

## The American Grocer Has a Mind of His Own

In spite of the fact that the Toasted Corn Flake Co. has sacrificed many thousands of dollars worth of orders during the past few months to protect the retailer, they are over 50 carloads behind on orders.

The immense new factory is turning out more Toasted Corn Flakes than was ever made of any breakfast food in the history of the cereal business.

These facts show that the trade is not influenced by false claims and that the public insists on getting the

### Genuine and Original TOASTED CORN FLAKES

and are looking for this signature on the package

*W. K. Kellogg*



Toasted Corn Flake Co., Battle Creek, Michigan

## Hot Weather Candy

Pure Sugar Stick Candy, about 28 sticks to the pound. Improves with age. Never gets sticky. Pails 20 pounds.

### Iced Raspberry Jelly Tarts

Melt in the mouth but not in your candy case. Boxes 25 pounds. These goods will bring you business. We guarantee them in every respect.

**PUTNAM FACTORY**      **Grand Rapids, Mich.**

## Every Cake



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

**The Fleischmann Co.,**

of Michigan

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Av.



**LOWNEY'S COCOA** has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become a staple article with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment and pays a fair profit.

**LOWNEY'S PREMIUM CHOCOLATE** for cooking is of the same superfine quality.

The **WALTER M. LOWNEY COMPANY**, 447 Commercial St., Boston, Mass.

On account of the Pure Food Law there is a greater demand than ever for

## Pure Cider Vinegar

We guarantee our vinegar to be absolutely pure, made from apples and free from all artificial coloring. Our vinegar meets the requirements of the Pure Food Laws of every State in the Union.

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY** WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

# MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 12, 1908

Number 1299

## GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

## Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids  
Majestic Building, Detroit

## ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

2321 Majestic Building, Detroit, Mich.

## TRACE YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how.

BARLOW BROS.,  
Grand Rapids, Mich

## Kent State Bank Grand Rapids

A consolidation of the  
KENT COUNTY SAVINGS BANK  
and the  
STATE BANK OF MICHIGAN

Has the largest Capital of any  
State or Savings Bank in Western  
Michigan. Pays 3½ per cent. on  
Savings Certificates of Deposit.  
Banking by mail.

Henry Idema, Pres.  
Daniel McCoy, Vice Pres.  
John A. Covode, Vice Pres.  
J. A. S. Verdier, Cashier

## FIRE AND BURGLAR PROOF

## SAFES

Grand Rapids  
Safe Co.

Tradesman Building

### SPECIAL FEATURES.

2. Twentieth Time.
4. News of the Business World.
5. Grocery and Produce Markets.
6. Gaining Ground.
8. Editorial.
10. Butter, Eggs and Provisions.
12. Sensible Suggestions.
16. Stoves and Hardware.
20. Review of the Shoe Market.
22. Hardware Publicity.
24. The Commercial Traveler.
26. Drugs and Druggists' Sundries.
27. Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.

### MICHIGAN PRODUCED GOODS.

Once in awhile it seems that some citizen of Michigan whose digestive apparatus is not just right vents his spleen against college education and finds it difficult to command words and phrases sufficiently harsh and bitter to express his contempt for the State's brain factories, as they contemptuously term them. While the University of Michigan comes in regularly for such attacks at the hands of thoughtless men, the Michigan Agricultural College is a very close second in this respect, and the amazing feature of it all is that much too often such lack of appreciation and short-sightedness comes from practical farmers—that is to say, farmers who are skilled in the science of agriculture as it was practiced forty or fifty years ago.

A year ago last May the semi-centennial celebration of the founding of agricultural colleges in the United States was observed on the grounds of the Michigan Agricultural College at Lansing, and the chief speaker at that function was the President of the United States, Theodore Roosevelt. At that time the President spoke clearly, forcefully and fearlessly upon the existing need for bringing about better social, sanitary and economic conditions on American farms and showed clearly the phenomenally abundant facilities now available for bringing about such improvements. The thought took root and spread, creating deep and widespread interest in all the states of the Union, and much research has already been indulged in to further the proposition.

Now comes the President with a request to five eminent experts of international reputations that they, acting as a National Commission, shall make an exhaustive investigation into the whole matter of improving country life conditions and report to him with recommendations. This report and recommendations with any additional recommendations the President himself may desire to make are to be incorporated in a special message, which the President will send to Congress early next year.

The peculiarly interesting fact, so far as Michigan farmers and citizens in general are concerned, is that not only did this valuable enterprise have its inception at the Michigan Agricultural College, but that the President, in his broad, fair grasp of

things, did that College the high honor in appointing the experts of selecting three out of the five Commissioners from Michigan. Prof. L. H. Bailey, the chairman, and Prof. Kenyon L. Butterfield are both natives of Michigan and graduates of our State's Agricultural College. Walter H. Page, another member of the Commission, is not a native of Michigan, but came to this State to find his wife and so is directly interested in our Agricultural College and its usefulness.

The other members of the Commission are Gifford Pinchot, whose achievements and philanthropy as the patron saint of forest culture and the conservation of forests in America have attracted the admiration and confidence of the entire world, and Henry Wallace, a practical farmer of great and recognized ability and a native of Iowa.

Mr. Charles W. Garfield, of this city, who has for years, with voice and pen and personal influence, been a pioneer along forestry lines and advance in the social and economic conditions in rural districts, is authority for the statement that, search the country over, President Roosevelt could not have selected five men better qualified to perform the duties assigned to them than are the five citizens already chosen.

### AUTO SPEED MADNESS.

A year ago railway accidents were of almost daily occurrence and the country was very properly aroused over the recklessness with which human life was risked in railway travel. For some time past, however, automobile accidents have displaced all other sorts of catastrophes in the public mind. Not a day passes but the press dispatches report a fatal automobile accident. In a great number of cases the victims of these accidents are people of prominence.

It is but just to the manufacturers of automobiles to say that the accidents are rarely due to faulty construction of the machines or to any inherent danger in the employment of machine power instead of animal power. As a matter of fact most automobiles are of the very best construction, and accidents seldom are traceable to defective machines. Automobiles properly used are of great economic value, as well as productive of much pleasure and healthful sport.

The real cause of the fatal record of automobiling is the insane desire of the people who own and operate the machines to make excessive speed, and to accomplish this desire they violate all speed regulations and take the most desperate chances of disaster to themselves as well as to others.

So far Grand Rapids has been remarkably free from accidents of this sort. Whether this is due to the

more moderate number of machines in use here or to greater caution and self-restraint employed by owners of automobiles it is impossible to say. The fact, however, is gratifying that we have so far escaped serious accidents, but there are not lacking indications that the speed mania has not entirely overlooked local votaries. Fortunately our suburban roads are not conducive to very high speed, hence there is less temptation here to take risks than exists in many other large cities.

### REAPING THE WHIRLWIND.

The demand that has been made for some time back by the railroad companies that they must be allowed to increase their freight rates has met such stern opposition on the part of the shippers everywhere that it had little prospect of success before it, although the railroad managers shrewdly announced that unless they were allowed to increase charges they would be forced to reduce the wages of their million employes, and that would bring on a general strike and paralysis of business.

It was generally believed that the railroads were merely putting up a bluff to intimidate the people, and it had no effect. Now, it appears they have incited their employes to threaten a general strike, and this threat is to be used to carry their demand over all opposition.

Whether this scheme shall be successful or not to extort a raise of prices, the railroad managers who have adopted it are living over a volcano. They threaten a stoppage of all railroad transportation in this great country, and were it consummated it would not only stop every industry, but it would paralyze all Government, State and National, and would put in control of most enormous forces men who would not hesitate to use and bend them to their own purposes. A Napoleon might rise to the control of the situation, and no human vision could see the end of the tremendous convulsions put into operation to enforce a raise of a few cents per hundred pounds on railroad traffic. Not only would there be no traffic, but the railway managers would soon see their property controlled by hands and in interests they never dreamed of. It is easy to start a vast conflagration, but to extinguish it is another thing.

The American sailors are getting an enthusiastic welcome in all the ports they visit. They have brought their ships to the other side of the globe in good condition and have learned some practical lessons of value. The officers and men of our navy make a favorable impression wherever they go and improve the opportunity to make friends for the United States and its people.

## TWENTIETH TIME.

## Annual Convention of the Michigan Knights of the Grip.

The Board of Directors of the Michigan Knights of the Grip held a meeting at the Hotel Dunham, in Manistee, Friday, August 7, 1908, at 8:30.

Meeting called to order by President J. W. Schram.

Present: President J. W. Schram, Treasurer J. C. Wittliff, Secretary M. V. Foley and Directors H. P. Goppelt, A. A. Weeks, M. C. Empey, J. J. Frost, N. B. Jones and W. D. Barnard.

Minutes of last meeting read and approved.

Letter from John R. Wood read by the Secretary.

Moved and supported that Mr. Wood's letter be read in open convention. Carried.

Letter from Mrs. D. M. Stirling read by the Secretary.

Moved and supported that the Secretary be instructed to write Mrs. Stirling that we have no accumulative fund, so cannot do as she requests. Carried.

Moved and supported that death claims No. 280 and Nos. 284 to 288 inclusive be allowed and paid as soon as Assessment No. 3 comes in to take care of them. Carried.

The Secretary's report was read, and, upon motion, adopted and ordered placed on file. The report is as follows:

June 6, Cash on hand ..... \$ 342.00

General Fund.

From receipts No. 2238 to 2255 inclusive ..... 18.00

Promotion Fund.

From receipts No. 808 to 831 ..... 23.00

D. B. Fund.

Assessment No. 1, 1321 to 1329 ..... 16.00

Assessment No. 2, 224 to 1291 ..... 2,134.00

Assessment No. 3, 0 to 140 ..... 280.00

Disbursements.

General Fund.

June 16, Check No. 24 to Treas. \$ 22.00

Promotion Fund.

June 16, Check No. 25 to Treas. 86.00

D. B. Fund.

June 16, Check No. 26 to Treas. \$ 500.00

June 30, Check No. 28 to Treas. 500.00

July 3, Check No. 30 to Treas. 500.00

July 10, Check No. 31 ..... 500.00

July 20, Check No. 35 ..... 250.00

August 5, Cash paid to Treasurer 455.00

Disbursements.

General Fund.

June 13 to balance on hand ..... \$ 380.33

June 17 to check No. 24 from Secretary Foley ..... 22.00

To interest on savings deposits from March 1st. to August 1st, 1908 on \$2,430.00 ..... 29.82

August 7, transfer 5% from D. B. Fund ..... 121.50

August 7, to check from Secretary Foley ..... 18.00

Disbursements.

June 13, Ck. 1021 War. 786 J. W. Schram, Bd. M. .... \$ 6.86

June 13, Ck. 1022 War. 787 A. A. Weeks, Bd. M. .... 7.50

June 13, Ck. 1023 War. 788 N. B. Jones, Bd. M. .... 7.36

June 13, Ck. 1024 War. 789 J. C. Wittliff, Bd. M. .... 6.02

June 13, Ck. 1025 War. 790 J. J. Frost, Bd. M. .... 4.77

June 13, Ck. 1026 War. 791 W. D. Barnard, Bd. M. .... 8.63

June 13, Ck. 1027 War. 792 M. V. Foley, postage ..... 50.00

June 13, Ck. 1028 War. 793 M. V. Foley, Secretary, salary 125.00

June 13, Ck. 1029 War. 794 J. C. Wittliff, Treas. salary 50.00

June 13, Ck. 1030 War. 795 M. V. Foley telegram ..... .35

June 13, Ck. 1032 War. 797 W. D. Barnard, postage for convention 50.00

June 20, Ck. 1034 War. 799 F. J. Kelly & Son, stationery 1.95

June 20, Ck. 1035 War. 800 Bastian Bros. Co., printing 1.50

June 20, Ck. 1036 War. 801 W. K. McIntyre Co. printing 18.75

June 20, Ck. 1037 War. 802 Tradesman Co., printing ..... 7.75

Death Benefit Fund.

Receipts.

June 13, to balance on hand ..... \$2,393.30

June 17, to Ck. 26 from Secretary Foley ..... 500.00

June 30, to Ck. 28 from Secretary Foley ..... 500.00

July 3, to Ck. 30 from Secretary Foley ..... 500.00

July 11, to Ck. 31 from Secretary Foley ..... 500.00

July 31, to Ck. 35 from Secretary Foley ..... 250.00

August 7, to Ck. from Secretary Foley ..... 414.00

Disbursements.

June 26, Ck. 1038 War. 274 Stella S. Hinman ..... \$ 500.00

June 27, Ck. 1039 War. 275 Amelia F. Tanner ..... 500.00

June 27, Ck. 1040 War. 276 Jennie H. Leckie ..... 500.00

June 27, Ck. 1041 War. 278 Laura Hart ..... 500.00

June 27, Ck. 1042 War. 279 Sarah E. Reid ..... 500.00

July 6, Ck. 1043 War. 281 Estella Fox ..... 500.00

July 6, Ck. 1044 War. 282 Sarah A. McLean ..... 500.00

July 6, Ck. 1045 War. 283 Anna Roberts ..... 500.00

August 7, transfer 5% to General Fund on \$2,430.00 ..... 121.50

Employment and Relief Fund.

Receipts.

June 13 to balance on hand ..... \$ 108.27

Disbursements.

June 13, Ck. 1031 War. 796 M. V. Foley, Dyer ass't No. 2 \$ 2.00

Promotion Fund.

Receipts.

June 13, to balance on hand ..... \$ 44.00

June 17, to check 25 from Secretary Foley ..... 86.00

August 7, to check from Secretary Foley ..... 23.00

August 7, to check from Secretary Foley ..... 23.00

Disbursements.

June 13, Ck. 1033 War. 798 W. D. Barnard, advertisement in Souv. book ..... 20.00

Grand Total ..... \$1,400.28

Moved and supported that thanks be tendered the Treasurer for the interest taken in this convention, by a rising vote. Carried.

Moved and supported that action in

the W. H. Pitcher claim be deferred until the next Board meeting to get further information on the subject. Carried.

Upon motion the report of the Finance Committee was accepted and adopted, as follows:

Your Finance Committee beg leave to report that they have carefully examined the books, vouchers and papers of the Secretary and Treasurer of this organization, to August 6th, 1908, and find them correct in every particular.

H. P. Goppelt, A. A. Weeks, J. J. Frost, Finance Committee.

Upon motion, the report of the Printing Committee was accepted and adopted; also order drawn on the Treasurer for the full amount, \$26.35.

Moved and supported that an order be drawn on the Treasurer for \$2 to pay P. M. Dyer's assessment, same to be taken out of the Employment and Relief Fund. Carried.

Moved and supported that the following bills be allowed:

J. W. Schram ..... \$ 13.62  
J. C. Wittliff ..... 12.90  
M. V. Foley ..... 10.44  
A. A. Weeks ..... 8.04  
M. C. Empey ..... 9.86  
N. B. Jones ..... 13.62  
J. J. Frost ..... 10.26  
H. P. Goppelt ..... 9.84  
Secretary's Salary ..... 140.65  
Treasurer's Salary ..... 56.26  
Lee Barnhart ..... 5.00  
N. Christopherson ..... 12.00

Moved and supported that this Board adjourns to meet at the Fair Grounds in Detroit, September 5, 1908. Carried.

The twentieth annual convention of the Michigan Knights of the Grip convened at the B. P. O. E. Temple, Manistee, Friday, August 7, 1908, at 10:30 a. m.

Meeting called to order by President J. W. Schram.

Meeting opened with prayer by Rev. Brady, of the Methodist church.

President: I take great pleasure in appointing for Sergeant-at-arms Ernest C. Below, of this city. Not having appointed a Committee on Credentials, I take it for granted that the Sergeant-at-Arms is not admitting any other than Knights of the Grip. We will now have the roll-call of officers.

All officers found present.

President: Brothers, I believe it will be preferable at this time to dispense with the minutes of the previous meeting and take up the reading of communications.

General Fund.

Receipts.

June 13 to balance on hand ..... \$ 380.33

June 17 to check No. 24 from Secretary Foley ..... 22.00

To interest on savings deposits from March 1st. to August 1st, 1908 on \$2,430.00 ..... 29.82

August 7, transfer 5% from D. B. Fund ..... 121.50

August 7, to check from Secretary Foley ..... 18.00

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June 13, Ck. 1025 War. 790 J. J. Frost, Bd. M. .... 4.77

June 13, Ck. 1026 War. 791 W. D. Barnard, Bd. M. .... 8.63

June 13, Ck. 1027 War. 792 M. V. Foley, postage ..... 50.00

June 13, Ck. 1028 War. 793 M. V. Foley, Secretary, salary 125.00

June 13, Ck. 1029 War. 794 J. C. Wittliff, Treas. salary 50.00

June 13, Ck. 1030 War. 795 M. V. Foley telegram ..... .35

June 13, Ck. 1032 War. 797 W. D. Barnard, postage for convention 50.00

June 20, Ck. 1034 War. 799 F. J. Kelly & Son, stationery 1.95

June 20, Ck. 1035 War. 800 Bastian Bros. Co., printing 1.50

June 20, Ck. 1036 War. 801 W. K. McIntyre Co. printing 18.75

June 20, Ck. 1037 War. 802 Tradesman Co., printing ..... 7.75

Death Benefit Fund.

Receipts.

June 13, to balance on hand ..... \$2,393.30

June 17, to Ck. 26 from Secretary Foley ..... 500.00

June 30, to Ck. 28 from Secretary Foley ..... 500.00

July 3, to Ck. 30 from Secretary Foley ..... 500.00

July 11, to Ck. 31 from Secretary Foley ..... 500.00

July 31, to Ck. 35 from Secretary Foley ..... 250.00

August 7, to Ck. from Secretary Foley ..... 414.00

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June 27, Ck. 1042 War. 279 Sarah E. Reid ..... 500.00

July 6, Ck. 1043 War. 281 Estella Fox ..... 500.00

July 6, Ck. 1044 War. 282 Sarah A. McLean ..... 500.00

July 6, Ck. 1045 War. 283 Anna Roberts ..... 500.00

August 7, transfer 5% to General Fund on \$2,430.00 ..... 121.50

Employment and Relief Fund.

Receipts.

June 13 to balance on hand ..... \$ 108.27

Disbursements.

June 13, Ck. 1031 War. 796 M. V. Foley, Dyer ass't No. 2 \$ 2.00

Promotion Fund.

Receipts.

June 13, to balance on hand ..... \$ 44.00

June 17, to check 25 from Secretary Foley ..... 86.00

August 7, to check from Secretary Foley ..... 23.00

August 7, to check from Secretary Foley ..... 23.00

Disbursements.

June 13, Ck. 1033 War. 798 W. D. Barnard, advertisement in Souv. book ..... 20.00

Grand Total ..... \$1,400.28

Moved and supported that thanks be tendered the Treasurer for the interest taken in this convention, by a rising vote. Carried.

Moved and supported that action in

Resolutions—Mark S. Brown, Saginaw; James Hammell, Lansing; Jas. L. McCauley, Detroit.

Rules of Order—N. F. Christopherse, Manistee; J. J. Frost, Lansing; Frank L. Day, Jackson.

Credentials—J. A. Hoffman, Kalamazoo; A. A. Weeks, Grand Rapids; W. C. Dudley, Lansing.

Vice-President's Reports—M. B. Jones, Detroit; W. D. Barnard, Manistee; M. C. Empey, Bay City.

Mortuary—H. P. Goppelt, Saginaw; Jno. Himelberger, Lansing; John Martin, Grand Rapids.

The President then read his annual address, as follows:

Once more we are assembled to give an account of ourselves—some of us to offer an apology for doing what we should not have done and others to make excuses for not doing what we should have done and all of us gathered here to devise ways and means to benefit and help advance the interests of one of the best organizations on earth.

I want to thank you for the great honor conferred by electing me your President for the year 1908 and sincerely trust that I have done nothing to offend any member of this association or bring discredit on the Michigan Knights of the Grip. I ask your kind consideration in my weakness, as the strongest are weak in filling so great an office.

I also want to thank the members of the Board of Directors and the Treasurer and Secretary for their kind consideration and assistance in the management of the affairs of this association. They have devoted their time and energies without stint or reserve to the interests of the Michigan Knights of the Grip. They have been ready and willing at all times to put their shoulders to the wheel and help. This association certainly should be congratulated in their choice of a Board of Directors to look after their interests.

The present officers, so far, have had to contend with the worst depression in trade that Michigan has experienced since 1893. As you are aware, the traveling men are the first to feel any stagnation in trade, and as most men are working on a commission basis, their income is soon affected. Some have been out of work entirely, and others have been working at reduced salaries, which has caused some delinquencies and retarded the work of getting in new members, so that while we have not been as successful in getting new members, as we would like to have been, we feel there is some excuse for not doing what we should have done, or expected to have done.

Through the united and careful efforts of the men who hustled to get in new members during the last three years, the age average has been reduced quite materially. Notwithstanding that fact, we are aware that there are quite a few members who are too old to work, and are in a bad condition, both physically and financially.

I wish to call your attention to these old members who will, in the near future, make their last trip without samples or catalogues, and never return. During the seven months I have been your President I have been brought closer to the conditions of these than ever before. Many have called on me to see if they could in any way raise money on their policies, and I assure you that there are many pitiful and deserving cases. Many of them I have known when they were younger and in better health and they were always ready and willing to help a brother in distress. Some of these men to my knowledge have given much of their hard earned substance to help their fellowmen.

Now, my dear brothers, is there no way we can help these poor, unfortunate brothers who now need help themselves? Traveling men, as a rule, are the most liberal, and best hearted men on earth, hence the condition of some of these

Your Secretary would respectfully submit to you the following report from August 23, 1907, to January 18, 1908:

MEMBERSHIP.

Active Members in good standing August 23, 1907 ..... 1443

New members from August 23, to January 18, 1908 ..... 44

Reinstatements ..... 2

Delinquents ..... 55

Deaths ..... 5

Total active membership January 18, 1908 ..... 1489

Total honorary membership January 18, 1908 ..... 60

January 18, 1908, membership total ..... 1549

FINANCIAL REPORT.

General Fund Receipts.

Annual dues receipts from No. 2169 to No. 2204 ..... \$ 35.00

Annual dues receipts from No. 0 to No. 1281 ..... 1,281.00

Change of beneficiary No. 83 and 127 to 136 ..... 5.00

General Fund Disbursements.

Remitted to J. B. Kelly, Treasurer ..... \$ 1,321.00

Death Benefit Fund Receipts.

Assessment No. 1, receipts No. 1337 ..... \$ 2.00

Assessment No. 2, receipt No. 1389 to 1392 ..... 8.00

Assessment No. 3, receipt No. 1337 to 1400 ..... 126.00

Assessment No. 4, receipt No. 0 to 1390 ..... 2,780.00

Assessment No. 5, receipt No. 0 to 1282 ..... 2,564.00

Death Benefit Fund Disbursements.

Employment and Relief Fund Receipts.		
Donation from Ladies' Auxiliary	20.00	
Donation from M. S. Brown	2.00	\$ 22.00
Employment and Relief Fund Disbursements.		
Remitted to J. B. Kelly, Treasurer		\$ 22.00
Members paying assessment No. 1, 1907		1337
Members paying assessment No. 2, 1907		1391
Members paying assessment No. 3, 1907		1400
Members paying assessment No. 4, 1907		1390
Members paying assessment No. 5, 1907		1348
Recapitulation.		
Of all money collected from different funds from January 19, 1907, to January 18, 1908:		
General Fund Receipts	\$ 1,574.00	
Death Benefit Fund Receipts	13,740.00	
Promotion Fund Receipts	161.00	
Employment & Relief Fund	22.00	
		\$15,497.00

All of which has been remitted to the Treasurer and I hold receipts for same.  
Total number of deaths, 22.  
This concludes my unfinished report for the year of 1907.  
Wishing the M. K. of G. continued success and prosperity, I am  
Very truly yours,

F. L. Day, Retiring Secretary.

Moved and supported that the Secretary's report be accepted and placed on file. Carried.

President: As the retiring Treasurer is not here we will have his report from the Secretary. (Same was read from the Book of Minutes for the last convention.)

Moved and supported that the retiring Treasurer's report be accepted and placed on file. Carried.

President: We will have the report of the present Secretary up to this time.

When I assumed charge of the office of Secretary of the Michigan Knights of the Grip, January 18, 1908, I found 1,429 names on the new ledger, 1,342 being names of those who had paid assessment No. 5, 1907, with six re-instatements, making 1,348 members in good standing at that time. We have gained fifty new members and lost by death eighteen, 1,329 have paid assessment No. 1 up to and including August 5; 1,290 have paid assessment No. 2, leaving seventy-four delinquents, although a great proportion of these will yet pay in on No. 2 assessment.

I have so far registered 112 honorary members and I want to say to you, gentlemen, you do not pay enough attention to getting in the hotel men. Out of this 112 members, I have secured over fifty by simply writing them and calling their attention to the fact that they owe the greater part of their business to the commercial traveler. I do not think there is a single man here but who would, if he only would ask the hotel proprietor with whom he stops, secure an honorary member. There are at least 400 hotels in this State that make their living off of the commercial man and I know that the great majority of them would be only too glad to have an honorary certificate hung up in their office.

This is a hard year to secure active

members, as so many are out of work and so many more are expecting to take a "lay-off." But, if you will go after them, you can yet secure a great many.

Our honorable President, Mr. Schram, has secured five new members; Ex-President Mosher has secured seven; N. Christophersen has secured twelve good men; Lee Barnhart has five to his credit and several of our good Knights have captured one each and I only wish each and every one of us would do as well.

March 7—General Fund	\$ 66.50
Promotion Fund	28.00
D. B. Fund	488.00
Turned over to Treasurer	\$ 582.50
June 13—General Fund	\$ 22.00
Promotion Fund	86.00
D. B. Fund	2,734.00

Turned over to Treasurer	\$2,842.00
Cash in Bank	342.00
	\$2,842.00
April 6—Cash on hand	\$ 342.00
General Fund	18.00
Promotion Fund	23.00
D. B. Fund	2,430.00

Turned over to Treasurer	\$2,813.00
Recapitulation.	\$2,813.00
Collected from all sources since	
March 7, 1908.	\$5,237.00
Turned over to Treasurer	\$5,237.00

All of which is most respectfully submitted by your Secretary.

M. V. Foley.

Moved and supported that the Secretary's report be received and placed on file. Carried.

President: Now we will have the report of the Treasurer.

General Fund.

Receipts.		
Jan. 23, Amount received from Treasurer Kelly	\$ 665.58	
Mar. 6, Received from Secretary Foley Chk. No. 7	66.50	
June 17, Received from Secretary Foley Chk. No. 24	22.00	
Aug. 1, Interest from Bank on savings dep. (from Jan. 23rd. to Aug. 1st.)	29.82	
Aug. 7, Transfer of 5% from D. B. Fund on \$2,430.00	121.50	
Aug. 7, To check from Secretary Foley	18.00	\$ 923.40
Disbursements.		
Feb. 1, Warrant No. 770	\$ 50.00	
Mar. 7 to May 23, Warr. No. 771 to 785	301.75	
June 13 to June 20, Warr. No. 786 to 802	346.44	\$ 698.19 \$ 225.21

Death Benefit Fund.

Receipts.		
Jan. 23, Amount received from Treasurer Kelly	\$1,405.30	
Mar. 6, Received from Secretary Foley Chk. No. 8	488.00	
Mar. 21, Received from Secretary Foley Chk. No. 13	500.00	
Apr. 3, Received from Secretary Foley Chk. No. 15	500.00	
Apr. 11, Received from Secretary Foley Chk. No. 16	500.00	
May 19, Received from Secretary Foley Chk. No. 19	500.00	
June 8, Received from Secretary Foley Chk. No. 23	500.00	
June 17, Received from Secretary Foley Chk. No. 26	500.00	
June 30, Received from Secretary Foley Chk. No. 28	500.00	
July 3, Received from Secretary Foley Chk. No. 30	500.00	
July 11, Received from Secretary Foley Chk. No. 31	500.00	
July 31, Received from Secretary Foley Chk. No. 35	250.00	
Aug. 7, Received from Secretary Foley Chk.	414.00	\$7,057.30
Disbursements.		
Mar. 9, Check No. 1016 War. 270 Ella L. Stoddard	\$ 500.00	
Mar. 9, Check No. 1017 War. 271 Minnie Cohn	500.00	
Mar. 9, Check No. 1018 War. 272 Lillian H. Newman	500.00	
Mar. 21, Check No. 1019 War. 273 Mabel M. Williams	500.00	
June 26, Check No. 1038 War. 274 Stella S. Hinman	500.00	
June 27, Check No. 1039 War. 275 Amelia F. Tanner	500.00	
June 27, Check No. 1040 War. 276 Jennie H. Leckie	500.00	
June 27, Check No. 1041 War. 278 Laura Hart	500.00	
June 27, Check No. 1042 War. 279 Sarah E. Reid	500.00	
July 6, Check No. 1043 War. 281 Estella Fox	500.00	
July 6, Check No. 1044 War. 282 Sarah A. McLean	500.00	
July 6, Check No. 1045 War. 283 Anna Roberts	500.00	
Aug. 7, Transfer of 5% to General Fund on \$2,430.00	121.50	\$6,121.50 \$ 935.80

Employment and Relief Fund.

Receipts.		
Jan. 23, Amount received from Treasurer Kelly	\$ 26.77	
Mar. 8, Transfer from Promotion Fund of 1907	83.50	\$ 110.27
Disbursements.		
Mar. 7, War. No. 784, M. V. Foley, Dyer Ass't No. 1	2.00	
June 13, War. No. 796, M. V. Foley, Dyer Ass't No. 2	2.00	\$ 4.00 \$ 106.27
Promotion Fund.		
Receipts.		
Jan. 23, Amount received from Treasurer Kelly	\$ 99.50	
Mar. 6, Received from Secretary Foley, Check 9-10	28.00	
June 17, Received from Secretary Foley, Check 25	86.00	
Aug. 7, Received from Secretary Foley	23.00	\$ 236.50
Disbursements.		
Mar. 8, Transfer to Employment & Relief Fund (1907)	\$ 83.50	
June 13, War. No. 798, W. D. Barnard, Ad. Souv. Bk.	20.00	\$ 103.50 \$ 133.00
Grand Total		\$1,400.28

Respectfully submitted,

J. C. Wittliff, Treasurer.

Moved and supported that the Treasurer's report be accepted and placed on file. Carried.

President: We will now hear from the Committee on Credentials.

