks may have had a few tussles with your meat here lately, but I guess you'd have missed a good many nice things if it hadn't been for that new butcher."

"I suppose the story of that suicide and murder down in the next block is still fresh in your mind, and no doubt you remember, too, how hard it was for anybody to find out the details of that affair. Why, you were all half crazy here for two or three days because the family tried so hard to hush the thing up that none of the neighbors were able to learn any of the particulars. I hope you haven't forgotten," Mrs. Hill added, in an aggrieved tone, "who it was that finally hustled around and secured enough information to satisfy your curiosity?"

"No," said the privileged boarder, "I haven't. It was you."

"Of course it was," said Mrs. Hill. "And how do you suppose I found out about it?"

"I don't know," said the privileged boarder. "It wasn't through the new butcher, was it?"

"Yes, Jones," said Mrs. Hill stoutly, "it was. That man is a regular walking encyclopedia of neighborhood gossip. He knows everything that is going on, and he is willing to issue an extra edition of his knowledge every time you meet him."

"You've learned all about how late the other boarders in the block burn their gas at night, how many cups of coffee they drink for breakfast, who has a beau and who hasn't, how many people are on the verge of bankruptcy and the amount of their debts, and



the names of all the people contemplating getting a divorce this winter. And yet you folks kick about the new butcher.

"They do say that every morning he calls his delivery clerks into the back room, which is fitted up as a kind of school room, and drills them in the day's news. I can't vouch for the truth of that report, but I do know that they always have their lessons down pat."

The privileged boarder looked uneasy. "I suppose," he hazarded, "that he tells everybody else what goes on in this house, too?"

"I suppose he does," said Mrs. Hill complacently, "but what difference does that make, when we get to find out what everybody else is doing? He is the very best butcher I ever saw. He saves so much running around by bringing your news right to your door, just the same as other folks deliver butter and milk. I can discharge him, if you all say so, but you must remember that if you go back to the old man you'll have to do without news. Now what kind of meat do you want? Out with it."

The privileged boarder did not need to search his mind for an answer. "Tough," he said concisely.

He Was Cured by a Letter.

A few months ago the son of a railway director was, through his father's influence, given a position of some importance on a large railway. He was fresh from Cambridge, and in the orders which he from time to time issued to the men under him always made use of the longest, most unusual words. This habit led to some rather expensive blunders and, the matter coming before the general manager, he wrote the young official the following letter:

"In promulgating your esoteric cogitations and in articulating your superficial sentimentalities and amicable philosophical or psychological observations, beware of platitudinous ponderosity. Let your conversational communication possess a clarified conciseness, a compacted comprehensibility, a coalescent consistency and a concatenated cogency. Eschew all conglomeration of flatulent garrulity, jejune babblement and asinine affectation. Let your extemporaneous utterances and unpremeditated expatiations have intelligibility and veracious vivacity without rhodomontade or thrasonical bombast. Sedulously avoid all polysyllabic profundity, pompous prolixity, psittacous vacuity, ventriloquial verbosity and veniloquent vapidity. Shun double entendre, prurient jocosity and pestiferous profanity, obscurant or apparent. In other words, talk plainly, briefly, naturally, sensibly, purely and truthfully. Don't put on airs; say what you mean; mean what you say, and don't use big words."

The young official took the gentle hint and changed his style.

Forgot About His Life.

"Did you ever engage in an automobile race?"

"Yes, once."

"How did you come out?"

"On crutches, two months later."

Hardware Price Current

Table listing hardware prices for Ammunition, Cartridges, Primers, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Axes, Barrows, Bolts, Buckets, Cast Steel, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Knobs, Lamps, and various other items with prices.

Levels

Table listing levels and other hardware items such as Stanley Rule and Level Co., Adze Eye, Mattocks, Metals-Zinc, Miscellaneous, Molasses Gates, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire Goods, and Wrenches.

Crockery and Glassware

Table listing crockery and glassware items under categories like Stoneware, Butters, Churns, Milkpans, Fine Glassed Milk Pans, Stewpans, Jugs, Sealing Wax, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Anchor Carton Chimneys, La Bastie, Electric, Oil Cans, Lanterns, Best White Cotton Wicks, Coupon Books, and Credit Checks.

## KEEPING AHEAD.

## One Way of Achieving Mercantile Success.

Written for the Tradesman.

The Manager of the grocery department of a big department store told me recently that he attributed much of the success attained by that branch of the business to the fact that he had made it a point always to keep in stock many articles that could not be found at other stores in the city. He said he had followed the practice of always being first to offer new things until people had come to believe that if what they wanted couldn't be found at his place of business it couldn't be obtained in the city. By following this plan he has built up a business that is running \$3,000 a month better than it was a year ago, in spite of the fact that a great many merchants in the same town are complaining because things are quiet.

"We don't find it quiet in the least," he said. "Our trade is growing all the time. At the present time I am positive that I have in stock and displayed in the windows at least half a dozen kinds of vegetables that can not be found elsewhere. Since I have had charge of this department I have made a special effort to keep ahead of the other fellows. I don't know whether we have taken any business away from them, but I do know that our business is increasing by leaps and bounds. It's a case of studying the people and then giving them what they want. I find that it pays to keep in close touch with customers and from time to time ascertain what they are looking for. In a great many instances we don't make anything on these extra things we offer, but it helps advertise the store and adds materially to the showing at the cashier's desk. It draws trade to every department and I know it pays to keep abreast of the times."

This last is true in every branch of the mercantile business. If a woman goes into a dry goods store at the opening of a season and finds nothing new in the way of dress goods or cloaks or jackets she immediately comes to the conclusion that the store is no good and is not backward about expressing her opinion to her friends. It is the same way with a man—if he visits a clothing store and sees nothing new he is disgusted. He wants the latest out; and even if it is so loud that he would not be seen on the street with it he likes to look at it and handle it. It's the same with a cigar store—the dealer who doesn't keep the new brands in stock soon finds himself up against a hard proposition.

The American people ever clamor for something new, and there are many merchants who might study the methods of the circus and theatrical managers with profit. Where would the county fair be to-day were it not for the trained elephants, the diving horse and the riderless runner that makes the rounds of the track alone? Without these or similar things to amuse no fair could draw a crowd. Soon these features will be chestnuts and some other means of attracting

attention will have to be adopted. And this is the way it will ever be in all probability. While the people crowd around the exhibits and admire the fat hogs, cattle, horses, sheep, pumpkins, apples, etc., as much as ever, perhaps half of them wouldn't think of going to the fair were it not for the side issues which are advertised in the newspapers and on the bill boards in glowing language.

Even the man buying a pair of suspenders is pleased to examine a new-fangled buckle and a new kind of button on a pair of overalls is not without interest to him. Anything new, no matter what it is nor how simple, possesses something of attraction which the average person has hard work passing by. I know a merchant who has always made a special feature of novelties in all lines. Just as soon as he hears of a new thing he gets a supply, perhaps small, but enough for a window display. In his advertising he boasts that he is a year ahead of all competitors. And he gets the business, too. The people like his hustle. They watch the papers to see what his next move will be. They keep their eyes on him all the time—in fact, he doesn't let them forget him for a minute. Like the late P. T. Barnum he comes at them from a new side each time, and while his methods are not always in accord with the teachings of some of the so-called heavyweights in the advertising world, he gets there with both feet. His store has never seen a dull season. That's saying a good deal. It is giving the people something new and telling them of it through a megaphone that has brought him success.

Raymond H. Merrill.

## Recent Business Changes Among Indiana Merchants.

Atlanta—Scott Bros. continue the drug business of Scott & Sons.

Carlisle—Griswell & Corbin, grocers, have dissolved partnership. The business is continued by Griswell & Whalen.

Columbia City—G. W. Maxwell has retired from the dry goods business of Maxwell, Lancaster & Co.

Dugger—W. A. Anderson & Co. have purchased the grocery stock of Hendrick & Bishop.

Evansville—M. Giles has engaged in the grocery business. The stock was purchased of Geo. Fickas.

Ft. Wayne—John M. Carl succeeds John Carl in the cigar and tobacco business.

Ft. Wayne—The Heit-Miller-Lau Co., manufacturer of confectionery, has increased its capital stock to \$50,000.

Frankfort—J. H. Paris' Sons have sold their dry goods and notion stock to Geo. Shortle, Jr.

Hines—Al. M. Mauller has sold his general merchandise stock and retired from trade.

Jasonville—P. H. Harvey, grocer, has taken a partner under the style of Harvey & Quimley.

Kokomo—Hutchins Bros. have purchased the carriage stock of H. L. Ashley.

Logansport—M. E. Nethercutt has purchased the interest of his partner

in the grocery business of Nethercutt Bros.

Newberry—N. G. McIntosh, dealer in drugs and groceries, has retired from trade. The stock was purchased by N. G. Martindale.

New Castle—Nusbaum & Mashmeyer, dry goods dealers, have dissolved partnership.

Poneto—Noah Bower is closing out his general merchandise stock at auction.

Ridgeville—Zimmerman Bros. continue the grocery business of H. A. Rarrick.

Acton—The \$1,070 chattel mortgage on the general merchandise stock of Rayborn & Fry has been discharged.

Wingate—H. H. Krug, grocer, has filed a petition in bankruptcy.

Goodland—H. H. Hyatt, of Washington, Ind., has purchased the general merchandise stock of Brigham Bros., giving in exchange therefor a farm of 563 acres one-half mile from Shoals.

## Will Try to Get His Money Back.

W. J. Moxley, the Chicago oleomargarine maker, has begun suit against the Government to recover \$28,449.80, the amount which he was assessed last spring by the Commissioner of Internal Revenue for use of palm oil in oleomargarine which he placed upon the market with ¼ cent per pound tax stamps upon it, instead of 10 cent stamps, as required under the new national oleomargarine law.

There is no rest for the man who takes a vacation.

## "BEST OF ALL"

Is what thousands of people are finding out and saying of

## DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



Ready to eat, wholesome, crisp, appetizing, delicious.

The profit is large—it will pay you to be prepared to fill orders for Dr. Price's Tryabita Food.

Price Cereal Food Co., Battle Creek, Mich.

A VALUABLE ADDITION TO ANY GENERAL STORE IS A NICE LINE OF



## FOREST CITY PAINTS

Please remember that we have but one agency in each town. If our paints are not sold in your town, write us and arrange for exclusive sale. It will pay you. We furnish a nice complete line of advertising, including bill heads, letter heads, etc., free of all cost.

The Forest City Paint &amp; Varnish Co.

Cleveland, Ohio



**THE OLD STORE.**

**Reminiscences Inspired by Visiting Boyhood Scenes.**

The other day I visited the old store where I worked as a boy more years ago than I like to remember.

It seemed to me I could still detect the faint flavor of the kerosene perfume that I used on my hair when a prominent member of the staff of that store.

The thing that affected me most, though, was the sight of the old rush-bottomed chair wherein I used to "set" when the boss was out. I didn't "set" anywhere when the boss was in.

The old store is changed but little—a typical general store in a town of a few hundred people. The only difference I noticed was that there are fewer miscellaneous lines handled now than there used to be—the old place is more like a straight grocery store.

In my day we handled carpets and oilcloth. I nearly got fired through the carpet department, I remember. I was a flip cub then.

A woman came in there one day and asked to look at some ingrain carpets. We had a pretty good stock for a country store and I unrolled roll after roll. Finally there were but two rolls left, and I said:

"Do you think of buying any carpet to-day, ma'am?"

"Oh, no," she said; "I only came in here, really, while looking for a friend."

"Well, ma'am," says I, with all the courteous suavity that made me the Chesterfield of the church suppers, "if you think your friend is concealed in either of the other two rolls, I'll unroll 'em for you."

She went out and told the boss, who always thought humor sinful, and he nearly fired me. He would have fired me if it hadn't been that he would have had to pay another boy more money.

My old boss is dead. He made a good living out of the store for years, thanks to my advice and suggestions. But he was a holy terror of a boss! Never amiable—the nearest to amiability he ever got was to be sullen. And when his dinner hadn't suited him he would come into the store and prance around like a wild horse. I used to hide under the counter.

I understood some years ago that the old man had repeatedly said that he never had a boy that he could vent ill-humor on with such satisfying results as he could on me. I was too perfect a gentleman to answer a man back, as a rule, especially a man who would rather have slapped my face than not, and he could simply empty out the vials of his wrath with entire impunity.

Once I did answer him back. He was growling around the store about business being poor and hammering me for not working harder, in the same breath.

"Well, I can't help it because business is bad, can I?" I said, hoping he wouldn't hear it.

He heard it all right.

"Yes, you can, too!" snarled the old man. "I think you keep yourself

so filthy dirty that people don't like to come in here!"

Then I lost control of myself. I went down cellar, where I knew the old man couldn't hear me and I said awful things to him. I was ashamed of myself afterward—he was so old—but a feller can't stand everything.

The old man was the perfect type of a dealer who is a hopeless back number, yet longs to be a merchant prince. In all my time with him I only knew him to use one scheme to boom business—a 5 per cent. discount for cash. He thought he had the greatest thing in the world when he thought of that, after reading he experience of some grocer who had tried it. He had circulars and had me distribute them in the wagons of all the country people coming into town.

The scheme never worked to any extent and the old man was bitterly disappointed. It died a natural death in a few months.

The old store has changed owners several times since I was there. The store has changed quite a good deal and so have I. There is less hair on my head and less dirt on my body. I have two cubs in my home who call me dad and whom we have to labor with mightily to keep from being dirty as I was.

One thing was certainly curious about the old store—the fact that so little more was lost by bad debts. The business was run in the loosest possible way—credits given from ten days to four months, and more than that, a good many of the people sold were colored people. The store tapped one of the colored sections of the town, and they seemed to like to deal at the store.

The old man cruelly said once that that was because he employed a colored boy. Then he looked at my face and scowled.

Some of the worst old darkey dead-beats in the place could get goods at the store on credit and, as a rule, they would always pay. Families that leeches the life out of other grocers would usually pay us.

I think they were afraid not to. They believed, I think, that if they didn't, the old man would stab 'em in the back.

Well, time goes on. Here I am, a bald-headed man with a middle-aged stomach, already looking forward to my little snooze after dinner, yet the memory of the old days when I worked as store boy at 30 cents per day seems as vivid as if they were only last week.

The boys who have a wagon to deliver goods in have a cinch, sure enough, I delivered goods in a wheelbarrow, and if I didn't load it high enough to actually fracture an arm, the boss thought I wasn't earning my 30 cents.—Stroller in Grocery World.