Your Committee on Credentials begs leave to submit the following report:

We recommend that all members who have paid the annual dues and assessment No. 1 for 1908 shall be entitled to a seat and vote in this convention.

A. A. Weeks,  
John A. Hoffman,  
W. C. Dudley.

Moved and supported that the Committee's report on Credentials be accepted. Carried.

President: Now, Brothers, we will hear from the Vice-Presidents. Lou Burch was here last night to make two reports, but unexpectedly he had a telegram to go home this morning, so we will have to dispense with his report.

2nd District—H. R. Hague, of Jackson. None.

3rd District—C. W. Stone, of Battle Creek. None.

4th District—L. E. Finont, of Cassopolis. None.

5th District—Manley Jones, of Grand Rapids. None.

6th District—J. D. Robinson, of Flint. Brother: I would say that I was with Mr. Robinson yesterday, and his wife is sick and he cannot come. He asked me to mention before the convention that his thoughts were with you all the time during this session.

7th District—Frank E. Minne, of Port Huron. None.

8th District—Gordon L. Grant, of Saginaw. None.

9th District—N. F. Christophersen, of Manistee.

Mr. Christophersen: I have not made out a regular written report. I cannot remember exactly how many members we have taken in—think since the last convention something in the neighborhood of eighteen or nineteen active members and ten or twelve associate members here. I want to say we have one or two now that we have not voted on. I don't think there is anything else I can say. We are doing all we can for the benefit of the order.

President: I thank you very much, Brother Christophersen. If all Vice-Presidents could make such reports, look at the shape we would be in.

10th District—R. S. Richards, of Bay City.

Brother: I have not seen Mr. Richards very recently, but I understand from Mr. Empey that he isn't able to be here. There is nothing of importance that could be reported from our district anyway. It seems a little hard to get together. I think there might be a written report by Brother Richards, however, that has not reached here yet.

Brother: I understand Brother Richards has mailed a report to Manistee.

11th District—A. W. Peck, of Traverse City. None.

12th District—W. G. Tapert, of Sault Ste Marie.

Secretary: I have a letter from Mr. Tapert which I will read to you:

Aug. 5, 1908.

As it will be impossible for me to attend the annual convention of the Knights of the Grip, to be held at Manistee the 7th and 8th inst., I herewith submit my report as Vice-President of the 12th Congressional District, although we have nothing particular to report excepting that we are getting on nicely, and getting in shape to hold some post meetings this coming winter.

It is almost impossible to get our boys together in the summer time, as Saturday night is the night the boys want to spend with their families and do their marketing, and Sunday is equally as hard during the summer months, as there are various amusements, excursions, and launching parties which take the boys and their families in different directions, so that we could not get enough together at one time to really have a K. of G. meeting.

We still have a few more travelers who expect to join us in the near future, and we hope to make a good showing as a post this coming winter.

We are all in favor of the amendment to the constitution, offered by J. G. Wittliff, to change the date of the convention to December, at which time it would be more convenient for the members in this district to get away to attend the annual meetings.

The officers of the Michigan Knights of the Grip are to be congratulated on the report given by your Secretary and Treasurer, which shows the association is in a very healthy and prosperous condition, and we will do what we can to assist them in their efforts to continue the good work.

Moved and supported that Mr. Tapert's report be accepted and placed on file. Carried.

President: We will now hear from the standing committees. Mr. Phillips, of the Railroad Committee:

C. H. Phillips: I feel like a young kid getting into big company. I haven't much to say in regard to the Railroad Committee's report, for very little work has come up before it. The only thing is the matter of excess baggage, brought up by the Detroit wholesalers. I was not able to get there, but knew that our

President would be there and that he would take care of the work. I haven't had any work brought up to me or any complaints outside of excess baggage, excepting one little item that came under my own observation, in getting baggage from Charlevoix to Petoskey, and I have laid the matter before the railroad company. It seems it is hard for the boys going North to make Petoskey from Charlevoix. There are only two trains carrying baggage, one early in the morning and one at night, so we cannot get out to catch the G. R. & I. North. I don't know as I have anything more to say. If there are any complaints brought up to me I will be glad to take them up with the companies.

Moved and supported that Mr. Phillips' report be accepted and placed on file. Carried.

J. D. Martin: There has been nothing startling to report to the Hotel Committee this year. At the President's request I sent out two letters, one to Brother Carson, of Port Huron, and as I failed to put in a postage stamp Brother Carson did not answer my letter. Brother Steele, of Lansing, wrote me he wasn't on the road, my object being to get the committee together, but we couldn't do it. Brother Carson is here to-day and we have talked the matter over, and we want to report that there has been nothing serious. There have been no fires in which any of our boys have been burned up.

Moved and supported that the Hotel Committee's report be accepted and placed on file. Carried.

Mr. President: Bus and Baggage Committee, Mr. Hodges, of Saginaw. None.

Employment and Relief Committee, Mr. Foley, of Saginaw:

I can give but a short report. We have \$106.27 on hand. I have had about twenty calls for employment, but so far have not succeeded in getting any situations, as it seems the firms employing men have the men they need and some a good many more. I have had two or three calls for relief, only one of which I found worthy, that of Mr. Hammer, of Detroit, whose appeal I have submitted to this convention.

Moved and supported that the report of the Employment and Relief Committee be received and placed on file. Carried.

Mr. Day: I would like to say, in connection with this report of the Relief and Employment Committee, that I received a letter the fore part of this week from a concern in Toledo that wants two good men. They must be implement and buggy men, and there is an opening for two men with Merrill & Company, of Toledo.

President: The Secretary will kindly take that matter up and communicate with this concern.

President: In reference to the Legislative Committee, Lou J. Burch had a verbal report to make, but was unable to get here. In reference to the matter of excess baggage at Detroit, they requested the State Railroad Commissioners to come to Detroit and hear their complaints and notify the railroads of them. They employed one lawyer, but the railroads were represented by twelve lawyers. The complaints of the whole-sale men were very reasonable and I feel they will do what is right, and they feel inclined not to let the railroads run affairs if they can help it.

Now we will hear from Frank Mosher, chairman of the Committee on the President's address:

Your Committee on the President's Address beg leave to report the following:

First, the very able and concise address of our President we commend to our members, one and all, for careful consideration and recommend for action, by this convention the suggestion of President Schram that some means be devised to establish a fund for aid to those who are by age or adverse circumstances, over which they have had no control, now unable to contribute to the support of themselves and those dependent upon them. We would recommend further that a committee of at least three be appointed from each post to wait on the manufacturers and jobbers and give these people the privilege of helping in so good a cause.

We also fully agree with our President that any fund, collected for this purpose shall be turned over to the Employment and Relief Fund and be subject to such uses as the Board of Directors may direct.

Your committee wishes in the name of our association to extend our thanks to President Schram for the very able and efficient work he has done in behalf of the association during his tenure of office.

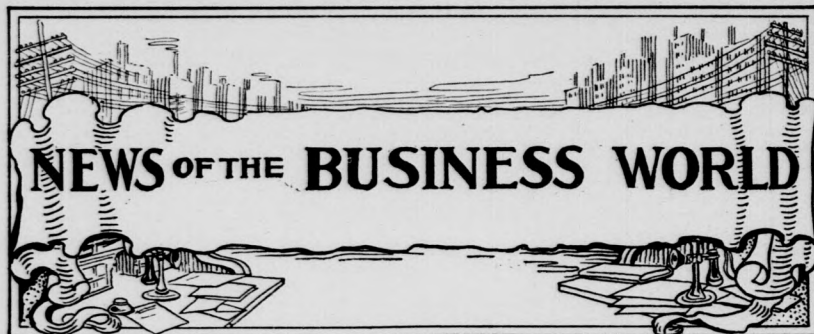
Frank N. Mosher,  
Fred L. Van Tyle.

Mr. Brown: I move that this part of the President's report be carried over to the order of general business. Carried.

President: We will now hear from the Mortuary Committee.

Whereas it has pleased the Great Ruler of the Universe to remove from our beloved order and from the happy relations of their own homes and firesides, brothers Marion J. Wrisley, Grand Rap-

(Continued on page 25)



### Movements of Merchants.

Jackson—T. S. Rogers will open a shoe store.

Sandusky—J. Yake will soon embark in the jewelry business.

East Jordan—A meat market will be opened by L. F. Beckman.

Reese—A stock of merchandise will be installed by Robert Kostoff.

Jackson—C. W. Lyman has sold his grocery stock to E. N. Hanford.

Port Huron—E. Thompson has sold his grocery stock to Chas. Wellman.

Charlotte—A. W. Heffner has sold his grocery stock to A. D. Woodworth.

Hastings—Mrs. Amorette Newton is about to engage in the grocery business.

Calumet—Chas. Briggs has closed his general store and will retire from trade.

Cass City—A. Ostrander has purchased the grocery stock of Spencer & Heineman.

Mount Pleasant—Frederick Bon-sall is succeeded in the meat business by Claude Day.

Gladwin—J. B. Younglove has purchased the grocery stock of Frank Leonard & Son.

Holland—Henry Woordhuis is succeeded in the grocery business by Henry Olert.

Cassopolis—R. S. Pemberton has purchased the grocery stock of Daley & Kitson.

Otsego—Fred Jewell is succeeded in the coal, wood and feed business by Frank Fairfield.

Allegan—Ray Miner is succeeded in the grocery and bakery business by Carl R. White.

Cheboygan—Joseph and Phil Fineberg will conduct a clothing store in the new Moloney block.

Lansing—The stock of the Milne Grocery Co. has been damaged to a considerable extent by fire.

Morenci—H. D. Pegg is succeeded in the grocery business by Lyman Johnson and George Wolcott.

Detroit—The Lohrman Seed Co. has merged its business into a stock company under the same style.

Detroit—Stewart & Seifert have opened a store and will carry a stock of hardware and dairy supplies.

Buckley—A branch warehouse has been established here by the Jerome D. Rice Seed Co., of New York.

Cadillac—A meat market has been opened by G. W. Wilson, of Dighton, and his son, C. L. Wilson, of Detroit.

Kalamazoo—E. P. Cross has retired from the grocery firm of Ross & Co., the business to be continued in future by F. B. Ross and C. V. McIntyre under the same style.

Cadillac—C. E. Pulver and Albert Rupers have filed a trust mortgage and the People's Supply Co.'s store is closed.

East Jordan—A confectionery store has been opened by F. B. Hamilton, of Standish. He will also carry a line of cigars.

Elsie—Mr. Fullerton will continue the grocery business formerly conducted by Swallow & Co., Mr. Swallow removing to Alma.

Hartford—Lichtenstein & Co. will open a dry goods, clothing and shoe store, which will be conducted under the name of the Fair Savings Bank.

Detroit—Hammond, Standish & Co., wholesale and retail dealers in provisions, have increased their capital stock from \$500,000 to \$600,000.

Jackson—A corporation has been formed under the style of the Little Drug Store, with an authorized capital stock of \$10,000, of which \$5,500 has been paid in in property.

Williamsburg—John Fitch, produce dealer of Traverse City, contemplates building a potato warehouse here, 26x52 feet on the ground and 12 feet high, with a capacity of 6,000 bushels.

Otsego—Frank Voorman has sold his grocery stock and removed to Chicago. Orvill Smith, Mr. Voorman's meat cutter, and James Myers, of Allegan, have opened a meat market here.

Mason—J. A. McBride & Son are succeeded in the bakery business by O. S. and C. H. Clipper, under the style of Clipper Bros. E. McBride will remain with the new firm for some time.

Casnovia—Bonner & Albaugh have discontinued the meat business at Kent City, having sold out to Gorby Bros., of North Tyrone. Mm. Albaugh will return to the meat business here.

Schoolcraft—Ward & Walker, who recently lost their stock of general merchandise at Mears by fire, will succeed the G. M. Hudson Co. in the same line of trade here, taking possession about September 1.

Flint—Ed. C. Pierce has sold his interest in the boot and shoe business of the Pierce-Bakery Co. to his partner, M. V. Carliss, and James D. Barkey, also identified with the management for some time past.

Houghton—T. A. Green, of Ontonagon, and C. H. Worcester, of Chassell, have purchased the interests of the C. V. McMillan Co. and formed the Greenwood Lumber Co., which has been incorporated.

Merrill—Fred W. Glass, who managed the Farmers' Produce Co. at Saginaw until it suspended operations on account of the action of the

railroads in doubling freight rates, has started his creamery butter factory at this place.

Jackson—The W. D. Crandall Co., which conducted an electrical contracting business, has been dissolved, the business to be conducted under the same style by W. D. Crandall and E. G. Nixon, C. L. Falkinburg retiring from same.

Lansing—The Dancer-Brogan Co. has been incorporated to conduct a dry goods, carpet and men's furnishings business. The company has an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Detroit—Frederick G. Clayton has merged his clothing and furnishing goods business into a stock company under the style of the F. G. Clayton Co., with an authorized capital stock of \$50,000, all of which has been subscribed, \$15,000 being paid in in cash and \$35,000 in property.

Lansing—A stock company has been formed by H. J. Beck and E. B. Cole, to be known as the Beck & Cole Co., to handle carpets, stationery and men's and women's furnishings. The company has an authorized capital stock of \$14,000 common, \$6,000 preferred, of which amounts \$10,000 has been subscribed and paid in in cash.

Petoskey—Kirk E. Wicks, referee, and Peter Doran, trustee, both of Grand Rapids, have conducted the trustee's sale of the L. Reinhertz dry goods and clothing stock, which was bid in by Goldman Bros., of Cadillac, for \$3,975, the book accounts being purchased by J. Welling for \$20. The store property was bought by A. Fixel, of Detroit, for \$500, subject to several liens on the contract to the amount of \$6,300, George Cushman and the First State Bank of Petoskey holding the principal part.

### Manufacturing Matters.

Detroit—The J. C. Wilson Carriage Co. has changed its name to the J. C. Wilson Co.

Pontiac—The Pontiac Wheel Co. has increased its capital stock from \$55,000 to \$90,000.

Detroit—The Reversible Window Co., Ltd., has increased its capital stock from \$5,000 to \$10,000.

Benton Harbor—B. Joseph, of Berrien Springs, has engaged in the manufacture of cloth gloves.

Crystal Falls—Andrew Nelson is completing his new planing mill and the plant will go into commission Sept. 1.

Benton Harbor—The Benton Harbor Malleable Foundry Co. has decreased its capital stock from \$30,000 to \$25,000.

Manistee—The Goshen Shirt Manufacturing Co. has completed the construction of its brick factory and begun operations.

Lansing—The Lansing Brick Co. has been incorporated, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Indian Town—William Heath's sawmill has shut down for an indefinite time on account of the yards being filled up with lumber and no piling room available.

Ontonagon—A new wood industry is in sight for this place. A Chicago concern contemplates the establishment of a woodenware factory that will employ forty or fifty hands the year round.

Rogers City—The plant of Herman Hoeft & Son is being operated steadily with a crew of 111 hands. The plant is composed of sawmill, stave and heading mills. The daily lumber output is 30,000 feet and 30,000 staves and 4,000 sets of heading.

Epoufette—The Mackinac Land & Lumber Co. has installed a new sawmill here and is running it under the management of William Derusha. This company has extensive timber holdings in the vicinity of the mill and will operate for several years.

Kalamazoo—A corporation has been formed under the style of the Hoskins Manufacturing Co. to manufacture and deal in electrical goods, with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

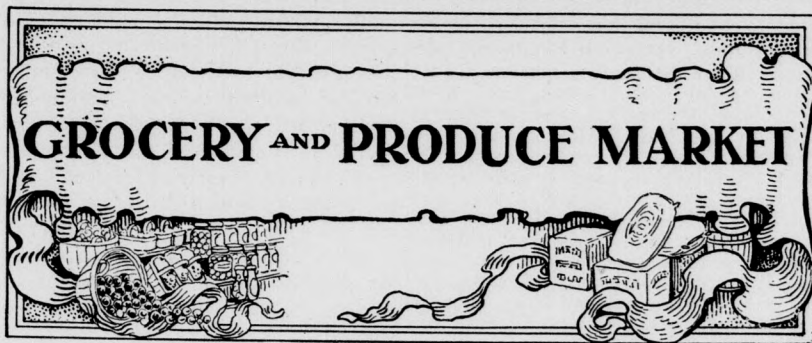
Detroit—A corporation has been formed under the style of the Grabowsky Power Wagon Co. to conduct a manufacturing business, with an authorized capital stock of \$300,000, of which \$200,000 has been subscribed, \$30,000 being paid in in cash and \$150,000 in property.

Detroit—The B. N. Cutting Co., organized to manufacture cigars, has been incorporated with a capital stock of \$15,000, of which \$5,100 is paid in in cash and \$4,000 in the stock of the Harrington Cigar Co., now at 47 Jefferson avenue. C. M. Cutting holds 800 of the 910 shares issued.

Kalamazoo—The creditors of the Dunkley Canning Co., which has factories in Kalamazoo, Hartford, Covert and South Haven, will have a meeting Thursday, at which time definite action will be decided upon. It is said that the schedule will show assets amounting to \$400,000, while the liabilities amount to \$250,000.

Menominee—July, as a rule, is a dull month in the cedar business, and local wholesalers claim that last month did not prove an exception. August is also dull and little will be done in the cedar line. With the first of September it is expected better times will come and a good fall business is anticipated. With the marketing of the bumper crop of the West will come a desire on behalf of the farmers to improve their fences and the extension of rural telephone and trolley lines will stimulate the pole trade.

Yale—The James Livingston Flax Co., with headquarters at this place and mills in different parts of the State, has started running with full crews at every plant. This means employment to many men and boys, as this year the flax will be pulled by hand, threshed, spread and gathered the same as it was up until about four years ago, when the company had the crop cut and baled, after which it was sent to concerns in the large cities. After the flax is gathered it will be scutched and the product from all the Michigan mills will be brought to this place and hackled.



### The Produce Market.

Apples—Transparents, Red Astrachans and Duchess command 75@90c per bu. The crop of early apples is large and the quality is fine.

Bananas—\$1.50 for small bunches, \$2 for Jumbos and \$2.25 for Extra Jumbos.

Beets—20c per doz. bunches.

Blackberries—\$1.25 per 16 qt. case.

Butter—Creamery grades have been advanced 1c, due to a falling off in production and a strong demand. Fancy creamery is held at 22c for tubs and 23c for prints; dairy grades command 17@18c for No. 1 and 16c for packing stock.

Cabbage—Homegrown commands 65c per doz.

Cantaloupes—Tennessee Rockfords command \$2.25 for 45s, \$1.50 for 54s and \$1.75 for 36s. Michigan Osage fetch \$1.50 per crate. Illinois Gems command 50c per basket.

Carrots—20c per doz. bunches.

Cauliflower—\$1.25 per doz.

Celery—20c per bunch for home grown.

Cocoanuts—\$4.50 per bag of 90.

Cucumbers—15c per doz. for hot house.

Eggs—The market is unchanged and remains throughout in practically the same condition as a week ago. The percentage of fine fresh eggs free from heat is very light and present conditions are likely to exist as long as the weather continues warm. The receipts are readily absorbed and prices are likely to remain stationary for a week at least. Local dealers pay 17@18c on track, holding case count at 19c and candled at 20c.

Green Corn—12c per doz.

Green Onions—15c per doz. bunches for Silver Skins and 12c for Evergreen.

Honey—17c per lb. for white clover and 15c for dark.

Lemons—Californias are in good demand at \$4.50@5 and Messinas are firm at \$5@5.25. The fruit continues on a very firm basis. Receipts are liberal and the demand keeps supplies well cleaned up.

Lettuce—Leaf, 50c per bu.; head, \$1 per bu.

Onions—Home-grown white command \$1 per bu.; Louisville Yellows in 70 lb. sacks fetch \$1.

Oranges—California Valencias are steady at \$4.75 and Mediterranean Sweets at \$4. They show no change in price, but values rule firm and advances are among the possibilities owing to the advancing tendency of other fruits.

Peas—\$1.25 per bu. for Telephones.

Peaches—Early Michigans and Triumphs command \$1@1.25 per bu. The crop of all varieties is large and

the indications are that the quality will be fine.

Parsley—25c per doz. bunches.

Pears—Sugar, \$1 per bu.; Clapp's Favorite, \$1.50 per bu.

Plums—Burbanks and Abundance are in plentiful supply at \$1.50 per bu. The crop is large and the quality excellent.

Potatoes—Home grown have declined to 75c per bu. Virginia Whites command \$3.25 per bu.

Poultry—Local dealers pay 8@10c for fowls, 14@15c for broilers and 15c for spring ducks.

Radishes—10c for Round and 12½c for Long.

Spinach—60c per bu.

Tomatoes—\$1.50 per bu. for home grown.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 7½@9c for good white kidney.

Wax Beans—\$1.25 per bu. for home grown.

Whortleberries—\$1.40@1.50 per case of 16 qts.

Watermelons—20@30c for Mississippi and Indiana Sweethearts.

### Arbitrary Action of Railroads Closes Creameries.

Owosso, Aug. 11—The action of the Michigan railroads in doubling the tariff on cream cost the Dudley Butter Co. \$500 a week more this year than it did last year on the same amount of business. This means an extra \$26,000 a year for freight. Rather than operate on this basis, the Dudley Butter Co. has decided to quit business for the present.

The following statement is furnished by John T. McCurdy, attorney for the Dudley Butter Co.:

"On account of the almost prohibitive tariff rate that is now and has been for the past four or five months enforced by the different railroads of Michigan in transporting cream for the creameries throughout the State, and also on account of the continued draught and scarcity of cream, the Dudley Butter Co., operating plants in Owosso and Saginaw, has, for the time being at least, concluded to suspend operations rather than to continue operating the plants at a loss."

A Jackson correspondent writes as follows: C. D. Richardson, for the past fifteen years a traveling salesman, and previous to that time cashier of the Michigan Central freight department in this city, has decided to establish a wholesale candy business here. The house will be known as the Crescent City Candy Co. and the factory will be at 129 East Cortland street.

### The Grocery Market.

Sugar—Raws have declined to 4½c basis and refiners have reduced their quotations to 5.10. A decline at the season of greatest demand is unusual, but, as a matter of fact, the demand is not in evidence this year. Refiners, brokers and jobbers are nonplussed over the situation, which is the most peculiar that has ever confronted the trade.

Tea—The demand has shown some improvement, buyers apparently having a desire to anticipate their fall wants to some extent. Prices remain unchanged throughout the entire list.

Coffee—Rio and Santos grades have developed decided weakness during the past week. The lack of support of the option market by the syndicate agents has accentuated the bearish feeling. It is hardly probable that the Brazilian government would dare to throw any of its accumulated surplus on the market at the present time, as in so doing it would come directly into competition with its own growers. This would be disastrous. Europe still attacks the valorization plan, and this is having a marked effect upon the speculative market. Last year the transactions on the New York Coffee Exchange showed a falling off of several millions, due wholly to the unwillingness to speculate with 8,000,000 bags of coffee hanging over the market. Mild coffee is steady, Java and Mocha are steady and unchanged.

Canned Goods—Tomatoes are in light demand at unchanged prices. Corn is firm, unchanged and in light demand. Nobody is buying peas, having gotten at least partial deliveries of new goods. Peaches are nominally unchanged, although holders of old goods are selling their high-priced holdings for whatever they can get. If the pack is as large as it now promises to be prices on new goods will doubtless decline. Seconds yellows, for instance, which are uniformly quoted at \$1, should sell in a large crop year at 85@90c. Apples are unchanged and dull. California canned goods are nominally unchanged, but the market this year is almost incredibly unsettled, and as to price, upset. There are all sorts of prices, actual sales of lemon clings having been made at \$1.40, less 1½ and 5 per cent. It is believed that this year has seen more secret deals on California canned goods than for many years. Baltimore small canned goods are unchanged, although string beans are firmer by probably 2½c.

Dried Fruits—Raisins, which have languished so long, have advanced ½c on all grades of seeded and loose during the week. Damage to the crop by sunburn is given as the cause. Currants for future delivery are selling in a small way, but old goods are dull. Prunes are firm, and some packers are now quoting 4½c basis for California Santa Clara futures. The spot market is also firmer. The demand, however, is light. Peaches are about 1c higher, speaking now of futures, by reason of the large demand. Apricots also show an advance from the same reason.

Syrups and Molasses—It is expect-

ed that canned syrup, which did not advance when bulk syrup did, will shortly be marked up. The demand is light. Sugar syrup continues in excellent demand at practically unchanged jobbing prices. Molasses is dull at ruling prices.

Fish—Cod, hake and haddock are in very light demand at unchanged prices. Domestic sardines show no change. French sardines are slightly firmer, although much below former prices. Norwegian sardines are unchanged and in fair demand. Salmon is unchanged and fairly active. New prices on Sockeye salmon were named by one packer, on the same basis as last year. Red Alaska is firm and well maintained. Shore mackerel have advanced 50c per barrel Down East, but the advance has not yet affected the jobbing markets. Norway and Irish mackerel are unchanged and in moderate demand.

Cheese—The market is firm and unchanged. There is active trading in all grades and the receipts are keeping closely cleaned up. The market is healthy on the present basis and the consumptive demand is brisk and active. No change seems likely during the coming week.

Provisions—The consumptive demand for the whole line is good, ham and bacon in particular. Pure and compound lard are unchanged and the market is firm. Barrel pork remains about unchanged. Dried beef is scarce and unchanged in price. Canned meats are steady and unchanged.

### Muskegon Grocers To Picnic August 26.

Muskegon, Aug. 11—The grocery-men of this city are going to give a picnic at Mona Lake August 26. They will have races and contests between clerks, and fat men races and different kinds of amusements. Free watermelons, bananas, apples, etc., will be in evidence in abundance.

The marriage of a grocer of this city on the ball diamond will be the chief feature of the day and a balloon ascension after supper.

The giving away of samples of different kinds of goods and souvenirs will draw a great many people and we would like any company that has samples of souvenirs to send them to Muskegon in time. We will give free ground to anyone who wishes to erect a booth for demonstrating their goods or to give away samples. We have nothing for sale and will not permit anything to be sold. Everything free. Address all communications to A. R. Bliss.

From present indications it is reasonable to predict that the Grand Rapids Retail Grocers' annual picnic, to be held in Lansing on Aug. 20, will be one of the most successful affairs of the kind ever held by that organization. It is thought that about 1,500 will attend, and as a complete programme of sports has been arranged and every institution in Lansing will be open to the inspection of the visitors and extends them a hearty welcome, there seems to be no reason why every member of the Association should not participate in a very enjoyable trip.

## GAINING GROUND.

## Improved Conditions in the Retail Hardware Trade.\*

Once more it becomes a pleasure as well as a duty for me to summarize the work of our concerted efforts during the past year, and the same old thought comes back to me, what a grand and meritorious work this is in which we are all individually working together for a common purpose. I have known of organizations which depend for their strength largely upon the activity of their officers, but this Association has grown and prospered because those at its head have had the loyal and active support, month in and month out, of the individual members of the Association.

It is not surprising, therefore, that we have been able to acquire a degree of strength and prosperity which is proving a great factor in helping us to accomplish those purposes for which we are organized.

Believing that at this time you will appreciate more a brief synopsis of the record of the past year than an extended address, I have endeavored to make this report as short and comprehensive as possible.

During the past year the Secretary's office has made a determined effort to keep closely in touch with the members through the medium of circular letters and an unusually large volume of mail matter has been sent out from this office, as will be seen from the report of the stamps used during the past year. Communications have been sent out whenever it appeared that we had something of interest to tell our members, but it has many times occurred to me that instead of preparing these communications it might be better for the Association to issue a regular monthly bulletin, in leaflet form, containing the news of the Association.

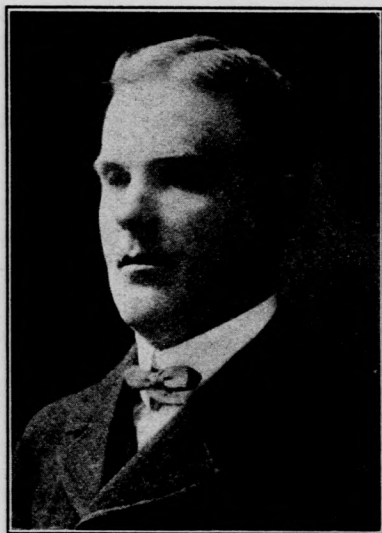
We have our National Bulletin, which is a fine help to all of us who read it thoroughly, but there are matters of local interest to us which could very profitably be included in a special bulletin sent out from this office.

The idea has also suggested itself to me that in this communication we might introduce a plan by which our members could find a market for commodities of which they have a supply on hand, but which do not sell readily in their territory. At one of our past conventions I remember having disposed to a member from Saginaw of a quantity of tinting colors which threatened to become dead stock upon our shelves. There was an excellent demand for these goods in Saginaw and it was policy for me to dispose of them at a price which made them a good purchase for the dealer in that city. If the members think that it would be an advantage to them to have a medium through which to tell the several hundred other hardware dealers in our Association about some special deal of this kind, I trust the matter will be taken up at this convention and some action taken looking to-

wards the adoption of this suggestion during the coming year.

You have probably all read recently of the financial statement issued by one of the largest retail mail order houses, and we can not help feeling gratified at knowing that one of our principal competitors in this line is having difficulty in keeping up with the record of sales, which, if I am not mistaken, has shown a steady increase annually until the past year. Of course, unusual conditions have maintained since last fall, but we are justified in believing that the alertness of the retail merchant and the educational work which is being carried on through this and other associations are having the much-to-be-desired effect of keeping the trade of the farmers at home where it belongs.

The advantage of having some good literature placed in the hands of the farmers, showing them the fallacy of buying merchandise by mail in the large cities, has become more



apparent than ever, as there are a number of class publications seemingly devoted to the farmers' interests whose editorial utterances, naturally influenced by the advertising patronage of the mail order houses, are calculated to create a sentiment against the local merchant and to lead the farmer to believe that the retailer has no interest in him other than to charge him extortionate profits for what he requires. Here is a sample of the class of editorials that the farmers have brought into their homes regularly. This one is taken from the columns of a Michigan farm paper and is on the subject of Parcels Post:

It will be well for every individual farmer, when his Congressman comes along this summer and fall making that cheerful grand-stand speech and praising up the poor farmer, to ask him how he stands on the parcels post bill and why it has not passed.

The real facts are that the merchants' associations all over the country have organized and raised money and maintain lobbyists on the floor of Congress to defeat any parcels post legislation. In a letter dated May 7 a retail merchant of this State writes to a prominent manufacturer who is in favor of the parcels post as follows:

"I am pleased to acknowledge the receipt of your kind favor of the 6th, and in reply would say that when you advocate any law which in any way has a tendency to keep the farmer or

laborer at home, it is bound to be an injury to all the small towns and villages, for I do know from actual experience what the result has been with R. F. D., and God knows what it will do with still more tools in the farmers' hands to keep them at home. \* \* \* Also you state it is the transportation companies back of the fight on P. P. bill, which is far from the facts, so far as the Hardware Association is concerned, and we are doing it on our own account, aided by no one, and we are going to fight it as hard as we know how, because we believe it is right and just. We have a paid representative at Washington at all times to watch and report on all P. P. legislation."

With this class of reading matter being placed before the farmer at regular intervals the effect upon his mind should be counteracted by placing in his hands some publication which is not biased by advertising. If we can get this class of people to look at the parcels post bill and other measures in the proper light we can possibly accomplish more in preventing the passage of this bill than in any other way.

We have all seen the Talisman, published in Chicago, whose editor, Mr. Maxwell, will address us tonight, and I know of no better publication that we could select as an aid in this educational work. Mr. Maxwell has submitted a proposition to us as an Association by taking advantage of which we can have the Talisman circulated among our farmer customers at a nominal cost, and I believe that if no action is taken at this meeting our members will all receive a communication on the subject, immediately following the convention. When that time comes I trust that all will realize the necessity for getting up a good list of farmers and sending in their names as subscribers to the above paper.

Before I depart from the subject of catalogue houses I can not help but reiterate the statement made by S. R. Miles at the National convention in St. Louis. He stated that less than 1 per cent. of the hardware sold in this country is handled by the mail order houses and, such being the case, the interests of the manufacturers were, undoubtedly, with the retail merchant as opposed to this other channel of distribution.

The Joint Catalogue House Committee at the National convention reported progress and showed that without any coercive measures having been used upon them the manufacturers are continually withdrawing their lines from the catalogues of the mail order people and still others are only selling to this class of trade on condition that a restricted price is quoted which would not demoralize the trade on that line.

It has been pointed out that the average retailer, when he finds a line of goods quoted at low prices in the catalogues, promptly makes up his mind that he will push the sale of some other line of goods and, as the retailer is master of the situation, inasmuch as he can influence the demand for or against any particular brand, it would seem extremely shortsighted for the manufacturer to permit his line to be demoralized by the publication of cut prices in the catalogues.

You all undoubtedly read the National Bulletin each month and through that medium are thoroughly familiar with the work accomplished by the National Association, as reported at the time of the convention in St. Louis. Your President and Secretary attended that convention and were impressed by the effective work in our interests being done by our National officers. We are honored in having with us President Stebbins, of the National Association, as well as past Presidents Miles and Bogardus, and I have no doubt that they will give you some interesting facts in regard to the National body.

Our records have been comparatively free from complaints by members since the time of our last report, only five having been filed with the Secretary during the current year. There are one or two of these which have not been entirely settled up, but I hope at this meeting to meet with those who have lodged the complaints and discuss with them some method of adjusting the matter satisfactorily.

In publishing our souvenir programme this year the Committee felt that it would be an excellent thing to print a complete list of the retail hardware dealers in the State and that the same would be appreciated as a mailing list by our advertisers. An arrangement was consequently made by which we secured such a list, which was guaranteed to be accurate and revised up to July 1. Since it has appeared in print, however, I have had more than one complaint that certain firms listed as hardware dealers are not entitled to be classed as such. I am exceedingly sorry that this list was published containing names of anybody but hardware men and hope that there are a very limited number of non-eligible men amongst the list of names. However, I think that after the convention the Association should take steps to have this list corrected by sending a copy of it to each member, with the request that he make any necessary corrections in his territory. If such a request is made upon our members I hope that they will respond promptly, so that an accurate list of eligible members may be available for the use of the officers at all times.

It is hardly necessary for me to urge our members at this time to get in personal touch with their representatives and with candidates for office and find out how each stands on federal legislation in which we are interested. Each one of us will wield considerable influence if we will only take the time to present our views in person.

While we will hear from the representatives of the different strong hardware dealers' mutual fire insurance companies at this convention, I wish to emphasize the fact that these companies have been the means of saving our members a large amount of money in the past and will continue to do so in the future. I consider it a great credit to the hardware merchants of the country that they should have succeeded in building up such strong mutual companies for their own protection. In addi-

\*Annual report of Secretary A. J. Scott read to-day before ninth regular convention of the Michigan Retail Hardware Association.

tion to saving policy holders a good round sum each year, the mutual companies have made an enviable reputation in the manner in which they have settled up their fire losses. Our past President, J. H. Whitney, of Merrill, and F. J. Martin, of Fulton, have both had experience in this connection and can not say too much in favor of the mutual idea.

In the matter of membership the past year has been a peculiar one on account of the exceedingly large number of changes that have occurred. In the hardware business, as in most other lines, there have been a great many firms enter business during the past few years with very limited capital. The stringent financial conditions which have maintained for several months past have compelled a great many of these to take up some other line, and the effect upon our membership is shown in the following statement: The Secretary's report last year showed a membership of 679. Of these seventeen have resigned, fifty-nine have gone out of business and thirty have been dropped for non-payment of dues, the majority of whom, I believe, are also out of business, as I could not receive any replies from them to my correspondence. This makes 106 of the names reported last year who are not on our list to-day, leaving a balance of 573. During the past year we have taken in ninety-six new members as follows:

Applications at last convention	30
Mail	25
C. M. Alden	4
W. A. Kendall	5
M. S. Mathews	1
O. E. Jennings	1
F. E. Woolley	11
Geo. O'Rourke	7
E. J. Wagner	2
R. C. Wessels	9
J. A. Raymond	1

This makes a total membership of 669.

This spring your Executive Committee decided to stimulate interest among our associate members in the matter of securing applications and inaugurate a contest to see who could secure the greatest number of members between that time and the convention. As the contest had not been closed at the time this report was prepared, an announcement will be made later in the day in this connection.

Death has visited our ranks again this year and has robbed us of some of our loyal members. My list may not be complete. I have the names of the following deaths since the last convention:

- T. B. Rayl, Detroit, died April 26.
- Geo. A. Earle, Mason, died fall of 1907.
- W. B. Rorick, of E. B. Rorick & Co., Morenci, died July 21.
- W. D. Edwards, of Edwards & Chamberlain, Kalamazoo, died August 7.

The Association also suffered a distinct loss in the death of one of its most valued associate members, W. T. Leckie, of Dowagiac, who passed away in Kalamazoo April 29. I can not remember of a convention of this Association at which Mr. Leckie had not been present, and his absence

from this meeting will be deeply deplored by everyone who had the honor and pleasure of his acquaintance.

I find in looking over the above that I have deviated somewhat from the character of the report expected of me, but trust that I will be pardoned for this. I look over the past year with the firm belief that in many ways it was one of the best that the Association has ever enjoyed, and look forward to the ensuing year with confidence in our ability to cope successfully with all problems which may come before us.

As I said at the outset, your officers are only the mouthpiece through which your wishes are carried out and if you extend to them in the future the same co-operation as in the past there can be no doubt for our success in anything we undertake.

#### Trade Changes in the Hoosier State.

Bluffton—Schindler & Lehman, undertakers, are succeeded in business by Eli C. Bierie.

Elkhart—L. J. Southworth has sold his interest in the Twin City Grocery Co.

Lebanon—Earl Adney will now conduct the furniture business formerly carried on by Adney & Rigsby.

Richmond—S. H. Knapp & Co. will open a five and ten cent store about Aug. 15.

Wabash—John J. Hubbard is succeeded in the grocery business by A. D. Armstrong.

Brooksbury—The Brooksbury Creamery Association has been incorporated with a capital stock of \$5,600.

Delphi—Geo. Thompson will continue the business formerly conducted by the Wall Meat Market.

Kokomo—Don Everman is about to engage in the clothing business.

Indianapolis—The American Household Supply Co. has been incorporated with a capital stock of \$10,000.

Huntington—A. C. Kimmell has sold his grocery stock to John R. Day.

Michigan City—Jos. K. Bondine is succeeded in the confectionery business by Mrs. A. Murray.

Thorntown—W. C. Burk is about to engage in the drug business.

Berne—The Berne Supply Co. has been incorporated, with a capital stock of \$3,000 to conduct a general merchandise business.

Gas City—Frank Fite is about to engage in the grocery business.

Indianapolis—A grocery store will be conducted by Leopold Tuteur.

New Ross—J. W. Cleveland is succeeded in the bakery business by A. D. Northcutt.

Tipton—The Campbell-Leavell Co. has been incorporated to conduct a creamery business, with an authorized capital stock of \$25,000.

Wolcott—W. C. Kinney has sold his hardware stock to J. E. Kercher.

Fort Wayne—The Richmond Hat Manufacturing Co. will remove from Richmond to this place.

Anderson—The Westcott Carriage Co., formerly of Richmond, will move here.

Muncie—The Warner Gear Co., which conducts a manufacturing business, has merged its business into a

stock company under the same style, with an authorized capital stock of \$500,000.

#### Movements of Michigan Gideons.

Detroit, August 11 — Frank W. Redfeg, of the Lansing Camp, who has charge of a "block" for the International Harvester Co., made his rounds last week on the Grand Rapids Division of the M. C. and expressed a desire that the nearby Gideon camps come over and give a boost to the Lansing Camp. This would not only help that Camp, but would get active blood in the nearby camps which accept this invitation. When we do something for others we get strength and a blessing for ourselves.

Eugene J. Fogell, of Jackson Camp, crossed Grand River at Portland in close pursuit of his customer at that place. There is no stopping this brother when he is after an order, and he usually carries it away. He recommends some active Gideon work in and about his city.

At the Volunteer meeting the writer had charge of the same and was aided by Miss Evo, the noted evangelist singer, aided by Mrs. Geo. S. Webb, who made the hall resound with songs of praise. W. R. Barron illustrated the love of God for His wandering children by a story: "Two ladies were in attendance at a revival service, and one of the ladies seemed very sad but unable to tell her sorrow, when another lady, in trying to comfort her, told her that she had a sorrow very hard to bear. She said her son had left home without consent and was wandering, and if it were not for Divine help she could not endure her trouble. When she had told her trouble the lady who could not tell what caused her sadness said, 'That is my trouble. My son is wandering and I can not eat or sleep.' Mr. Barron said at this time his son had left home without consent and was wandering, and at this time 203 sons of Detroit were wandering and parents' hearts bleeding. Brother Barron here illustrated the feelings of the parents by the love of the writer for his little 4-year-old daughter and how he would feel if she were lost or wandering, then he said, 'As a father pitieth his children even so our Heavenly Father pitieth those who love Him.' He said most men desired to become Christians but for the fear of failure, and some felt they did not know how. He said Sam Jones at one time was talking to a man who said he would like to be a Christian, but he did not know how. Mr. Jones enquired, 'Will you live all you know how?' and the response came that he would do this, and it came from an honest heart. The man went home and his wife heard him around the house and she asked what he wanted and he said, 'The Bible.' And when he was told where it was he wiped off the dust and read several chapters. He then knelt by the bed and offered prayer, and after he had prayed for himself he asked God's blessing on his wife, John, James, Mary and Susie. His wife was anxious to know what was the matter with him and he said, 'I told Sam Jones I would

like to be a Christian if I only knew how and he got me to promise to do all I knew and I know a Christian ought to read the Bible and pray, and that is just what I did." Next morning, when all were at the table, one of the children commenced to eat and the father said, "Wait a moment," and the father asked God's blessing, and then showing his gratefulness he asked God to bless his wife and children and he mentioned each name. The children were anxious to know what was the trouble with their father and he said, "I happened into Sam Jones' meeting and after the meeting he came to me and I told him I would like to be a Christian if I knew how, and Jones asked me if I would do all I knew, and I know a true Christian prays and reads the Bible, and that is just what I am doing." The next evening found the man at Jones' meeting and he was called on to give testimony, which was very hard, but he told about getting dust off the Bible and praying for himself and family, but he did not feel any different as he knew of. Sam Jones asked him if he would continue to do what he knew a Christian would do, and he said he would and in three days the whole family found out how to be Christians.

The Griswold House meeting was led by A. C. Holmes. Mrs. Geo. S. Webb and Miss Evo favored us with song and testimony. C. F. Louthain and wife were present and sang and gave testimony. Mrs. Gates and her daughter joined in song and service. H. A. Swanson, of Red Wing, Minn., was with us. Fifteen were present and had an inspiring evening. C. M. Smith, who has been elected National President for the past three years, gave an account of the National convention, and next Sunday evening at the Griswold House Brother Smith will tell about the Gideon's visit to the Mammoth Cave, and it is expected that the readers of the Tradesman will enter the cave and traverse the hidden recesses next week.

J. H. Nicholson, of Janesville, was in Detroit last week spreading "Sunshine" and selling aluminum ware.

Geo. S. Webb, of Detroit, is working nearly every evening in some mission and his wife is in the city, visiting jails, prisons and slums; so that all Brother Webb earns goes to raise the fallen.

Aaron B. Gates.

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

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### THE BUSINESS OUTLOOK.

Although it would be foolish to claim that the country is again on the eve of a period of phenomenal prosperity, as some people do not hesitate to do, there are ample reasons for thinking that there has been a marked turn in the tide of depression which followed in the wake of last winter's financial panic. This change for the better may not at once lead to the old-time feverish activity, but it will more than likely bring about a healthy and progressive improvement, producing in the long run far more substantial results than the boom which prevailed prior to last winter.

The first symptom of progress towards a return of normal conditions was the increased supply of money reported from the great money markets. This naturally led to easier rates, and business men, finding that they were once more able to secure financial accommodations at reasonable rates and with certainty whenever needed, have commenced to expand their lines of business, extend more liberal credits and in a general way resume the management of their affairs along former liberal lines. The next symptom of returning prosperity has been the steady rise in good dividend-paying securities, as well as in real estate. For weeks past leading stocks and bonds have been more in request and have commanded higher prices. New and doubtful propositions are yet looked at askance, but that is a natural caution brought about by events still fresh in everybody's mind.

A third and most important stimulus to returning prosperity is the almost unbroken record of good crops which the present year shows. It is true that harvest has not yet been completed, but it has progressed sufficiently in the great grain-producing regions to make it certain that an abundance of all leading grains has been produced.

There is nothing more conducive to prosperous business conditions than good crops. They furnish profit

to the farmer and field laborer, they provide revenue for the railroads and other transportation systems and they give employment to hundreds of thousands of middlemen, clerks and laborers in all parts of the country. The combined profits of all these classes create a freshened demand for all sorts of commodities and general business is thus stimulated.

It is not therefore exaggerating the situation to say that the outlook for a good business season is most promising.

### THE AIRSHIP TESTS.

The United States military authorities are determined that this country shall not lag behind Europe in the adoption of reasonable and practical improvements in military ballooning and aerial navigation. At the same time there is no disposition to become hysterical on the subject of airships and to take for granted and gospel truth all the wonderful things the followers of Count Zeppelin and other foreign inventors of dirigibles and aeroplanes are telling about the possibilities to result from the success of the airships. Those who believe that with the advent of the successful dirigible balloon war will be made impossible are likely to be disillusioned the first time that one of the so-called airships is put to a practical test in military work.

While not admitting all that is claimed for the airships our Army officers fully appreciate the great advance the success of the dirigible balloon or aeroplane will bring about in military observation, scouting and opening of communication. Tests are shortly to be conducted at Fort Myer, near Washington, by a board of Signal Corps officers' of several makes of aeroplanes and of a particular type of dirigible balloon to determine their value for army purposes. The machines are to be put to the severest tests, and should they reach expectations they will be acquired for the use of the Army, and Congress will later on be asked to make an appropriation to purchase or construct a sufficient number of such airships to properly equip all the coast stations and Army posts.

The enthusiasm of the advocates of airships and their belief that they will make war impossible are based upon the claim that a large number of these dirigibles will be able to transport an army into an enemy's country and destroy the forces of that enemy by hurling high explosives from aloft. Conservative people will promptly dismiss all idea that anything of the sort ever can happen. The transportation of an invading army under ordinary conditions is a tremendous task that taxes to the limit all means of terrestrial transportation. It is inconceivable that any nation can secure a sufficient number of balloons to carry a vast army and its impedimenta and keep up a line of communication and supply, hence the notion that the balloon will make future wars impossible might as well be dismissed as ridiculous.

Despite the wonderful progress which the dirigible balloon has made within the past year or two the ma-

chine is still but in its infancy. For military purposes the aeroplane, which depends for its flight on mechanical means entirely and is totally independent of the gas bag, holds out the greater promise, but it is in an even more primitive and experimental stage than the dirigible, which uses machinery only for propulsion and depends upon the gas bag for ascension and buoyancy. The vulnerability of the gas bag is patent, and the weakness of the aeroplane is the certainty of immediate disaster should the machinery give way. So far no aeroplane has succeeded in making more than a short flight, but the fact that they have made any flight at all holds out the hope to some that eventually they will be sufficiently perfected to successfully rival the dirigible balloon.

### THE CONSULAR SERVICE.

It is generally admitted that there has been a marked improvement in the Consular Service of the United States during the past few years. The grading of the personnel of a service according to salaries and the requirement of a strict examination of all candidates for admission into the service have done much to improve the qualifications of new additions to the Consular Corps, and have enabled it to do much better work.

The reorganization bill, passed in 1906, however, would be practically ineffective but for an executive order providing for the thorough examination of all applicants for consulship, to test their qualifications, and the restriction of all new appointments to the lowest grades, compelling the filling of the higher posts by promotion. Thus one of the most desirable reforms of our Civil Service was accomplished, and the result has been thoroughly satisfying.

The fact that the present status of the Consular Service depends mainly on an executive order deprives the reforms of the permanency that is so much desired. Appointments are still made largely on the recommendation of Congressmen and political leaders, the reorganization bill having made no change in this respect from the custom existing prior to its enactment. Had President Roosevelt not issued the order requiring entrance examinations and restricting new appointments to the lowest grade in the Consular Service, the proposed re-organization would not have been possible.

What the executive order can not do, however, is to give permanency to the reforms. President Roosevelt's successor, or any succeeding President, may at any time revoke the executive order, upon which orderly promotion in the service depends. It is, therefore, desirable that Congress should enact into law the provisions of the executive order, and thus place on a permanent basis the reorganization of the Consular Service, which has been brought about largely without the proper legal process.

When we survey any rich fruitage in our lives it is worth while to ask who dug the wells for their refreshing.

### LAW BREAKING OFFICIAL.

Organizations for the abolishment of cruel practices inflicted upon dumb animals have been in existence in this country for more than twenty-five years and there is hardly a state in the Union which has not enacted regulations for the prevention of cruelty to animals. Penalties have been fixed and boards have been created, and all that, having the same general revolution in view. More than that, each state has a Sanitary Live Stock Commission to look after the cleanly, healthful care of live stock.

And a member of the Michigan Sanitary Live Stock Commission is Henry H. Hinds.

People in the vicinity of Stanton have for some time noticed that this man Hinds—this member of our State's Sanitary Live Stock Commission—has been working four horses badly afflicted with hernia and collar galls. These people rebelled against such abuse of horses, and in their sympathetic regard for the animals wondered what they could do to correct the evil. Finally it occurred to them that there was a Humane Society in Michigan and they reported the facts in the case to Humane Agent Randolph. Mr. Randolph inspected the animals and laid a charge of cruelty to animals against State Sanitary Live Stock Commissioner Hinds, and that conscientious, faithful(?) Commissioner admitted his guilt by paying \$40, fine and costs.

The matter should not be permitted to rest here. Mr. Hinds has proved himself unworthy of the official position he holds and should be deposed therefrom. He should be held up as an example of the law breaker. This should be done in justice to the Humane Societies in Grand Rapids, Detroit and elsewhere, which are doing remarkable work upon purely altruistic lines. It is a singular fact that there is no public welfare organization operating more sincerely or doing more valuable work than that which is being done by the Humane Societies, and yet there is no society to which the general public pays less attention or awards more meager commendation.

The Interstate Commerce Commission has made an order requiring the railroads to reduce their rate on fruit shipments from Florida to New York and Philadelphia four and one-half cents per 100 pounds; and on shipments to Boston eight cents per 100 pounds. Florida fruit growers compete in the Northern markets with California, and for a long time they have complained that their profits were absorbed by excessive and unjust freight rates. The Commission will be commended for using its authority to require from the railroads equity and justice to all localities. The order is the result of investigation into a long standing complaint against certain railroads in the South. To those railroads it will probably appear to be an unwarranted interference with their business, although in the end it may teach them the broader view that there is profit for a railroad in rates that encourage development of traffic.

## DISTRIBUTION OF WEALTH.

In this age when the power and importance of wealth are being demonstrated in so many ways, and particularly in the attempt to create an American aristocracy based on such riches, it is not surprising that the money question has invaded our political and social institutions and is rapidly becoming complicated with every phase of American life.

Up to the war of 1861-65, there were few great private fortunes in the United States and not a single tramp. In the time that has elapsed since then so great have been the changes in the financial condition of this population that to-day the multimillionaires in the United States have increased to tens of thousands, while the professional mendicants known as tramps are numbered by hundreds of thousands.

If these worthless wanderers, half criminal and half thief, were disabled and physically helpless, they would be worthy of compassion and some provision for their case might well be a public duty, but they are able-bodied hoboos who have deliberately absolved themselves from every useful and honest course of life and are preying upon society without giving anything in return. These fellows act on the false doctrine that the world owes them a living and they have proceeded to take what they want wherever they find it and, by some strange defect of our social and political condition, this army of robbers is allowed to wander at will over the country committing with impunity all sorts of depredations on the property of others, and they are not even mentioned in the laws of the various states any more than if they did not exist. The only notice that is taken of them in any official way is in the reports of the Inter-state Commerce Commission, which shows that yearly thousands of these hoboos are killed while stealing rides on the railroad trains, or when walking on the tracks.

The tramps are real anarchists, regarding no law nor restraint, but each following his own inclination or will. They are entirely different from the philosophical anarchists. These are persons who have reflected on the condition in which they find the people in this world, who, it is claimed, should enjoy absolute equality in everything, but who suffer the most unequal conditions. Naturally, the enormous importance accorded to wealth turns the attention of these discontented thinkers to the unequal distribution of material riches, and they devote themselves to trying to think out some means by which this inequality could be changed to equality of possessions.

A writer in the June issue of Van Norden's Magazine holds that the philosophical anarchists, believing that all laws are wrong because they restrain the people in the enjoyment of their natural rights, propose to secure a transformation of society by changing the minds of men, not by legislative acts, for the use of the present machinery of government would involve the recognition of an institution which they assert has no right to exist. On the political side of anarchism there is a general agree-

ment, but on the economic side there are two sections. The concurrent view is that every human law represents only an infinitesimal fragment of the aspirations of all, and therefore can be made effective on those who are kept in order only by fear of punishment. Unjust to start with, the law becomes more unjust because applied by men who, having the defects and the passions, the prejudices and the personal errors of men, can not act, whatever be their probity, except under those prejudices and errors. The minority who by force have managed to seize the power, and who use to their own profit the forces of the collectivity—this minority makes its living in this order of things and interests itself in its prolongation.

The tramps apparently do not philosophize over the human condition. They take what they want wherever they find it, and, escaping punishment, they are contented and give themselves no more trouble about their condition or the human situation than do the grasshoppers on a summer day. But the philosophical anarchists trouble themselves about the entire human situation. Their doctrine, Russian in its origin, was definitely taught by Bakounine and Kropotkin may now be considered its most influential teacher. In the United States it is the usual form of anarchism advocated. Its ideal can not be better described than in the programme of the Pittsburg Congress of the chief American anarchist organization, the International Working People's Association, now defunct. Its points are:

1. Destruction of existing class rule by all means, i. e., an energetic, relentless, revolutionary and international action;
2. Establishment of a free society based upon a co-operative organization of production;
3. Free exchange of equivalent products by and between productive organizations without commerce and money-mongery;
4. Organization of education on a secular, scientific basis for both sexes;
5. Equal rights for all without distinction to sex or race.

Socialism is wholly different, for while anarchism is antagonistic to all law, Socialism, which seeks to establish a system of production for the benefit of the whole body of society, with a distribution to all according to some standard of justice of their own, could not exist without the strictest and most careful authoritative regulation.

There is little danger to be feared to society from the anarchists, because they can never be organized to carry out a system. As to the Socialists, their theory has never been put into practice, so that its followers can have no idea how they would like its restraints, which would be more stringent than those of ordinary existing laws.

While the idea of a general distribution of wealth may be very attractive, it would be difficult to accomplish it, because every fellow's idea is to get riches for himself without regard to the claims of others, and

that is just what we have to-day.

If human nature could be changed to the angelic standard all would be well, but human selfishness dominates everything, and there can never be any equal distribution of wealth under such conditions.

The life has left any truth when it needs laws to defend it.

The only way to use a great opportunity is to serve it.

## H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
Fancy Goods and Toys

GRAND RAPIDS, MICHIGAN

Our registered guarantee under National  
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## Walter Baker & Co.'s Chocolate & Cocoa



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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS  
In Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.

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Send for sample page and description of our **Business Record and Bill Register**. Keeps perfect record of all bills, how and when to pay them.  
Model Ledger Co., 241 S. Mich. St., South Bend, Ind.

## Flour Profits

Where Do You Find  
Them, Mr. Grocer?

On that flour of which you sell an occasional sack, or on the flour which constantly "repeats," and for which there is an ever increasing demand?



is the best "repeater" you can buy. Your customers will never have occasion to find fault with it. When they try it once they ask for it again because it is better for all around baking than any other flour they can buy. Milled by our patent process from choicest Northern Wheat, scrupulously cleaned, and never touched by human hands in its making. Write us for prices and terms.

BAY STATE MILLING CO.  
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LEMON & WHEELER CO.

Wholesale Distributors  
GRAND RAPIDS, MICH. KALAMAZOO, MICH.

## Jennings' Flavoring Extracts

Established 1872

JENNINGS' EXTRACT OF VANILLA is prepared from the choicest variety of carefully selected and properly cured VANILLA BEANS, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

JENNINGS' TERPENELESS LEMON EXTRACT. The flavor of this Extract is taken from MESSINA LEMONS by our own special mechanical process, producing absolutely a pure Flavoring Extract from the FRUIT.

Our serial number 6588  
appears on every package.

Jennings Flavoring Extract Co.

Grand Rapids, Mich.

C. W. Jennings, Mgr.

Direct or Jobber, see Price Current





### The Proper Time To Sell Poultry.

There is always a time to market your poultry when most profit can be made. That time has arrived within the first four months of the existence of undesirable not-to-be-retained cockerels. Every cockerel that is grown, not intended to be kept for breeding purposes, or for selling for breeding purposes, or to be made use of for exhibition, should be killed and sent to market as soon as he has reached broiler or frying size. Pullets should be sent to market in the fall, as soon as you can decide the desirability of so doing. It never proves profitable to retain in your possession a pullet that is not likely to produce eggs during her first winter, or one that is not strong, vigorous and healthy. These can be marketed as soon as this conclusion has been arrived at. All cocks that have been used in the breeding yards should be slaughtered and sent to market as soon as the period for hatching the chicks has passed in the spring. Only those should be retained which are most desirable to be used for exhibition or breeding purposes in the future. As soon as the cocks are removed from the females and kept away from them, the egg product will be much better.

All old fowls that are not profitable to be kept for egg producing, or to lay eggs for hatching, or any purpose whatever, should be dressed for market as soon as their usefulness is ended. No fowl, old or young, should ever be sent to market unless it has been thoroughly fattened for the purpose. They can be fattened by keeping them confined in small yards with roosting pens and being fed on rich, fattening foods from fourteen to twenty-one days. One-half their original weight can be added to a carcass if properly cared for and fed in this way. The best way to feed them is to use a mash mixture, made either of sweet skimmed milk, sour milk, buttermilk, or any kind of milk that can be obtained. Whenever sour milk or buttermilk is used it should be mixed well with a paddle, thoroughly warmed through—never boiled or cooked, for this spoils it for the purpose; then mixed with the meal, to be composed of one-half finely-ground corn meal, the rest ground oats, bran and middlings. This should be mixed into the well-warmed milk until it is a very thick mush. The mush should be fed to the fowls in troughs, as much as they will eat up clean three or four times a day. Never feed water, and only a little green food, with plenty of grit and charcoal during this process of feeding.

When the fowls are killed they should be hung up by the legs, stuck

in the roof of the mouth and dry-picked immediately after being killed, while the body is yet warm. A vigorous movement of the hand readily detaches all the feathers from the carcass. Some prefer to scald and pluck. Either way will do—dry-picking preferred. Always plump the carcass in cold water after the animal heat has left it before sending to market. Crate and pack separate sizes and colors in different parts of the box, never promiscuous sizes, shapes and colors all together, as they do not sell so well in the market.

Ducks and geese should be thoroughly fattened in much the same way, killed and dressed before being sent to market. Never offer stock for sale in the market unless it is well fattened and nicely dressed. It is estimated that 220 odd million dollars' worth of dressed poultry of all kinds were sold in the markets of the United States last year. This represents the price obtained by the grower. If all this poultry had been properly fed and finished and dressed for the purpose, it would have brought at least one-third more; in other words, care in feeding and marketing the products would have placed \$100,000,000 more in the pockets of the growers that they did not obtain, but a portion of which was obtained by those who did fatten and finish the products after purchase.—County Gentleman.

### Long Flights of Birds Over the Sea.

Birds of passage make their longest flight somewhere near Bering strait. A naturalist says that probably the longest continuous flight made by the feathered travelers in their peregrinations is accomplished by some of the shore and water birds that nest in the islands of Bering sea and spend the winter at Hawaii and Fanning island, 2,200 miles away. As some of the birds live entirely on the shore and are probably unable to rest on the surface of the water, they must accomplish the whole distance in a single night, yet they make their way to their destination with absolute precision. Among the lost birds of the world it is likely that the Cornish chough before many years will have to be numbered. The bird is becoming scarce. The rook and the jackdaw are ousting it from its habitat. Curiously enough, in Lhasa it has an almost perfect counterpart, so that after its extinction has been complete it will still be in evidence to all intents and purposes.

Every great public victory has many a private struggle behind it.