**How Rubies Are Bought in Burma.**

The peculiar business methods of Oriental merchants are illustrated by the manner of buying rubies in Burma. In examining them artificial light is not used, the merchants holding that full sunlight alone can bring out the color and brilliancy of the

gems. Sales must therefore take place between the hours of nine and three, and the sky must be clear. The purchaser, placed near a window, has before him a large copper plate. The sellers come to him one by one, and each empties upon this plate his little bag of rubies. The purchaser proceeds to arrange them for valuation in a number of small heaps. The first division is into three grades, according to size; each of these groups is again divided into three piles, according to color; and each of these piles in turn is again divided into three groups, according to shape. The bright copper plate has a curious use. The sunlight reflected from it through the stones brings out a color effect with true rubies different from that

with red spinals and tourmalines, which are thus easily separated. The buyer and seller then go through a very peculiar method of bargaining by signs, or rather grips, in perfect silence. After agreeing upon the fairness of the classifications, they join their right hands, covered with a handkerchief or the flap of a garment, and by grasps and pressures mutually understood among all these dealers, they make, modify, and accept proposals of purchase and sale. The hands are then uncovered and the prices are recorded.

France has officially disavowed an intention to conquer Morocco. There is no doubt, however, that she would like to annex it to her North African possessions.

## 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.

## Grand Rapids Fixtures Co.

A  
new  
elegant  
design  
in  
a  
combination  
Cigar  
Case




Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

No. 36 Cigar Case.  
This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

## CELERY NERVE GUM



PROMOTES THAT GOOD FEELING. Order from your jobber or send \$2.50 for five box carton. The most healthful antiseptic chewing gum on the market. It is made from the highest grade material and compounded by the best gum makers in the United States. Five thousand boxes sold in Grand Rapids in the last two weeks, which proves it a winner.

**CELERY GUM CO., LTD.,** 35-37-39 North Division Street,  
Grand Rapids, Michigan

## Commercial Travelers

Michigan Knights of the Grip  
President, B. D. PALMER, St. Johns; Sec-  
retary, M. S. BROWN, Saginaw; Treasurer,  
H. E. BRADNER, Lansing.

United Commercial Travelers of Michigan  
Grand Counselor, J. C. EMERY, Grand Rapids;  
Grand Secretary, W. F. TRACY, Flint.

Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, W. B. HOLDEN; Secretary,  
Treasurer, E. P. Andrew.

### THE HOTEL GUEST.

Written Up at the Request of the  
Clerk.

Written for the Tradesman.

The hotel clerk looked over the Tradesman—literally, for he looked over the top of the page—and eyed me critically. I hate to be eyed critically, even by a hotel clerk. It always reminds one of some "Guilty or Not Guilty?" episode of his incautious youth. A man does not need to have been a criminal to have been up against that proposition. He does not have to put another man beyond the grasp of the hotel clerk nor go about with a dark lantern and a bunch of skeleton keys seeking what he may burgle. Neither must he fall into the careless habit of writing other people's names necessarily in order to fall into the embrace of an arm of the law. All he has to do is to travel up and down the Wisconsin shore a few times and let it go out to the public that he is a traveling man or a tourist.

Mind you, I do not speak from experience. I have never been under arrest. This does not necessarily imply that my life has been one above reproach. I have written poetry and done other things almost worse. But I have apparently never happened upon a community that cared enough for my society to can me for the purpose, or else I have never happened upon a sheriff that cared to board me for the twenty-five cents per day the county pays him for feeding his roomers. But I have it from others that incarceration is more catching along the Wisconsin shore than almost any place in the country.

I would not libel our neighbors across Lake Michigan; if I do I beg leave to lay the blame on my informants. However, I have heard that in Eastern Wisconsin there are justice courts that dispense justice in carlots. In fact, it is quite an industry. A traveling man must walk in the straight and narrow way and not toy with the stuff that made Milwaukee famous. If not, the town constable will conduct him to a furnished room in the city hall and search him for dangerous weapons. "Dangerous weapons" includes pistols, shot-guns, gatling-guns, cigarettes and any other instruments of death that may be found concealed on his person. It also includes money, which is very dangerous when you have it and more dangerous when you have it not.

If you have \$8.37 on your person it is a cinch that your fine in the morning will be \$5 and the costs, \$3.25. For it is presumed you will plead guilty to any charge that may be preferred against you, whether it is a plain case of d. & d., not having visible means of support, or assault

or reduce the population of Wisconsin. If you are wise, you will.

Of course, if you have more money than that you will be permitted to plead not guilty. In fact, if you have considerable coin with you, you will be advised, almost induced, to plead not guilty and stand trial. The constable and the Wisconsin justice are not selfish; they are willing to let their fellow-citizens in on a good thing. It seems hardly necessary to say that you are the good thing referred to in this chapter. There are always a lot of Wisconsin citizens hanging around the depot who are willing to let their pressing private business press on unassisted while they do jury duty. They will see that you get justice—and that it doesn't cost the county anything. They are not going to make the people of the State of Wisconsin pay witness and jury and court and officers' fees so long as the house you travel for has money or you have friends to whom you can wire for help.

It seems to me that I started out to say something about the hotel clerk. This clerk has been reading in the Tradesman this series of articles on hotels and those to blame for them. I have been getting his opinion of them over the long distance phone. However, after I had jollied the dining room girl along and exposed the bell boy and done justice to the porter, I ventured to seek the clerk's opinion in person. I say "the dining room girl," but I would not have the impression go out that this hotel has only one dining room girl. It has two.

Well, as I say, after I had written up—and down—the other conspirators in this hotel I ventured around to get the hotel clerk's opinion and his forgiveness, if possible, and also any cigars the cigar salesman might have left lying around loose and within easy reach. Then it was that the hotel clerk said to me:

"You've wrote up the girls and the bell hops and Charley; now why don't you hand something to the guests?"

"What would you suggest—a nice tenderloin steak?" with the accent on the "tender," I asked, thinking of the indestructible kind with which many of us are familiar.

"No. You've kidded everybody else—now why don't you hand the guests what they have coming to them?"

"I would do so gladly—but I am not wealthy, that is, not wealthy enough for that."

"Not wealthy enough? What do you think I mean?"

"Their money back."

I did not see the hotel clerk again for several days. In fact, I see only fairly well even now. Then we resumed the subject where our conversation, with the accent on the "con," was broken off.

"You people who run this hotel are great admirers of good butter, aren't you?" I said.

Peace was restored by the remark. The chest of the clerk swelled proudly.

"Of course we admire good butter,"

he said, "but how did as mean a cuss as you ever find it out?"

"Imitation is the sincerest flattery." "Speaking about imitations," said the clerk after a pause of four moments while this sank in, "you remember when we were talking about a week back?"

"I don't remember talking about a week back. But if I was, it wasn't yours—your back is all right."

"No—the hotel guests, don't you remember? Why don't you work off some of your imitation wit on them?" "I will—in the next Tradesman."

Orders for extra copies of next week's Tradesman should be sent in early so as to avoid the rush.

Douglas Malloch.

### Not Eternal.

One Sunday a well-known clergyman who was noted for his efforts to quell strong drink received a very great surprise.

As he was taking his usual walk home he saw a man about to enter a public house.

Going up to him, he accosted him with the words:

"Do you know, my man, that whenever you go into that house you go into hell?"

"What's that got ter do with it?" was the surly rejoinder. "Don't they chuck yer out again at 3 o'clock?"

The clergyman's feelings can better be imagined than described.

The man who has the least character is the one who is continually trying to have it vindicated.

## The Warwick

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

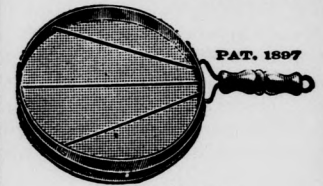
A. R. GARDNER, Manager.

When in Detroit, and need a MESSENGER boy send for

## The EAGLE Messengers

Office 47 Washington Ave.  
F. H. VAUGHN, Proprietor and Manager  
Ex-Clerk Griswold House

## A GOOD SELLER



## Gas Toaster 25c

This 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 flame, and is ready for use as soon as placed on the flame.

**It Saves** fuel by confining the heat in such a manner that all heat developed is used. The only toaster for use over flames that leaves toast free from taste or odor. Made of best materials, riveted joints, no solder, lasts for years.

ASK YOUR JOBBER  
Fairgrieve Toaster Mfg. Co.  
A. C. Sisman, Gen'l Mgr.  
287 Jefferson Avenue. DETROIT, MICH.

## A GOOD THING === PUSH IT ALONG

The only one of its kind on the market.  
DON'T MISS IT.

## TWENTIETH CENTURY ADJUSTABLE Rein Holder

PATENTED AUGUST 6, 1901

Two sizes for whip and whip socket. It makes a regular Whip Lock and Rein Holder combined. Can be attached to any whip or whip socket by any one. The horses can't get the reins out.

Agents wanted in every state and county. Sample sent to any address on receipt of price, 25 cents, or write for prices, etc.

ERNEST McLEAN, Box 94, Grand Rapids, Michigan

## JUPITER

Is a gold mine with a complete 25 stamp mill, electric light plant; all run by water power; everything paid for; a body of ore 60 feet wide. Capital, \$1,000,000; shares \$1.00 par value; less than 600,000 shares outstanding, balance in the treasury.

A limited amount of stock for sale at 25c a share.

FOR PROSPECTUS, ETC., WRITE TO

J. A. ZAHN, FISCAL AGENT

1318 MAJESTIC BUILDING  
DETROIT, MICH.



**Sherrick's Debut in Grand Rapids.**

For many years the traveling public has known John A. Sherrick as one of the most genial and successful shoe salesmen connected with the trade in this city. It is a surprise, however, to find that his geniality is the index of a quality that gives him exceptional success as a public entertainer. It was the privilege of a Tradesman representative last Friday evening to listen to a two hour programme in one of our city churches which held an enthusiastic audience with the utmost interest. Then, in addition to the side-splitting humor made so easy by his happy manner, he gave a Shakespearian reading, which was still more a matter of astonishment. The selection was the ghost scene from Hamlet, involving five different speakers, well known as one of the most difficult to render of any on the stage. Mr. Sherrick's work was wonderful in expression and in sustained dignity and power. A competent critic who was present compared it favorably with the best of the renderings of the late Paul Davis. It must be pleasant for a business man to find that he is possessed of so rare a talent which can be used for the amusement of friends and the profit of charitable organizations.

At the close of the entertainment Rev. W. J. Rainey, pastor of the church, handed Mr. Sherrick the following unsolicited testimonial:

"J. Adams Sherrick appeared at Immanuel Presbyterian church this evening before a full house and held the close attention of the audience for two hours. All were delighted with the different selections, as they were given in an able manner. His Hamlet was exceptionally fine, showing him to be an elocutionist in every sense of the word and possessing much dramatic power."

**Late State Items.**

**Cadillac**—The Cadillac Handle Co. has increased its capital stock from \$20,000 to \$65,000.

**Overisel**—H. D. Poelakker has sold his wagon shop to John Feusink & Bro., who will continue the business.

**Elk Rapids**—The Elk Rapids Portland Cement Co. has increased its capital stock from \$40,000 to \$775,000.

**Laingsburg**—Amby J. LeBar's general stock has been seized by virtue of a chattel mortgage held by the Union Bank.

**East Jordan**—The capital stock of the East Jordan Electric Light & Power Co. has been increased from \$10,000 to \$20,000.

**Hudson**—Frank A. Knapp and Jay Cooley will open a general feed and produce store in the Dr. Eaton building on Church street. The new firm will do business under the name of Knapp & Cooley.

**Schoolcraft**—The Michigan Casket Co. has been formed with an authorized capital stock of \$4,800. The stock is held by Thomas Hewitt, 120 shares; C. Duncan, 60 shares, and John Gilchrist, 60 shares.

**Overisel**—J. K. Dangremond, who has been engaged in the hardware business here for twenty-five consec-

utive years, has sold his stock to Dykhouse & Etterbeek, who will continue the business at the same location.

**Boyer City**—The Boyer City Charcoal Iron Co. has been organized with a capital stock of \$100,000, which is all held by N. W. Gray with the exception of two shares. Operations will be carried on in the counties of Marquette and Charlevoix.

**Jackson**—A new automobile and carriage plant has been established at this place under the style of the Jackson Motor Carriage Co. The authorized capital stock is \$30,000, held in equal amounts by Wm. H. Diehl, Chas. R. Diehl and C. C. Corwin.

**Reading**—The Green-Ennis Fence Co. has been formed to manufacture wire fences. The authorized capital stock is \$80,000, held as follows: L. W. Greene, 1,625 shares; E. J. Ennis, 1,625 shares; H. F. Doty, Reading, 50 shares; M. T. Meigs, 50 shares, and C. C. Crane, 50 shares.

**Holland**—The Holland Stamping Works has engaged in the manufacture of stove boards and metal ceilings. The new concern is capitalized at \$35,000 and is held by Adrian VanPutten, 95 shares; L. H. Solosth, 50 shares; Ludroth Solosth, 50 shares; J. A. Roosh, 5 shares, and Geo. E. Kollen, 5 shares.

**Central Michigan Grocymen Organize.**

The traveling salesmen identified with the wholesale grocery houses of Central Michigan have organized the Central Michigan Grocery Salesmen's Association. Representatives from almost every wholesale grocery firm in Central Michigan were present at the initial meeting and the following officers were elected:

President—F. E. McGee, Battle Creek.

Vice-President—L. D. Johnson, Jackson.

Secretary—M. S. Osborne, Lansing.

**Cadillac News:** Will A. Stecker has resigned his position as traveling salesman for the A. H. Lyman Drug Co., of Manistee, and will hereafter give his entire attention to the management of the Cadillac pharmacy, in which institution he is a part owner. Mr. Stecker has been employed by the Lyman company during the past four years and previous to that time was a clerk in the VanVranken drug store in this city.

J. L. Warwood, traveling salesman for a Green Bay wholesale drug house has purchased a motor cycle and is annihilating time and distance on the machine in his work through Menominee and Delta counties. He uses the machine instead of trains. Mr. Warwood bought the motor cycle more as an experiment than anything else and finds that by its use he can save both time and money.

Richard Bastien has resigned the position of manager of the One Price Store, at Houghton, to go on the road for Volks-Wendell & Co., manufacturing confectioners at Green Bay. He takes an interest in the firm.

**The Boys Behind the Counter.**

**Niles**—Ed. Hilderbrand, clerk at Gage's grocery store, has taken a position with the clothing firm of Sam'l Spiro & Co., of South Bend.

**Traverse City**—F. M. Short, who has for the last few years been at the head of the shoe department of D. K. Moses' department store at the Soo, has taken the management of the shoe department of the Boston store.

**West Bay City**—Harper Fowley, of South Lake Linden, has taken the position of prescription clerk with his brother, W. T. Fowley, in Fowley & Dayton's drug store. Wilber L. Brown, the former clerk, has taken a position elsewhere.

**Saginaw**—Ernest Mills, of Midland, has taken a position as prescription clerk with the Dolson pharmacy in place of Ernest Pollard, who has resigned and gone to Detroit.