W. C. Rea

A. J. Witzig

## REA & WITZIG

### PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

#### REFERENCES

Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers.

Established 1873

I have bought out the stock and good will of the

### Bradford-Burns Co.

and will continue the business with my own at No. 7 N. Ionia St.

I want to buy

## Poultry, Butter and Eggs

Write or phone me for prices.

**F. E. STROUP, Grand Rapids, Mich.**

References: Grand Rapids National Bank, Commercial Agencies, Tradesman Company, any Grand Rapids Wholesale Grocer.

## All Kinds of Cheese at Prices to Please

Write or phone

**C. D. CRITTENDEN CO.**

41-43 S. Market St. Both Phones 1300. Grand Rapids, Mich.

Wholesale Butter, Eggs and Cheese

## BUTTER

We want 50,000 pounds of packing stock and 25,000 pounds of fancy June dairy butter in jars for storage. Don't fail to write or phone us for prices before selling. Both phones 2052.

**T. H. CONDRA & CO.**

Manufacturers of Renovated Butter

Grand Rapids, Mich.

## SEEDS

Our seeds have behind them a good reputation of more than twenty years. They are good; they have always been good.

**ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.**

OTTAWA AND LOUIS STREETS

## We Claim Quality Counts

Our brand Fancy White Virginia New Potatoes in full size barrels. The best grade offered in Western Michigan. Please try them.

**Yuille-Miller Co.**

Grand Rapids, Mich.  
Citizens Phone 5166 Bell Phone 2167

We sell all kinds field seeds

## Medium, Mammoth, Alsike, Clover Timothy, Red Top, Orchard Grass

If you have clover seed, red kidney or white beans for sale send us sample, price and quantity

**MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS**  
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

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

Special Correspondence.

New York, Aug. 8—Speculative coffee has taken a turn for the better and, while trading has not been remarkably heavy, an advance of some 5@15 points has been recorded. The actual article shows little animation and roasters are taking only enough to keep them going. At the close Rio No. 7 in an invoice way was quoted at 6½@6¾c. In store and afloat there are 3,288,189 bags, against 3,898,688 bags at the same time last year. Mild grades are about as quiet as they can be and move at all. The trade seems to be taking a vacation and only the smallest lots are moving. Fair to good Cucuta is worth 8½@9¾c.

While refined sugar has taken a drop, it still remains a very quiet staple and sales are simply sufficient to carry on business. Buyers as a rule are not apt to tumble over each other with the first slight decline in sugar, as they look for something better (or worse) further on. The Federal refinery is said to have a month's orders ahead.

The tea market presents a more favorable undertone and new Formosas and Japans are very well sustained. Chinas meet with a rather cool reception and sales are mostly in the cheaper grades. Quotations through the whole range of teas show little, if any, change.

The rice market witnesses business only in foreign sorts. The trade seems to be waiting for new crop domestic, but supplies are very "backward in coming forward" and quotations are practically without change. Good to prime domestic, 5½@6¼c.

Spices are firm and, upon the whole, dealers report a somewhat improved outlook, although quotations show the same low level. Stocks seem to be rather light in some lines, but there is no dearth.

The report on molasses from jobbers is of a stereotyped nature and little change is anticipated for a month. Stocks are light and prices are well sustained. Offerings of syrups are not large and prices are firm.

Canned goods are mighty quiet. Jobbers take the smallest quantities and no great interest is likely to be manifest for some few weeks. Packers of tomatoes who are not pressed for money are holding stoutly for 77½c f. o. b. and little business is being done with them. At 75c, however, there is some trading, but there is room for improvement. Packers of corn are firm in their views and buyers will not make free purchases at rates asked, while they might be interested at a slightly lower level. New York State pea packers acknowledge they will be rather short on deliveries—perhaps 10@25 per cent. or more. California apricots are selling with some freedom. Maryland peaches are being put up, but as yet the offering of desirable goods is of small proportions. Apples are quiet.

The supply of really desirable butter is not very abundant and the market exhibits considerable firmness. Creamery specials, 22½@22¾c; extras, 22@22¼c; firsts, 21@21½c; imi-

tation creamery, 19½c; Western factory, 18½@19c; seconds, 18c; process stock is working out at 18½@21c for firsts to specials.

The cheese market is quiet and not especially encouraging. Full cream specials, 12¼@13¼c; fancy small, 12c.

Receipts of eggs which will stand the test as to freshness are very moderate and the market is firm at 26@27c for nearby. A large share of arrivals from the West show the effects of the hot weather and it takes a mighty short time with the weather in the 90s to make a bad egg. Western extra firsts, 20@21c; fresh-gathered, 18@19½c; seconds, 16@17½c.

**Sad, But True.**

A precocious son of 5 years old looked very philosophically at his mother one day and remarked: "Isn't it wonderful how one's skin is put on? Is it sewed together or pasted with glue?"

Realizing the folly of any physiological explanations, she replied, "No, dear, it is all in one piece."

Still a quizzical expression o'er-spread his face. Peering at his mother's forehead, he raised his finger and exclaimed, "Well, mother, I really think you have a seam across there."

After the humor of the remark had passed it awakened a note of pathos, for that mother, with the aid of the mirror, discovered that the hitherto unobserved seam was there, her first wrinkle.

**How He Made Good.**

"Do you remember Bluffwood, the chap who boasted that it would not be long before he would be scorching in a big machine? Well, he made good."

"Ah, indeed! Then I suppose he is racing around the country in a big French car?"

"Not quite, but he's scorching in a big machine every day. Got a job running a patent ironer in a steam laundry."

**Dry Sound**

Our feeds are made from **Dry Corn**. We give you grain that will draw trade. Let the other fellow worry with cheap, damp, sour goods. Send us your orders for

**Molasses Feed  
Cotton Seed Meal  
Gluten Feed  
Old Process Oil Meal**

**Grand Rapids Grain & Milling Co.**

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan

**YX BRAND** Ground Feeds None Better  
**WYKES & CO.**  
GRAND RAPIDS

**M. O. BAKER & CO.**

Have big outlet for cherries, peaches and small fruits. Write us.

Toledo, Ohio

**Veneer Box Co.**

Manufacturers of all kinds of

Shipping Boxes and Egg Cases

Grand Rapids, Mich.

**Huckleberries**

We can handle your huckleberry shipments to good advantage.

We sell all berries according to quality and have a large outlet and are in position to command the highest market price. Send us your shipments.

Returns sent promptly.

We also sell all kinds of fruit packages.

**The Vinkemulder Company**

14-16 Ottawa St.  
Grand Rapids, Mich.

**Here is the Guaranty Which Covers Kingsbury's Goods**

I hereby guarantee to the purchaser of any articles of jams, preserves, marmalades or other fruit products manufactured by me, that the same are not adulterated or misbranded within the meaning of the National Food and Drugs Act of June 30, 1906, that they contain only the fruits named on the label, and granulated sugar, and have no preservative, coloring matter or adulterant of any kind whatever in them.

**H. P. D. Kingsbury**  
Redlands, California

(Where the oranges come from)

**W. S. Ware & Co., Detroit**  
Agents

Original signed copies of this guaranty furnished the trade on request.

**PRODUCE** Vegetables, Poultry, Eggs, Butter, Cheese, Etc.

We buy and sell in any quantity and only solicit your patronage upon merit of goods and satisfactory dealing.

**RODERICK-GLASCOTT CO., 39 S. Market St., Grand Rapids, Mich.**

**You Are the One That Gets Hurt**

When you sell your customers a low-priced coffee. You are taking chances unless it's ARIOSA, because it is very difficult to get a good quality of coffee at a low price and yet have the flavor always the same.

You can't afford to take chances. We buy in larger quantities than any five concerns in the country, and we can afford to give quality and make a price that nobody can duplicate.

**Arbuckle Brothers**  
New York

## SENSIBLE SUGGESTIONS.

## Original Ideas Presented in an Original Manner.\*

The unusual drought we have been experiencing lately impresses upon our minds how dependent we are upon an even supply of moisture for the growth of our crops and the proper development of our fruits. In arid regions irrigation has attained great importance and immense areas have been reclaimed by entering upon well thought out plans of storing and distributing water.

In our own country, without mountain streams to draw upon, the gathering and distributing of water becomes a matter of greater expense because we have to invest money in power to pump the water into reservoirs from which it can be distributed, and we can not rely upon gravitation except in the distribution of the water after it is once properly stored. We have fought shy of doing very much in this way because of the initial expense in getting the water where it can be used. However, when we note how quickly all of our hopes are blasted as a result of the absence of regular showers, we may well consider mathematically how much we can afford to invest in a method of applying water at least to certain crops which we employ in what we may term intensive agriculture; and we may well give attention to the most approved methods of applying water in lieu of Nature's method which may be so long deferred as to ruin our hopes.

To this end I suggest that any of us whose gardens are situated so that the distribution of water can be easily effected invest in some simple pumping apparatus and a cement reservoir, that we may test in a small way the practicability of irrigating certain crops at times when our rainfall needs to be supplemented.

\* \* \*

This year I didn't have a crop of cherries, but I had a test of the value of mulberries as a method of sidetracking the ravages of birds during the cherry season, which are especially aggravating when one has a small crop.

Mulberries seem to fruit every year, and mine ripen at just the time when the early Richmonds begin to color, and I have, from years of experience, had demonstrated the fact that all the feathered tribes prefer mulberries to cherries. In this method I avoid the temptation of destroying bird life, for I fear with the incursion of birds upon my cherry trees, if there was no simple method of driving them away, I should be tempted to destroy bird life, which is really against my principles.

Speaking of birds, I have had several complaints made that owls and jays and some other species are so destructive of the nests and the young of other birds that they ought to be destroyed. I never allow a bird of any kind to be killed on my place if I know it, and my theory is that if none are killed the balances of Nature will be maintained in the best possible way. I wish we could have

more winter birds which subsist upon the eggs of insects very largely, like the chickadees and nuthatches and certain woodpeckers. It seems to me that if we could make it more attractive for these fellows to stay with us during winter we would have an ally in the destruction of many of our injurious insects.

\* \* \*

The choice of land when one enters the life of a farmer means almost everything in connection with his success. Offhand we may say that success depends upon the man, but there is such wide variation in the quality of soil and its adaptation to the growth of certain crops that the choice of land is a matter of the gravest importance, and, as we go over this and other states and note the successful farming localities and

pearance which accompanies good land.

It may be the misfortune of some of us to be located upon poorer land, and then we emphasize the importance of the man and the employment of methods which shall in a measure supplement the lack of quality in the soil.

\* \* \*

This leads me to again speak of the intensive farming as practiced about our city and the importance of learning how to grow the maximum crop upon a small area of soil when that soil lies in close proximity to a city. Here in Grand Rapids we have the best illustrations of intensive agriculture in farming which is done under glass. I would suggest that inasmuch as this kind of farming has brought a good deal of notoriety to

I would suggest to the Board of Trade that it take the same interest in glass farming which is practiced about our city that it does in adding to our mechanical industries; and why would it not be well for the Board of Trade to have a great meeting called here in the interest of glass farming, bringing together men who have made the most pronounced success throughout our country in this style of farming, and thus give an impetus to a business, the volume of which is of increasing importance to our city?

\* \* \*

A movement has been set on foot in our city to furnish what is called certified milk, that is, milk of a certified purity which makes it the safest kind of a food for our babies. This is the beginning of a most important system of education in connection with a matter of the gravest moment to our community.

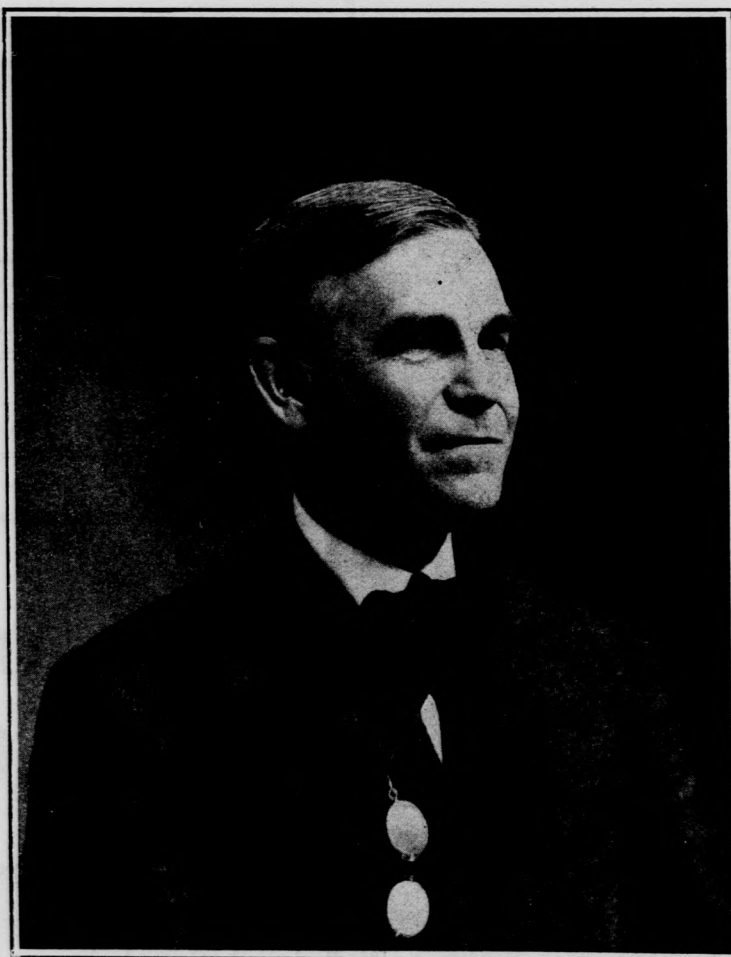
I notice that this certified milk is put on the market at nearly double the price of the ordinary milk, and it is worth it. The knowledge that in our milk supply we have something that is as nearly perfect as man's appliances and methods can make it is a satisfaction that we can afford to pay for. When we reflect that there is as much nutriment in a quart of milk as in a pound of the best beefsteak, it is well for us to think about the economy in the use of milk as compared with other kinds of food. When we reflect that the least bit of carelessness in connection with the drawing of milk from the cow may result in the addition of a number of microbes which makes the use of this milk a menace to health, we can perhaps understand the importance of the greatest of care in connection with the handling of our milk supply.

If our milk consumers could step into the average stable, summer or winter, and note the opportunities for the contamination of our milk, and then would go into a stable so handled and cared for as to make it possible to put out a certified product, the matter of paying a few cents more a quart would never be thought of as a matter of great importance in the selection of our milk supply. If our milk consumers could be impressed with the care which is necessary in connection with putting certified milk upon the market, and could be impressed with the importance of the details in producing this certified milk, they would insist upon the education of the dealers in lacteal products as to the importance of instituting the most careful methods in handling all this most important food product.

\* \* \*

This again leads me to speak of a source of contamination to which we seem to be somewhat oblivious:

When the producers of certified milk lead their cows into a screened apartment free from odors and free from flies when the milk is drawn, we are impressed with the importance of looking after this matter of flies as a method of contaminating food products. And this again leads to a thought upon the methods which tend to increase the pest of flies, which at



Hon. Charles W. Garfield

tally off the illustrations of failures in farming we will find that soil is a most important factor.

So when I see skillfully worded articles in the newspapers dwelling upon the wonderful effects of growing mammoth clover upon the poor lands of Michigan and Wisconsin, which have been so long avoided by farmers that they were considered barren, I feel like putting in an antidote and saying to people seeking farms, "Do not waste your money upon cheap lands unsuited to farm crops until such time as all the good cheap lands shall have been turned into agricultural processes." In our own county, as we go from neighborhood to neighborhood, we can not help but notice the appearances of thrift in buildings and fences and general ap-

pearance which would be well for our Board of Trade, which is looking after the interests of the city, to sit up and take notice of the importance which this intensive farming has to do with the development of our city. It is the farmer who feeds the city, and it is on the farming interests adjoining the city that the city must rely in some measure for its continued prosperity. Any method which shall increase largely the products of the soil will aid in furnishing cheap food to the employees in factories, and this indicates that the adding to our manufacturing industries ought to have as a concomitant the development of intensive farming in the vicinity to furnish the necessary cheap food for the mouths of this increased number of consumers.

\*Paper read before monthly meeting Grand River Valley Horticultural Society by Hon. Charles W. Garfield.

Mr. Merchant:

Here is how you can do a big block of business at **our** expense. Others have done it, so can you.

We are going to make a clean sweep of a big piece of Northwestern territory for our Evaporated Milk and we want to post you in advance so you can get in on this big trade making deal.

On August 9th a full page will appear in

The Chicago Sunday Tribune	The Milwaukee Sentinel
The Chicago Sunday Examiner	The St. Paul Pioneer Press
The Milwaukee Free Press	The Minneapolis Tribune
The Minneapolis Journal	

advertising Van Camp's Evaporated Milk and a free coupon to be printed the following Sunday in a page ad in all these papers.

The coupon to be good at your store for a ten cent can of Van Camp's Milk.

We will redeem the coupons from you at ten cents each in cash so you make your full profit.

During the week of August 9th to 16th big advertisements of the coupon deal will be published in the following papers--

The Chicago Daily News	The Milwaukee Daily Wisconsin
The Chicago Daily American	The Milwaukee Daily Free Press
The Chicago Daily Journal	The Milwaukee Daily Sentinel
The Chicago Daily Examiner	The Minneapolis Daily Journal
The Chicago Daily Tribune	The Minneapolis Daily Tribune
The Milwaukee Daily Journal	The St. Paul Daily Pioneer Press
The Milwaukee Daily News	The St. Paul Daily Dispatch
The St. Paul Daily News	

This group of papers we have selected for this great advertising plan reaches simply millions of readers.

It is planned to just wipe up the territory where these papers circulate and convert literally millions of people at one stroke to the use of Van Camp's Milk to the exclusion of unsafe milkman's milk. It will be tremendously expensive to us but a big, free harvest for the grocer.

This is the greatest advertising trade creative plan that has ever been undertaken and we owe it to you to urge you to co-operate with it and get the benefit of it.

The Milk will repeat and you and we together can certainly work up a big lot of new trade. Don't be prejudiced or skeptical. We are not experimenting. We know just what this big deal will do and we want you to come in with us.

Yours truly,

THE VAN CAMP PACKING CO.

General offices  
Indianapolis, Indiana.

Milk condensories at St. Albans, Vt., Wauseon, O., Effingham, Ill., Watertown, Wis., Perry, Iowa.

best is very unpleasant. No matter how beautiful the window display of a grocer may be, if at the rear of his premises there is an aggregation of filth he will find it impossible to free his premises of flies. And why should not our consumers insist upon the same neatness in connection with the handling of our food products that we require of men who furnish us with certified milk? The carrying of contagion by flies is an everyday menace to the health of the community, and the surest way to reduce this pest to a minimum is the keeping of our premises as perfectly clean of decaying substances as is possible.

\* \* \*

Every day I am impressed with the importance of giving tuition in our schools upon certain subjects that are vital in the community and that are rarely touched upon in connection with school methods. The carelessness of children during this dry weather has resulted in a great many fires, and the thoughtlessness of grown-ups has produced fires that have been of incalculable damage. We can not reach people from the rostrum or through the press so that they shall all understand the importance of care in the handling of matches and other inflammable material during the period of drought, but it is perfectly practicable to educate all of the people through our schools with regard to this most important requirement in connection with safety.

The other day, coming toward the street car from my place, I followed the trail of three or four lads who were sauntering along and chatting pleasantly with each other. One of them had cut a limb from an ash tree and with his knife was cutting one by one the side limbs from it and dropping them on the sidewalk, intending evidently to have a nice whip. Following along, I picked up each of these little branches that the boy dropped, something over twenty in number, and when I came to the corner where the boys turned off I spoke to the little fellow who had been manipulating his knife so successfully and said, "I have picked up all these branches you have dropped on the sidewalk, and here they are. Will you please take them and put them some place where they will be out of sight and out of the way?" He looked up and said to me, "Have you been following along and picking up all these branches?" and I said, "Yes." "Well, it was pretty mean of me to scatter them along that way," and I said, "No, it wasn't mean of you; it was simply carelessness. Now that your attention has been called to it I shall expect you will be more careful about scattering litter hereafter," and he said, "I will."

That little group of boys learned a lesson. This same lesson can be taught all of the children in the schools, and they are amenable to reason, and thus save an immense amount of time in the picking up and cleaning up of our streets and alleys; that is, if we keep them clean.

\* \* \*

I noticed in the paper that as a result of a weakening on the part of the Park Board, in answer to peti-

tions of automobile owners, the perfect freedom of the drive on the north forty of John Ball Park has been given to these machines at all hours of the day. With all due respect to the owners of these useful vehicles, it seems to me that this is a mistake. The Driving Park Association of Madison, Wis., which has developed miles of beautiful road leading to interesting places about the capital of Wisconsin, has from the beginning put certain restrictions upon automobiles that seem perfectly reasonable, allowing them the use of these drives only upon certain days and certain hours, leaving the rest of the time open to the horse owners for their use without the element of danger which accompanies the indiscriminate use of the automobile. There was some trouble at first but the reasonableness of it all has appealed to even the owners of these machines and they are satisfied with the arrangement.

It seems to me that we are in no way hedging the usefulness of these vehicles when we recognize, particularly upon our narrow highways used for pleasure only, the danger that accompanies the driving of these machines at all times and seasons.

I have been impressed with the way these vehicles, when driven at a rapid rate, grind up our road surfaces, and the builders of country roads in this road-making era will do well to consider the statistics of rapid transit with heavy vehicles, as affecting the character of our roads, and to weigh carefully the question of limiting the speed of these vehicles in the interests of preserving for their use, and the use of everybody else, the well-made roadbeds that are now coming into fashion.

A suggestion has come to me from the Misses Cuming that meets with my warm commendation and I pass it on to you.

It is that prominent trees and places of interest in the city be appropriately placarded and that the legends give enough information to meet the natural enquiries of persons who visit our city and want to learn as much about it as possible without asking too many questions.

For instance, the Nelson elms on Bostwick street will strike any visitor in the city as a unique preservation of a most important landmark. A permanent metal placard could be arranged giving just enough of the history of the preservation of these trees to be pleasing to visitors and a satisfaction to the residents of our city. This thought could be carried out, as it is in many cities in Europe and in an occasional town in New England, without very great expense and give an added source of interest to many things which appeal to our pride in connection with our city.

\* \* \*

The posting of the pictures of local candidates for offices upon the fences and telephone poles and corner trees is again in evidence as the campaign opens. This and the habit of scattering picture cards in the streets is a shameful method of promoting the claims of candidates and should be resented by all people who are interested in maintaining the at-

## POST TOASTIES

(Formerly called  
Elijah's Manna)  
The "Supreme Hit" of the  
Corn Flake Foods—  
"The Taste Lingers."

Postum Cereal Co., Ltd. Battle Creek, Mich.

## Light Economy

Your lighting expenses can be most effectively reduced by using superior lighting systems. The Improved Swem Gas System not only costs less to operate but gives a clearer and brighter light. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

## G. J. Johnson Cigar Co.

S. C. W. El Portana  
Evening Press Exemplar  
These Be Our Leaders

## MAYER Special Merit School Shoes are winners

## The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light  
HALF SO GOOD OR CHEAP  
It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

24 State Street

Chicago, Ill.

## What a Little Mail-Order Might Do

An order say of five barrels of Voigt's Crescent Flour, two in ¼s and three in ½s, might be the means of winning back old customers who are not buying flour of you any more.

It might be the means of getting some customers you never had before for women will do more talking about good flour, and speak more highly of their grocer than for any other reason.

Just invest one cent in a post card and try it.

We'll move the flour for you—and we'll guarantee results.

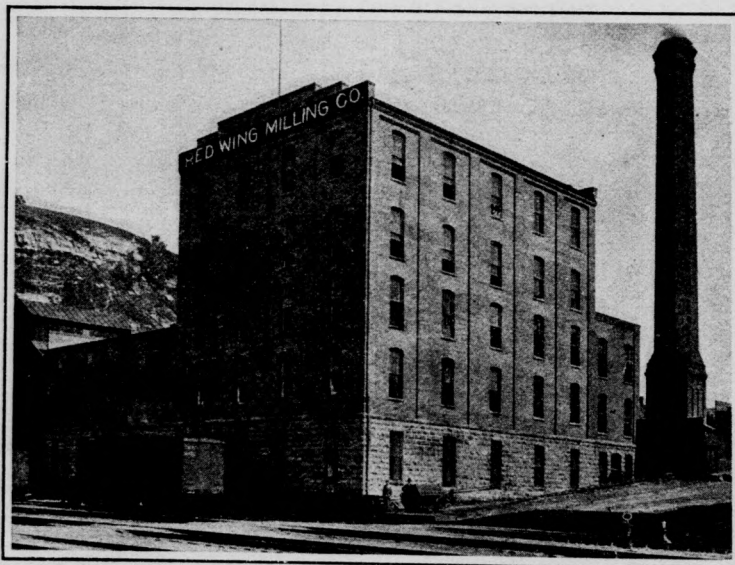
YES, TODAY!

**Voigt Milling Co.**  
Grand Rapids, Mich.

The Mill That Mills

## BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



The excellent results women are daily obtaining from the use of Bixota Flour is creating confidence in its uniform quality.

Grocers handling the line know this—and the result is that all recommend Bixota.

Stock Bixota at once if you want more flour business at better profits.

**Red Wing Milling Co.**

**Red Wing, Minn.**

S. A. Potter, Michigan Agent, 859 15th St., Detroit, Mich.

tractiveness of our streets and country highways. We would do well to file a strong protest against it and to express our warm sympathy with the Grand Rapids Board of Trade in its campaign against billboards.

There are some notices which the law requires shall be posted in the township and in the city, and the governments of both city and townships should establish neat boards for this purpose at certain prominent places, and no other notices or advertising should be allowed except upon expressed permission of the proper authority. The promiscuous use of fences and barns and trees and prominent corners for advertising purposes is a flagrant abuse of the rights of the public, and we who are trying to make the country more beautiful and attractive to visitors should on every possible occasion proclaim our remonstrances against this reprehensible practice.

### A Pronouncedly Unique "Wizard of Oz" Exhibit.

Written for the Tradesman.  
Everything  
in  
Wet Weather  
Goods  
From  
Head To Foot

During some very inclement weather the above comprehensive placard appeared conspicuously in one of the large windows of a general store that deals in goods of every possible description for the rainy days that "into each life must fall."

There were mackintoshes of several styles and colors, down to these little sandal rubbers in the neat pretty rubberized cloth envelopes. Umbrellas came in for an appreciable share of inspection, their handsome handles receiving much favor.

This firm also carry cork-soled walking shoes, and some samples of these were on display, the soles of which are claimed to be impervious to moisture.

An entire window of one variety of goods is more apt to sell them than where they are occasionally introduced with other articles.

\* \* \*

Tan shoes have been worn a great deal this summer by men and women both. It is my opinion there are only two ways permissible to wear these: When they exactly match a costume or suit of clothes or when worn with a white dress or a white wool suit. But we see tan shoes donned indiscriminately; see them with black, cerise, green, navy blue, although the latter combination is not quite such poor taste. With a purplish navy they do quite well. With the other colors and with black they are simply hideous beyond mention.

Brown shoes make the feet look bigger than do black ones or even white footwear; but many are not able to see this fact and get into them quite regardless. I have seen men with feet like scows seemingly oblivious of the fact that they were enlarged to the size of canal boats when encased in this trying color. Women, however, show a trifle more knowledge along this line.

A general store carrying Hood rubbers might get up a window with these goods interspersed with children's fancy hoods of various descriptions, with a card calling attention to the fact that the goods are:

### ALL HOODS !

Such a window would, of course, have to be used during a stormy season.

\* \* \*

With the shoe called the "Wizard" it would be a unique idea to have a life-sized Straw Man and Tin Man locking arms in the window. Clean straw and scraps of bright new tin could deeply litter the floor. A few pairs of "Wizard" shoes could be standing around on tin tabourettes, with wisps of straw sticking out of the fastened tops.

A placard might say:  
Embrace  
the  
"WIZARD"  
and  
You  
Will  
HUG YOURSELF  
!

If such an out-of-the-ordinary exhibit were in evidence while "The Wizard of Oz" was holding the boards it would be bound to attract a wonderful amount of attention and bring the name of this particular shoe before the public in a way I never heard of before.

If theater or other local happenings were taken advantage of more often than they are it would redound greatly to the popularity of any particular goods. When merchandise is associated with current town events it sticks in people's craniums in spite of themselves. If you have not been in the habit of arranging such displays, and if you are a Doubting Thomas about the matter, just rig up a window in accordance with this theory and you will demonstrate to yourself its feasibility.

\* \* \*

"One of the notable innovations in the realm of footwear has been the general use of the tan shoe for winter wear. Every one knows that tan leather makes an uncommonly comfortable shoe, and perhaps it is this fact that has moved both men and women to adopt the tan shoe for winter use as well as for summer purposes.

"So as to the boots. Only a small foot looks really well in a colored boot, and the observer who took note of the feet beneath the short trotting skirts last winter was likely to obtain an impression that this is a large-footed generation; but, in spite of their tendency to enlarge the apparent size of the foot, the dark tan boots are exceedingly smart.

"Almost all of them are cut much higher than the ordinary boot. The shape came into being as the motor boot, but the very short skirts have helped to establish its vogue, and now both tan and black boots, cut extra high and perhaps with a little strap at the top, are worn not merely for sports but as ordinary street boots.

"They are made in varying grades of heaviness, but almost all the models save certain heavy ones intended strictly for outdoor sports have the high Cuban heel and the pointed toe. They may be either laced or buttoned, but the laced boot is more generally worn, although the ankle is likely to look larger in it than in a buttoned boot.

"Boots of suede or ooze calf in colors to match costumes are considered extremely chic for dress wear and are made very plainly, without even fancy stitching. They button with small pearl buttons matching the kid in color."

Jeanne.

### The Oldest of Professions.

An old friend of the family had dropped in to see a young lawyer whose father was still paying his office rent.

"So you are now practicing law," the old friend said, genially.

"No, sir," said the candid youth, "I appear to be, but I am really practicing economy."

### Who Does Not Know

#### W. A. RALSTON & CO.

Merchandise Sales Specialists and High Class Auctioneers?

To know US means MONEY to you. Ready Cash is what we guarantee when we apply our Special Sales plan to a stock of merchandise. NO MATTER WHAT THE CONDITION OR WHERE LOCATED.

If you wish to raise MONEY by reducing or closing out your stock at a profit, just write us about our never-failing Sales plan.

It is a hummer. Write today and learn more about us, and the greatest modern Sales System of the hour. Do it now. Don't delay. We can help you.

W. A. RALSTON & CO.

Suite 407-409 Exchange Place Bldg.  
Rochester, N. Y.

### Lightning Rods

We manufacture for the trade—All Kinds of Section Rods and Copper Wire Cables.

#### E. A. FOY & CO.

410 E. Eighth St. Cincinnati, O.

### CASH CARRIERS

That Will Save You Money  
In Cost and Operation

Store Fixtures and Equipment for Merchants  
in Every Line. Write Us.

CURTIS-LEGER FIXTURE CO.  
265 Jackson Boulevard, Chicago

### BAGS

Of every description for every purpose. New and second hand.

#### ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

### FOOTE & JENKS' PURE FLAVORING EXTRACTS



(Guaranty No. 2442)

Pure Vanilla  
and the genuine



### ORIGINAL TERPENELESS EXTRACT OF LEMON

Not Like Any Other Extract. Send for Recipe Book and Special Offer.

Order of National Grocer Co. Branches or Foote & Jenks, Jackson, Michigan

### A HOME INVESTMENT

Where you know all about the business, the management, the officers

### HAS REAL ADVANTAGES

For this reason, among others, the stock of

### THE CITIZENS TELEPHONE CO.

has proved popular. Its quarterly cash dividends of two per cent. have been paid for about ten years. Investigate the proposition.

### MICHIGAN SHOE COMPANY

"Mishoco" New Specialty Shoe  
for Men and Boys

"Josephine" for Women

Made in all Leathers Snappy up-to-date Lasts  
Selling Agents Boston Rubber Shoe Co.

DETROIT

### Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company - - - Grand Rapids, Mich.

## STOVES AND HARDWARE

### GAINING GROUND.

#### Marked Progress Made by the Hardware Trade.\*

It matters not what organization it may be, that body can not bestow a higher honor upon one of its members than to elect him its chief executive.

It is an act based on a sacred tie and demonstrates a confiding trust in him. To be honored thus, by honorable men, proves a double honor. Realizing, therefore, this expression of your high esteem in making me your President I resolved, in accepting this honor, to be true to my obligations.

The time has passed quickly by, having no regard for procrastination, hence my effort has been to act when duty called.

Our Association does not depend upon one man to run its affairs. While a great deal is expected of our competent Secretary, nevertheless the officers would appreciate advice and suggestions by correspondence from any of its members, that the Secretary's burdens be somewhat relieved and the individuality of our members be encouraged.

Your President has corresponded quite frequently with Secretary Scott concerning matters of importance to the Association and found him well informed and the interest of the Association next his heart.

A number of visits have been made in different localities to secure new members and to call upon old ones.

Our Association is now convening for the fourteenth time. Born in 1895, in the midst of the panic of 1893, with a membership of ninety-five, we have grown to nearly 1,000. Having passed through one of the greatest periods of prosperity ever experienced by the American people we are compelled to face once more another flurry of commercial depression.

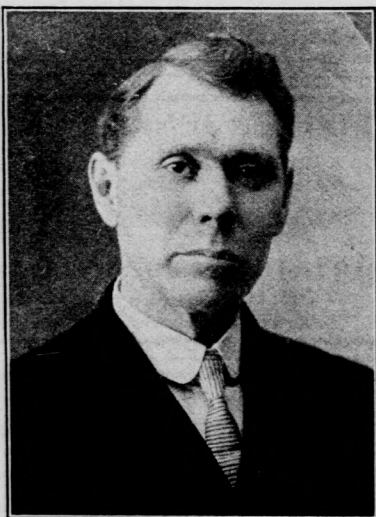
Thanks to the American grit, we are gradually but surely beating back the demon of despair, whose clouds obscured for a time the sunlight of confidence, and with optimistic eye we discern the return once more of prosperity.

It is not for us at this time to discuss the cause of our recent panic. Its devastation has been far reaching throughout our country, and it is with profound relief that we read of the action of our last Congress in passing the currency bill, with its well-guarded plan for the issue, under certain conditions, of enough emergency bank notes for the pre-

\*Annual address of President Charles M. Alden at the fourteenth convention of the Michigan Retail Hardware Association.

vention of panics. If \$100,000,000 had been available in New York City last October the panic would not have spread outside of that city. Our banks would not have disintegrated, resulting in each grabbing to hoard all the money in their reach—would rather have united their forces upon the clearing house principle, with the knowledge that all the money they needed could have been obtained.

Early in May the National Prosperity Association of St. Louis, Mo., was organized and your President immediately fell in line and sent out a letter to the members of our Association setting forth the encouraging features of this timely move-



ment, which I am confident was followed by good results.

The past year has been a critical one for our Association. As individuals we have been engaged in a commercial struggle with this financial stringency, with limited sales and curtailed profits. As an Association we have been kept busy fighting the catalogue house and parcels post through our Legislative Committee, and have demonstrated our strength and our influence upon the action of legislators, also upon manufacturers and jobbers selling to catalogue houses. Over these discouragements we have conquered, and as we look back over the years of our existence we can record another year of success.

December 20 of last year your President and Secretary had the pleasure of representing our Association at a meeting of several civic and commercial organizations in Chicago, to discuss the question of parcels post. Gentlemen from several states, some coming from a great distance, attended this meeting. Many points of interest to the hardware trade were discussed, resulting in the publication



## \$500 BRUSH

Designed by Alanson P. Brush, designer of the Single Cylinder Cadillac

The Common Sense Car for two people; all the speed you want; more power than you can use; snappy, symmetrical design and finish; the easiest riding thing on wheels; more reliable and steady than a horse and buggy.

Runs 25 to 30 miles per gallon of gasoline and a trifle of oil and is less expensive than a horse—why, you will see from catalogue. The wonderfully balanced single cylinder vertical motor and complete power plant is under the hood—a marvel of accessibility. For ordinary use at moderate speeds, solid tires are perfectly satisfactory, and even with pneumatics (\$50.00 extra) the lightness of the car reduces tire expense to a small figure.

The Brush is not a toy nor experiment. It is made complete in one plant in large quantities by a skilled and experienced force with ample equipment and capital, and is marketed by reputable and reliable people with reputations to protect. There are no "hard times" with us. If you are interested call or write for catalogue.

### MANLEY L. HART

47-49 N. Division St.  
GRAND RAPIDS, MICH.

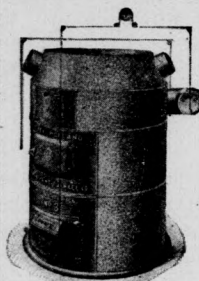
## Foster, Stevens & Co.

### Wholesale Hardware

#### Fire Arms and Ammunition

33-35-37-39-41 Louis St.  
10 and 12 Monroe St.

Grand Rapids, Michigan



A Dividend  
Payer

## The Holland Furnace

Cuts Your Fuel  
Bill in Half

The Holland has less joints, smaller joints, is simpler and easier to operate and more economical than any other furnace on the market. It is built to last and to save fuel.

Write us for catalogue and prices.

Holland Furnace Co.  
Holland, Mich.

## Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.  
GRAND RAPIDS, MICH.

## Fly Nets and Lap Dusters

Our Line is  
Very Complete

Send for  
Illustrated Price List

Brown & Sehler Co.  
Grand Rapids, Mich.

WHOLESALE ONLY



Lightning and Blizzard

## Freezers

and

## Hardware



CLARK-RUTKA-WEAVER CO.

32 to 48 South Ionia St.

Grand Rapids, Mich.

of several booklets denunciatory of parcels post, such as the "A B C of Parcels Post," by C. W. Spofford, and "Perils of Post Extension," by George H. Maxwell.

As provided for in our constitution, we also attended the meeting of the National Association held in the Planters' Hotel at St. Louis, Mo., March 24, 25, 26 and 27. The National, as you know, consists of delegates from twenty-six state organizations. Its officers are chosen from these representatives, which makes it your organization. It is growing and exercises its power in the interest of every retail dealer. Its organ is the Hardware Bulletin, of which National Secretary M. L. Corey is editor. Through the medium of this organ thousands of merchants are reached and matters of interest to the hardware trade are handled judiciously and brought to our attention every month.

Every hardware man in the State of Michigan should be made to realize that he has been benefited by Association work, that he owes the Association his influence and that if he is not a member, in receiving these benefits, he is getting something that he has not paid for.

It was noticeable that, while this was a meeting of the retailers, the jobber and manufacturer took part with just as much enthusiasm. The programme was of a high character intellectually, very instructive and pleasing, and was not confined to questions bearing directly upon the work of the Association, but included topics of National character, demonstrating a tendency to reach out, educate and broaden the hardware men on questions outside the narrow gauge of their trade.

President Miles' address was a masterpiece, full of helpful comments and suggestions, and should be read with thought. In fact, there is knowledge to be gained by a careful study of such addresses as those of President Miles, Secretary Corey, A. T. Stebbins, W. P. Bogardus and George H. Maxwell, and many others delivered at the National convention at St. Louis and published in the National Bulletin.

Your Secretary was assigned a place on the programme and your President was favored with the chairmanship of the Committee on Suggestions.

We were impressed with the need of a larger delegation from our State Association. The average delegation was about five from each state, Indiana sending twelve, and it would have been a lonesome and weary job for us to have made any kind of a showing for good old Michigan had not her reputation stood high among the states.

Therefore, upon our recommendation, at the last meeting of the Executive Committee the constitution was changed so as to provide for a larger delegation to the National convention, that our State may be properly represented. I sincerely hope that when this change is put to vote it will carry without a dissenting voice.

I am highly pleased that we are honored with the presence of A. T.

Stebbins, of Rochester, Minn., President, and W. P. Bogardus, of Mt. Vernon, Ohio, Ex-President of the National Association. Such gentlemen as these add tone and weight to our assembly and leave us with a higher impression of our vocation.

The more we make a careful study of our business and endeavor to conduct it on the proper basis the more we are impressed not only with the dignity it bears, but its tendency to intelligently educate and elevate. Among the many dealers in merchandise the hardware man is the most honorable in one respect: He is the last one to encroach upon a commercial territory of other lines.

While you see dry goods stores, groceries and many other stores with hardware upon their shelves, it is very seldom that you find any other merchandise than hardware upon our shelves.

These other merchants adopt the department store plan and select a cheap grade of our goods, and often sell them regardless of cost, using this method to attract the trade their way. It is a piece of commercial felony which legislation can not check, the solution of which depends wholly on the moral modesty of honest men to refrain from its practice.

Notwithstanding our sentiments on the department store question, the fact remains that being legitimate they have come to stay. They have absorbed, to a great extent, our stove trade in large cities. They are in a position to furnish our customers all they require to furnish a home complete on one book account or lease, on the easy payment plan, and the problem is up to the hardware dealers either to adopt this plan or go out of the stove trade. Many hardware merchants are adding furniture and other household goods to their lines, which is proving to be very satisfactory.

It would be well for us to study this matter very thoroughly. At any rate, do not lie down in despair. It is the man who succeeds who discovers in himself the ability to do things and realizes that power to grasp opportunities by the forelock instead of the coat tail.

This address would not be complete and would be disappointing to my hearers if the question of domestic parcels post was overlooked. It is a question that has ever been before us and never will be allowed to get behind us. The postal system of the United States was originally based on a single object—that of transmission of intelligence—and was never intended as a means of competition in a commercial way with private or corporate transportation companies. Time will not permit me to go into the details of this controversy and only a few of the leading hints can be touched upon.

Postmaster General Meyer has secured the aid of Senator Burnham, of New Hampshire, to introduce a bill into the next meeting of the Senate in order to gain time ahead of the post-office appropriation bill, and is doing all in his power to enlist the support of legislators, and its advocates everywhere are lending him their aid. The granges of Connecticut have

# Rapid

HEATERS

For hot water or steam have no equal. Come and see or write us—let's talk it over.

**RAPID HEATER CO.**

Cor. Louis and Campau Sts. Grand Rapids, Mich.



## THE NEW IOWA.

The Easiest Selling and Stays Sold.

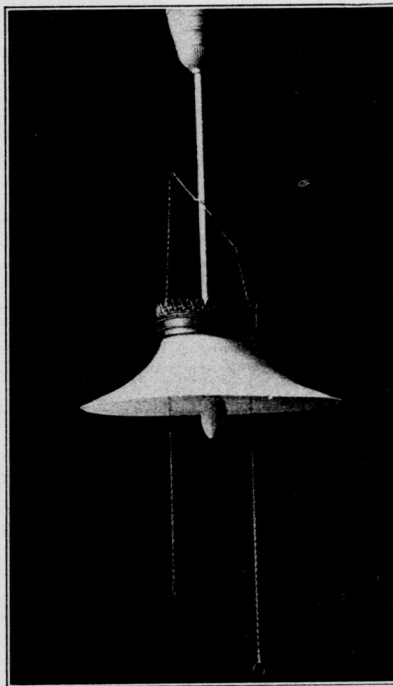
Awarded the Only Gold Medal at the Jamestown Exposition.

The New Iowa is entirely different from any other makes of cream separators. It has all the good features of other makes and a great many entirely new and practical improvements not possessed by any of its competitors.

It has a low supply can, gear entirely enclosed, smallest bowl on earth with a large skimming capacity. It will skim thick or thin cream, hot or cold milk. Upon investigation you will be convinced of the phenomenal merits of the New Iowa which is built accurate and strong in the best equipped cream separator factory in the world.

Write for our new and large illustrated and descriptive catalog or ask to have our traveling representative call on you with a separator and demonstrate its unequalled merits.

Iowa Dairy Separator Co., 132 Bridge St., Waterloo, Iowa.



## We Light Your Store Hall or Church

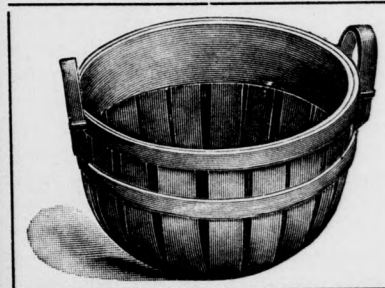
The Ideal Junior is guaranteed to be absolutely safe, 500 candle power at 1/4c per hour cost. Write for catalog and prices.

**Ideal Light & Fuel Co.**

Reed City, Mich.

## BALLOU BASKETS ARE BEST

### Just A Basket



But made of good material with good workmanship, not simply thrown together.

Demand Ballou Baskets and get them—All Kinds—especially Stave Baskets with Wide Band.

Yes, and Potato Baskets, made for the purpose. Tightly braided and reinforced. One

will outlast dozens of common baskets.

Write for particulars.

**BALLOU MFG. CO., Belding, Mich.**

stooped low enough to establish a black list, which includes the names of associations, firms and individuals who oppose parcels post.

It is gratifying, however, to know that this measure received another black eye at the last session of Congress and to hear that many leading commercial associations and boards of trade, not only of the States but Canada, are falling into line with us to prevent domestic parcels post ever becoming a law.

After conversing with the average citizen on this subject two facts are evident:

1. The difference between a foreign and domestic parcels post is not thoroughly understood.

2. When clearly understood domestic parcels post will meet with public disfavor.

Therefore a systematic method of instruction should be started and literature condemnatory to its establishment, showing its evil effects in a public way, sent broadcast throughout the country.

This, with personal work on the part of merchants interested, will bring victory eventually.

Your President was honored by the Grand Rapids Board of Trade in being requested to read a paper on the subject of parcels post at a meeting of the directors September 24, 1907.

After presenting the subject the question was put before this body in the form of a resolution opposing parcels post and was referred to the Committee on Legislation. This Committee, consisting of lawyers, reported at the next meeting in the negative.

In the discussion that followed it was noticeable that the professional members were antagonistic, while the commercial members, who were in the majority, were favorable to the resolution, which was finally tabled. The time being late, and as the Board did not want to go on record either way, being purely a civic organization, this resolution was not called again. The subject, with resolution and rebuttal, was published in the Michigan Tradesman, of Grand Rapids.

As a losing proposition to the Government parcels post has its parallel to a certain extent in domestic letter postage. In the last forty years letter postage has been gradually reduced, which has prompted a tremendous increase in correspondence. Still, in the large cities the 2 cent rate is found excessive and private messengers are employed at less expense. If the Government would establish a local rate of 1 cent per ounce or fraction thereof it would absorb the business of the messenger proposition, with a great additional profit to the Postal Department.

The question of catalogue competition is a trying one. Its solution is far in the distant future, yet we can console ourselves with one condition as a result of Association work—"we've got them on the run." It is difficult for them to obtain any goods of a standard brand; they are confined to seconds and products of inferior manufacture, for the list of manufacturers and jobbers who re-

fuse to sell to catalogue houses is increasing yearly.

Some months ago your President received, as you all probably did, a circular letter from A. O. Jones, of the United States Register Co., of Battle Creek, setting forth a transaction in which they obtained, in a retail way, a register from a Chicago catalogue house, manufactured by the Detroit Register Co. The matter was taken up immediately with the President of the Detroit house. In his reply he stated that they would hereafter refrain from selling registers to the house in question, preferring to confine their trade to the legitimate channels. This certainly was a victory for our Association and the case was turned over to our Secretary for further investigation.

In our struggle with this problem in a retail way we must not forget that the jobber has his troubles with the wholesale catalogue house which sells hardware to any dealer, whether milliner or dressmaker, who happens to have one of its catalogues.

We certainly must consider the legitimate jobber our friend in this fight, for he is to us relatively what we are to the consumer. Consequently we, as his customers, must cut out the paper covered catalogue of the junk jobber upon the same conditions that we wish our customers to do. In summing up this question I would make three suggestions to meet this unfair competition:

1. That the hardware men endeavor with as little publicity as possible to organize all merchants in their respective towns, and through the duties of standing committees appointed for that purpose compare their prices with those of the catalogue house; and so far as possible revise them on a basis of quality and the expense of transaction; also ascertain the names of parties purchasing from catalogue houses and by honorable methods persuade these people to trade with home merchants. I understand that in Scottville this plan is successful to the extent that when one of these catalogue fiends brings his produce to town for sale the merchants kindly suggest to him that he take it to Chicago to the catalogue house where he trades.

2. That the Secretary of the State Association obtain from the National Secretary, M. L. Corey, a list of manufacturers and jobbers who do not sell to catalogue houses; that this list be printed and mailed to each member of our Association, that by this means we may know who are our friends.

3. I would further suggest that we abandon as much as possible the old system of credit and face the facts that the only legitimate basis on which to conduct a mercantile traffic is the cash system, because thereby each participant receives the benefit of the minimum cost of the transaction, and that the credit system necessarily but unjustly compels the cash customer to pay enough to offset the loss sustained in lengthy and very often worthless accounts.

In the matter of insurance it is like preparing for war in time of peace, consequently few are intensely interested in the subject. If any one of

#### Largest Exclusive Furniture Store in the World

When you're in town be sure and call. Illustrations and prices upon application.

**Klingman's Sample Furniture Co.**

Grand Rapids, Mich.  
Ionia, Fountains and Division Sts.  
Opposite Morton House

#### The Perfection Cheese Cutter

Cuts out your exact profit from every cheese  
Adds to appearance  
of store and increases cheese trade

Manufactured only by

**The American Computing Co.**

701-705 Indiana Ave. Indianapolis, Ind.

## HATS

At Wholesale

For Ladies, Misses and Children



**Corl, Knott & Co., Ltd.**

20, 22, 24, 26 N. Division St.  
Grand Rapids, Mich.



TRADE **IDEAL** MARK

### "Always Our Aim"

To make the best work garments on the market.

To make them at a price that insures the dealer a good profit, and

To make them in such a way that the man who has once worn our garments will not wear "something just as good," but will insist upon having **The Ideal Brand**.

Write us for samples.

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



## The American Account Register

Made by

**The American Case and Register Co.**

Alliance, Ohio

1	Explain how you keep accounts with the AMERICAN Account Register.
2	Explain how you reduce your outstanding accounts where an AMERICAN is used.
3	Explain how all forgotten or neglected charges may be eliminated from a retail business.
4	Tell how you enable merchants who use the AMERICAN to MAKE money.
5	Tell how you enable merchants who use an AMERICAN to SAVE money.
6	Send copies of letters from fellow merchants who use the American and find it indispensable
7	Keep my name on your list for future circulars and descriptive matter.

Make an X opposite any of these that you want to know more about and mail this to us.

J. A. Plank, General Agent  
Cor. Monroe and Ottawa Streets  
Grand Rapids, Mich.

McLeod Bros., No. 159 Jefferson Ave.  
Detroit, Mich.

Name .....

Town .....

State .....

us was offered from 10 to 25 cents on a dollar for our stock of hardware and fixtures we would laugh at it as ridiculous, but we are unconsciously willing to burn out on that basis, for but few of us carry enough fire protection.

The question of insurance is mentioned here as a danger signal in order to call your attention to a question exceedingly important and to urge each individual member to examine his fire risk at once and to waste no time until conditions are on a safe basis.

In passing over this subject you are advised to read and carefully study an article published in the Bulletin in October, 1907, page 62, by Ex-President S. R. Miles, relative to good advice based on experience with mutual insurance; also an article by W. P. Bogardus in the Bulletin of July, 1907, page 54, regarding the principle on which mutual hardware insurance is based.

It is encouraging to meet with so large an attendance this year as it indicates that the interest in our Association is growing, for it is by individual effort alone that Association work can be made effective. I am sure that all who attend our convention this year will be richly repaid, not only in the enjoyment of the excellent entertainment provided by the manufacturers and jobbers of Detroit for visiting merchants during Merchants' Week, but in the high character of our programme and the lecture by Prof. George H. Maxwell on the subject, "The Future of the Nation," which bespeaks praise for the Committee intrusted with this work.

The exhibits put up by the manufacturer and jobber at our conventions from year to year have proven to be an attractive feature, not only to induce our members to attend, but have been the means of bringing many who are not members to the conventions and who subsequently joined the Association.

These exhibits are the result of great expense and hard work, therefore we owe them a great debt of gratitude which we must pay, not only by showing an interest in the display of their merchandise, but in remembering these exhibitors in a substantial way when we are in need of their wares and patronizing them. As we go from room to room, receiving the glad handshake and happy smile of these exhibitors, there is one whom we will miss. I refer to W. T. Lecky, who represented the Round Oak people so long, who departed this life April 19, 1908.

In conclusion, I wish to speak a good word for our honorary members, the traveling salesmen, who have exerted their influence throughout the State in the interest of Association work, securing for us a large number of new members. This season of business depression has been a hard one for these brothers, but they so present the happy side of life that when they enter our store we seem for the time being "to get a new grip on things." Let us, therefore, be true to them in being true to our manhood, that we can express

the sentiment in the words of Tryon Edwards:

"Whoever in prayer can say, 'Our Father,' acknowledges and should feel the brotherhood of the whole race of mankind."

#### Cigar Stores Without Doors.

In Los Angeles, where it always is summer, except sometimes, the cigar stores are built decollete style. In place of doors and windows in the front of the store there is a large quantity of nothing. This open space allows people to drop into the store without going through the formality of opening a door and saves time for the would-be purchaser of a cigar.

If the cigar store is on a corner there will be a post exactly at the intersection of the sidewalks, but nothing else interferes with the person going in and out. The cigar stand running around the space at the back of the store often is built in the shape of a quarter section of a circle. This gives a large amount of counter surface and allows the use of many salesmen if the store is one that is doing a large business.

Many cigar stores in the California city which are built without doors are so arranged that one may buy a cigar while standing on the sidewalk. At such a store a man walking along the sidewalk with a woman who allows him to smoke may buy a cigar without stepping inside.

At night these open faced cigar stores have iron shutters that pull down and keep out gentlemen with convenient consciences even more effectively than glass and window locks do. An awning extending a little ways in front of the store keeps off the beautiful sunshine of Southern California, of which we hear so much; also the downpours of rain, of which we hear so little.

Often during the winter months it

is cold in Los Angeles—in fact, many times the snow creeps down from Mount Lowe until it is close enough to yell "booh!" at the orange groves—but these cold spells don't seem to bother the doorless and fireless cigar stores. When such a cold spell comes sliding down off the mountains back of the city it is colder than it is in many Northern cities during the summer months. For this reason it seems strange that none of these cigar stores has adopted this wide awake style:

At present one cigar store man has adopted a modified form of this Los Angeles style and is selling cigars to people on the sidewalk, but in place of having no windows he is selling them through a hole in the window.

Henry Warren.

#### Learning Early.

Teacher—If you are kind and polite to your playmates, what will be the result?

Scholar—They'll think they can lick me!

#### Increased Business

follows with better light in your store. The public prefers to buy in well lighted, bright, inviting stores. The Hanson Lighting System costs little to install and reduces your light expense 50 per cent.

Let us tell you how.

American Gas Machine Co.

Albert Lea, Minn.



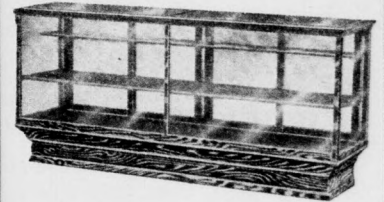
#### HOW TO PAY BILLS

Send for sample page and description of our Business Record and Bill Register. Keeps perfect record of all bills, how and when to pay them.

Model Ledger Co., 240 S. Mich. St., South Bend Ind.

## BUSINESS BUILDERS

That Save Your Money



Why do you pay 25 per cent. more for your show cases than we charge? Every case that leaves our factory is guaranteed to be better built with highest grade of material—beautiful in finish and design. We are anxious to prove all our claims to your entire satisfaction, and if not as represented we guarantee to pay freight both ways. Catalog and prices upon application.

Geo. S. Smith Store Fixture Co.  
Grand Rapids, Mich.

Established in 1873

Best Equipped  
Firm in the State

Steam and Water Heating  
Iron Pipe

Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work

The Weatherly Co.  
18 Pearl St. Grand Rapids, Mich.



DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS,  
CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

IT WILL BE YOUR BEST CUSTOMERS,

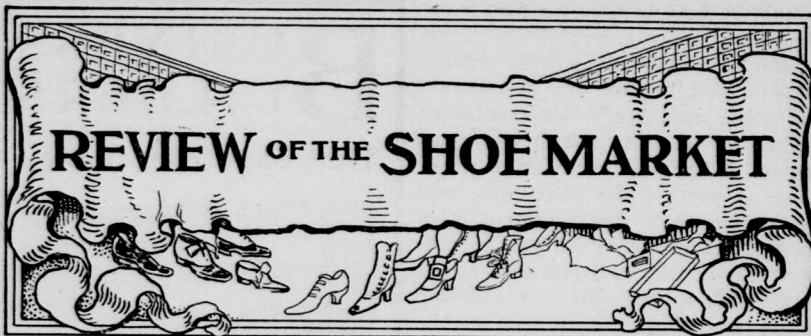
or some slow dealer's  
best ones, that call for

# HAND SAPOLIO

Always supply it and you  
will keep their good will.

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.



### How Shall Shoe Man Get Through the Summer?

"Come on in here, you fellows," the chairman shouted to the long line of members who sat in front of the shoe factory office building with their chairs tipped back, in the calm of the evening, and watched the pretty girls of Lasterville with their best fellows making for the ice cream places and the sweltering little picture theaters.

Slowly, one by one, the chairs dropped onto all fours, and the members of the Club strolled into the directors' room, which had that delicious coolness of a room which has been closed and darkened all of a stifling summer day.

In addition two electric fans were whirring from opposite corners and on the table, in front of every chair, was a glass of Lasterville's Bubbling Health Spring water with ice clinking in the glass and two fine cigars.

The members sighed with content and sank into their places.

"Our subject," remarked the chairman, "is appropriate to the season—foolish—and is such a subject as the chairman of the Committee, Mr. Ball, might be expected to provide. At his age he never should be trusted with such important matters in the heated term. I don't know what he means by it, but just to give him a fair chance I will ask him to start the debate. What shall we do, Mr. Ball?"

Mr. Ball—I am shocked that our chairman should so far forget himself as to fail to recognize the painstaking effort of your Committee. We held three meetings before we struck that subject as particularly appropriate for this season. We considered many subjects: "Would or Would Not Leopard Skin Become Popular as a Shoe Material?" "Is it a Good Plan to Give Premiums of Soda Tickets in Summer?" "Would It Be Better to Turn the Profits All Over to the Clerks and Have the Boss Draw a Salary During the Summer?" "How Much Vacation Should Be Given a Shoe Clerk With Salary?" "In What Ways Could Our Chairman Be Improved?" All of these subjects were considered, Mr. Chair, and we thought that, all things considered, the subject we offer has the widest scope: "How Shall We Get Through the Summer?" Shall we put forth the same effort in summer, during the dull season, that we do in the other and more busy seasons, or shall we take a time off and let things drift? Shall we cut down expenses of every sort or spend more money in hopes to get it back later? The summer is a stagnant time in most footwear establishments. While the farmers are

making their hay we have much time on our hands. What shall we do with it? Shall we put it in in planning future campaigns or shall we just have a good time? I have my own views to express later, but just at present I would prefer to hear from the other members of the Club.

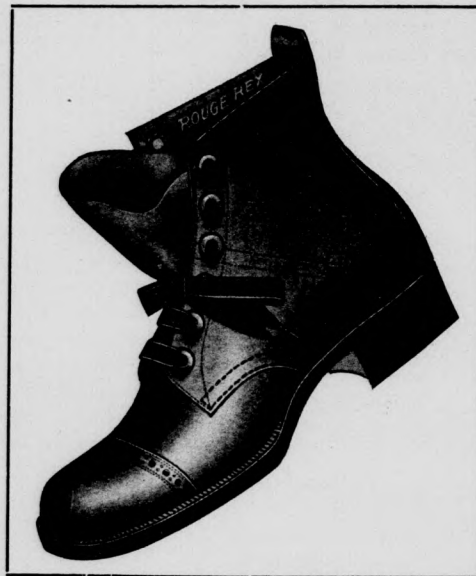
Mr. Rustelle—My views are only my views. They are not bound to be followed by anybody else. For me, I believe in hustling every minute, winter and summer, dull times and busy, to make business a go. It is the only way to make success come. The dealer who stagnates for a month or two in the summer is quite likely to lose his grip, people can even forget a man's business in the short summer period. Hustle all the time. Take a little vacation if you want to, but don't let your business get out of your mind for a minute. That is the way I figure it.