**Ann Arbor**—Carl Bross, who for several years has been in the employ of the Schumacher and later the Miller drug store, has resigned to accept a more lucrative position with H. J. Brown.

**Cadillac**—A. E. Block has resigned his position with the Cadillac pharmacy and taken a position with the Lyman Drug Co., at Manistee.

**Lansing**—E. S. Niveson, of Flint, has taken a position at Blakeslee's drug store.

**Cadillac**—E. M. Kennedy has taken a position in the store of J. Cornwell & Sons.

**Saginaw**—Ernest Pollard, who has been clerking in Dolson's pharmacy the past year, has accepted a position with Doty Bros., Detroit, and Ernest Mills, of Midland, has taken his place in the local store.

**Grand Ledge**—Two new clerks, Miss Hattie Jenkins and Clyde DeWitt, have recently been added to the clerical force of Geo. Campbell & Sons.

**Pleadings Not Public Property.**

It has been generally supposed that papers filed in any suit were public property and that it was admissible for newspapers to publish extracts therefrom, without incurring any liability. Such, however, is not the law, as is shown by the case of Park vs. Free Press Co., 72 Mich. 560, in which the Supreme Court uses this language:

"There is no rule of law which authorizes any but the parties interested to handle the files or publish the contents of their matters in litigation. The parties, and none but the parties, control them. One of the reasons why parties are privileged from suit for accusations made in their pleadings is that the pleadings are addressed to courts where the facts can be fairly tried, and to no other readers. If pleadings and other documents can be published to the world by any one who gets access to them, no more effectual way of doing malicious mischief with impunity could be devised than filing papers containing false and scurrilous charges, and getting those printed as news. The public have no rights to any information on private suits until they come up for pub-

lic hearing or action in open court; and, when any publication is made involving such matters, they possess no privilege, and the publication must rest on either non-libelous character or truth to defend it. A suit thus brought with scandalous accusations may be discontinued without any attempt to try it, or on trial the case may entirely fail of proof or probability. The law has never authorized any such mischief. In Scripps vs. Reilly, 35 Mich. 371, 38 Id. 10, this Court found it necessary to decline accepting the doctrine of privilege in such cases. It has been uniformly held that the public press occupies no better ground than private persons publishing the same libelous matter, and, so far as actual circulation of libels is concerned, there can be no question which is more likely to spread them. It is undoubtedly true that there is a somewhat general taste and curiosity for knowledge about other people's affairs which has called into existence a class of news-gathering that is designed to gratify that taste without circulating falsehoods, and it is easy enough to see that mistakes may occur without any improper purpose, and in spite of care. But when the mistake does occur, and leads to mischief, the party injured can not be called upon to suffer for the public amusement or entertainment."

**Cornelius Crawford Invades Kalamazoo.**

The George McDonald Drug Co. has purchased the drug stock belonging to the Geo. McDonald estate, at Kalamazoo, and will continue the business with a capital stock of \$6,000 divided among the stockholders in the following amounts:

- Cornelius Crawford ..... \$2,000
- Mrs. Mary McDonald ..... 2,000
- Jeanette B. Briggs ..... 1,500
- J. A. Bucknell ..... 500

The officers of the corporation are as follows:

President—C. Crawford, Grand Rapids.

Vice-President—Mrs. Mary McDonald.

Secretary-Treasurer—Jeanette B. Briggs.

**FOR SALE**

We will sell at public auction, for storage charges, Monday, October 19, 1903, at 10 a. m., two chocolate machines and coolers.

**Ryan Rattan Chair Co.**  
330 Canal Street, Grand Rapids, Mich.

He who wants a dollar's worth  
For every hundred cents  
Goes straightway to the Livingston  
And nevermore repents.  
A cordial welcome meets him there  
With best of service, room and fare.

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

## Drugs--Chemicals

Michigan State Board of Pharmacy  
Term expires  
WERT P. DOTY, Detroit - Dec. 31, 1903  
CLARENCE B. STODDARD, Monroe Dec. 31, 1904  
JOHN D. MUIR, Grand Rapids Dec. 31, 1905  
ARTHUR H. WEBBER, Cadillac Dec. 31, 1906  
HENRY HALL, Saginaw Dec. 31, 1907  
President, HENRY HALL, Saginaw.  
Secretary, JOHN D. MUIR, Grand Rapids.  
Treasurer, W. F. DOTY, Detroit.

### Examination Sessions.

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

### Making Ice Cream and Ices for the Fountain.

Proper and clean utensils and the best of materials are the necessary articles for good ice cream and ices. Favoring extracts should be of the best quality; ripe fruits, fresh eggs, and pure cream are absolutely essential. Great care should be taken in the cleansing and sterilizing of lined copper kettles, enameled cans, or earthenware dishes used in the preparation and packing of ice creams and ices. For unboiled creams seven ounces or a little less of sugar to a quart of cream is the average quantity. Cream sweetened to excess takes much longer to freeze and destroys the flavor of other ingredients, while on the other hand using too little sugar is apt to make it coarse and grainy. Water ices need 12 per cent. more sugar than creams. Cream which is to be boiled should be especially taken care of during the hot months, as it will easily curdle. A pinch of soda and constant stirring, until the boiling point is reached will prevent this. If eggs are to be added they should be first thoroughly beaten and then stirred into a little cold milk before adding to the hot milk or cream.

In selecting fruits for creams and ices choose only the sound and ripe. Wash in cold water and wipe dry with a cloth. To prepare lemons the rind may be rubbed off on a lump of sugar, cut the fruit in halves, remove the white pulpy skin and seeds, and squeeze out the juice; treat oranges in the same manner. The best pineapple for ices is the dark orange colored. Pare and cut into slices, being careful to cut out all the eyes and the core; grind the pulp in a stone mortar and then strain. In the selection of strawberries the dark red give the most satisfactory color and flavor. Use a wooden masher, as iron or copper will discolor the fruit. Add sugar immediately to the juice, and either use or bottle it immediately. Cherries, raspberries, and peaches may be treated in like manner. A little lemon juice may be added to the strawberry and raspberry juice. It will improve the flavor and slightly enhance the color. Never let the juice stand over night without having some sugar mixed in it, and use only porcelain dishes.

Another essential point is freezing. The freezer is packed with crushed ice and rock salt in the proportion of four pounds of ice to one of salt. All repacking is done with the same ingredients. Cream, while being frozen, should not be turned too quickly at the start, as it is apt to get buttery, but when nearly done speed

should be increased, as it lightens the cream. Keep the cans properly iced up and replenish as often as necessary. Economy in ice and salt is a waste of good materials. All ices and creams expand during the process of freezing, so do not fill the cans too full. When the batch is frozen it should be at once packed or transferred to other cans and left to stand at least half an hour to "ripen" before serving. Use a wooden stick in packing, and have the ice crushed fine to avoid bruising the can. Remove the plug, let the water out and cork up again; pound the ice down tightly, using plenty of salt, set in a cool place, and cover with a woolen blanket.—The Soda Fountain.

### Cleansing the Hands of Stains.

When the hands have been stained by strong alkaline solutions, they should be washed in some dilute acid, nitric, oxalic, or acetic (1 to 100 of water). If soap without water is then immediately applied, fatty acids are deposited in the skin, which thus becomes less liable to crack. The effects of the lime solutions and also of strong ammonia may be prevented in the same way. After using mineral acids the hands should be washed with water and rubbed while wet with a piece of soap. If the acid is strong or has affected a large surface, the hands should be bathed, after washing, in a weak solution of soda (1 to 100). Strong sulphuric acid is first to be washed off as far as possible with plenty of water, after which soap should be employed as previously directed. If water is used abundantly there is no danger of too much heat being evolved. When the acid has caused severe burns, the affected parts may be covered with a paste composed of magnesia, carbonate of magnesium, or bicarbonate of sodium with a little water. Nitric acid is removed by the same process. Burns by this acid, especially when treated with alkaline agents, are apt to leave behind a yellowness of the affected integument. Nitric acid destroys the epidermis so quickly that it can scarcely ever be restored to a normal condition, and this is true also of the fumes of nitric acid, nitromuriatic acid, bromine and chlorine. Iodine stains should be treated with a solution of sodium thiosulphate (1 to 10 of water). When the hands have been exposed for a long time to the action of carbolic acid, wash them first with alcohol, which may be used several times over for this purpose, and then with soap, after which, without being first dried, they may be rubbed with wool-fat. After working with sublimate solutions it is best to bathe the hands for some time in a solution of common salt (1 to 50 of water), followed by soap and wool-fat.

### Malt Extracts in Ohio.

The Supreme Court of Ohio has decreed that the so-called malt extracts when sold as beverages were subject to the tax for the sale of intoxicating liquors, no matter whether they contained alcohol or not, and can only be sold by such druggists as carry a Dow liquor license.

### The Drug Market.

Opium—Is dull and unchanged.  
Morphine—Is steady.  
Quinine—Is very firm on account of higher price for bark at the sale at Amsterdam last week.  
Acetanilid—Has been advanced by the manufacturers 2c per pound.  
Grain Alcohol—Is steadily advancing.  
Cantharides, Russian—Are very firm and steadily advancing.  
Ergot—Is in small supply and very firm.  
Menthol—Has advanced both here and abroad.  
Benzoate Soda—On account of light stocks has been advanced.  
Elm Bark, select in bundles—Is very scarce and has advanced.  
Oil Cassia—Is very firm and tending higher.  
Oil Cloves—On account of the rapid advance in the spice has again advanced and is tending higher.  
Oil Wormwood—Is dull and low on account of large stocks.  
Oil Sassafras—Is in small supply and very firm.  
Oil Wintergreen—Is very firm and high.  
Arnica Flowers—Is in small supply and tending higher.  
Gum Myrrh—In sympathy with foreign market has advanced.  
Gum Camphor—Is very firm on account of expected advance in the price of crude by the Japanese monopoly.  
Gum Assafoetida—Good grades are scarce and have advanced.  
Mandrake Root—Stocks are very small and higher prices are asked.  
Goldenseal Root—Is also in very small supply and continues to advance.  
Blood Root—Is very scarce and advancing.  
Canary Seed—Is very firm, in sympathy with the primary market.  
Gum Shellac—Has nearly doubled in price and is still advancing.  
Cloves—Have again advanced and are tending much higher.  
Linseed Oil—Is weak and lower on account of decline in seed.

### Tests for the Purity of Boiled Linseed Oil.

The two usual adulterants of linseed oil are mineral oil and rosin oil. A test for mineral oil follows: Mix in a porcelain capsule 10 grammes of the oil under examination with a solution of 5 grammes of potassium hydrate in 50 Cc. of alcohol; heat on a water-bath until the oil is saponified, incorporate with some very clean sand, dry completely, triturate, and then for three hours follow the process in a Soxhlet apparatus with a low-boiling petroleum ether. After evaporating the petroleum ether from the flask, collect the residue, if any, and dry for one hour in a warm closet. This residue is mineral oil.

A test for rosin oil is as follows: Shake together in a test-tube 5 Cc. of the oil under examination with 2 Cc. of acetic anhydride. After allowing to settle for some time, carefully collect the lower layer and to this add one drop of concentrated sulphuric acid. The presence of rosin oil is indicated by the appearance of

a deep, violet-red color, while no reaction occurs with pure linseed oil.

### Synthetic Ammonia.

According to a patented process, air, or a mixture of nitrogen and oxygen, and a gas containing hydrogen, such as coal-gas or water-gas, is passed, together with steam, over a metallic oxide, such as iron, bismuth, or chromium oxide, which is heated to a red heat. By this treatment ammonia is formed and this may be obtained either as gas or in the form of a salt. If coal-gas is employed various amines are also formed, but these may be removed by various well-known methods, or decomposed in the reaction tubes by the addition of lime to the oxides.

### Whisky Bottled in Bond.

By an act of Congress whisky that has been four years in bond can be bottled under the supervision of a Government officer and a green stamp of the Government placed over the cork as a seal and as an evidence of this fact.

## Our Holiday Line

is displayed at 29-31-33 N. Ionia St., where we will be pleased to show any dealer the most complete line of Merchandise for the Holiday Trade ever shown by any house in the state. We extend a kind invitation to all to inspect this line and make our store your headquarters when here. We thank our friends for the liberal patronage extended to us in the past, and hoping for a continuance of same.

Remember we make liberal expense allowance.

Respectfully yours,

Grand Rapids Stationery Co.

Grand Rapids, Mich.

## HOLIDAY GOODS

The grand display is ready in our sample room and our travelers are out with a large line of samples. Our line includes

Everything Desirable in Holiday Specialties

For the Drug, Stationery, Toy and Bazaar Trades. . . . .

Your early visit is desired. Prices right and terms liberal.

FRED BRUNDAGE

Wholesale Drugs and Stationery

Fluskegon, Mich.



WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

<b>Aceticum</b> ..... 6@ 75	<b>Execchithos</b> ..... 1 50@1 60	<b>Tinctures</b>
<b>Benzoleum, Ger.</b> ..... 70@ 5	<b>Erigeron</b> ..... 1 00@1 10	<b>Aconitum Nap's R</b> ..... 60
<b>Boracic</b> ..... @ 17	<b>Gaultheria</b> ..... 2 30@2 40	<b>Aconitum Nap's F</b> ..... 50
<b>Carbolicum</b> ..... 22@ 27	<b>Gerranium</b> ..... oz. 75	<b>Aloes</b> ..... 60
<b>Citricum</b> ..... 38@ 40	<b>Gossypii, Sem gal</b> ..... 50@ 60	<b>Aloes &amp; Myrrh</b> ..... 60
<b>Hydrochlor</b> ..... 3@ 5	<b>Hedeoma</b> ..... 1 80@1 85	<b>Arnica</b> ..... 50
<b>Nitrosum</b> ..... 8@ 10	<b>Junipera</b> ..... 1 50@2 00	<b>Assafoetida</b> ..... 60
<b>Oxalicum</b> ..... 12@ 14	<b>Lavendula</b> ..... 90@2 75	<b>Atrope Belladonna</b> ..... 50
<b>Phosphorium, dil.</b> ..... @ 15	<b>Limonis</b> ..... 1 15@1 25	<b>Auranti Cortex</b> ..... 50
<b>Salicylicum</b> ..... 42@ 45	<b>Mentha Piper.</b> ..... 3 50@3 60	<b>Benzoin</b> ..... 60
<b>Sulphuricum</b> ..... 1 10@1 5	<b>Mentha Verid.</b> ..... 5 00@5 50	<b>Benzoin Co</b> ..... 50
<b>Tannicum</b> ..... 1 10@1 20	<b>Morrhuae, gal.</b> ..... 5 00@5 25	<b>Barosma</b> ..... 50
<b>Tartaricum</b> ..... 38@ 40	<b>Myrcia</b> ..... 4 00@4 50	<b>Cantharides</b> ..... 75
<b>Aqua, 18 deg.</b> ..... 4@ 6	<b>Olive</b> ..... 75@3 00	<b>Capicum</b> ..... 50
<b>Aqua, 20 deg.</b> ..... 6@ 8	<b>Picis Liqida g.</b> ..... @ 12	<b>Cardamon</b> ..... 75
<b>Carbonas</b> ..... 13@ 15	<b>Ricina</b> ..... 90@ 94	<b>Cardamon Co</b> ..... 75
<b>Chloridum</b> ..... 12@ 14	<b>Rosmarini</b> ..... @ 1 00	<b>Catechu</b> ..... 50
<b>Black</b> ..... 2 00@2 25	<b>Rosae, oz.</b> ..... 6 50@7 00	<b>Cinchona</b> ..... 50
<b>Brown</b> ..... 80@1 00	<b>Succini</b> ..... 40@ 45	<b>Cinchona Co</b> ..... 60
<b>Red</b> ..... 45@ 50	<b>Sabina</b> ..... 90@1 00	<b>Columba</b> ..... 50
<b>Yellow</b> ..... 2 50@3 00	<b>Santal</b> ..... 2 75@7 00	<b>Cubebae</b> ..... 50
<b>Cubebae</b> ..... po. 25 22@ 24	<b>Sassafras</b> ..... 60@ 65	<b>Cassia Acutifol</b> ..... 50
<b>Juniperus</b> ..... 5@ 6	<b>Sinapis, ess. oz.</b> ..... @ 65	<b>Cassia Acutifol Co</b> ..... 50
<b>Xanthoxylum</b> ..... 30@ 35	<b>Tigill</b> ..... 1 50@1 60	<b>Digitalis</b> ..... 50
<b>Baccae</b>	<b>Thymus, opt.</b> ..... @ 1 60	<b>Ergot</b> ..... 50
<b>Thymus</b> ..... 5@ 6	<b>Theobromas</b> ..... 15@ 20	<b>Ferri Chloridum</b> ..... 35
<b>Xanthoxylum</b> ..... 30@ 35	<b>Theobromas</b> ..... 15@ 20	<b>Gentian</b> ..... 50
<b>Balsamum</b>	<b>Potassium</b>	<b>Gentian Co</b> ..... 60
<b>Copaiba</b> ..... 50@ 55	<b>Bi-Carb</b> ..... 15@ 18	<b>Guaiaca</b> ..... 50
<b>Peru</b> ..... @ 1 50	<b>Bichromate</b> ..... 13@ 15	<b>Guaiaca ammon</b> ..... 60
<b>Terabin, Canada</b> ..... 60@ 65	<b>Bromide</b> ..... 40@ 45	<b>Hyoscyamus</b> ..... 60
<b>Tolutan</b> ..... 45@ 50	<b>Carb</b> ..... 12@ 15	<b>Iodine</b> ..... 75
<b>Cortex</b>	<b>Chlorate po 17@19</b> ..... 16@ 18	<b>Iodine, colorless</b> ..... 75
<b>Abies, Canadian</b> ..... 18	<b>Cyanide</b> ..... 34@ 38	<b>Kino</b> ..... 50
<b>Cassia</b> ..... 12	<b>Iodide</b> ..... 2 30@2 40	<b>Lobelia</b> ..... 50
<b>Cinchona Flava</b> ..... 12	<b>Potassa, Bitart pr</b> ..... 28@ 30	<b>Myrrh</b> ..... 50
<b>Euonymus atro.</b> ..... 12	<b>Potass Nitras opt</b> ..... 7@ 10	<b>Nux Vomica</b> ..... 50
<b>Myrica Cerifera</b> ..... 20	<b>Potass Nitras</b> ..... 6@ 8	<b>Opil</b> ..... 75
<b>Prunus Virginica</b> ..... 12	<b>Prussiate</b> ..... 23@ 26	<b>Opil, comphorated</b> ..... 50
<b>Quillaia, gr'd.</b> ..... 12	<b>Sulphate po</b> ..... 15@ 18	<b>Opil, deodorized</b> ..... 1 50
<b>Sassafras, po. 18</b> ..... 14	<b>Radix</b>	<b>Quassia</b> ..... 50
<b>Ulmus, .20, gr'd.</b> ..... 35	<b>Aconitum</b> ..... 20@ 25	<b>Rhatany</b> ..... 50
<b>Extractum</b>	<b>Althae</b> ..... 30@ 33	<b>Rhei</b> ..... 50
<b>Glycyrrhiza Gla.</b> ..... 24@ 30	<b>Anchusa</b> ..... 10@ 12	<b>Sanguinaria</b> ..... 50
<b>Glycyrrhiza, po.</b> ..... 28@ 30	<b>Arum po</b> ..... @ 25	<b>Serpentaria</b> ..... 50
<b>Haematox</b> ..... 11@ 12	<b>Calama</b> ..... 20@ 40	<b>Stromonium</b> ..... 60
<b>Haematox, 1s.</b> ..... 13@ 14	<b>Gentiana, po. 15</b> ..... 12@ 15	<b>Tolutan</b> ..... 63
<b>Haematox, 1/2s.</b> ..... 14@ 15	<b>Glycyrrhiza pv 15</b> ..... 16@ 18	<b>Valerian</b> ..... 50
<b>Haematox, 1/4s.</b> ..... 16@ 17	<b>Hydrastis Cana.</b> ..... @ 85	<b>Veratrum Veride.</b> ..... 50
<b>Feru</b>	<b>Hydrastis Can po</b> ..... @ 90	<b>Zingiber</b> ..... 20
<b>Carbonate Precip.</b> ..... 15	<b>Hellebore, Alba.</b> ..... 12@ 15	<b>Miscellaneous</b>
<b>Citrate and Quinia</b> ..... 2 25	<b>Inula, po</b> ..... 18@ 22	<b>Aether, Spts Nit 3</b> ..... 30@ 35
<b>Citrate Soluble</b> ..... 75	<b>Ipecac, po</b> ..... 2 75@2 80	<b>Aether, Spts Nit 4</b> ..... 34@ 38
<b>Ferrocyanidum S.</b> ..... 15	<b>Iris plox</b> ..... 35@ 40	<b>Alumen, gr'd po 7</b> ..... 3@ 4
<b>Solut. Chloride</b> ..... 2	<b>Jalapa pr</b> ..... @ 35	<b>Annatto</b> ..... 40@ 50
<b>Sulphate, com'l, by</b> ..... 80	<b>Maranta, 1/2s</b> ..... @ 30	<b>Antimoni, po</b> ..... 4@ 5
<b>bbi, per cwt.</b> ..... 80	<b>Podophyllum po.</b> ..... 22@ 25	<b>Antimoni et Po T</b> ..... 40@ 50
<b>Sulphate, pure</b> ..... 7	<b>Rhei</b> ..... 75@1 00	<b>Antipyrin</b> ..... @ 25
<b>Flora</b>	<b>Rhei, cv</b> ..... @ 1 25	<b>Antifebrin</b> ..... @ 20
<b>Arnica</b> ..... 15@ 18	<b>Rhei, put</b> ..... 75@1 35	<b>Argentum Nitras, oz</b> ..... @ 46
<b>Anthemis</b> ..... 22@ 25	<b>Spigella</b> ..... 35@ 38	<b>Arsenicum</b> ..... 10@ 12
<b>Matricaria</b> ..... 30@ 35	<b>Sanguinari po 15.</b> ..... @ 18	<b>Balm Gilead buds</b> ..... 45@ 50
<b>Folia</b>	<b>Serpentaria</b> ..... 65@ 70	<b>Bismuth S N</b> ..... 2 20@2 30
<b>Barosma</b> ..... 30@ 33	<b>Senega</b> ..... 75@ 85	<b>Calcium Chlor, 1s</b> ..... @ 9
<b>Cassia Acutifol,</b> ..... 30@ 40	<b>Smilax, off's H</b> ..... @ 40	<b>Calcium Chlor, 1/2s</b> ..... @ 10
<b>Tinnevely</b> ..... 20@ 25	<b>Smilax, M</b> ..... @ 25	<b>Calcium Chlor, 1/4s</b> ..... @ 12
<b>Cassia, Acutifol.</b> ..... 25@ 30	<b>Scilla</b> ..... po 35 10@ 12	<b>Cantharides, Rus.</b> ..... @ 95
<b>Salvia officinalis,</b> ..... 2	<b>Symplocarpus</b> ..... @ 25	<b>Capsici Fruc's af.</b> ..... @ 15
<b>1/4s and 1/2s.</b> ..... 12@ 20	<b>Valeriana, Eng.</b> ..... @ 25	<b>Capsici Fruc's po.</b> ..... @ 15
<b>Uva Ursi.</b> ..... 8@ 10	<b>Valeriana, Ger.</b> ..... 15@ 20	<b>Cap'i Fruc's B po.</b> ..... @ 15
<b>Gummi</b>	<b>Zingiber a</b> ..... 14@ 16	<b>Caryophyllus</b> ..... 14@ 15
<b>Acacia, 1st pkd.</b> ..... @ 65	<b>Zingiber j</b> ..... 16@ 20	<b>Carmine, No 40.</b> ..... @ 30
<b>Acacia, 2d pkd.</b> ..... @ 45	<b>Semen</b>	<b>Cera Alba</b> ..... 55@ 60
<b>Acacia, 3d pkd.</b> ..... @ 35	<b>Anisum, po 18</b> ..... @ 15	<b>Cera Flava</b> ..... 40@ 42
<b>Acacia, sifted sts.</b> ..... @ 28	<b>Apitum (gravel's).</b> ..... 13@ 15	<b>Coccus</b> ..... @ 40
<b>Acacia, po.</b> ..... 45@ 65	<b>Bird, 1s</b> ..... 4@ 6	<b>Cassia Fructus</b> ..... @ 35
<b>Aloe, Barb.</b> ..... 12@ 14	<b>Carui, po 15</b> ..... 10@ 11	<b>Centraria</b> ..... @ 10
<b>Aloe, Cape.</b> ..... @ 25	<b>Cardamon</b> ..... 70@ 90	<b>Cetaceum</b> ..... @ 45
<b>Aloe, Socotri</b> ..... @ 30	<b>Coriandrum</b> ..... 8@ 10	<b>Chloroform</b> ..... 55@ 60
<b>Ammoniac</b> ..... 55@ 60	<b>Cannabis Sativa</b> ..... 6 1/2@ 7	<b>Chloro'm, Squibbs</b> ..... @ 1 10
<b>Assafoetida</b> ..... 30@ 40	<b>Cydonium</b> ..... 75@1 00	<b>Chloral Hyd Crst.1</b> ..... 35@1 60
<b>Catechu, 1s.</b> ..... @ 13	<b>Chenopodium</b> ..... 25@ 30	<b>Chondrus</b> ..... 20@ 25
<b>Catechu, 1/2s.</b> ..... @ 14	<b>Dipterix Odorate.</b> ..... 50@1 00	<b>Cinchonidine P-W</b> ..... 38@ 48
<b>Catechu, 1/4s.</b> ..... @ 15	<b>Foeniculum</b> ..... @ 10	<b>Cinchonide Germ</b> ..... 38@ 48
<b>Camphorae</b> ..... 64@ 69	<b>Foenugreek, po</b> ..... 7@ 9	<b>Cocaine</b> ..... 4 55@4 75
<b>Euphorbium</b> ..... @ 40	<b>Lini</b> ..... 4@ 6	<b>Corks list d p ct.</b> ..... @ 75
<b>Galbanum</b> ..... @ 1 00	<b>Lini, gr'd</b> ..... bbl 4 4@ 6	<b>Creosotum</b> ..... @ 45
<b>Gamboge, po.</b> ..... 1 25@1 35	<b>Lobelia</b> ..... 1 50@1 55	<b>Creta, prep</b> ..... @ 2
<b>Guaiacum, po. 35</b> ..... @ 35	<b>Pharlaris Cana'n</b> ..... 6@ 7	<b>Creta, precip</b> ..... 9@ 11
<b>Kino, po. 75c</b> ..... @ 75	<b>Rapa</b> ..... 5@ 6	<b>Creta, Rubra</b> ..... @ 8
<b>Mastic</b> ..... @ 60	<b>Sinapis Alba</b> ..... 9@ 10	<b>Crocus</b> ..... 45@ 50
<b>Myrrh, po.</b> ..... @ 40	<b>Sinapis Nigra</b> ..... 11@ 12	<b>Cudbear</b> ..... @ 24
<b>Opil, po. 45</b> ..... 50@3 60	<b>Spiritus</b>	<b>Cupri Sulph</b> ..... 6 1/2@ 8
<b>Shellac</b> ..... 50@ 52	<b>Frumenti W D.</b> ..... 2 00@2 50	<b>Dextrine</b> ..... 7@ 10
<b>Shellac, bleached.</b> ..... 50@ 55	<b>Frumenti</b> ..... 1 25@1 50	<b>Ether Sulph</b> ..... 75@ 92
<b>Tragacanth</b> ..... 70@1 00	<b>Juniperis Co O T.</b> ..... 1 65@2 00	<b>Emery, all Nos.</b> ..... @ 8
<b>Herba</b>	<b>Juniperis Co</b> ..... 1 75@3 50	<b>Emery, po</b> ..... @ 6
<b>Absinthium, oz pk</b> ..... 25	<b>Saccharum NE</b> ..... 1 90@2 10	<b>Ergota, po 90</b> ..... 85@ 90
<b>Eupatorium oz pk</b> ..... 25	<b>Spt Vini Galli</b> ..... 1 75@6 50	<b>Flake White</b> ..... 12@ 15
<b>Lobelia, oz pk</b> ..... 25	<b>Vini Oporto</b> ..... 1 25@2 00	<b>Galla</b> ..... @ 23
<b>Majorum, oz pk</b> ..... 28	<b>Vini Alba</b> ..... 1 25@2 00	<b>Gambler</b> ..... 8@ 9
<b>Mentha Plo oz pk</b> ..... 23	<b>Sponges</b>	<b>Gelatn, Cooper</b> ..... @ 60
<b>Mentha Vir oz pk</b> ..... 25	<b>Florida sheeps' wl</b> ..... 2 50@2 75	<b>Gelatn, French</b> ..... 35@ 60
<b>Rue, oz pk</b> ..... 39	<b>Nassau sheeps' wl</b> ..... 2 50@2 75	<b>Glassware, fit box</b> ..... 75 & 5
<b>Tanacetum V.</b> ..... 22	<b>carriage</b> ..... 2 50@2 75	<b>Less than box</b> ..... @ 70
<b>Thymus V., oz pk</b> ..... 25	<b>Velvet extra shps'</b> ..... @ 1 50	<b>Glue, brown</b> ..... 11@ 13
<b>Magnesia</b>	<b>wool, carriage</b> ..... @ 1 25	<b>Glue, white</b> ..... 15@ 25
<b>Calcined Pat.</b> ..... 55@ 60	<b>Extra yellow shps'</b> ..... @ 1 50	<b>Glycerina</b> ..... 17 1/2@ 25
<b>Carbonate, Pat.</b> ..... 18@ 20	<b>wool, carriage</b> ..... @ 1 25	<b>Grana Paradisi</b> ..... @ 55
<b>Carbonate K-M.</b> ..... 18@ 20	<b>Grass sheeps' wl,</b> ..... @ 1 00	<b>Humulus</b> ..... 25@ 25
<b>Carbonate</b> ..... 18@ 20	<b>carriage</b> ..... @ 1 00	<b>Hydrarg Ch Mite.</b> ..... @ 97
<b>Oleum</b>	<b>Hard, slate use.</b> ..... @ 1 00	<b>Hydrarg Ch Cor</b> ..... @ 92
<b>Absinthium</b> ..... 3 50@3 75	<b>Yellow Reef, for</b> ..... @ 1 40	<b>Hydrarg Ox Ru'm</b> ..... @ 1 07
<b>Amygdalae, Dulc.</b> ..... 50@ 60	<b>Syrups</b>	<b>Hydrarg Ammo'1</b> ..... @ 1 17
<b>Amygdalae Ama.</b> ..... 8 00@8 25	<b>Acacia</b> ..... @ 50	<b>Hydrarg Ungue'm</b> ..... 50@ 60
<b>Anisi</b> ..... 1 60@1 65	<b>Auranti Cortex</b> ..... @ 50	<b>Hydrargyrum</b> ..... @ 85
<b>Auranti Cortex.</b> ..... 2 10@2 20	<b>Zingiber</b> ..... @ 50	<b>Ichthyobolla, Am.</b> ..... 65@ 70
<b>Bergamii</b> ..... 2 85@3 25	<b>Idecac</b> ..... @ 60	<b>Indigo</b> ..... 75@1 00
<b>Cajuputi</b> ..... 95@1 00	<b>Ferri Iod</b> ..... @ 50	<b>Iodine, Resubi</b> ..... 3 40@3 60
<b>Caryophylli</b> ..... 95@1 00	<b>Rhei Arom</b> ..... @ 50	<b>Iodoform</b> ..... 3 60@3 85
<b>Cedar</b> ..... 80@ 85	<b>Smilax Off's</b> ..... 50@ 60	<b>Lupulin</b> ..... @ 50
<b>Chenopadii</b> ..... @ 2 00	<b>Senega</b> ..... @ 50	<b>Lycopodium</b> ..... 65@ 70
<b>Cinnamonii</b> ..... 1 00@1 10	<b>Scilla</b> ..... @ 50	<b>Macis</b> ..... 65@ 75
<b>Citronella</b> ..... 35@ 40	<b>Scilla Co</b> ..... @ 50	<b>Liquor Arsen et</b> ..... @ 25
<b>Conium Mac.</b> ..... 80@ 90	<b>Tolutan</b> ..... @ 50	<b>Liq Potass Arsnit</b> ..... 10@ 12
<b>Copaiba</b> ..... 1 15@1 25	<b>Prunus virg</b> ..... @ 50	<b>Magnesia, Sulph.</b> ..... 2@ 3
<b>Cubebae</b> ..... 1 30@1 35		<b>Magnesia, Sulh bbl</b> ..... @ 1 1/2