Mr. Oaks—I fancy Mr. Rustelle has it about right. A man must not forget his business, even during the dull times, or his business will forget him. There is nothing so fickle as the retail trade, and I think that this is especially true of the retail shoe trade. When a man takes a vacation he should keep his eyes open all of the time for new and trade winning ideas. They are all over if you watch for them. His mind ought also to be charged with the details of his business back in the store—many a time he can save a bad account, prevent a discount from being lost, authorize an advantageous purchase, or in some other way make a profit for his business by keeping his mind automatically at work in the familiar rut, even when he is having a good time. I am of the idea that far from hindering his enjoyment it really adds zest.

Mr. Lott Stringer—Of course I am only a clerk who will be a proprietor some day, but it seems to me that the thing for a shoe man to do in the summertime is to plan his publicity. Lying out on the bank of a stream with a fish pole fastened into the roots of a tree and the bobber floating out in the water—lying there and gazing straight up into the sky—a man can think of schemes which would never occur to him if he was busy with the routine. Let him take a pad and pencil with him and just jot down the ideas as they occur to him and keep on dreaming. When he gets back to the merry-go-round of the shoe store mill he can go over the dreams, blow out the insane things and find a whole lot of bright ones left.

Georgie Skiver—Can he do that same, supposing he has swung a ham-

## The Famous Elk-skin Shoes



Made by

**HIRTH-KRAUSE CO., Grand Rapids, Mich.**

possess the qualities essential to our every day shoes

They are wear resisters

They are comfortable

They are neat in appearance

Write for prices



### High Cuts are a Specialty of Ours

We make many kinds and styles ranging from fine high grade hunting shoes down to the rough and ready inexpensive article worn by the man behind the plow, each of which is made to look right, fit right and wear right under the extra hard usage such SHOES have to stand.

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

mock under the shade of that tree and beside those waters?

Mr. Stringer—He can providing there is no girl in the hammock with him.

Mr. Schumann—I took all of my vacation once a day at a time by hiring a horse and carriage and driving with my wife all over the surrounding country, nailing up signs along the road and distributing circulars at every house, occasionally meeting somebody to whom I could introduce myself and possibly make a customer, and it was one of the jolliest ways of spending a vacation that I ever found. We usually took a lunch with us and had a regular picnic at noon in some pleasant spot. Occasionally we stopped for dinner at a country hotel which was sometimes a pleasant variation and sometimes it wasn't. But the average was good.

Mr. Tanner—I believe with the other gentlemen that the more we can combine business and pleasure during the summer vacation period the better it is for our business and ourselves. A story is told of a man who was quite wealthy, had no desire unsatisfied and yet he got little joy out of life, and at last he fell ill, first with a nervous malady and later with a general affection of his whole system. He consulted various doctors with no success. Finally he struck the right one. He said, "The trouble with you is you have no interests. Get some, even one, if it is no more than making a collection of strange epitaphs at first hand." The advice seemed trivial, but the man made up his mind to try it—but, alas! he could think of no fad. Rare books, coins, stamps, inscriptions, history, art, discovery, chemistry—he tried them all in the same uninterested manner, until a fact with reference to his family came to him. He attempted to answer it, but could not. He searched books and histories and got a little light. Finally he got a clue and ran it down. This led to another. He had unlimited means and he traveled all over the world looking up the story of his ancestors. He became deeply interested. In a year he had an outline of his family tree and his health was fine. He found a new zest in travel. He went to the spots where his ancestors had lived and labored, and made studies and wrote lives of each one. The last I heard of him he was still at it and was having a corking good time all the while, and had become an authority on the history of the two names which combined in him and was busy tracing back the ancestors on both sides for many generations. It was amazing. The last I knew of him he had proved his descent on one side or the other from 250 family names, he—

Mr. Izensole—Mine Gott! Vot a chob dot vould pe vor me!

Mr. Tanner—It surely would and I've no doubt it would lead in a direct line to Moses, Mr. Izensole, but what I was going to say was, that a busy man's vacation is just so much more enjoyable if he has some special interest always in mind. If you sail down the river and see a clever sign painted on a cliff, and you have

forgotten business, that sign does not mean anything to you. If you have not, it adds a distinct tang to the incident. So I say, have a good time on your summer vacation, but carry your life work with you, take notes, by the way, and you will find that the pleasure of the vacation has been doubled.

William Cobb—I'm a pretty young shoe man to disagree with the older heads, but I can give the idea as it comes to me and that is, when you go away on a vacation, if only for a day, forget that you've got a business. Forget all about it. If anything in the line obtrudes itself on you, like having to stop on a mountain path and tie your girl's shoe string, have your business wiped out of your mind to that extent that you assume a perplexed look and have to cudgel your brains to recall what the incident reminds you of. You'll be all the better for it when you get back to the grind. Forget it! Forget all about it! Have a good time. Don't let your business come blundering in like a June bug into a prayer meeting every minute of the day. Don't talk shop, don't even think shop, and you will be the better for it.

The Chair—Hurrah for William Cobb. He's voiced my sentiments exactly. Down with the shop. Let joy be unconfined this vacation. A shoe man is as good as any man—if he behaves himself.

Mr. Soule—That's me, too, although I doubt if I would have had the nerve to make it known if somebody hadn't broken the ice. When a shoe man is in his store, or during business hours, I believe that he should keep the treadle going steadily and energetically, and enjoy doing it, but if there is anything I hate it is to see a man who carries his business with him everywhere—to church, into his pleasures, home to his family and into society. It makes a man narrow and a laughing stock besides. Why, I knew a man once who was that way. At a social gathering he would shake the hostess by the hand, as he was welcomed, blunder out a few words about his delight, wander down the line until he got near some man and then he'd say, "Awful weather we've been having. Trade is something terrible. I don't know what's going to become of business. There isn't any business. Never saw anything like it. I am telling you the truth. My cash sales in July were \$968.42 less than they were a year ago." What does such a man get out of life? In business hours be a shoe man—perhaps a little longer than that if it is important—but away from business be that sort of a man that a stranger could not pick you out as a "trader" after six minutes' conversation.

The Chair—Hurray! ! ! Now, Mr. Izensole?

Mr. Izensole—Noddings from me. Noddings from me. I never haf no vagadions.—Ike N. Fitem in Boot and Shoe Recorder.

#### A Feminine Trait.

"These days men want all they can get."

"Yes; and women all they can't get."



Our Overland Shoes  
Combine the Qualities of Style,  
Comfort and Wear

Write us for full particulars

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

Michigan



Agents



No Scattered, Random Shots

A business line for the business shoe man—straight to the point.

H. B. Hard Pans

mean good business, daily sales, year round sales, shoes that are wanted by your trade, and the man who doesn't get them won't be fooled again, there'll be plenty of those who do get them to tell him where to go.

The season's business is just beginning on the Elkskin line, that will keep us hustling to hold up our ready-to-ship-at-a-moment's-notice factory stock where it belongs. Let us have your order early—today.

Every boy is interested in the "Natural Chap," and wherever there is a boy there are a family and business. Have we had your application?



No. 835—Elkskin  
Blucher—Leather Sole  
Tan or Olive



Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

## HARDWARE PUBLICITY.

## Does It Pay To Advertise a Retail Store?\*

Such a question as has been chosen as my subject to discuss in this convention is one which confronts the average hardware dealer about three hundred and sixty-five days in the year and the answer is usually the simple word, "Yes." However, it seems that such an answer must be dissected a bit to find out really how strong an emphasis we can give to the word.

One advertisement writer defines advertising as "the act of creating a want and turning the consequent demand toward your supply." This definition seems to cover a multitude of sins for advertising, after all, is only a gamble, a conundrum and an uncertain quantity," but, on the other hand, is also a science which is governed by certain laws and may be reduced to basic principles capable of definite calculation.

The first step in reducing advertising to a science is to analyze the goods from every standpoint. When you have studied all the strong points of the goods you can easily decide whether or not they are advertisable. I am not now talking to inventors or manufacturers, however. The retailer can decide off-hand that his goods are advertisable. He handles many commodities which have been advertised successfully by the makers.

One of the greatest stumbling blocks for many would-be advertisers is expressed as follows, "I can't advertise. I don't know how." Merchants who say this think the matter very difficult. They bring up a lot of imaginary troubles. Really advertising should not be such a bugbear to a man who can write, talk and think. The trouble lies a great deal in the fact that many advertisers try to make every piece of their copy a "stunt" and, therefore, when results are not forthcoming, they are discouraged and give up.

We claim one thousand circulation for the Bulletin, as we have named it, of which more than half are mailed to a selected list of farmers, while the remainder are distributed in the city. The cost of printing averages about \$25 for the thousand, while the postage is one cent each. We make up our own composition and are helped greatly in this by the many cuts furnished us by the manufacturer and the good ideas secured from the leading trade journals.

We believe that newspaper advertising well repays the advertiser. The public now reads more newspapers than ever before. There is scarcely a man who does not purchase several papers daily. He can not overlook the advertisements. These attract his eye because of the handsome typographical make-up and he is led to buy goods of the merchant whose name appears in the advertisement, believing him progressive; and the public are ever ready to help a progressive person, firm or company.

Another mode of advertising that I believe pays is the calendar. Not the cheap kind, like the general run, but a calendar which people will keep.

We issue one each year and have many customers who look for it as regularly as the year rolls around. Many have tried this mode of advertising and condemn it, but you will find that it is because they have failed to put out a calendar which people will hang in their home or office on account of its attractiveness. Invest in good calendars and your advertising money will have been well spent.

Give your advertising as much consideration as you do the hiring of your help. If you have tried advertising and seemingly failed, find out the cause, for ninety out of every hundred will tell you that it pays, and your failure can be turned toward success by finding the fault and applying the remedy.

A dealer's stock may be complete

thrown away each year by the merchant on musical, church, literary and society programmes, as well as telephone and business directories, and the special write-up editions of papers, but as much of this kind of advertising is taken and paid for as a charitable act or a personal duty, results are not always expected. However, losses in this kind of advertising often tend to turn the merchant from the legitimate channels which will produce results. Advertising solicitors, with all kinds of schemes, invade your office, but unless they can show you something new that will obtain results you are wasting time and money listening to them.

Personally, I believe that catalogue and newspaper advertising are the best. The firm of which I am a mem-



Marshall H. Mackey

and his prices right, but still whenever he gets in new and desirable articles it is up to him to let the public know about them if he expects to sell the article. He may have a new safety razor or an improved sad iron, but if he wants the article to move he will have to advertise or his competitor who handles another line may get the people headed his way and do the business.

The window display connected with a newspaper advertisement makes a most effective mode of advertising new goods. Your windows are one of your best paying advertising mediums, for although they may not bring immediate results you will have people coming in the store months after the display has been taken out and asking for an article that you had displayed some time before.

I feel that thousands of dollars are

both. We issue an 8x12 twelve page catalogue twice a year, one as a spring and summer number and the other as a fall and winter edition.

Simple advertisements of common sense bring forth better results and rarely ever do we find the successful advertiser varying from this plan. Try and take the consumers' point of view if possible, and imagine the effect it will have on his mind—and pocketbook. If your consumer is a woman secure ideas from your wife, sister or daughter and see what especially appeals to them. A piece of copy dictated by an intelligent woman is often worth more than that of an expert advertisement writer.

Conceit and presumption often lead many advertisers to indulge in pathetic fallacy until they lose money in advertising. This may also be said,

however, of the same indulgence of pathetic fallacy in farming and manufacturing.

If you neglect analyzing your goods correctly you can not blame the science of advertising on account of your failure to sell the goods. You are not compelled to trust to luck in advertising to any great degree. You may not reap the results of your advertising this year, but results will surely come next year or the next. No advertising is wasted if the advertiser builds his campaign on knowable certainties. The only real uncertainty in advertising is economic conditions of the country. People may be too hard up to buy, but when the stringency is over you can rest assured that the demand will be turned toward your supply.

If there is the least doubt in your mind as to what advertising does or whether it pays, I call your attention to the results obtained by such houses as the Glidden Varnish Co. with Jap-A-Lac, the Dover Manufacturing Co. with Asbestos Irons or the several surviving food companies. These firms have realized the very results upon which they calculated when they initiated their advertising campaigns. Thousands of dollars are being spent by such firms as these, for they find that advertising pays and pays well.

Do not give an advertisement to every fakir who comes along with a scheme, but stick to the modes which have proved successful with larger firms and those who have had experience and results will be forthcoming.

If you choose the newspaper as one of your modes of advertising make the advertisement breezy and do not try to make a "hit" every time you write your copy. Change the copy often, for people rarely ever read an advertisement more than once. Choose for your teacher such a house as Marshall Field & Co.; as they are perhaps the most successful retail advertisers in the world.

If you wish to get out a catalogue of your own combine your own ideas with those of the ones who have given the matter a trial.

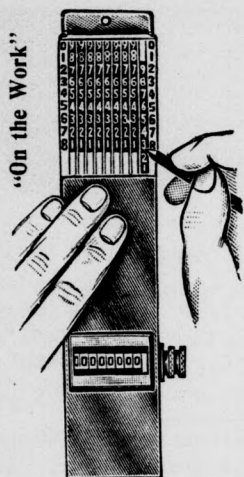
If you wish to use the billboard see that your advertising sheet is large and that you get prominent space.

If you wish to use fence signs tack them up out of reach so that they can not be torn down by passersby and put them up as thickly as possible, so that the number will be noticeable.

If you use pet schemes of smooth solicitors and space in programmes for charity bid your money good-bye and do not expect any returns.

No progressive merchant should waste any time in considering whether he shall advertise. That question has been retired from the field of controversy. What he wants to know is how he shall advertise. That point is deserving of careful deliberation. Important results depend upon his answer to that question. He may gain the knowledge he requires by close study and careful experimenting or he may call expert assistance to his aid. But, like the Pears soap baby, he will not be happy until he gets it.

\*Paper read at annual convention Michigan Retail Hardware Association by Marshall H. Mackey of South Haven.



## Try It Yourself Five Days Free

This simple, practical, accurate computer costs only a fraction of the price of key machines and does everything they do except print. The

### Rapid Computer Adding Machine

does its work perfectly in any position—at any angle. You can rest it on any desk or on book page alongside column of figures you wish to add. It's a wonder as a time-saver and result-getter. Capacity, 9,999,999 99. Let us send you one on trial. If it doesn't do all we claim, ship it back at our expense. Write us for Free Catalog.

RAPID COMPUTER CO. 1839 Tribune Bldg., Chicago

## CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

### GAS SECURITIES

DEALERS IN

### STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING  
IN BANK AND INDUSTRIAL STOCKS  
AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED  
SECURITIES.

CITIZENS 1999

BELL 424

411 MICHIGAN TRUST BUILDING,  
GRAND RAPIDS

Grand Rapids, Holland &  
Chicago Ry.

## TO CHICAGO

In Connection With  
Graham & Morton Line

Steamers

### Puritan and Holland

Holland Interurban Steamboat Car  
Leaves Market St. Depot

FARE  
\$2 Nightly 8 P. M.

Freight Boat Every Night

# ATTENTION

We hereby call attention to our stock of goods for fall trade. Each department of our great store is filled with complete lines of merchandise selected with the greatest care, many of them under our exclusive control.

Our facilities for serving the trade are unsurpassed.

### P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

We close Saturdays at 1 o'clock.

## Successful Progressive Strong



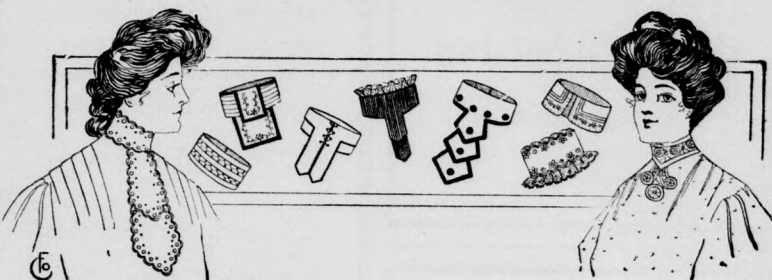
No. 1 Canal St.

Capital and Surplus  
\$1,200,000.00

Assets  
\$7,000,000.00

Commercial and Savings  
Departments

## For Ladies and Misses Wear



New items in the collar line are white with shadow stripes, white with fancy colored stitch edge, plain white "Buster Brown" shape and plain white with embroidered work. Sizes 12½, 13 and 13½. Price \$1.25 per dozen.

Ruchings are popular. We are showing some very pretty numbers in this line, also a good variety of other styles of neckwear, ties, etc.

The Ribbon Comb is new. We have it in our line of Back and Side Combs. Sample comb with ribbon properly attached included with each dozen. Price \$2.00 per dozen.

Belts that are nobby. We believe it will pay to see what we offer in this line. Prices range from 75 cents to \$4.50 per dozen.

Our salesmen will be pleased to show samples. Mail orders given careful attention.

### GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

Beginning June 20 and until further notice we will close Saturday  
afternoons at 1 o'clock.

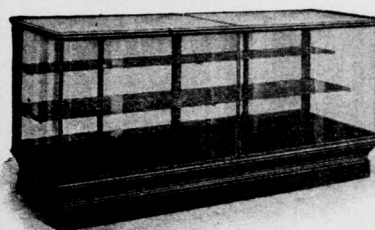
## THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds  
And Hold Our Interest Bearing Certificates  
Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



No. 600  
Display Case

### We Can Give You Prompt Shipments

We carry at all times 1,000 cases in stock, all styles, all sizes. Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices, quality considered.

Send for our catalog G.

### GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

New York Office and Showroom, 750 Broadway  
(Same floors as McKenna Bros. Brass Co.)  
St. Louis Office and Showroom, 1331 Washing'n Ave.  
Under our own management

The Largest Show Case Plant in the World



### Advertising as an Aid to the Salesman.

One of the best advertisements a traveling salesman can have is a good house which handles standard goods, sells at right prices and pursues a liberal policy, both as to the treatment of its customers and its salesmen. Such a house should have a strong credit department which works in harmony with the traveling salesman, or with which the traveling salesman can work in harmony, to the end that no merchant be given an undue amount of credit and yet every customer be given all the latitude to which he is entitled.

Another advertisement the traveling salesman should have is a wholesome home, to which he looks forward with joyful anticipation as the end of the week approaches. I do not think any salesman is properly fortified who does not have such a haven of rest and I deeply sympathize with the young men of the fraternity who have not yet established such a refuge from care and worry.

Another advertisement which is an aid to the salesman is good clothes. By this I do not mean flashy garments or expensive attire, but clean, well-fitting garments which afford him an entree to the store, office or home under all ordinary conditions and circumstances.

Another aid to the salesman is the ability to live well and stop at good hotels. Few advantages help the salesman more than this. Some one said some years ago that the consolations of religion are not to be compared with the satisfaction a woman feels over knowing that she has a new hat which is becoming to her. Mrs. Rorer struck the key note when she was asked how a wife might retain the love of her husband with the reply: "Feed the brute." It requires courage of a high character to approach the average retail merchant nowadays and nothing better fortifies a man to face such an ordeal than a good night's rest on a good bed and a wholesome meal.

Another aid to the salesman is the advertising that is done to assist him in exploiting his lines on the road. This advertising really comes under three heads, newspaper, magazine and trade journal advertising. The newspaper appeals to the consumer. It is seldom used by the jobber to advantage because the jobber properly appeals to the dealer. It is used by the manufacturer to set forth the merits of his particular brands. The same is true of the magazine, except that the magazine appeals more particularly to the home, while the newspaper appeals with deeper force to

the office and shop as well as to the home.

The medium which appeals particularly to the merchant and which is the greatest assistance to the traveling man in his every-day work is the trade journal, which is the proper medium of communication between the wholesaler and retailer. I note that the jobbing houses which use the trade papers most liberally sell the most goods, stand best with the trade and meet the largest measure of success. I have also observed that the jobbing houses which ignore the trade journals seldom have as strong road representatives as the houses which pursue the contrary policy. The merchant takes the newspaper for news, the magazine for enjoyment and the trade paper for advice and assistance in buying goods at wholesale and selling them at retail. The best merchant is the man who reads and thinks and ponders well over the problems which confront him as a business man. Show me a merchant who leaves his trade paper unopened, his magazine uncut and his newspaper unread and I will show you a man who is not getting out of life all that he is entitled to; I will show you a man who is not keeping step with the march of civilization and the trend of business; I will show you a man who is laggard in business and a sluggard in society and one predestined to failure.

For forty years the traveling man has been the butt and jest of the newspapers; he has furnished an occasional topic for discussion in the magazines. The trade journal, on the contrary, knows him and appreciates him at his true worth and assists him in every way in expanding the volume of his business and increasing the measure of his profits. The trade journal and the traveling man work hand in hand for the accomplishment of a common purpose and I feel no hesitation in stating that the traveling man is most successful who utilizes the trade journal most and that the trade journal is most successful which treats the traveling man and his occupation as common cause. E. A. Stowe.

### Her Disposition.

At the time of the Cherry Creek flood, which played havoc with the then struggling village of Denver, upon the outskirts of the settlement lived, in a cabin, an old character, known as Beaver Bill, and his wife. The freshet carried away everything upon the premises save Bill himself, including his spouse. The loss of her seemed to impress Beaver Bill less than the loss of other things, but a volun-

teer party worked valiantly to find her for him.

At last, wet and weary, they must fain report to him failure.

"Where'd ye search?" he demanded. "All the way down stream for two miles, Bill," they asserted.

"Oh, h—," he drawled, disgusted, "you want to do your searching upstream. She's too d—d contrary to ever float down."

Many a big sorrow is born of a little sin.

## Care

killed a cat. Lack of human intelligence caused its demise.

Men and women can avoid a like fate if they

"Use the Bell"

IT  
PAYS



CALL  
MAIN  
330

"Truly royal board and  
kingly furnishment."

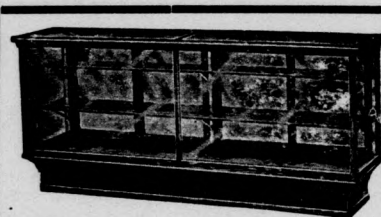
—Shakespeare

**Hotel Livingston**

**Grand Rapids**

**THE HERKIMER—"European"**  
GRAND RAPIDS, MICH.

Electric light, steam heat, running hot and cold water in every room, private and public tiled baths, telephones and all modern conveniences. Rates 50c a day up.



### A Case With a Conscience

is known through our advertising, but sells on its merit. The same can be said of our **DEPENDABLE FIXTURES**. They are sold under a guarantee that means satisfaction.

**GRAND RAPIDS FIXTURES CO.**  
Grand Rapids, Mich.  
Jefferson and Cottage Grove Avenues



Rolling stones gather no  
moss  
Live Goods gather no dust  
That's why

**Holland Rusk**  
(Prize Toast of the World)

packages always look inviting—they're the kind that keep moving off the grocers' shelves, and every time a package moves some grocer makes a substantial profit.

Large Package Retail  
10 Cents.

**Holland Rusk Co.**  
Holland, Mich.



**Ben-Hurs  
Are  
Never  
Hard to  
Start**

Drag-along brands never keep in company with **BEN-HURS** for a day. Smokers' after once enjoying the mildness, aroma and all-around goodness of this 5c cigar call for it again and keep calling for it.

Their extraordinary merit brings to any dealer stocking them a host of steady patrons.

**GUSTAV A. MOEBS & CO., Makers, Detroit, Mich.**  
Worden Grocer Co., Distributors, Grand Rapids, Mich.

TWENTIETH TIME.

(Continued from page 3)

ids; W. P. Shook, Cleveland, O.; E. R. Johnson, Quincy, Ill.; Chas. W. Parrott, Mt. Clemens, Mich.; Geo. S. Hartom, Galesburg, Mich.; O. Stoddard, Detroit; P. S. Cohn, Detroit; J. A. Newman, Royal Oak; W. J. Williams, Coldwater; C. H. Hinman, Battle Creek; J. B. Tanner, Grand Rapids; Wm. T. Leckie, Dowagiac; W. A. Pitcher, New York City; Sidney A. Hart, Detroit; W. C. Reid, Grand Rapids; F. H. Clary, Portland, Ore.; J. A. Fox, Detroit; John McLean, Detroit; J. M. Roberts, Saginaw; L. G. N. Randolph, Detroit; F. E. Angell, Adrian; B. W. Chase, Grand Rapids; M. L. Horning, Monroe; A. Vorheis, Saginaw;

We the committee commend to the tender mercies of the brothers of our order the bereaved families of our departed brothers and extend our sincere sympathy and assurance that the faces of their loved ones are not alone missed by them but by every member of our order—to know them was to love them—they are indelibly tabulated in our memory and will ever be kept fresh and green. Be it further resolved that these resolutions be spread on the minutes of this meeting.

H. P. GoGppelt, Saginaw,  
John Himmelberger, Lansing,  
John D. Martin, Grand Rapids.

Committee.

Moved and supported that the Mortuary Committee's report be accepted and placed on file. Carried.

Mr. President: We will now hear the report on Resolutions and Amendments.

Mr. Brown: Your Committee on Amendments beg leave to make this report now and further on pass on resolutions as they become necessary:

Your Committee beg leave to report in favor of the amendment submitted by J. C. Wittliff which will make our annual convention always in December. The next annual would then be in December 1909.

Your Committee report unfavorably to the first section of Jones' resolution.

Your Committee recommend that the second section be passed by this convention.

Your Committee are unalterably and unanimously opposed to the amendment to have the Secretary elected by the Board of Directors.

We believe the only way is the present one.

W. S. Brown,  
J. F. Hammell,  
J. L. McCauley.

After considerable discussion it was moved, supported and carried that the report of the Committee as a whole be adopted.

The Committee on the Selection of Vice-Presidents recommended the following names:

The Committee on selection of Vice-Presidents, would recommend the appointment of the following names for the respective Congressional Districts.

- 1st—A. G. Maceachron, of Detroit.
- 2nd—Frank L. Day, of Jackson.
- 3rd—G. C. Steele, of Battle Creek.
- 4th—F. M. Witbeck, of Benton Harbor.
- 5th—John D. Martin, of Grand Rapids.
- 6th—C. C. Starkweather, of Flint.
- 7th—W. R. Carson, of Port Huron.
- 8th—John D. Sheridan, of Saginaw.
- 9th—E. C. Below, of Manistee.
- 10th—F. L. Vantyle, of Bay City.
- 11th—Jas. W. Armstrong, of Traverse City.
- 12th—W. G. Tapert, of Sault Ste. Marie.

Yours truly,

N. B. Jones,  
M. C. Empey,  
W. D. Barnard.

Moved and supported that this report be accepted and adopted. Carried.

Moved and supported that it be left to the Secretary to send out the communications to make an amendment to have the chairmen of the different posts selected as Vice-Presidents. Carried.

Moved and supported that a request be sent out with the September assessment requesting voluntary contributions for the Employment and Relief Fund, and that this be formulated and it be explained why we want this relief fund. Carried.

Moved and supported that the past Presidents be instructed to draft resolutions of condolence to Brother Northrup of Kalamazoo. Carried.

Moved and supported that the matter of the President's report be made the special order for 8:30 a. m. to-morrow, and also that the election of officers be made a special matter for 9 o'clock. Carried.

Convention adjourned until 8:30 a. m. Saturday.

Saturday, August 8, 8:30 a. m.  
Meeting called to order by President Schram.

A letter from C. S. Kelsey, of Kalamazoo, was read by Geo. F. Owen.

Moved and supported that Mr. Kelsey's letter be referred to the Board of Directors. Carried.

Moved and supported that we proceed to the election of officers. Carried.

The following officers were elected by a unanimous vote of the convention:

President—J. J. Frost, Lansing.  
Secretary—M. V. Foley, Saginaw.  
Treasurer—J. C. Wittliff, Port Huron.  
Board of Directors—N. B. Jones, De-

troit; M. C. Empey, Bay City; F. L. Day, Jackson.

President: This concludes the election of officers, now we will refer back to where we left off under the rules and resolutions.

Mr. Brown: Mr. President and gentlemen of the convention, your Committee on Resolutions duly offer the following:

1. That we recognize in the P. M. R. R. and its officials a keen desire on their part to do the right thing at the right time. We want to be placed on record as recognizing the courtesies shown us at this convention by them, as follows: In making a through train to Manistee; in changing their excursion train to run out of Manistee Sunday morning, so as to accommodate members desiring to stay over Saturday night; in furnishing a free boat excursion on Lake Michigan.

2. We recognize the pleasure given us by Wenzel's Juvenile Guards and, in token of that faith, we desire to openly express our thanks to the manly little fellows in so accurately carrying out military tactics.

3. That a vote of thanks be extended to the police and fire departments for their hearty co-operation in making the parade a success.

Resolved, That the President be made a general committee of one to accept any funds which any jobber or manufacturer voluntarily donates to the M. K. of G. for any services they may deem they have received at the hands of our organization, said funds to be placed in the Employment and Relief Fund.

President: Are there any further resolutions? I had a letter from the manager or editor of a pamphlet stating he would like to get the pictures of the officers of the Michigan Knights of the Grip and publish them. Most of the Board, I think, have had a copy of this paper. I have one at home and it is very instructing and handy. I am not talking for subscriptions, but the object of this offer is to extend the circulation. Now, gentlemen, if they will take the same interest and do the same for us that they did for the T. P. A., it is the best advertisement we can get.

Mr. Brown: I move you that the consent of this association be granted, that they give us all the puffs they may see fit, and that the President get into communication and give them all the information he can. Supported and carried.

John W. Califf: I would like to air a little grievance in regard to the wretched train service we get leaving

want you to ask Brother Martin and Brother Marks and Brother McKay.

President: I think the resolution will allow you to do that. Get as many as you want.

Mr. Brown: Be sure and have these names sworn to before a notary public, so that you have something tangible to work on.

Mr. Phillips: As chairman of the Railroad Committee, I stand ready to do everything in my power with the railroads of the State. I will be only too glad to bring this matter up.

Mr. Hammell: I move that the Board of Directors be requested to hold the next convention at the city of Lansing. Motion is supported and carried unanimously.

Moved and supported that we adjourn. Carried.

The Tradesman is naturally very much gratified to be able to present this week a full and complete report of the twentieth annual convention of the Michigan Knights of the Grip, which was held at Manistee on Friday and Saturday of last week. The meeting was fairly well attended and the program prepared for the entertainment of the guests was high grade in every respect. No more complete arrangements have ever been made for the entertainment of guests than was undertaken and carried out by the Manistee traveling men and they are entitled to a great deal of credit for the manner in which they acquitted themselves. The complimentary banquet on Friday evening was one of the most enjoyable affairs of the kind ever participated in by Michigan traveling men. Although few of the speakers had ample notice, the most of them did justice to their subjects and in their talks they endeavored to convey a message to their hearers. The weather was ideal and nothing happened to mar the success and enjoyment of the affair from beginning to end.

Cadillac News: Archie B. Jourden, of this city, had an experience in Detroit that he likely will not care to have repeated very soon. Mr. Jourdan is a traveling salesman for a wholesale hardware firm and during the past three weeks he has been helping them with the taking of inventory in Detroit. While walking down the street one evening he was accosted by a man with a large knife in his hand who demanded that he turn over his cash. This did not meet with Mr. Jourden's approval and he at once gave the would-be holdup a swift kick in the stomach, which laid him low. He then jumped on him and held him down while he called to a policeman who happened to be not very far away. The holdup man was taken to the police station, where he was later given thirty days in which to repent for his unsuccessful effort at securing money.

At the convention of the Michigan Knights of the Grip at Manistee a coincidence that might never happen again was that among the members attending were President J. W. Schram, of Detroit; J. A. Hammell, of Lansing; John A. Hoffman, of Kalamazoo, and John D. Martin, of Grand Rapids, consisting of the entire Executive Board of the Grand Council of Michigan of the United Commercial Travelers.

Many believe they are sanctified because they feel so self-satisfied.



J. J. Frost, President-elect Michigan Knights of the Grip

4. That too much praise cannot be given Post M for the manner in which they have entertained this convention. For hospitality, fraternity and genuine efficiency, it has never been equaled.

5. That a vote of thanks be extended to the Manistee Elks for the exceptional service rendered our convention in giving us the use of their beautiful lodge rooms during our convention; also for the many kind favors shown.

6. That the hotels of Manistee are to be congratulated on their efficiency, and that we desire to place them on the A1 list.

7. To the city of Manistee we want to express our thanks for decorations and hospitality shown. We are only sorry we could not have had 1,000 members here to enjoy what we have.

M. S. Brown,  
J. L. McCauley,  
James Hammell.

Moved and supported that the resolutions be accepted and adopted and placed on file, by a rising vote. Carried.

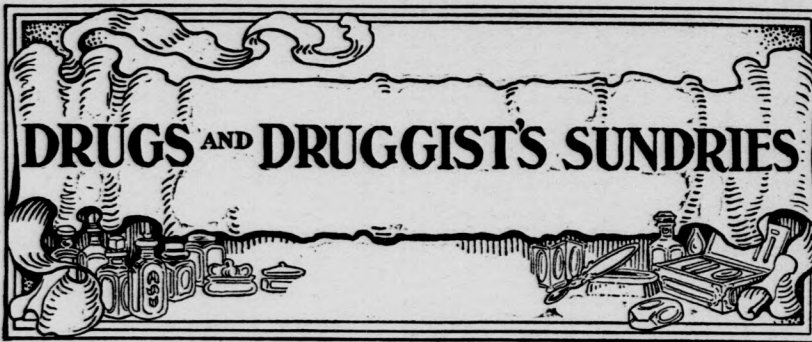
Moved and supported that the Secretary send a duplicate copy of the letter sent by the Past Presidents to Brother Northrup to Brother Landon, of Bay City. Carried.

Mr. Brown: I make the following motion:

Grand Rapids. In leaving last Monday morning on the G. R. & I. I found all the coaches crowded and men standing on the platform, and on the platform in the lady's coach there were about three men standing down on the steps. Now I for one don't like to pay any fare unless I get a seat. I don't like to stand up. They know just about how many passengers they will need to provide for and I would like to know if it is possible to get this before the Railroad Committee, and see if we cannot get some accommodation, at least one day in the week, on Monday anyway.

Mr. Brown: I move that the gentleman from Grand Rapids be made a committee of one to secure an affidavit of at least five to ten passengers who take this train out on Monday morning, and that he submit these affidavits to the Chairman of the Railroad Committee, and that Mr. Phillips take the matter up with the railroad and, if they do not remedy the situation, refer the matter to the Railroad Commissioners. Above motion supported and carried.

Mr. Califf: I would like to move that there be two or three committees appointed. There are several trains going out Monday morning and it would be quite a little difficult for one man to cover the whole ground, and I would



**Michigan Board of Pharmacy.**  
President—Henry H. Heim, Saginaw.  
Secretary—W. E. Collins, Owosso.  
Treasurer—W. A. Dohany, Detroit.  
Other members—John D. Muir, Grand Rapids, and Sid. A. Erwin, Battle Creek.

**Michigan State Pharmaceutical Association.**  
President—M. A. Jones, Lansing.  
First Vice-President—J. E. Way, Jackson.  
Second Vice-President—W. R. Hall, Manistee.  
Third Vice-President—M. M. Miller, Milan.  
Secretary—E. E. Calkins, Ann Arbor.  
Treasurer—A. B. Way, Sparta.

#### Twenty-Sixth Annual Convention of the M. S. P. A.

The first session of the twenty-sixth annual meeting of the Michigan State Pharmaceutical Association was held in Representative Hall, Lansing, last Tuesday afternoon, being opened by an address of welcome by Mayor John S. Bennett. President F. E. Bogart, of Detroit, responded. Secretary F. E. Calkins, of Ann Arbor, followed with his annual report. The report was very gratifying and showed a total membership of 287. The report of Treasurer H. G. Spring, of Unionville, showed that the yearly disbursements had amounted to \$640.01 and that there was a balance in the treasury of \$542.52.

Secretary of the Board of Pharmacy, W. E. Collins, of Owosso, and chairman of the Committee on Pharmacy and Queries, Leonard A. Seltzer, of Detroit, also presented their reports.

Wm. A. Hall, of Detroit, presented the report of the Committee on Trade Interests. This report was published verbatim in the last issue of the Tradesman.

The report of J. D. Muir, delegate to the National Association of Retail Druggists, was given by Mr. Seltzer, of Detroit. Charles F. Mann, of Detroit, followed with a report of the trustees of the Prescott memorial fund and the scholarship fund. The Association will lend money to students who lack the necessary funds to complete the last year's work in pharmacy at the U. of M. and in other ways to tide students in this department over until they are in funds.

A. S. Parker, of Detroit, read in the absence of Owen Raymo, his paper on The Golden Rule in Business, which appeared in full in the Tradesman of last week.

J. W. T. Knox, of Detroit, read a paper on What This Association Can Do for the Retailer.

Wednesday's session was called to order at 9:35 a. m.

In the absence of the State Analyst, Floyd M. Robinson, a paper which he had prepared was read by his brother, W. E. Robinson. It was entitled, "What Is Accomplished by State Su-

pervision of the Sale of Foods and Drugs."

Mr. Robinson considered such supervision desirable for three reasons: 1. As a protection against the sale of articles detrimental to the public health by reason of their poisonous or otherwise injurious nature. 2. To protect the public against fraud and deceit on the part of dishonest vendors. 3. To protect the honest merchant against dishonest competition. In defending his second reason he cited such instances as the sale of sausages made from inferior stock; the sale of meats colored and preserved so as to retain a fresh appearance; oleomargarine colored to sell as butter; milk-sugar adulterated with starch, etc. As special instances of transactions involving deceit but in no way injurious to public health, he cited the sale of maple sugar made from cane sugar and extract of vanilla below standard strength but colored to match an extract of full strength. Mr. Robinson congratulated the Association upon its attitude toward food and drug legislation and expressed his conviction that the present agitation would meet with success. In concluding Mr. Robinson stated that the Dairy and Food Department was always open for inspection, and extended an invitation to all members of the Association to visit the department.

Prof. A. B. Stevens, of the University of Michigan, thereupon addressed the meeting. He spoke of the criticism which has been directed against the National Formulary, and stated that as a member of the Committee engaged in the revision of that work he desired a discussion of this criticism by the Association. About thirty minutes were then spent in an interchange of opinion, the speakers including Messrs. Hall, Seltzer, Mann, Walker and others. It was generally agreed that a single system of weights and measures was preferable to the dual system at present used in the Formulary.

The formulae for elixir iron, quinine and strychnine, cold cream, emulsion, cod liver oil and wild cherry emulsion, petroleum and hypophosphites and alkaline antiseptic were also discussed.

The report of the Legislative Committee was read by A. L. Walker, of Detroit.

The report spoke of the long-deferred "Food and Drug" bill, which was now to be submitted to the Association; of the desirability of legislation to prevent itinerant vending of drugs; of legislative restrictions to be placed on the manufacture and sale of "patent" medicines, and finally made cer-

tain recommendations regarding pharmaceutical education.

The proposed "Pure Drug" bill was then read and discussed by sections. This bill deals with drugs only, the regulation of the traffic in foods being left to existing laws. In its essential features the proposed law is identical with the Federal law, only such changes being made as are necessary to adapt it to local or State conditions. The administration of the law is placed in the hands of a Commission, consisting of the Food and Dairy Commissioner, the President of the Board of Pharmacy and the President of the Board of Health. The bill provides for the appointment of four inspectors (who shall be registered pharmacists) and an analyst. The sections relating to misbranding and adulteration are practically identical with the corresponding sections of the National law. Prescriptions and the preparations of the United States Pharmacopoeia and the National Formulary are exempt from the "labeling clause."

A guaranty under the National law is valid, but an independent State guaranty may also be given. The sum of \$10,000 is appropriated for the enforcement of the law.

Much interest was manifested in this proposed legislation, and it was finally adopted as submitted by the Committee, the only change consisting in the addition of antipyrine to the list of drugs to be named in the label.

The proposed bill to prevent "itinerant vending" of medicines was then discussed. The bill provides for the licensing of such vendors, said license to issue for not more than one year, and to cost \$100 per month. Enforcement of the law is placed in the hands of the Board of Pharmacy.

Discussion of proposed liquor legislation was then taken up, Messrs. Walker, Webber, Wallace, Eberbach and others participating. The consensus of opinion seemed to be that the sale of beer, as carried on at present, is harmful to the best interests of the drug trade.

Other recommendations contained in the report of the Legislative Committee were dealt with at Thursday's session as follows:

The recommendation of the Committee that Section 9 of the pharmacy law be so amended as to place further restrictions upon the sale of cocaine and morphine was adopted.

The desirability of legislation to restrict the manufacture of "patent" medicines was conceded and the matter was referred to the Legislative Committee for further action.

Another recommendation—to make a college course a prerequisite to examination—was not regarded with favor by the Association.

The report was then adopted as a whole, and a rising vote of thanks to the Committee was passed.

The report of the Committee on Adulterations was read by W. A. Hall in the absence of the chairman. The general trend of this report, which covered about 700 items, indicated a considerable improvement over last year. Exceptions to this rule were kamala, lupulin and diluted acetic acid.

Thursday morning the following officers were elected:

President—M. A. Jones, Lansing.  
First Vice-President—J. E. Way, Jackson.

Second Vice-President—W. R. Hall, Manistee.

Third Vice-President—M. M. Miller, Milan.

Secretary—E. E. Calkins, Ann Arbor.

Treasurer—A. B. Way, Sparta.

Executive Committee—F. E. Bogart, Detroit; F. L. Gardner, Lansing; R. A. Carmichael, Detroit; J. F. Wallace, Kalamazoo; Owen Raymo, Wayne.

It was decided to hold the next convention in Detroit, at such a time as will be decided upon by the Executive Committee and the Traveling Men's Committee. The Travelers' Association desires to hold the meeting in June, and it is likely the suggestion will be adopted. Charles F. Mann, of Detroit, suggested a boat excursion from Detroit to Mackinac Island as a feature of the next convention, but it was the general opinion that such a trip would be too expensive.

The Committee on Resolutions submitted resolutions voicing the sympathy of the Association toward the friends and relatives of its members who died during the past year.

Ex-President F. E. Bogart, of Detroit, said that he had never heard of a convention whose social side had been so well looked after. "We have all had a jolly good time," he said, "and we have done an immense amount of business besides. Without hesitancy, I say that this convention has been the most successful of any ever held in this State. Great credit is due the local druggists and the Michigan Pharmaceutical Travelers' Association for its success."

President Jones will name his Committee within a few weeks, and the proposed legislative work will be gotten under way as soon as possible.

#### The Drug Market.

Gum Opium—Is unchanged.  
Morphine—Is steady.  
Quinine—Is unchanged.  
Alcohol—Has advanced on account of higher prices for grain.  
Denatured Alcohol—Has also advanced.

Puerto Rico Bay Rum—The tax of \$1.10 per gallon has been suspended for thirty days.

Cocoa Butter—Has advanced on account of higher prices abroad.

Refined Glycerine—Is tending higher on account of higher price for crude.

Canada Balsam Fir—Has again advanced on account of scarcity.

Oil Spearmint—Has again declined and is tending lower.

Oil Peppermint—Is steady.

Oil Pennyroyal—Is in better supply and declining.

Gum Camphor—Is weak.

Jamaica Ginger Root—Is very firm and tending higher.

There is an irony in nature that is almost sure to bring those who prescribe for the race around to taking their own medicine.

## WHOLESALE DRUG PRICE CURRENT

Aceticum	60	8	Copaiba	1	75	1	85	Scilla Co.	50	50	Salacin	13	20	Oils	bbl. gal.
Benzolcum, Ger.	70	75	Cubebae	2	15	22	25	Tolutan	50	50	Magnesia, Sulph. bbl	1 1/2	50	Whale, winter	70
Boracie	12	12	Erigeron	2	395	22	50	Prunus virg.	50	50	Mannia, S. F.	45	50	Lard, extra	85
Carbolicum	26	29	Evechthitos	1	00	10	10				Menthol	2	65	Sapo, M	10
Citricum	50	55	Gaultheria	2	50	4	00	Tinctures			Morphia, SP&W	3	00	Sapo, G	15
Hydrochlor	30	5	Geranium	oz			75	Anconitum Nap'sR	60	60				Seidlitz Mixture	20
Nitrocum	30	10	Gossypii Sem gal	70	75		75	Anconitum Nap'sF	50	50	Morphia, SNYQ	3	00	Sinapis	18
Oxalicum	14	15	Hedeoma	3	00	30	50	Aloes	50	50	Morphia, Mal	3	00	Sinapis, opt	30
Phosphorium, dil.	15	15	Juniper	40	21	20		Arnica	50	50				Snuff, Maccaboy	
Salicylicum	44	47	Lavender	90	23	60		Aloes & Myrrh	50	50				DeVoes	51
Sulphuricum	1 1/2	5	Limons	1	30	1	40	Asafoetida	50	50				Snuff, S'h DeVos	51
Tannicum	75	85	Mentha Piper	1	75	1	90	Atropine Belladonna	50	50				Soda, Boras	6
Tartaricum	38	40	Menta Verid	5	50	6	00	Aurant Cortex	50	50				Soda, Boras, po	6
			Morhuue gal	1	60	21	85	Benzoin	50	50				Soda et Pot's Tart	25
			Myrica	3	00	23	50	Benzoin Co.	50	50				Soda, Carb.	1 1/2
			Olive	1	00	23	00	Barosma	50	50				Soda, Bl-Carb	3
			Picis Liquida	10	12			Cantharides	75	75				Soda, Ash	3 1/2
			Picis Liquida gal.	40	40			Capiscum	50	50				Soda, Sulphas	3 1/2
			Ricina	94	1	00		Cardamon	75	75				Spts. Cologne	2
			Rosmarini	21	00			Cardamon Co.	75	75				Spts, Ether Co.	50
			Rosae oz.	6	50	27	00	Castor	1	00				Spts. Myrcia	2
			Succini	40	45			Catechu	50	50				Spts, Vini Rect bbl	1
			Sabina	90	21	00		Cinchona	50	50				Spts, Vini Rect 1/2 b	1
			Santal	4	50			Cinchona Co.	50	50				Spts, Vini R't 10 gl	1
			Sassafras	90	95			Columa	50	50				Spts, Vini R't 5 gal	1
			Sinapis, ess. oz.	6	65			Cubebae	50	50				Strychnia, Cryst	1
			Tigil	1	10	21	20	Cassia cutifol	50	50				Sulphur Subl.	2 1/2
			Thyme	40	50			Cassia Acutifol Co	50	50				Sulphur, Roll	2 1/2
			Thyme, opt	21	60			Digitalis	50	50				Tamarinds	8
			Theobromas	15	20			Ergot	35	35				Terebenth Venice	28
								Ferri Chloridum	50	50				Thebromae	50
								Gentian	50	50					
								Gentian Co	50	50					
								Guaiaca	50	50					
								Guaiaca ammon	50	50					
								Hyoscyamus	50	50					
								Iodine	75	75					
								Iodine, colorless	75	75					
								Kino	50	50					
								Lobelia	50	50					
								Myrrh	50	50					
								Nux Vomica	50	50					
								Opil	1	25					
								Opil, camphorated	1	00					
								Opil, deodorized	2	00					
								Quassia	50	50					
								Rhatany	50	50					
								Rhel	50	50					
								Sanguinaria	50	50					
								Serpentaria	50	50					
								Stromonium	50	50					
								Tolutan	50	50					
								Valerian	50	50					
								Veratrum Verde	50	50					
								Zingiber	60	60					
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## 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

Provisions  
Fresh Fish  
Hides and Pelts  
Meals and Corn

## DECLINED

## Index to Markets

## By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Candies	Candies
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Jelly	Jelly
J	Licorice	Licorice
K	Matches	Matches
L	Meat Extracts	Meat Extracts
M	Mince Meat	Mince Meat
N	Molasses	Molasses
O	Mustard	Mustard
P	Nuts	Nuts
Q	Olives	Olives
R	Pipes	Pipes
S	Pickles	Pickles
T	Playing Cards	Playing Cards
U	Potash	Potash
V	Provisions	Provisions
W	Rice	Rice
X	Salad Dressing	Salad Dressing
Y	Saleratus	Saleratus
Z	Sal Soda	Sal Soda
AA	Salt	Salt
AB	Salt Fish	Salt Fish
AC	Seeds	Seeds
AD	Shoe Blacking	Shoe Blacking
AE	Snuff	Snuff
AF	Soap	Soap
AG	Soda	Soda
AH	Soups	Soups
AI	Spices	Spices
AJ	Starch	Starch
AK	Syrups	Syrups
AL	Tea	Tea
AM	Tobacco	Tobacco
AN	Twine	Twine
AO	Vinegar	Vinegar
AP	Wicking	Wicking
AW	Woodenware	Woodenware
AX	Wrapping Paper	Wrapping Paper
AY	Yeast Cake	Yeast Cake

Col	1	2
1	ARCTIC AMMONIA	Oysters
2	AXLE GREASE	Plums
3	Baked Beans	Peas
4	Bath Brick	Pineapple
5	Bluing	Pumpkin
6	Brooms	Raspberries
7	Brushes	Salmon
8	Butter Color	Sardines
9	Candies	Shrimps
10	Canned Goods	Succotash
11	Carbon Oils	Strawberries
12	Catsup	Tomatoes
13	Cereals	Wheat
14	Cheese	Yeast
15	Chewing Gum	Yeast Cake
16	Chicory	Yeast Extract
17	Chocolate	Yeast Meal
18	Clothes Lines	Yeast Powder
19	Cocoa	Yeast Sticks
20	Cocoa Nuts	Yeast Tablets
21	Coffee	Yeast Water
22	Confections	Yeast Wine
23	Crackers	Yeast Zest
24	Cream Tartar	Yeast Zest
25	Dried Fruits	Yeast Zest
26	Farinaceous Goods	Yeast Zest
27	Fish and Oysters	Yeast Zest
28	Fishing Tackle	Yeast Zest
29	Flavoring Extracts	Yeast Zest
30	Fresh Meats	Yeast Zest
31	Gelatine	Yeast Zest
32	Grain Bags	Yeast Zest
33	Grains and Flour	Yeast Zest
34	Herbs	Yeast Zest
35	Hides and Pelts	Yeast Zest
36	Jelly	Yeast Zest
37	Licorice	Yeast Zest
38	Matches	Yeast Zest
39	Meat Extracts	Yeast Zest
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43	Nuts	Yeast Zest
44	Olives	Yeast Zest
45	Pipes	Yeast Zest
46	Pickles	Yeast Zest
47	Playing Cards	Yeast Zest
48	Potash	Yeast Zest
49	Provisions	Yeast Zest
50	Rice	Yeast Zest
51	Salad Dressing	Yeast Zest
52	Saleratus	Yeast Zest
53	Sal Soda	Yeast Zest
54	Salt	Yeast Zest
55	Salt Fish	Yeast Zest
56	Seeds	Yeast Zest
57	Shoe Blacking	Yeast Zest
58	Snuff	Yeast Zest
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6	7	8	9	10	11
<b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family 5 80 Golden Horn, baker's 5 70 Duluth Imperial 6 26 <b>Judson Grocer Co.'s Brand</b> Ceresota, 1/2s 6 60 Ceresota, 1/4s 6 40 Ceresota, 1/8s 6 20 <b>Lemon &amp; Wheeler's Brand</b> Wingold, 1/2s cloth 6 35 Wingold, 1/4s cloth 6 25 Wingold, 1/8s cloth 6 15 <b>Worden Grocer Co.'s Brand</b> Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s paper 6 00 Laurel, 1/2s cloth 6 00 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2s cloth 6 10 Sleepy Eye, 1/4s cloth 6 00 Sleepy Eye, 1/8s cloth 5 90 Sleepy Eye, 1/2s paper 5 90 Sleepy Eye, 1/4s paper 5 90 <b>Meal</b> Bolted 3 80 Golden Granulated 3 90 St. Car Feed screened 33 00 No. 1 Corn and Oats 33 00 Corn, cracked 32 00 Corn Meal, coarse 32 00 Winter Wheat Bran 26 00 Middlings 27 50 Buffalo Gluten Feed 30 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal 32 00 Cottonseed Meal 31 00 Gluten Feed 30 00 Malt Sprouts 23 00 Brewers Grains 28 00 Molasses Feed 24 00 Hammond Dairy Feed 24 00 <b>Oats</b> Michigan carlots 58 Less than carlots 60 <b>Corn</b> Carlots 85 Less than carlots 87 <b>Hay</b> No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 <b>HERBS</b> Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 20 <b>HORSE RADISH</b> Per doz. 90 <b>JELLY</b> 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 55 30 lb. pails, per pail 98 <b>LICORICE</b> Pure 30 Calabria 23 Sicily 14 Root 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle 40 Choice 35 Fair 20 Good 22 Half barrels 2c extra <b>MINCE MEAT</b> Per case 2 90 <b>MUSTARD</b> 1/2 lb., 6 lb. box 18 <b>OLIVES</b> Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 <b>PICKLES</b> Medium Barrels, 1,200 count 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 70 <b>PLAYING CARDS</b> No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20 Rover, enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 <b>POTASH</b> 48 cans in case Babbitt's 4 00 <b>Barreled Pork</b> Mess 18 00 Clear Back 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 14 75 Brisket, Clear 15 25 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 <b>Dry Salt Meats</b> S. P. Belies 10 1/2 Bellies Extra Shorts 9 1/4 Lard Compound 8 1/2 Pure in tierces 11 80 lb. tubs 1/2 advance 60 lb. tubs 1/2 advance	50 lb. tins advance 1/4 20 lb. pails advance 3/4 <b>Smoked Meats</b> Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 14 1/2 Ham, dried beef sets 20 California Hams 9 Picnic Boiled Hams 14 Boiled Hams 22 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 16 10 lb. pails advance 7 1/2 5 lb. pails advance 1 8 lb. pails advance 1 <b>Sausages</b> Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 <b>Beef</b> Extra Mess 9 75 Boneless 13 50 Rump, new 17 00 <b>Pig's Feet</b> 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 <b>Tripe</b> Kits, 15 lbs. 70 1/2 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 <b>Casings</b> Hogs, per lb. 30 Beef, rounds, set 16 Beef middles, set 40 Sheep, per bundle 90 <b>Uncolored Butterine</b> Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham, 1/2s 45 Potted ham, 1/4s 45 Potted ham, 1/8s 45 Deviled ham, 1/2s 35 Deviled ham, 1/4s 35 Potted tongue, 1/2s 35 Potted tongue, 1/4s 35 <b>RICE</b> Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken <b>SALAD DRESSING</b> Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 <b>SAL SODA</b> Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 <b>SALT</b> Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 00 56 lb. sacks 32 28 lb. sacks 17 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks 24 <b>Common</b> Granulated, fine 80 Medium, fine 85 <b>SALT FISH</b> Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 <b>Halibut</b> Strips 13 Chunks 13 <b>Holland Herring</b> Pollock @ 4 White Hp. bbls. 7 50 @ 9 00 White Hp. 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. @ 75 <b>Norwegian</b> Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 <b>Trout</b> No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 <b>Mackerel</b> Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	10 lbs. 1 12 55 8 lbs. 92 48 <b>SEEDS</b> Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 8 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 <b>SOAP</b> J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 8 02 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 50 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars 3 60 Acme, 30 bars 3 60 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 70 bars 2 90 Marselles, 100 cakes 5 80 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toilet 4 00 Marselles, 1/2 bx toilet 2 10 <b>A. B. Whisley</b> Good Cheer 4 00 Old Country 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearlina 3 75 Soapine 3 75 Babbitt's 1776 3 75 Roseine 3 75 Armour's 3 70 Wisdom 3 80 <b>Soap Compounds</b> Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gr lots 4 50 Sapolio, single boxes 2 50 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 <b>SODA</b> Boxes, English 5 1/2 Kegs, English 4 1/4 <b>SPICES</b> Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 46 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white 25 Pepper, shot 17 <b>Pure Ground in Bulk</b> Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white 28 Pepper, Cayenne 20 Sage 20 <b>STARCH</b> Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lbs. 5 Muzzy, 40 lbs. 4 1/4 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 3lbs. 6 1/4 Silver Gloss, 12 6lbs. 8 1/4 Muzzy 48 lb packages 4 1/4 16 lb packages 4 1/4 12 lb packages 5 1/4 50 lb. boxes 3 1/4 <b>SYRUPS</b> Corn Barrels 30 Half barrels 32 20lb. cans 1/2 dz. in cs 2 00 10lb. cans 1/2 dz. in cs 1 95 5lb. cans 2 dz. in cs 2 05 2 1/2 lb. cans 2 dz. in cs 2 00	<b>Pure Cane</b> Fair 16 Good 20 Choice 25 <b>TEA</b> Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 21 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Bittings 26 @ 21 <b>Gunpowder</b> Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 <b>Young Hyson</b> Choice 30 Fancy 36 <b>Oolong</b> Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 <b>English Breakfast</b> Medium 20 Choice 30 Fancy 40 <b>India</b> Ceylon, choice 32 Fancy 42 <b>TOBACCO</b> Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 43 Protection 49 Sweet Burley 44 Tiger 40 <b>Plug</b> Red Cross 31 Palo 35 Hiawatha 41 Kyo 41 Battle Ax 35 American Eagle 37 Standard Navy 33 Spear Head, 7 oz. 37 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 <b>Smoking</b> Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 40 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 39 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 36 Country Club 32-34 Fore-X-XXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 <b>TWINE</b> Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 14 Flax, medium N. 24 Wool, 1 lb. balls 8 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 <b>WICKING</b> No. 0 per gross 30 No. 1 per gross 30 No. 2 per gross 50 No. 3 per gross 75 <b>WOODENWARE</b> Baskets Bushels 1 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, medium 7 25 Willow, Clothes, small 6 25	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 <b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 doz. 20 No. 1 complete 20 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 <b>Mop Sticks</b> Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 <b>Pails</b> 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, an red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 <b>Toothpicks</b> Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 <b>Traps</b> 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 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 <b>Wash Boards</b> Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 60 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 <b>WRAPPING PAPER</b> Common straw 1 1/4 Fibre Manila, white 2 1/4 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Whitefish, Jumbo Per lb. Whitefish, No. 1 12 1/2 Trout 12 Halibut 11 Herring 7 Bluefish 18 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 8 Pickerel 14 Pike 8 Perch 9 Smoked, White 12 1/2 Chinook Salmon 16 Mackerel 16 Finnan Haddie Roe Shad Shad Roe, each Speckled Bass 9 <b>HIDES AND PELTS</b> Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2	<b>Pelts</b> Old Wood @ 20 Lambs 25 @ 50 Shearlings 10 @ 30 <b>Fallow</b> No. 1 @ 5 No. 2 @ 4 <b>Wool</b> Unwashed, med. @ 17 Unwashed, fine @ 13 <b>CONFECTIONS</b> Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 <b>Cases</b> Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 <b>Mixed Candy</b> Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 10 French Cream 10 Star 11 Hand Made Cream 11 Premio Cream mixed 17 Paris Cream Bon Bons 11 <b>Fancy—in Pails</b> Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 11 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 10 Moss Drops 10 Lemon Sours 10 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 <b>Fancy—in 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. box 1 80 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore-nound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Bitter Sweets, 1 10 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 90 Lozenges, printed 90 Imperials 90 Mottos 90 Cream Bar 90 G. M. Peanut Bar 90 Hand Made Crms 80 @ 90 Cream Wafers 90 String Rock 90 Wintergreen Berries 90 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't 18 00 <b>Pop Corn</b> Cracker Jack 3 25 Checkers, 5c pkg case 5 50 Pop Corn Balls, 200s 1 35 Azulikit 100s 3 00 Oh My 100s 3 50 <b>Cough Drops</b> Putnam Menthol 1 00 Smith Bros. 1 25 <b>NUTS—Whole</b> Almonds, Tarragona 17 Almonds, Avica 20 Almonds, California aft. shell 12 Brazils 12 @ 13 Filberts 12 @ 13 Cal. No. 1 12 Walnuts, soft shelled 18 Walnuts, Marbot 14 Table nuts, fancy 13 @ 16 Pecans, Med. 12 Pecans, ex. large 10 Pecans, Jumbos 13 Hickory Nuts per bu. Ohio new Cocanuts Chestnuts, New York State, per bu. <b>Shelled</b> Spanish Peanuts 7 @ 7 1/2 Pecan Halves 45 Walnut Halves 32 @ 35 Filbert Meats 42 Alicante Almonds 42 Jordan Almonds 47 <b>Peanuts</b> Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted 8 @ 8 1/2 Choice, H. P. Jumbo 8 1/2 Roasted 9 @ 9 1/2

## Special Price Current

### AXLE GREASE



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

### BAKING POWDER

#### Royal



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

### BLUING



#### J. P. Bluing

Small size, 1 doz. box... 40  
Large size, 1 doz. box... 75

### CIGARS

Johnson Cigar Co.'s Brand



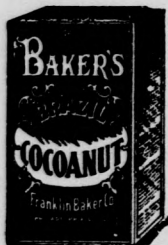
S. C. W., 1,000 lots ..... 31  
El Portana ..... 32  
Evening Press ..... 32  
Exemplar ..... 32

Worden Grocer Co. brand  
Ben Hur

Perfection ..... 35  
Perfection Extras ..... 35  
Londres ..... 35  
Londres Grand ..... 35  
Standard ..... 35  
Puritans ..... 35  
Panatellas, Finas ..... 35  
Panatellas, Book ..... 35  
Jockey Club ..... 35

### COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60  
55 1/2 lb. pkg. per case 2 60  
40 1/2 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass ..... 8 @ 11  
Hindquarters ..... 10 @ 13  
Loins ..... 11 @ 16  
Rounds ..... 8 @ 9 1/2  
Chucks ..... 6 @ 7 1/2  
Plates ..... @ 5 1/2  
Livers ..... @ 6

#### Pork

Loins ..... @ 13  
Dressed ..... @ 8  
Boston Butts ..... @ 11  
Shoulders ..... @ 9  
Leaf Lard ..... @ 10 1/2  
Trimnings ..... @ 7 1/2

### Mutton

Carcass ..... @ 9  
Lambs ..... @ 12 1/2  
Spring Lambs ..... @ 14  
Veal

Carcass ..... 7 1/2 @ 10

### CLOTHES LINES

#### Sisal

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

#### Jute

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

#### Cotton Victor

50ft. .... 1 10  
60ft. .... 1 35  
70ft. .... 1 60

#### Cotton Windsor

50ft. .... 1 30  
60ft. .... 1 44  
70ft. .... 1 80  
80ft. .... 2 00

#### Cotton Braided

40ft. .... 95  
50ft. .... 1 25  
60ft. .... 1 65

#### Galvanized Wire

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

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 11b. ....  
White House, 21b. ....  
Excelsior, M & J, 11b. ....  
Excelsior, M & J, 21b. ....  
Tip Top, M & J, 11b. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. .... 6  
1 1/4 to 2 in. .... 7  
1 1/2 to 3 in. .... 9  
1 3/4 to 4 in. .... 11  
2 in. .... 15  
3 in. .... 20

### Cotton Lines

No. 1, 10 feet ..... 5  
No. 2, 15 feet ..... 7  
No. 3, 15 feet ..... 9  
No. 4, 15 feet ..... 10  
No. 5, 15 feet ..... 11  
No. 6, 15 feet ..... 12  
No. 7, 15 feet ..... 15  
No. 8, 15 feet ..... 18  
No. 9, 15 feet ..... 20

### Linen Lines

Small ..... 20  
Medium ..... 25  
Large ..... 34

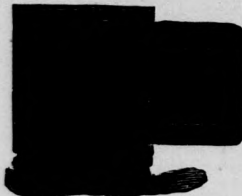
### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 60

### GELATINE

Cox's, 1 doz. Large ..... 1 80  
Cox's, 1 doz. Small ..... 1 00  
Knox's Sparkling, doz. 1 25  
Knox's Sparkling, gro. 14 00  
Nelson's ..... 1 50  
Knox's Acidu'd. doz. .... 1 25  
Oxford ..... 75  
Plymouth Rock ..... 1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s 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

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large ..... 2 75  
Halford, small ..... 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

# Figure It Out for Yourself



If you have a store or a stock of goods to sell—if you want to buy a store or a stock of goods—if you want to trade a stock of goods for one in a different locality—if you want a clerk or a manager for your store—if you want a position as a clerk or manager of a store—in fact, if you want to give out any information regarding your store, no matter what kind of a store, or if you want any information regarding any kind of a store, do you not think that a want advertisement placed in a paper that reaches 8,000 storekeepers every week would be a profitable investment? Figure it out for yourself.