<b>Mannia, S F</b> ..... 75@ 80	<b>Sapo, M</b> ..... 10@ 12	<b>Lard, extra</b> ..... 85@ 90
<b>Menthol</b> ..... 6 75@7 00	<b>Sapo, G</b> ..... @ 15	<b>Lard, No. 1</b> ..... 60@ 65
<b>Morphia, S P &amp; W</b> ..... 2 35@2 60	<b>Seidlitz Mixture</b> ..... 20@ 22	<b>Linseed, pure raw</b> ..... 38@ 41
<b>Morphia, S N Y Q</b> ..... 2 35@2 60	<b>Sinapis</b> ..... @ 18	<b>Linseed, boiled</b> ..... 39@ 42
<b>Morphia, Mal</b> ..... 2 35@2 60	<b>Sinapis, opt</b> ..... @ 30	<b>Neatsfoot, w str.</b> ..... 65@ 70
<b>Moschus Canton</b> ..... @ 40	<b>Snuff, Maccaboy,</b> ..... @ 41	<b>Spts. Turpentine</b> ..... 64@ 68
<b>Muristica, No. 1</b> ..... 38@ 40	<b>De Voes</b> ..... @ 41	<b>Paints</b> ..... bbl L
<b>Nux Vomica, po 15</b> ..... @ 10	<b>Snuff, S'h De Vo's</b> ..... @ 41	<b>Red Venetian</b> ..... 1 1/4 2 @ 8
<b>Os Sepia</b> ..... 25@ 28	<b>Soda, Boras, po.</b> ..... 9@ 11	<b>Ochre, yel Mars</b> ..... 1 1/4 2 @ 18
<b>Pepsin Saac, H &amp; P D Co</b> ..... @ 1 00	<b>Soda et Pot's Tart</b> ..... 28@ 30	<b>Ochre, yel Ber</b> ..... 1 1/4 2 @ 3
<b>Picis Liq N N 1/2 gal doz</b> ..... @ 2 00	<b>Soda, Carb</b> ..... 1 1/4 @ 2	<b>Putty, comm'r'l</b> ..... 2 1/4 @ 3
<b>Picis Liq, pts.</b> ..... @ 1 00	<b>Soda, Bi-Carb</b> ..... 3 @ 5	<b>Putty, strictly pr.</b> ..... 2 1/4 @ 3
<b>Pil Hydrarg. po 80</b> ..... @ 50	<b>Soda, Ash</b> ..... 3 1/2 @ 4	<b>Vermillion, Prime</b> ..... @ 15
<b>Piper Nigra, po 22</b> ..... @ 18	<b>Soda, Sulphas</b> ..... @ 2	<b>American</b> ..... 13@ 15
<b>Pulvis Ip'c et Opil.</b> ..... 30@1 50	<b>Spts, Cologne</b> ..... @ 2 60	<b>Spts. Ether Co.</b> ..... 50@ 55
<b>Pyrethrum, bxs H &amp; P D Co. doz.</b> ..... @ 75	<b>Spts. Myrcia Dom</b> ..... @ 2 00	<b>Spts. Vini Rect bbl</b> ..... @ 6
<b>Pyrethrum, pv</b> ..... 25@ 30	<b>Spts. Vini Rect 1/2 b</b> ..... @ 6	<b>Spts. Vini Rect 5 gal</b> ..... @ 6
<b>Quassia, S P &amp; W.</b> ..... 8@ 10	<b>Spts. Vini Rect 10 gl</b> ..... @ 6	<b>Strychnia, Crystal</b> ..... 90@1 15
<b>Quinia, S Ger.</b> ..... 27@ 37	<b>Sulphur, Subl</b> ..... 2 1/2 @ 4	<b>Sulphur, Roll</b> ..... 2 1/2 @ 3 1/2
<b>Quinia, N Y</b> ..... 27@ 37	<b>Sulphur, Roll</b> ..... 2 1/2 @ 3 1/2	<b>Tamarinds</b> ..... 8@ 10
<b>Rubia Tinctorum</b> ..... 12@ 14	<b>Terebenth Venice</b> ..... 28@ 30	<b>Theobromae</b> ..... 42@ 50
<b>Saccharum La's.</b> ..... 20@ 22	<b>Vanilla</b> ..... 9 00@ 9	<b>Zinci Sulph</b> ..... 7@ 8
<b>Salacin</b> ..... 4 50@4 75	<b>Oils</b>	
<b>Sanguis Drac's</b> ..... 40@ 50	<b>Whale, winter</b> ..... bbl gal 70@ 70	
<b>Sapo, W</b> ..... 12@ 14		

**Our Holiday Line**  
 will be  
 on  
 exhibition  
 in  
**The Blodgett Block**  
 opposite  
 our  
 store  
**FROM SEPTEMBER 12**  
 We have  
 the  
 most complete line  
 ever shown  
 in  
 Michigan  
 and invite your inspection  
 and orders  
**Hazeltine & Perkins**  
**Drug Co.**  
 Grand Rapids, Michigan

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 Pearl Barley Cloves

DECLINED Corn Syrup Rolled Oats

Index to Markets By Columns

Table listing various market categories such as Axle Grease, Bath Brick, Brooms, Candles, Canned Goods, etc., with corresponding column letters (A, B, C, etc.) and page numbers.

Table 1: Market prices for categories like AXLE GREASE, BATH BRICK, BROOMS, CANDLES, CANNED GOODS, etc.

Table 2: Market prices for categories like Pineapple, Pumpkin, Raspberries, Russian Caviar, etc.

Table 3: Market prices for categories like Cotton Windsor, Cotton Braided, COCOA, COCOANUT, COCOA SHELLS, etc.

Table 4: Market prices for categories like Dried Fruits, Apples, California Prunes, etc.

Table 5: Market prices for categories like Pork, Mutton, Veal, GELATINE, GRAIN BAGS, etc.



**6**

**OLIVES**

Bulk, 1 gal. kegs. 1 00  
 Bulk, 5 gal. kegs. 85  
 Bulk, 5 gal. kegs. 85  
 Manzanilla, 7 oz. 2 25  
 Queen, pink. 2 25  
 Queen, 19 oz. 4 50  
 Queen, 28 oz. 7 00  
 Stuffed, 5 oz. 90  
 Stuffed, 8 oz. 1 45  
 Stuffed, 10 oz. 2 25

**PIPES**

Clay, No. 216. 1 70  
 Clay, T. D., full count. 65  
 Clay No. 1. 2 25

**PICKLES**

**Medium**  
 Barrels, 1,200 count. 8 00  
 Half bbls, 600 count. 4 50

**Small**  
 Barrels, 2,400 count. 9 50  
 Half bbls, 1,200 count. 5 50

**PLAYING CARDS**

No. 90, Steamboat. 90  
 No. 15, Rival, assorted. 1 20  
 No. 20, Rover, enameled. 1 60  
 No. 872, Special. 1 75  
 No. 98, Golf, satin finish. 2 00  
 No. 885, Bicycle. 2 00  
 No. 632, Tourna'm't Whist. 2 25

**POTASH**

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

**PROVISIONS**

**Barreled Pork**  
 Mess. 14 00  
 Back, fat. 2 15  
 Clear back. 2 15  
 Short out. 2 15  
 Pig. 20 00  
 Bean. 2 15  
 Family Mess Loin. 17 50  
 Clear family. 14 00

**Dry Salt Meats**  
 Bellies. 10 50  
 S P Bellies. 12  
 Extra shorts. 10

**Smoked Meats**  
 Hams, 12 lb. average. 13  
 Hams, 14 lb. average. 13  
 Hams, 16 lb. average. 13  
 Hams, 20 lb. average. 13  
 Ham dried beef. 13  
 Shoulders (N. Y. cut). 13  
 Bacon, clear. 13  
 California hams. 13  
 Potted Hams. 13  
 Piled Botted Hams. 13  
 Berlin Ham pr'd. 13  
 Mineo Hams. 13

**Lard**  
 Compound. 7 34  
 Pure. 7 85  
 60 lb. Tubs, advance. 7 85  
 60 lb. Tubs, advance. 7 85  
 60 lb. Tins, advance. 7 85  
 10 lb. Falls, advance. 7 85  
 5 lb. Falls, advance. 7 85  
 3 lb. Falls, advance. 7 85

**Sausages**  
 Bologna. 6 54  
 Liver. 6 54  
 Frankfurt. 6 54  
 Pork. 8 10  
 Veal. 7 74  
 Tongue. 9 84  
 Headcheese. 9 84

**Beef**  
 Extra Mess. 10 00  
 Boneless. 10 00  
 Rump, New. 10 00

**Pigs' Feet**  
 1/4 bbl., 40 lbs. 1 75  
 1/2 bbl., 80 lbs. 3 75  
 1 bbl., 160 lbs. 7 75

**Tripe**  
 Kite, 15 lbs. 70  
 1/4 bbl., 40 lbs. 1 25  
 1/2 bbl., 80 lbs. 2 50

**Oatmeal**  
 Pork. 26  
 Beef rounds. 12  
 Beef middles. 15  
 Sheep. 50

**Uncolored Butterine**  
 Solid, dairy. 10 10 1/2  
 Rolls, dairy. 11 1/2 10 1/2  
 Rolls, purity. 14  
 Solid, purity. 14

**Canned Meats**  
 Corned beef, 2 lb. 4 40  
 Corned beef, 14 lb. 17 60  
 Boast beef, 2 lb. 4 40  
 Potted ham, 1/4. 45  
 Potted ham, 1/2. 45  
 Deviled ham, 1/4. 45  
 Deviled ham, 1/2. 45  
 Potted tongue, 1/4. 45  
 Potted tongue, 1/2. 45

**RICHE**

**Domestic**  
 Carolina head. 7  
 Carolina No. 1. 6 1/2  
 Carolina No. 2. 6  
 Broken. 6

**Imported**  
 Japan, No. 1. 5 1/2  
 Japan, No. 2. 5  
 Java, fancy head. 6 1/2  
 Java, No. 1. 6 1/2  
 Java, No. 2. 6 1/2

**SALAD DRESSING**  
 Durkee's, large, 1 doz. 4 50  
 Durkee's, small, 2 doz. 5 25  
 Snider's, large, 1 doz. 3 25  
 Snider's, small, 2 doz. 1 25

**7**

**SALERATUS**

Packed 50 lbs. in box. 3 15  
 Church's Arm and Hammer. 3 00  
 Deland's. 3 15  
 Dwight's Cow. 3 15  
 Emblem. 3 10  
 L. P. 3 00  
 Wyandotte, 100 1/2. 3 00

**SAL SODA**

Granulated, bbls. 95  
 Granulated, 100 lb. cases. 95  
 Lump, bbl. 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, 50 6 lb. bags. 3 00  
 Table, barrels, 40 7 lb. bags. 2 75  
 Butter, barrels, 320 lb. bulk. 2 65  
 Butter, sacks, 28 lbs. 27  
 Butter, sacks, 38 lbs. 27  
 Shaker, 24 2 lb. boxes. 1 50

**Jar-Salt**  
 One doz. Ball's Quart Mason  
 Jars, (3 lb. each). 85

**Common Grades**  
 100 3 lb. sacks. 1 90  
 60 5 lb. sacks. 1 80  
 23 10 lb. sacks. 1 70  
 56 lb. sacks. 39  
 56 lb. sacks. 39

**Warsaw**  
 56 lb. dairy in drill bags. 40  
 28 lb. dairy in drill bags. 20

**Solar Rock**  
 56 lb. sacks. 22

**Common**  
 Granulated Fine. 75  
 Medium Fine. 80

**SALT FISH**

**Cod**  
 Large whole. 6  
 Small whole. 5 1/2  
 Strips or bricks. 7  
 Pollock. 8 1/2

**Halibut**  
 Strips. 13  
 Chunks. 14

**Herring**  
 Holland white hoops, bbl. 10 00  
 Holland white hoops, bbl. 5 30  
 Holland white hoop, keg. 70  
 Holland white hoop, mech. 90  
 Norwegian. 3 60  
 Round 100 lbs. 3 60  
 Round 50 lbs. 3 10  
 Tailed. 13 1/2  
 Tasters. 45

**Trout**  
 No. 1 100 lbs. 5 50  
 No. 1 40 lbs. 2 50  
 No. 1 10 lbs. 70  
 No. 1 5 lbs. 59

**Mackerel**  
 Mess 100 lbs. 13 50  
 Mess 50 lbs. 7 25  
 Mess 10 lbs. 1 65  
 Mess 8 lbs. 1 25  
 No. 1 100 lbs. 12 00  
 No. 1 50 lbs. 6 50  
 No. 1 10 lbs. 1 50  
 No. 1 5 lbs. 1 25

**Whitefish**  
 No. 1 No. 2 Fam  
 100 lbs. 7 75  
 50 lbs. 3 95  
 25 lbs. 92  
 10 lbs. 77

**SEEDS**  
 Anise. 15  
 Canary, Smyrna. 5  
 Caraway. 5  
 Cardamon, Malabar. 1 00  
 Celery. 10  
 Hemp, Russian. 4  
 Mixed Bird. 4  
 Mustard, white. 8  
 Poppy. 8  
 Rape. 4 1/2  
 Oatmeal. 25

**SHOE BLACKING**  
 Handy Box, large, 3 doz. 2 50  
 Handy Box, small. 1 25  
 Birby's Royal Polish. 85  
 Miller's Crown Polish. 85

**SOAP**  
 Johnson Soap Co. brands—  
 Silver King. 3 65  
 Calumet Family. 2 75  
 Scotch Family. 2 85  
 Cuba. 2 85

**Jas. S. Kirk & Co. brands—**  
 American Family. 4 05  
 Dusky Diamond 50-8 oz. 2 80  
 Dusky Diamond 100-6 oz. 3 80  
 Jap Rose. 3 75  
 Savon Imperial. 3 10  
 White Russian. 3 10  
 Dome, oval bars. 3 10  
 Satinet, oval. 2 15  
 White Cloud. 4 00

**Lauz Bros. & Co.'s brands—**  
 Big Acme. 4 00  
 Big Master. 4 00  
 Snow Boy P'wdr, 100-pkg. 4 00  
 Marselles. 4 00  
 Acme, 100-1/2 lb bars. 3 70  
 (5 box lots, 1 free with 5)

**Acme, 100-1/2 lb bars single**  
 box lots. 3 20

**Proctor & Gamble brands—**  
 Lenox. 3 10  
 Ivory, 6 oz. 4 00  
 Ivory, 10 oz. 6 75  
 Star. 8 25

**A. B. Wrisley brands—**  
 Good Cheeser. 4 00  
 Old Country. 3 40

**8**

**Scouring**

Enoch Morgan's Sons.  
 Sapollo, gross lots. 9 00  
 Sapollo, half gross lots. 4 10  
 Sapollo, single boxes. 2 25  
 Sapollo, hand. 2 25

**SODA**  
 Boxes. 5 1/2  
 Kegs, English. 4 1/2

**SNUFF**  
 Scotch, in bladders. 37  
 Macaboy, in jars. 35  
 French Happee, in jars. 43

**SPICES**

**Whole Spices**  
 Allspice. 12  
 Cassia, China in mats. 12  
 Cassia, Batavia, in bund. 28  
 Cassia, Saigon, broken. 40  
 Cassia, Saigon, in rolls. 55  
 Cloves, Amboyna. 20  
 Cloves, Zanzibar. 18  
 Mace. 55  
 Nutmegs, 75-80. 33  
 Nutmegs, 105-10. 40  
 Nutmegs, 115-20. 35  
 Piper Haidelck. 63  
 Root Jack. 78  
 Honey Dip Twist. 39  
 Black Standard. 38  
 Cadiac. 38  
 Forge. 30  
 Nickel Twist. 50

**Smoking**  
 Sweet Core. 34  
 Flat Car. 37  
 Great Navy. 24  
 Warpath. 25  
 Bamboo, 16 oz. 24  
 I X L, 5 lb. 28  
 I X L, 16 oz. palls. 39  
 Honey Dew. 36  
 Gold Block. 35  
 Flagman. 38  
 Chips. 32  
 Klin Dried. 21  
 Duke's Mixture. 38  
 Duke's Cameo. 43  
 Myrtle Navy. 40  
 Yum Yum, 1 1/2 oz. 39  
 Yum Yum, 1 lb. palls. 37  
 Orange. 46  
 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. 34  
 Peerless, 1 1/2 oz. 36  
 Air Brake. 36  
 Cast Hook. 30  
 County Club. 32-34  
 Fore-X-XX. 28  
 Good Indian. 23  
 Self Blinder. 20-22  
 Silver Foam. 34

**TWINE**  
 Cotton, 3 ply. 20  
 Cotton, 4 ply. 23  
 Jute, 2 ply. 12  
 Hemp, 5 ply. 12  
 Flax, medium. 6  
 Wool, 1 lb. balls. 6

**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, 50. 4 00  
 Kirkline, 24 1/2 lb. 3 90  
 Pearlina. 3 75  
 Soapine. 4 10  
 Babbitt's 1776. 3 75  
 Roseine. 3 50  
 Armour's. 3 70  
 Nine O'clock. 3 25  
 Wiamond. 3 80  
 Scourline. 3 50  
 Rub-No-More. 3 75

**Haddock. 2 8  
 No. 1 Pickrel. 8 1/2  
 Pike. 7  
 Perch. 7  
 Smoked White. 12 1/2  
 Red Snapper. 12 1/2  
 Col River Salmon. 14  
 Mackerel. 19 20**

**WOODENWARE**

**Baskets**  
 Bushels, wide band. 1 10  
 Bushels, 1 1/2. 1 25  
 Market. 35  
 Splint, large. 6 00  
 Splint, medium. 5 00  
 Splint, small. 4 00  
 Willow Clothes, large. 5 00  
 Willow Clothes, medium. 5 50  
 Willow Clothes, small. 5 00

**Bradley Butter Boxes**  
 2 lb. size, 24 in case. 72  
 3 lb. size, 16 in case. 63  
 3 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. 55  
 Round head, cartons. 75

**Egg Crates**  
 Humpty Dumpty. 2 25  
 No. 1, complete. 29  
 No. 2, complete. 18  
 No. 3, complete. 18

**Faucets**  
 Cork lined, 8 in. 55  
 Cork lined, 9 in. 75  
 Cork lined, 10 in. 85  
 Cedar, 8 in. 55

**9**

**Fine Cut**  
 adillac. 54  
 weat Loma. 33  
 Hiawatha, 5 lb. palls. 53  
 Hiawatha, 10 lb. palls. 53  
 Telegram. 22  
 Fly Car. 21  
 Patrie Rose. 49  
 Protection. 37  
 Sweet Burley. 42  
 Tiger. 38

**Plug**  
 Red Cross. 32  
 Palo. 34  
 Eyo. 34  
 Battle Axe. 33  
 American Eagle. 32  
 Standard Navy. 36  
 Spear Head, 16 oz. 42  
 Spear Head, 8 oz. 44  
 Nobby Twist. 48  
 Jolly Tar. 36  
 Old Honesty. 36  
 I. T. 36  
 Piper Haidelck. 63  
 Boot Jack. 78  
 Honey Dip Twist. 39  
 Black Standard. 38  
 Cadiac. 38  
 Forge. 30  
 Nickel Twist. 50

**Smoking**  
 Sweet Core. 34  
 Flat Car. 37  
 Great Navy. 24  
 Warpath. 25  
 Bamboo, 16 oz. 24  
 I X L, 5 lb. 28  
 I X L, 16 oz. palls. 39  
 Honey Dew. 36  
 Gold Block. 35  
 Flagman. 38  
 Chips. 32  
 Klin Dried. 21  
 Duke's Mixture. 38  
 Duke's Cameo. 43  
 Myrtle Navy. 40  
 Yum Yum, 1 1/2 oz. 39  
 Yum Yum, 1 lb. palls. 37  
 Orange. 46  
 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. 34  
 Peerless, 1 1/2 oz. 36  
 Air Brake. 36  
 Cast Hook. 30  
 County Club. 32-34  
 Fore-X-XX. 28  
 Good Indian. 23  
 Self Blinder. 20-22  
 Silver Foam. 34

**SYRUPS**  
 Corn  
 Barrels. 22  
 Half bbls. 1 60  
 5 lb. cans, 1 doz. in case. 1 40  
 2 1/2 lb. cans, 2 doz. in case. 1 80

**Pure Cane**  
 Fair. 16  
 Good. 20  
 Choice. 25

**SUGAR**  
 Domino. 7 30  
 Cut Leaf. 5 70  
 Crushed. 5 75  
 Cubes. 5 75  
 Condensed. 5 25  
 Coarse Powdered. 5 15  
 XXXX Powdered. 5 25  
 Fine Granulated. 5 10  
 2 lb. bags Fine Gran. 5 25  
 5 lb. bags Fine Gran. 5 25  
 Mould A. 5 85  
 Diamond A. 5 10  
 Confectioner's A. 4 85  
 No. 1 Columbian A. 4 85  
 No. 2 Windsor A. 4 90  
 No. 3 Eldgewood A. 4 90  
 No. 4 Phoenix A. 4 85  
 No. 5 Empire A. 4 80  
 No. 6. 4 75  
 No. 7. 4 70  
 No. 8. 4 65  
 No. 9. 4 65  
 No. 10. 4 65  
 No. 11. 4 45  
 No. 12. 4 35  
 No. 13. 4 40  
 No. 14. 4 35  
 No. 15. 4 30  
 No. 16. 4 30

**TEA**  
 Japan  
 Sundried, medium. 24  
 Sundried, choice. 32  
 Sundried, fancy. 38  
 Regular, medium. 24  
 Regular, choice. 32  
 Regular, fancy. 38  
 Basket-fired, medium. 31  
 Basket-fired, choice. 38  
 Basket-fired, fancy. 43  
 Nibs. 22 1/2  
 Siftings. 9 11  
 Fannings. 12 1/4

**Gunpowder**  
 Moyune, medium. 30  
 Moyune, choice. 32  
 Moyune, fancy. 40  
 Pingsuey, medium. 30  
 Pingsuey, choice. 38  
 Pingsuey, fancy. 40

**Young Hyson**  
 Choice. 30  
 Fancy. 38

**Formosa, fancy. 42  
 Amoy, medium. 25  
 Amoy, choice. 32  
 English Breakfast**  
 Medium. 20  
 Choice. 30  
 Fancy. 40

**India**  
 Ceylon, choice. 22  
 Fancy. 43

**TOBACCO**  
 Olgars  
 H. & P. Drug Co.'s brands.  
 Fortune Teller. 55 00  
 Our Manager. 55 00  
 Quitters. 55 00

**10**

**Mop Sticks**  
 Trojan spring. 80  
 Eclipse patent spring. 85  
 No. 1 common. 78  
 No. 2 patent brush holder. 85  
 12 lb. cotton mop heads. 1 25  
 Ideal No. 7. 1 25

**Palls**  
 2-hoop Standard. 1 80  
 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 70

**Toothpicks**  
 Hardwood. 2 50  
 Softwood. 2 75  
 Banquet. 1 80  
 Ideal. 1 50

**Traps**  
 Mouse, wood, 2 holes. 22  
 Mouse, wood, 4 holes. 45  
 Mouse, wood, 6 holes. 70  
 Mouse, tin, 5 holes. 65  
 Rat, wood. 80  
 Rat, spring. 75

**Tubs**  
 20-inch, Standard, No. 1. 7 00  
 18-inch, Standard, No. 2. 6 00  
 16-inch, Standard, No. 3. 5 50  
 20-inch, Cable, No. 1. 7 50  
 18-inch, Cable, No. 2. 5 50  
 16-inch, Cable, No. 3. 5 50  
 No. 1 Fibre. 10 30  
 No. 2 Fibre. 9 45  
 No. 3 Fibre. 8 15

**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 15-17. 3 00  
 Assorted 15-17-19. 3 00

**WRAPPING PAPER**  
 Common Straw. 1 1/2  
 Fiber Manila, white. 3 1/2  
 Fiber Manila, colored. 3 1/2  
 No. 1 Manila. 4  
 Cream Manila. 3  
 Butcher's Manila. 2 1/2  
 Wax Butter, short count. 13  
 Wax Butter, full count. 20  
 Wax Butter, rolls. 15

**YEAST CAKE**  
 Magic, 3 doz. 1 15  
 Sunlight, 3 doz. 1 00  
 Sunlight, 1 1/2 doz. 60  
 Yeast Cream, 3 doz. 1 00  
 Yeast Foam, 3 doz. 1 10  
 Yeast Foam, 1 1/2 doz. 88

**FRESH FISH**

White fish. 10 1/2 11  
 Trout. 9 1/2 9 1/2  
 Black Bass. 11 1/2 12  
 Halibut. 12 14  
 Ciscoes or Herring. 12 15  
 Bluefish. 11 1/2 12  
 Live Lobster. 25  
 Botted Lobster. 27  
 Cod. 27  
 Haddock. 28  
 No. 1 Pickrel. 8 1/2  
 Pike. 7  
 Perch. 7  
 Smoked White. 12 1/2  
 Red Snapper. 12 1/2  
 Col River Salmon. 14  
 Mackerel. 19 20

**OYSTERS**

**Cans**  
 F. H. Counts. per can. 45  
 Extra Selects. 40  
 Selects. 20  
 Perfection Standards. 20  
 Anchors. 25  
 Standards. 25

**Bulk**  
 Bulk Standard, gal. 1 20  
 Extra Selects, gal. 1 80  
 Fairhaven Counts, gal. 1 75

**HIDES AND PELTS**

**Hides**  
 Green No. 1. 7  
 Green No. 2. 8  
 Cured No. 1. 8 1/2  
 Cured No. 2. 7 1/2  
 Calfskins, green No. 1. 16  
 Calfskins, green No. 2. 16  
 Calfskins, cured No. 1. 14  
 Calfskins, cured No. 2. 14  
 Steer hides 60 lbs. or over. 7 1/2  
 Cow hides 60 lbs. or over. 8 1/2