We have letters from advertisers from Michigan, Ohio and Indiana who all say they are perfectly satisfied with the results from placing want advertisements on the opposite page.

# 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—Bazaar stock, chiefly crockery, stationery and notions, in busiest town of 600 in Southern Michigan. Reason for selling, ill health. Address No. 958, care Tradesman. 958

For Sale—20 H. P. Olds touring car, like new, \$700; 12 H. P. Auto buggy, \$400; one 3 H. P., \$175. Great bargain. F. W. Fisher, Sedalia, Mo. 949

1903 Olds runabout. New engine, two new tires, first-class condition. Price \$150. Address L. W. Richard, Grand Ledge, Mich. 948

For Sale—Or will exchange for unincumbered farm or productive Grand Rapids property, a \$6,000 clean general stock doing a good strictly cash business in growing town of about nine hundred population. Address Cash Business, care Michigan Tradesman. 947

A good location for bazaar or dry goods store can be secured in the best manufacturing city in Northern Michigan of 6,900 inhabitants, and growing rapidly. Address No. 957, care Michigan Tradesman. 957

Don't whistle for prosperity. Read my book on panics. Tells when business will improve. Mailed on receipts 10c. Satisfaction guaranteed. 100 per cent. commission to agents. J. P. Kohler, Atty., Temple Bar Bldg., New York. 956

For Sale—Dry goods stock in fine condition. Best location in town of 2,500 in Central Michigan, doing a paying business. Will lease store for a term of years. Size 22x100 feet. Stock will inventory about \$7,000. Reasons for selling, my home is in another town. Owning to old age and poor health I am not in shape to attend to business of any kind. Address A. H. Olmstead, St. Louis, Mich. 955

For Sale or Exchange—For merchandise, No. 3 Gem City acetylene plant complete. Good as new. Suitable for store, residence, hall. Will Lamb, Constantine, Mich. 954

For Rent—The best store property in town 1,000 people, corner main street in town. Splendid farming country surrounding. Address No. 953, care Michigan Tradesman. 953

For Sale—Stock groceries, fine location. Doing good business. Ill health cause for selling. Address 121 Oak Ridge, Goshen, Ind. 952

Cash buyer and jobber. All kinds of merchandise. Bankrupt stocks, etc. No stock too large or too small. Harold Goldstrom, Bay City, Mich. 951

**G. B. JOHNS & CO.**  
Merchandise, Real Estate, Jewelry  
AUCTIONEERS  
GRAND LEDGE, MICH.

References: C. A. Smith, Grand Ledge, Mich.; Joseph Barlow, Mulliken, Mich.; Geo. J. Nagler, Freeport, Mich.; N. S. Smith, Middleton, Mich.; F. H. Ballinger, Shepherd, Mich.; Cassius Alexander, Grand Ledge, Mich.

Will trade mail order business, stock and tools, for small farm on lake in Indiana or Michigan, free of incumbrance. Give description. J. M. Elder, Indianapolis, Ind. 945

Is your community growing—improving? You believe in progress. Arouse your town. Our lectures do it. We can furnish Edward Amherst Ott for a few nights. Act quick. Municipal Service League, 239 Lake St., Chicago, Ill. 946

Bakery—Only one in town of 700. Selling account sickness. Price \$450. Fred Kaufmueller, Petersburg, Mich. 944

In one course, will teach young men original legitimate business, netting me \$8 to \$15 daily. No capital required. Lucrative only in towns and cities. Must not be entered in my city. No agency, canvassing or scheme. Description for stamp. A. D. Bell & Co., 34 Jackson Place, Indianapolis, Ind. 914

For Sale—Or trade for automobile, 30-foot light draft gasoline launch, 8 H. P., speed 10 miles, canopy top, storm curtains, seats 25. G. W. Arnold's Son, Ionia, Mich. 912

For Sale—Old established profitable dry goods, grocery and crockery business in good Southern Michigan town. Stock and fixtures about \$12,000. Will take clear income realty for part. Address No. 924, care Michigan Tradesman. 924

For Sale—Bankers' burglar and fire proof safe, double time lock, cost \$450, sell for \$225. Address No. 925, care Michigan Tradesman. 925

Exchange—Choice South Dakota lands for merchandise. Address No. 923, care Michigan Tradesman. 923

For Sale—Shoe store in the best city in Northwestern Ohio. Store is doing splendid cash business and making money. Best location on the street. Stock will invoice about \$5,000. All medium priced staple shoes. Splendid opportunity for someone who wants an established paying business. Owner must sell on account of other business. Address No. 922, care Tradesman. 922

Go out of business by our system. Satisfied customers in several states. Experienced in all the different lines. Free booklet tells the story. Breckenridge Auction Co., Edinburg, Ill. 929

For Sale—Two shares in exceptionally good company, 8 per cent. guaranteed. Best security of capital. \$325 per share. W. Gildersleeve, Jackson, Mich. 865

Wanted—Stock hardware, up to \$12,000, where owner will consider good improved 240 acres in Northwestern Iowa. Price \$75 acre. Address No. 939, care Tradesman. 939

For Sale—Three-fifths interest in dry goods store that did \$44,000 business last year. (Incorporated). \$10,000 cash takes it. O'Leary & Bowser, Bemidji, Minn. 936

You want an experienced department store window trimmer, card writer and ad. man combined. I can qualify and accept position Sept. 1. Age 26, unmarried, previous experience one year general merchandise, one year gents' furnishings, 4½ years manager country department store. Graduate Bond Institute. 1½ years in charge of windows, signs and advertising with large department store in Southwest, but now on vacation in Michigan. Address No. 935, care Tradesman. 935

For Sale—A new stock of clothing, furnishings and shoes, invoicing \$10,000. Can be reduced if desired. Located in a fine manufacturing town of 5,000. Factories running all through hard times. Apply at once. Best of reasons for selling. Address No. 934, care Tradesman. 934

For Sale—Twelve hundred acres hardwood and hemlock lands. Principals only. Address Hulbert Bros., 601 Adams Bldg., Sault Ste. Marie, Mich. 943

For Sale—First-class general store, in a thriving town in Central Michigan, doing a cash business of from twelve to fifteen thousand annually. Exceptional opportunity for man with two to four thousand dollars. Located in the heart of good farming district. For further information apply to J. S. Day, Alma, Mich. 941

For Sale—Good grocery business in best location at Battle Creek, Mich. Making money. Will invoice between \$2,500 and \$3,000. Owners have other business. Cannot attend to both. Davis & Hopkins, Battle Creek, Mich. 940

For Sale—Drug stock, Northern Illinois. Only one competitor. Inventories about \$5,000. Address No. 938, care Tradesman. 938

Ranch and timber lands near Rapid City, South Dakota, \$5 to \$25. John Z. Reed, Real Estate and Collections, Box 83, Rapid City, S. D. 919

Look Here! If you want to buy land of the owners, write J. R. Christian, Mountain View, Mo. 917

For Sale—The cleanest up-to-date hardware stock in state (tinshop in connection.) Doing a good business in a good factory town of 2,500, surrounded by excellent farming country. Only one other hardware in town. Will inventory between \$4,000 and \$5,000. Must be sold quick. Good reason for selling. Chas. M. Edelmann, Lowell, Mich. 899

Wanted—A competent man with \$5,000 to buy interest in and take active management of a large sash door and blind factory in Bagdad and Pensacola, Fla., that cost \$60,000. Must furnish good references. A. A. Fisher, Pensacola, Fla. 895

Gall Stones—Your bilious colic is the result; your physician cannot cure you. Only one remedy known on earth; harmless but positively cures. Brazilian Remedy Co., Box 3021, Boston, Mass. 894

For Sale—Few absolutely perfect Smith Premier typewriters, \$23 each. Trial allowed. Receiver Box 105, Waterford, N. Y. 886

For Sale—A good clean stock of general merchandise, invoicing \$6,000. In good farming country. Good trade. Address W. C. Nichols, New Lebanon, Ind. 908

Storage—We are in position to receive goods in storage in large well built warehouse, located at point with shipping facilities of St. Louis available. Granite City Lime & Cement Co., Granite City, Ill. 905

## \$25 CASH PAID

to anyone giving me information about a shoe store or shoe stock that can be bought cheap for cash. Will invest from \$1,000 to \$5,000.

**P. L. FEYREISEN & CO.**  
12 and 14 State St. Chicago.

For Sale—1,600 acres of land covered with green timber in Missaukee Co., Mich. Land is level and fertile. Address No. 768, care Michigan Tradesman. 768

Have an ideal lumber yard site for sale. Suitable for wholesale or retail business, or both. Manufacturing city of 12,000, annual payroll of manufacturing plants here, about \$10,000,000.00. Shipping facilities unsurpassed. Have 240,000 square feet of ground, with brick building for lumber sheds, 150x450 feet. Are willing to retain interest. Address No. 906, care Michigan Tradesman, Grand Rapids, Mich. 906

For Sale—Drug store in Southern Michigan, town 1,500. Invoices \$3,000. Address No. 703, care Tradesman. 703

For Rent—Store rooms in new Norton Building, Bedford, Ind. Single or double. Well adapted to dry goods, carpets or department store. Good location; liberal terms. Address C. S. Norton, Bedford, Ind. 897

For Sale—1,500 M ft. hardwood timber. Mostly maple, 5 miles from G. R. & I. R. R. in Missaukee Co. Address No. 872, care Tradesman. 872

For Sale—40 A. land covered with hardwood timber, mostly maple, in Missaukee Co. ½ mile from G. R. & I. R. R. Address No. 871, care Tradesman. 871

For Sale—One good lumber, lath and shingle mill complete. Address No. 870, care Tradesman. 870

Virginia Farms—Send for free list; special bargains. Pollard & Bagley, Richmond, Va. 869

For Sale—Furniture and china business, the only furniture business in busy town of 5,000 inhabitants. Good factories, good farming country. Good reasons for selling. Address P. O. Box 86, Greenville, Mich. 853

For Sale—Well-established bakery in thriving Western Michigan town. Trade large and profits good. Reason for selling, owner has other business. John Watkins, 815 Prospect St., Lansing, Mich. 834

For Sale—General store, located 11 miles N. W. Charlotte and 7 miles S. E. Sunfield. Stock will inventory about \$3,500. Half interest in store building \$425. K. Bosworth & Son, Sunfield, Mich. 832

For Sale—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Cash for your business or real estate. No matter where located. If you want to buy or sell address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 961

## HELP WANTED.

Wanted—Salesmen with established trade to carry first-class line of brooms on commission. Central Broom Company, Jefferson City, Mo. 819

## SITUATIONS WANTED.

Retail position wanted, by a first-class shoe salesman, 14 years' experience. Best references as to ability. State salary. Address H. F. Lueking, 7303 Myrtle Ave., St. Louis, Mo. 950

Wanted—Position by experienced hardware man who understands general merchandise, as manager, buyer or clerk. Best of references. Steady employment only will be considered. Town or city with good schools preferred. Address Lock Box 8, Bear Lake, Mich. 913

Want Ads. continued on next page.

## TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.  
THREE COLUMNS.

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

## INVOICE RECORD OR BILL BOOK

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

**Tradesman Company**  
Grand Rapids, Mich.

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

### THE NEW CANADIANS.

The authorities in Canada are taking great consolation and congratulation to themselves because they say that their records show a large number of emigrants from the United States are settling in their Western country and becoming naturalized citizens. They say that the total number of naturalized Canadians since 1902 is 87,404, and that of these fully 40,000 came over from the States. That is probably true, but it does not indicate or even intimate that Americans are dissatisfied with their own country or its Government or at all anxious to become Canadians. That is not the motive. There is a vast area of undeveloped agricultural lands in Western Canada and it appeals to a certain class of people.

Lands of the sort appealed in that way to the pioneers in this country who settled Ohio when it was away "out West." Then they went on to Indiana, Illinois, Iowa and Nebraska, Colorado and westward to the coast, just because they are natural explorers. It is in the blood. There is always something attractive about buying land for three or four dollars an acre and working it awhile and selling it for \$50 an acre, and the selling is just as attractive and probably more so than any other part of the transaction. Having sold, they move on to repeat the same experiment and experience. The good farming lands of the United States have been pretty well taken up until irrigation schemes are further developed. It is not so very many years ago that what last happened in Oklahoma was happening in Kansas or Nebraska, but now these communities are all settled and established. Western Canada offers just that sort of attraction and that is why so many are going there from the United States. It is not Canada as a British province or its government that allures Americans northward, but it is the undeveloped land and the prospect of profit in its development.

### Graphic Report of the Jackson Picnic.

Jackson, Aug. 7—If it had not been for the rain the annual picnic and outing yesterday of the Retail Grocers' Association of Jackson would have been the greatest event in its history, and would have attracted probably the largest crowd ever brought together at an outing in this city. In spite of the fact that rain came at just about the hour thousands were getting ready to go to Hague Park, and that the weather continued showery until well on in the afternoon, there were probably six or seven thousand people on the grounds at 4 o'clock, and they all appeared to be having the time of their lives, in spite of the fact that the showers sadly interfered with the regular programme.

All the grocery stores and meat markets and many other places of business closed yesterday, and by noon, in spite of the weather, a goodly crowd was assembled at the Park. It was planned to have a great big dinner together, but the rain would not allow it, and this principal feature of the day had to be omitted.

But by the middle of the afternoon Hague Park was well filled, and there was no end of means for amusement.

Those inclined that way sat on the benches at the lakeside and watched the launches and canoes and the young people going down the toboggan slide; others were back in the grove, eating the belated luncheon. Others took in the midway. Some patronized the bowling alley; others admired the get-up of the individual who wore a diminutive Merry Widow hat and sold them when he could; the lunch stands did a thriving business. The theater was well filled at numerous exhibitions of moving pictures. A little farther down the line the merry-go-round was going round to the tune of the "Miserere," appropriately played in dance music time. The children were entertained by the zoological garden, but unfortunately the captive raccoon kept in his house most of the day. There were always a number of people viewing the hickory tree through which Balloonist Oliver made his unfortunate descent. Those sportively inclined were enabled to mildly gamble at the Japanese emporium, which guaranteed a price for every investment, and a nickel machine in the bowling alley, which guaranteed certain loss. And, of course, there had to be a jar. A popcorn vendor on the dock had a dispute with a picnicker, who insisted that he hadn't received his change for a dime after purchasing a bag of corn, and the visitor was brutally hurled against a post, cutting his head quite badly. The crowd expressed its opinion of the popcorn man, and the injured man declared he would apply for a warrant. He was removed to the boat house and his wounds dressed.

There were two games of ball in the ball park. In the morning a team composed of North Side grocers cleaned up on the South Sides by a score of 6 to 4, which indicated that the grocers are some shakes at the ball game besides. And in the evening there was a remarkably beautiful display of fireworks, witnessed by a great crowd.

The traction company exerted itself to take care of the people; the management of the Park did all in its power to make the holiday a success; the management of the Grocers' Committee was all that could be desired. The lawn adjoining the lake looked fresh and green in spite of the drouth, and everywhere there was the best of order. All told, the picnic was a fine success. It was everything that a picnic should be including the rain, which really caused no inconvenience.

A Dowagiac correspondent writes: The lease to the building now occupied by the Clasp Cash store has been sold by Bert Clasp and September 1 it is his intention to retire from business and go on the road as a salesman for the Stoughton Wagon Co. He does not give the name of his successor.

The man in the church with the roving eyes looking over the bulbous nose is pretty sure to be strong on the doctrines.

### Business Changes in the Buckeye State.

Columbus—Wm. Mumm has been appointed receiver for the Allen Furniture Co.

Dayton—O. A. Prass is going out of the shoe business.

Hamilton—Shoneker & Norris succeed Bert S. Bartlow in the bakery business.

Mt. Vernon—E. J. Craft has engaged in the grocery business.

Dayton—A furniture store will be conducted by Louis Meyer.

Hamilton—Ed. Humback has just started in the drug business.

Defiance—A. Baker is about to engage in the meat business.

Cincinnati—The Bremen Creamery Co. has been incorporated with a capital stock of \$10,000.

Cincinnati—The Rauh Manufacturing Co., which makes oil burners, has been incorporated, with a capital stock of \$10,000.

Guernsey—A petition has been filed to have O. E. Steele, grocer, adjudged a bankrupt, his liabilities amounting to \$5,854.

Lima—The B. B. Glove Co. has been incorporated with a capital stock of \$10,000 to conduct a manufacturing business.

Oak Hill—Williams & Jones have engaged in the undertaking business.

Akron—The capital stock of the Palmer-Hawkins Rubber Tire Co. has been increased to \$10,000.

Akron—The R. & A. Supply Co. is succeeded in business by the Hardware & Supply Co.

Youngstown—The Ward Nail Co. has been incorporated, with a capital stock of \$10,000.

Cleveland—The capital stock of the Euclid Paint Co. has been increased to \$20,000.

Lake View—The Lake View Elevator Co. has been incorporated, with a capital stock of \$20,000.

Londonville—W. E. Jones has sold his furniture stock to Bert Nyhart.

Lorain—The Wickens Co. has been incorporated with a capital stock of \$50,000 to conduct a furniture store.

Mansfield—The Stock Food Co. has been incorporated with a capital stock of \$10,000.

Warren—The Warren Clothing Co. has been incorporated, having a capital stock of \$10,000.

### Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Aug. 12—Creamery, fresh, 20@22½c; dairy, fresh, 16@20c; poor to common, 14@16c.

Eggs—Strictly fresh, candled, 21@23c.

Live Poultry—Fowls, 12½@13c; ducks, 10@11c; geese, 9@10c; old cox, 9c; broilers, 15@16c.

Dressed Poultry—Fowls, 13@14½c; old cox, 9@10c.

Beans—Marrow, hand-picked, \$2.35@2.50; medium, hand-picked, \$2.40@2.50; pea, hand-picked, \$2.60@2.65; red kidney, hand-picked, \$1.75@1.80; white kidney, hand-picked, \$2.25@2.40.

Potatoes—New, \$2.50@2.65 per bbl. Rea & Witzig.

Albion—If giving the farmers of this vicinity a good time will help any in bringing their trade to this

city, the Albion Creamery Co. and the Albion Business Men's Association intend to win by this method. They have planned a mammoth picnic to be held on the old fair grounds in this city Thursday, August 20, to which all the farmers for miles around are invited to come. They will not have to bring their own dinners, either, for it is announced that the grocers and butchers and bakers of the city will provide a bountiful meal for all who will come, while the Albion Creamery Co. will see that every farmer and every member of his family, as well as the hired man and his "best girl," all have the second dish of ice cream if they want it. All stores in the city will be closed a greater part of the day. The indications are that several thousand people will attend this harvest festival as the welcome guests of the business men of the city.

Herman & Co., of Boston, have been awarded a contract by the Quartermaster General of the Army for 7,000 pairs of shoes, which will be worn by American soldiers. Sixty thousand pairs will be russet leather and the remainder black. The price varies according to the number made from time to time, but the average cost to the Government for each pair of Army shoes will be about \$2.77. The entire lot of 75,000 pairs are to be furnished during the current fiscal year. Gimbel & Co., of Philadelphia, got a contract for 15,000 pairs, all black, at the same price. It will occur to some people that \$2.77 per pair, in lots of many thousands, ought to buy an extra good shoe, but perhaps none too good for the best soldiers in the world. A great many citizens are wearing stylish and serviceable shoes that cost little if any more by the single pair.

The United States Navy Department last Thursday awarded a contract for 100,000 pounds of smoking and chewing tobacco to the American Tobacco Company at 36 cents per pound. Many independent companies were in the competition for the desirable order and all had the same chance. Each firm submitted samples of smoking and chewing tobacco, and a committee of old Jack Tars chewed pound after pound of it. It is a singular circumstance and one that will attract much attention in the trade that the Navy Department is obliged to give this plum to the big tobacco trust that the Law Department is trying to put out of business.

No amount of poetic feeling for the human family will make up for lack of practical provision for your own.

When you try to magnify the dictionary in your prayers you may be sure you do not reach the divine.

### BUSINESS CHANCES.

Hotel for sale. 60 room house, complete. Apply to Thos. E. Sharp, Lake View House, Elk Rapids, Mich. 961

Mica quarry for sale. A good investment. Box 21, Canaan, New Hampshire. 960

For Sale—Up-to-date job printing office at a bargain. Good business. Address Lock Box 204, Petoskey, Mich. 959



**A** LWAYS on the move, because every cook knows its excellence and purity—its absolute goodness.

**Sixty-Six Years of Superiority**

have proved its merit.

Doesn't that argue in its favor? In nearly every home in your neighborhood

**KINGSFORD'S  
OSWEGO CORN STARCH**

is found indispensable in preparing all kinds of delicious desserts—equally invaluable for improving every-day cooking: sauces, gravies, soups, jellies and many other dishes.

Advertising now in progress will further stimulate sales.

Are you in line?

**T. KINGSFORD & SON, Oswego, N. Y.**  
National Starch Company, Successors

**N.**

**White  
House  
Coffee**

Many people blame the cook for bad coffee when it isn't the poor woman's fault at all, but because the coffee itself isn't up to the mark.

They cannot expect the rich flavor and exquisite bouquet of "White House" unless it really is "White House." See!

That's why we trust you'll see your way clear to help your customers to a good thing.

**B.**

**Symons Bros. & Co.**  
Saginaw, Mich.

# Wrap Up the Penny

It is poor business to give away a part of your profits to each customer if they do not know you are doing so.

If you give 52 cents worth of coffee for 50 cents without your customer knowing it you lose two cents and receive no benefit from your generosity. Remember it is **your** loss.

Better sell 50 cents worth for 48 cents, or put the two pennies in the package where they will be seen and thus

## ADVERTISE YOUR BUSINESS

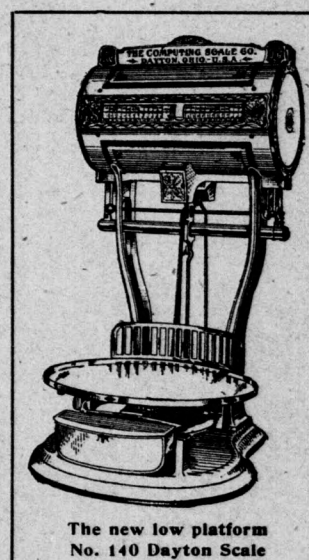
The **best** and **safest** way to secure trade and hold it is to use such methods as will promote **absolute confidence**. Impress upon your customers the fact that you are trying to be **fair** and **square** with them. The **surest** way to show this is to use

## DAYTON MONEYWEIGHT SCALES

There is nothing on the market today which will bring as **large** and as **sure** returns on the money invested as our **latest improved scales**.

Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the **quickest** and **surest** way. Let us prove it.

It is **no credit** to be the **last** to investigate, therefore send in the attached coupon or your name and address by return mail.



The new low platform  
No. 140 Dayton Scale

Moneyweight Scale Co., Date.....  
58 State St., Chicago.  
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.  
This does not place me under obligation to purchase.  
Name .....  
Street and No. .... Town.....  
Business ..... State.....

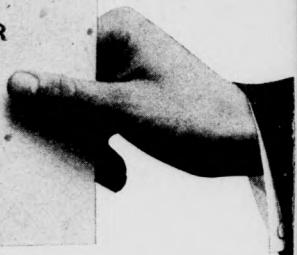


**Moneyweight Scale Co.**

58 State St., Chicago

Send  
For  
Our  
Booklet

HOW A  
RETAIL MERCHANT CAN  
INCREASE HIS BUSINESS  
WITH A  
TYPEWRITER



### "How a Retail Merchant can increase his business with a typewriter"

It shows you how you may adopt the methods of the successful merchants in the large cities.

The proper use of a typewriter will bring you new trade and hold your present customers.

The Fox is the highest grade typewriter made. We place it in your office for examination at our expense.



**Fox Typewriter Co.**

260 North Front Street

Grand Rapids, Mich.

On the Fox all the writing is always in sight.



## H-O Has A "Ready Made" Sale

It is established. We don't ask you to work to make it sell. The sale is there and all you have to do is keep ordering it from your jobber as fast as your customers order it from you. We take pride in keeping the quality ahead of all others—making it live up to its reputation. You get the profit on its large, steady sale.

**The H-O Company**



### The Glad Hand As A Trade Winner

THE MERCHANT who greets his Customer with a few PLEASANT WORDS and a SHAKE OF THE HAND is building up a reputation and drawing trade that will stick by him.

MANY MERCHANTS are SO BUSY posting accounts from one book to another that they have NO TIME FOR CUSTOMERS, and when they are spoken to, return short answers, owing to the fact that their THOUGHTS ARE ELSEWHERE.

THE MERCHANT WHO USES THE McCASKEY ACCOUNT REGISTER SYSTEM ALWAYS HAS TIME to greet his customers in a cordial manner, as HE IS NOT WORRIED with the vexations incident to the old-time methods of Account Keeping.

With the McCASKEY every transaction is COMPLETED AT THE TIME IT IS MADE, each and every account is ready for settlement at any minute without making another figure.

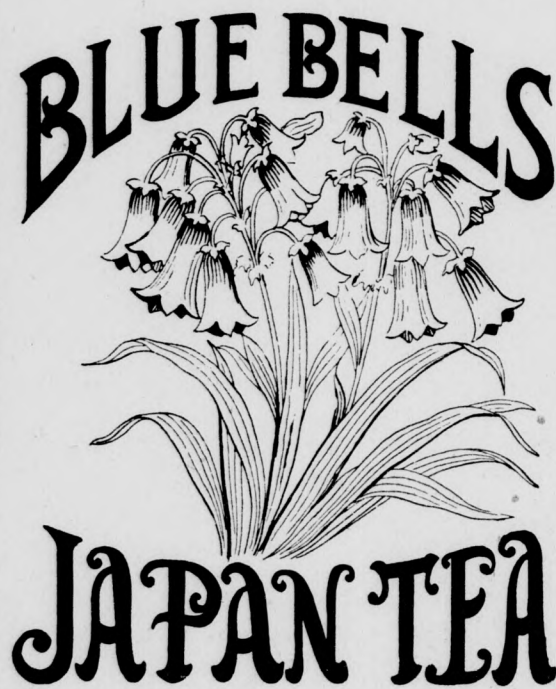
THE McCASKEY AND THE GLAD HAND go together, they are both trade winners. Write for particulars.

**THE McCASKEY REGISTER CO.**

27 Rush St., Alliance, Ohio

Manfrs. of the Famous Multiplex, Carbon back, Duplicating Pads; also the different styles of Single Carbon Pads.

Agencies in all Principal Cities.



1908  
Crop

Peerless  
Elk  
Blue Bells

Has  
arrived  
and is  
ready  
for our  
customers.

**Judson Grocer Company**

Direct Importers

Grand Rapids, Michigan