**Pelts**  
 Old Wool. 50 1/2 10  
 Lamb. 25 1/2 60  
 Shearlings. 25 1/2 60

**Tallow**  
 No. 1. 4 1/2  
 No. 2. 4 1/2

**11**

**Wool**  
 Washed, fine. 20  
 Washed, medium. 20  
 Unwashed, fine. 17  
 Unwashed, medium. 20

**CONFECTIONS**

**Stick Candy**  
 Standard. bbls. palls. 7  
 Standard H. H. 7  
 Standard Twist. 8  
 Cut Leaf. 9  
 Jumbo, 32 lb. cases. 7 1/2  
 Extra H. H. 10 1/2  
 Boston Cream. 10  
 Root R. 10

**Mixed Candy**  
 Grocers. 6  
 Competition. 7  
 Special. 7 1/2  
 Conserves. 7 3/4  
 Royal. 8 1/2  
 Ribbon. 8  
 Broken. 8  
 Cut Leaf. 8 1/2  
 English Rock. 9  
 Kindergarten. 9  
 Bon Ton Cream. 8 1/2  
 French Cream. 9  
 Dandy Fan. 9  
 Hand Made Cream mixed. 11 1/4  
 Premium Cream mix. 12 1/4

**Fancy-In Pails**  
 O F Horehound Drop. 10 1/2  
 Pony Hearts. 15  
 Coco Bon Bons. 12  
 Fudge Squares. 12  
 Peanut Squares. 9  
 Sugared Peanuts. 11  
 Salted Peanuts. 10  
 Starlight Kisses. 10  
 San Blas Goodies. 12  
 Lozenges, plain. 10  
 Lozenges, printed. 10  
 Champion Chocolate. 11  
 Rollups Chocolates. 12 1/2  
 Quinette Choc. 12  
 Champion Gum Dps. 8  
 Moss Drops. 8  
 Lemon Sours. 9  
 Imperials. 9  
 Ital. Cream Opers. 12  
 Ital. Cream Bonbons. 11  
 20 lb. palls. 11  
 Molasses Chews, 15 lb. cases. 12  
 Golden Waffles. 12

**Fancy-In 5 lb. Boxes**  
 Lemon Sours. 60  
 Peppermint Drops. 60  
 Chocolate Drops. 60  
 H. M. Choc. Drops. 65  
 H. M. Choc. L. and. 100  
 Dk. No. 12. 35  
 Gum Drops. 35  
 O. F. Licorice Drops. 35  
 Lozenges, plain. 30  
 Lozenges, printed. 30  
 Imperials. 35  
 Mochaes. 60  
 Cream Bar. 55  
 Molasses Bar. 55  
 Hand Made Creams. 80  
 Cream Buttons, 80  
 and Wint. 65  
 String Rock. 65  
 Wintergreen Berries. 60

**Pop Corn**  
 Maple Jake, per case. 3 00  
 Cracker Jack. 3 00  
 Pop Corn Balls. 3 00

**FRUITS**

**Foreign Dried**  
 Figs. 6  
 Californias, Fancy. 9  
 Cal. pkg, 10 lb. boxes. 9  
 Extra Choice, Turk. 10 lb. boxes. 6  
 Fancy, Turk., 12 lb. boxes. 12 1/4  
 Puffed, 6 lb. boxes. 6  
 Naturalis, in bags. 6

**Dates**  
 Fards in 10 lb. boxes. 6 1/2  
 Fards in 50 lb. cases. 5 1/2  
 Halfway. 5 1/2  
 lb. cases. 6  
 Sairs, 80 lb. cases. 4 1/2

**NUTS**

**Whole**  
 Almonds, Tarragona. 16  
 Almonds, Ivica. 16  
 Almonds, California, soft shelled, new. 15 1/2  
 Brazil. 11  
 Filberts. 11  
 Walnuts, Greenobles. 15  
 Walnuts, soft shelled. 16  
 Cal. No. 1. 16  
 Pecan Nuts, fancy. 13 1/2  
 Pecans, Med. 10  
 Pecans, Ex. Large. 12  
 Pecans, Jumbos. 14  
 Hickory Nuts per bu. 10  
 Ohio, new. 6  
 Cocosnuts, per bu. 55  
 Chesnuts, per bu. 6

**Shelled**  
 Spanish Peanuts. 6 1/2  
 Pecan Halves. 7  
 Walnut Halves. 33  
 Filbert Meats. 30  
 Alcantio Almonds. 36  
 Jordan Almonds. 50

**Peanuts**  
 Fancy, H. P. Suns. 5 1/2  
 Fancy, H. P. Suns. 5 1/2  
 Roasted. 7 1/2  
 Choice, H. P. Jumbo. 7 1/2  
 Roasted. 8 1/2

**SPECIAL PRICE CURRENT**

**AXLE GREASE**



Mica, tin boxes..... 75 2 00  
Paragon..... 55 6 00

**BAKING POWDER**



1/4 lb. cans, 4 doz. case..... 45  
1/2 lb. cans, 4 doz. case..... 85  
1 lb. cans, 2 doz. case..... 1 80

**Royal**



10c size..... 90  
1/4 lb. cans 1 35  
6 oz. cans 1 90  
1/2 lb. cans 2 60  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

**BLUING**

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

**BREAKFAST FOOD**

**Nutro-Grisp**  
The Ready Cooked  
Granular Wheat Food  
A Delightful Cereal Surprise  
Cases, 24 1 lb. packages..... 2 70

**Oxford Flakes.**

No. 1 A, per case..... 3 80  
No. 2 B, per case..... 3 80  
No. 3 C, per case..... 3 80  
No. 1 D, per case..... 3 80  
No. 2 D, per case..... 3 80  
No. 3 D, per case..... 3 80  
No. 1 E, per case..... 3 80  
No. 2 E, per case..... 3 80  
No. 1 F, per case..... 3 80  
No. 3 F, per case..... 3 80

**Plymouth**

**Wheat Flakes**

Case of 36 cartons..... 4 00  
each carton contains 1 1/4 lb

**DR. PRICE'S FOOD**

Peptonized Celery Food, 3 doz. in case..... 4 05  
Hulled Corn, per doz..... 95

**Grits**

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages..... 2 00

**CHEWING GUM**

**Celery Nerve**

1 box, 20 packages..... 50  
5 boxes to carton..... 2 50

**CIGARS**

G. J. Johnson Cigar Co.'s brand.



Less than 500..... 33 00  
500 or more..... 32 00  
1000 or more..... 31 00

**COCOANUT**

Baker's Brazil Shredded



70 1/4 lb packages, per case \$2 60  
35 1/2 lb packages, per case 2 60  
38 1/4 lb packages, per case 2 60  
16 1/2 lb packages, per case 2 60

**COFFEE**

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....  
White House, 2 lb. cans.....  
Excelstor, M & J, 1 lb. cans.....  
Excelstor, M & J, 2 lb. cans.....  
Tip Top, M & J, 1 lb. cans.....  
Royal Java.....  
Royal Java and Mocha.....  
Java and Mocha Blend.....  
Boston Combination.....  
Distributed by Judson Grocer Co., Grand Rapids; National Grocer Co., Detroit and Jackson; B. Desenberg & Co., Kalamazoo, Symons Bros. & Co., Saginaw; Meisel & Goeschel, Bay City; Fielbach Co., Toledo.

**CONDENSED MILK**

4 doz in case.



Gall Borden Eagle..... 6 45  
Crown..... 5 90  
Dairy..... 4 70  
Champion..... 4 25  
Magnolia..... 4 00  
Challenge..... 4 40  
Dime..... 3 85  
Peerless Evaporated Cream..... 4 00

**FLAVORING EXTRACTS**



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



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

**TABLE SAUCES**

**LEA & PERRINS' SAUCE**  
The Original and Genuine Worcestershire.  
Lea & Perrin's, pints..... 5 00  
Lea & Perrin's, 1/2 pints... 2 75  
Halford, large..... 3 75  
Halford, small..... 2 25

**SOAP**

Beaver Soap Co. brands



100 cakes, large size..... 6 50  
50 cakes, large size..... 3 25  
100 cakes, small size..... 3 85  
50 cakes, small size..... 1 95



Single box..... 3 10  
5 box lots, delivered..... 3 05  
10 box lots, delivered..... 3 00

Place Your Business on a Cash Basis by using Coupon Books.

We manufacture four kinds of Coupon Books and sell them all at the same price irrespective of size, shape or denomination.

We will be very pleased to

send you samples if you ask us. They are free.

Tradesman Company Grand Rapids



**EASY BUSINESS**

There is one month in the year, and only one, when "easy business" knocks at the door of every retail merchant.

That month is December, when in every community men, women and children are seeking gift goods.

The rich holiday trade "belongs" to no one store. Every merchant can get a worthwhile portion. It goes where the right goods are shown, whether the showing be large or small.

Not to get one's share of this "easy business" is to reject the surest, safest and cleanest profit of the year.

Our "Santa Claus" catalogue—THE holiday catalogue of America—is now in press. It will be out in a few days. Better get your name in now for an early copy.

Simply ask for catalogue J481.

**BUTLER BROTHERS**

Wholesalers of Everything—By Catalogue Only.

NEW YORK CHICAGO ST. LOUIS



**Dishonest Success is the Worst Failure.**

It means something in these days to be straightforward and honest. It not only gives you infinite satisfaction to maintain your wholeness, your integrity, but it is also capital to you. It means extension of credit, or increased public confidence. It means something for a young man to refuse to make money without fairly earning it, to stand foursquare to the world when trickery and fraud offer such tempting prizes.

Of course, it is hard for a young man to jog along in what seems a humdrum way while his acquaintances all around are gaining wealth, apparently, by leaps and bounds. It takes courage to refuse to bend the knee to questionable methods, when they are so generally adopted. It takes courage to tell the exact truth, when a little departure would bring a great temporary gain. It takes courage to refuse to be bribed when it could be covered by specious justifications. It takes courage to stand erect, when, by bowing and scraping to people with a "pull," you can get inside information that would make you win what others would lose.

On every hand you will see flaunted evidences of easily earned wealth. You will see apparent happiness in elegant homes, costly clothing, and fine carriages, all procured by questionable means. You will find many a rogue covering up a life of despicable trickery and apparently enjoying himself, but remember that there is no place in the world of real happiness for dishonesty. Unalloyed enjoyment never mates with wrong; fraud is never coupled with peace of mind. It may be true that such a man may be so hypnotized by the glamour of wealth, no matter how it was obtained, that he will seem to enjoy spending it, but there will be a questioning in the soul, a still, small voice within him which will ever repeat: "You know this money is not your own, that it really belongs to those you have defrauded, or robbed of ambition, opportunity, or a chance in life. You know you got your stocks, your houses, by fraudulent methods; you know that you got your fine home by making other homes poorer and meaner and darker; you know that your elegant tapestries, fine furniture, and works of art mean that you have made such things forever impossible for those whose money you have stolen." As he advances in years, and pleasures of the senses pall, he begins to think, to ask himself what his life means, and he sees that he has been harboring a wasp's nest in his heart, and that all the best of him has been stung to death.

Do not be deceived by appearances. A great deal of that which passes for success is really failure or defeat. On the other hand, that which passes for failure really is often success and noble achievement.

When you see a young man flaunting his quickly gained wealth in your face, just ask yourself, "How much did he lose in getting it? How much of himself has he parted with in ex-

change for the money? Does it pay to sell's one's manhood and character in order to get rich a little faster? Isn't it safer to take the slower and approved methods? Doesn't a youth lose, unless his life is square and clean, no matter what money he gets?"

Young man, never envy the man who seems to get on by questionable methods, who wins by longheaded, sharp practice. Your own self-respect is worth more than all ill-gotten wealth.

Never put in your pocket a dishonest dollar, a lying dollar, a deceitful dollar, a dollar which drips with human sorrow, a dollar that has made another poorer, which has robbed another of cherished plans or education. Never touch a dollar which is not morally clean; it will do you no good, but will rob you of peace of mind, of self-respect.

Never put yourself in a position where the brute side of you will have to apologize to your diviner self for what you have done, or where you will be obliged to cover your tracks, or to conceal your identity. Throw your heart wide open to the world. Have no business secret so far as morality is concerned.

Never yield to a temptation to do a dishonorable or questionable deed, no matter what the promise or reward may be.—J. Lincoln Brooks in Success.

**Interest in the Handicraft of the Indian.**

A widespread interest has been awakened during the past few years in the handicraft of the North American Indians. This was the result partly of the growing realization that steadily but surely the special industries in which they excelled would before long be relegated to the long list of lost arts. Of basketry this was felt to be especially true and the curio collectors are now losing no opportunity to collect all the specimens obtainable.

The exquisite work in this line of the natives of the Northwest tribes has commanded the attention of collectors ever since the excursions to Alaska brought such productions to notice. It is, however, but recently that the wonderfully artistic weaves peculiar to the Indians in California, Arizona and New Mexico have been brought into prominence.

What is true of basketry is, to a certain extent, also true of the rare embroideries, exquisite bead work, and unique pottery made by the American Indian workers.

In any event, the art of Indian basketmaking is in danger of being lost. The trouble is that the squaws, whose work it is, get almost nothing for it, despite their wonderful skill and the oddness and beauty of the designs. Anyway, the younger women of the tribes can make more money at other work.

If the art survives, therefore, it will be due to efforts now being made by lovers of art among the "palefaces." Some of the manual training schools have taken up the subject and are forming classes, while certain art companies are also giving instruction

in the same line. Perhaps the workers thus taught may be able to produce designs equal to those which they endeavor to duplicate; but, at any rate, the art will thus be preserved.

The materials employed for this purpose are sweet grass, splints, raffia and rattan. These are supplied to the trade by specialists in that line, with which is also furnished a standard book on basketry, compiled from leading authorities.

**Women Who Are Fussy.**

There are many types of the fussy woman. One of the most conspicuous is she who is a crank on the subjects of physiology and hygiene. Such a woman is continually encountering unreasonable persons, who will not hearken to her advice and who consequently get themselves into trouble.

They will wear thick clothing instead of thin and thin when they ought to wear thick. They will persist in getting irrational enjoyment out of dancing, although people have been known to take cold afterward and die of pneumonia. They eat fruit with microscopic seeds after she has threatened them with appendicitis. They sleep on their left sides—or, indeed, on their backs or in any other position which happens to be comfortable—instead of on their right sides.

They play golf, although she has told them of people who got struck in the head by clubs unwarily slung. They refuse to put turpentine on small cuts despite the danger of lock-jaw; they neglect to put on winter underwear when the temperature changes and they pass right in front of trolley cars in crossing busy streets. And, reckless as they are, they manage somehow to keep alive as if just to spite their monitress.

And the poor woman worries over all this just as if it was not the privilege of every free-born citizen of this and every other country to take cold or contract appendicitis or sustain the loss of a limb at any time he or she feels so disposed.

The very quietest and most reposeful woman the writer knows or ever did know says that she makes it the rule of her life not to interfere with people; to let them do as they like. Not that she is selfishly indifferent

to their welfare. A friendly warning she will adventure, but if this is disregarded she wastes no more breath in argument or persuasion. Thus she saves herself much agitation and retains the friendship of her friends.

**Another New California Product.**

A new article will be put upon the market of the entire country this fall. The article is the Gifford canned ripe olive, cured and canned by S. M. Gifford, of San Diego. Mr. Gifford has had a long, hard struggle since last fall to successfully can the ripe fruit for the market, but he has at last succeeded. During the last year he has tried twenty-seven ways of canning, the twenty-seventh and last being the only successful method found. The secret of it is in the curing and canning. The olives must also be of the best variety and in the best condition. Mr. Gifford will have his own cannery completed this fall and will then launch the new article. The trouble hitherto has been in keeping the ripe olives in kegs and barrels. A large percentage of preservatives had to be used, and this spoiled in a very short time the true flavor of the olive. In Mr. Gifford's method absolutely no preservatives are used, and the fruit has as fine a flavor as when it was first cured.

**Alcoholic Pharmaceuticals in Maine.**

A judge in Maine recently sentenced a storekeeper to pay a fine of \$50 and costs and to go to jail for 30 days because he sold a customer beef, iron and wine. The judge explicitly declared that all dealers in medicines of this nature would be by him regarded as violators of the law. In another case a man was convicted for selling Jamaica ginger, on the ground that it was intoxicating.

**PILES CURED**

**DR. WILLARD M. BURLESON**

Rectal Specialist

103 Monroe Street 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.

**Trading Stamps**



If you feel the necessity of adopting trading stamps to meet the competition of the trading stamp companies which may be operating in your town, we can fit you out with a complete outfit of your own for about \$25. You will then be making the 60% profit which goes to the trading stamp companies through the non-appearance of stamps which are never presented for redemption. Samples on application.

**Tradesman Company, Grand Rapids, Mich.**



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—A good established business in a factory town of 1,500. Only exclusive clothing and shoe store. Address C. Oppenheim, Three Oaks. 825

I have the finest opening for bazaar or grocery in Charlotte, Mich. Good location, fine room and fixtures. A. M. Lockard. 824

Grocery Stock For Sale—Clean, fresh, up-to-date, no old stuff; invoice, about \$3,000; sales average over \$50 per day; location best in town—brightest of future prospects. Will give reason for selling. McOmber & Co., Berrien Springs, Mich. 823

For Sale or Exchange—A \$2,600 equity in good suburban business property in Grand Rapids; building in excellent condition; rent \$22 month; corner two streets graded and paid for. Would trade for good, well-located farm with or without buildings. Groceries and fixtures worth \$700, with \$11,000 annual trade for sale. Exchange, Station B, Grand Rapids, Mich. 822

For Sale—Real bargain, well selected stock drugs, invoicing \$2,409; 10 per cent cash; two-story frame building, value \$3,000, for \$2,000; together with above or separate. Reason, retiring from business. Address Werner von Walhausen, 1345 Johnson St., Bay City, Mich. 821

Patents—Patented and unpatented inventions bought and sold. Lucas & Co., St. Louis, Mo. 820

Cash paid for life insurance policies in good companies at E. B. Dillingham's agency, Hartford, Conn. 814

Cremo cigar bands bought, as well as twenty-nine other kinds. I will pay you highest prices. Send me list of what you have, enclosing terms. Address Rex W. Hackbarth, St. Ansgar, Iowa. 817

Our business is making sales for merchants and closing out stocks. Write us for full information. C. L. Yost & Co., 577 Forest Ave., W., Detroit, Mich. 816

For Sale at a Bargain—One pair of \$25 Torsion balance prescription scales in good working order for \$8. C. N. Woodworth, Grand Rapids, Mich. 815

For Sale—"Grandfather" clock. Box 309, Westerville, Ohio. 813

Wanted—Stock of merchandise, dry goods preferred, about \$7,000, in exchange for inside real estate and stock in manufacturing concern, located in Elkhart. Address Box 142, Elkhart, Ind. 812

For Sale—Shoe stock doing a business of \$15,000 per year, in good manufacturing and railroad town in Southern Michigan of 5,000 population. Best stock and trade in city. Reason for selling, health. Will take part cash and part bankable paper in payment. No property trade entertained. Address No. 811, care Michigan Tradesman. 811

For Sale—Meat market doing a good business. The surrounding country furnishes everything required in the meat line and prices are low at this time. A bargain for some one. Good reasons for selling. Address No. 797, care Michigan Tradesman. 797

For Rent—Meat market, corner brick store; one of the finest equipped markets in the state; nothing to invest in only the stock; low rent; possession at once; a big money maker. Address Benton Harbor Brick & Tile Co., Benton Harbor, Mich. 795

Good opening for first-class jeweler if taken at once. Address No. 794, care Michigan Tradesman. 794

Will sell or exchange in part payment for farm lands in Southern Michigan, one house and lot at Harbor Springs, worth \$1,600. Address No. 793, care Michigan Tradesman. 793

For Sale—One of the newest, neatest, cleanest and best-selected general stocks in Northern Indiana. No attention paid to traders. If you are looking for a shelf worn stock at a big discount, don't enquire about this. Address H. C. C., care Michigan Tradesman. 792

Portable reel oven; pans, scales, dough tray. Sell cheap. Write for particulars. G. W. Kissell, Osborne, Kan. 791

For Sale—Half interest in general merchandise business; or will sell to right party all but groceries. Large new double store. Profits sufficient for two, but too much work for one to do full justice to all lines. Address No. 798, care Michigan Tradesman. 798

For Sale—30x40 foundry, 20x60 three-story machine shop and manufacturing business; small cash payment; balance can be paid for in work. Forge Factory, Marcellus, Mich. 786

If you want a brilliant light for your store, office or residence, buy the Stanley gas mantle, which gives 150 c.p., that uses no more gas than the smaller mantles now used. We guarantee this mantle to give 150 c.p. and is made by a new process that makes it possible to use them on gas or gasoline lamps. Give them a trial. One dozen sent for \$3, express paid. Special prices to large buyers. General agent wanted for each state. Address Stanley Gas Mantle Mfg. Co., Station D., Baltimore, Md. 803

For Sale—Good harness business in town of 500 on railroad; ill health reason for selling. Address James H. Thompson, Kendall, Wis. 788

For Sale—Two-story frame store, 40x100 ft.; stock \$12,000; only store in town; yearly sales \$40,000; fine opportunity to step in to established business in rich dairy district; also feed house and coal sheds, capacity 28 cars, with good business; sold separately if desired; stock reduced to suit purchaser. J. E. Cristy, Ringwood, Ill. 787

For Sale—If you want a nice farm of 47 acres in city limits of Tallapoosa, plenty of fruit, I have a bargain. Write A. I. Willard, Tallapoosa, Ga. 789

For Sale—Safe, 45x55 outside measure. Burglar proof box. Time lock. Judson Grocer Co. 781

For Sale—Good established harness business. Splendid farming country. Good reasons for selling. R. N. Sayers, Byron, Mich. 770

For Sale—Will sell either one of the undermentioned businesses situated in one of Michigan's best towns 35 miles from Detroit, clothing and men's furnishing goods stock doing yearly business of \$15,000 on \$4,000 stock; or dry goods, millinery and ladies' furnishing nishing goods stock, doing yearly business on stock of \$10,000. Both businesses established four years and stock new, clean and up-to-date. Withdrawal of partner reason for selling. Write or enquire 469 Greenwood ave., Detroit, Mich. 769

For Rent—Two brick stores in Milan, Mich., one 20x75 feet with basement; shelved for dry goods and shoes. The other, 16x75 feet, will be furnished to suit tenant on term lease to responsible party. Rent reasonable and taxes low. Population 1,300. Best town of its size in Southeastern Michigan. Write A. E. Putnam, Milan, Mich. 806

For Sale—Drug store in Grand Rapids; centrally located; good trade; clean stock; invoices \$3,500 to \$4,000. Address No. 768, care Michigan Tradesman. 768

For Sale—Best grocery and meat market in thriving city of 7,000 in Northern Michigan; established twenty-one years; yearly cash sales \$25,000 to \$30,000; fine location; a great bargain. Address E., care Michigan Tradesman. 778

For Sale—Two-story frame store building and stock of general merchandise for sale cheap, or will exchange for real estate. Stock and fixtures will inventory about \$2,500. Address No. 775, care Michigan Tradesman. 775

For Sale—Hardware, furniture and implement stock and building. Stock invoices \$2,500 in small town in Southern Michigan. Good reasons for selling. Address No. 774, care Michigan Tradesman. 774

Grow Ginseng—Little gardens pay enormous profits; seed and roots, \$5 and up; plant now; ginseng book and magazine, 4c. Ozark Ginseng Co., Joplin, Mo. 772

For Sale—Florida home and orange grove; 40 acres of land, ten acres grove; fenced. Will sell or trade for stock of general merchandise worth \$3,000. Crop now on trees goes if sold soon. Address No. 749, care Michigan Tradesman. 749

Tailor shop for sale, town of 3,000, only shop in town; doing good business all the year around. Address No. 759, care Michigan Tradesman. 759

For Sale—At a bargain if taken quick, a well equipped flour and oat meal mill, well located in city. For particulars address Box 536, Windsor, Ont. 739

For Sale—Good country store with clean, up-to-date general stock and postoffice. Store building, residence and blacksmith shop in connection. A. Green, Devil's Lake, Mich. 683

New store building, general stock of merchandise, fine residence, three lots for sale. Would take small farm in exchange. Box 223, Cedar Springs, Mich. 783

Shoe Stock For Sale—Fine town, fine stock, fine business, good reason. A. S. Lake, Shenandoah, Iowa. 764

Big new town on the new Glenwood-Winnipeg extension of the Soo R. R.; will be the best new town on the line; a lifetime chance for business locations, manufacturers or investors. Address Rufus L. Hardy, Gen. Mgr., Parker's Prairie, Minn. 678

Store for Rent in Holland—Large brick store, two stories and basement, with freight elevator; modern plate glass front; located at 47 E. 8th street, in one of the best business blocks in the city. Excellent opening for furniture store. Apply to C. J. DeRoo, Holland, Mich. 684

For Sale—\$1,600 stock of jewelry, watches and fixtures. New and clean and in one of the best villages in Central Michigan. Centrally located and rent cheap. Reason for selling, other business interests to look after. Address No. 733, care Michigan Tradesman. 733

For Sale Cheap—All the side wall and cross partition fixtures now in my drug store (about 80 feet); also two perfume or toilet goods cases and a sponge case. Will be ready for delivery not later than Oct. 1. B. Schrouder, 37 Monroe St., Grand Rapids, Mich. 457

For Sale or Exchange—143 acre farm in Clare county, eighty acres stumped and stoned; good buildings; eighty rods to good school and two and one-half miles from shipping point and market; value, \$2,600. S. A. Lockwood, Lapeer, Mich. 681

For Sale or Rent—The oldest and best stand for furniture and undertaking business in the county seat of Richland county, Wisconsin. Address Henry Toms, Richland Center, Richland Co., Wis. 685

Bargain—Store building 28x133. Drug stock and fixtures. Inventories \$400. Will sell separate. Good opening for drug and general store. M. Fordham & Co., Elmira, Mich. 664

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

We want a dealer in every town in Michigan to handle our own make of fur coats, gloves and mittens. Send for catalogues and full particulars, Ellsworth & Thayer Mfg. Co., Milwaukee, Wis. 617

For Sale—General stock, inventorying about \$4,000, consisting of dry goods, groceries and shoes, in a hustling town near Grand Rapids. Splendid opportunity for a legitimate business. Speculators not wanted. Address X. Y. Z., care Michigan Tradesman. 651

For Sale—Stock of hardware and farming implements; good location for trade; prospects good for new railroad. The survey is completed and the graders at work within six miles of us. Stock will invoice about \$5,000. Population about 600. Store building 24x60, two stories; warehouse, 24x40; implement shed, 50x50. Must have the money. Otherwise do not reply. Reason for selling, wish to remove to Oregon. Address No. 502, care Michigan Tradesman. 502

Administrator's Sale—Saw mill complete, consisting of two boilers, 24x36 feet, 36 inch shell, engine 12x20, cable gear saw rig, patent edger, lath machine, cutoff saw and Perkins gummer, and small tools which go with plant. Address Hiram Barker, Administrator, Pierson, Mich. 755

Wanted—To exchange \$5,000 stock in one of Grand Rapids' best mercantile houses for stock of general merchandise. Address No. 784, care Michigan Tradesman. 784

F. Lotz, manufacturer of the German hand cheese and favorite Saratoga potato chips. 927 N. 9th st., Reading, Pa. 753

For Sale—\$5,000 stock of general merchandise and \$2,500 store building in best county seat in Northern Michigan. Annual sales \$20,000. New fall and winter goods all in. This is the chance of a life time. Satisfactory reasons for selling. Address No. 750, care Michigan Tradesman. 750

For Sale—A first-class shingle mill, engine 12x16, center crank, ample boiler room. Perkins machine knot saws, bolter and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. R. Morehouse, Big Rapids, Mich. 369

One trial will prove how quick and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids.

Hotel with bar for sale, on account of poor health, in good little town. Big sacrifice if sold at once. Call or address G. W. Lovett, South Milford, Ind. 716

## MISCELLANEOUS.

Wanted—Position as salesman in men's furnishing or shoe store. Geo. A. Critchett, Ferry, Mich. 818

Special Agents Wanted—We want responsible men to represent us in the sale of our high grade real estate securities. Liberal terms will be offered to those who can give all or part of their time. Call or write Financial Dept. City & Suburban Homes Co., Ltd., 35 and 37 State street, Detroit, Mich. 785

Wanted—Clerks of all kinds. Good wages. Enclose self addressed envelope and one dollar. Globe Employment & Agency Co., Cadillac, Mich. 771

Wanted—Clerk in a dry goods store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 566

## SALESMAN WANTED.

Special Agents Wanted—The Michigan Mutual Life Insurance Company wants several experienced men for special work in establishing agencies and assisting local agents in the field. Liberal terms to first-class men will be offered. Apply at company's office, 150 Jefferson ave., Detroit, Mich., or write to T. F. Giddings, General Supt. of Agencies. 763

Wanted—Clothing salesman to take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own "boss." Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

Hat salesman wanted, with established trade, to handle Keystone hats, caps and straw goods. Sullivan & Dunn, 39 and 41 East 12th street, New York. 796

Wanted—Salesman, traveling specialty, to represent responsible manufacturer in this state. Want man with good address and clear record. Expenses and moderate salary to start and commission; permanent position to one not afraid to work. State age and experience. Party must also invest five hundred dollars in stock with this company. Address The King Tablet Co., Ltd., Kalamazoo, Mich. 799

Traveling Men—I have the best selling side line ever introduced. Light, easily carried, sells at sight. Address E. McLean, Box 94, Grand Rapids, Mich. 780

Wanted—Salesmen to sell as side line or on commission Dilley Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

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