

That Window Display Problem

Let Us Solve It For You

We have solved it for hundreds of grocers and are ready to help you make your window an effective salesman at no cost to you save a few minutes' time of one of your clerks.

Here's Our Liberal Offer:

We have on our staff an expert window trimmer—a man who knows window salesmanship, who devotes his entire time to the devising and installing of windows *that sell goods*.

He has planned a very simple but effective window (the other day a grocer wrote us that it had *doubled his sales* on K. T. C. F.) that your junior clerk can install in 20 minutes without worry or trouble on your part. We will send you absolutely free, *transportation prepaid*, all the necessary material and full instructions, if you will agree to install it promptly and leave it up, say two weeks.

May we do it?

A simple request on your business stationery is all we ask.

Address all correspondence to the house

TOASTED CORN FLAKE COMPANY

BATTLE CREEK, MICHIGAN



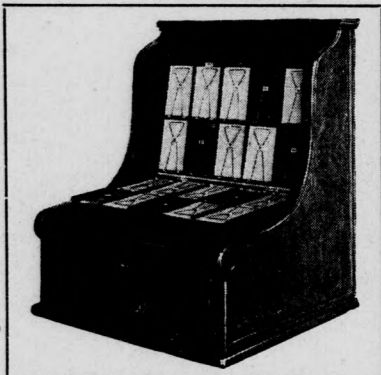
There' A Long Tramp Ahead

of any man who is looking for as good a 5c cigar as is the **Ben-Hur**. Many's the lover of a good smoke who is willing to go far out of his way to get to a store stocked with this peerless cigar. Are you in a position to catch such a man's trade?

GUSTAV A. MOEBS & CO., Makers
Detroit, Mich.

Worden Grocer Co., Distributors
Grand Rapids, Mich.

Do You Know ?



First. **HOW MANY** accounts you have?
Second. **HOW MUCH** money is due you on outstanding accounts?
Third. **HOW MUCH** your present system of handling accounts has cost you in the past six months or a year?
IF YOU DO NOT KNOW you are neglecting the very things that are necessary to make a success of any business.

YOU SHOULD KNOW:

Your system should be such that you **KNOW** absolutely
That your clerks are **NOT FORGETTING TO CHARGE GOODS**,
That there can be **NO ERRORS OR DISPUTES WITH CUSTOMERS** regarding the accounts,
That **EVERY ACCOUNT** should be **READY FOR SETTLEMENT** at any minute,
That your **CUSTOMERS** were **PLEASED** with your methods,
That you could tell in a few minutes, any day in the week or month, just what your **NET ASSETS and LIABILITIES ARE**,
That your clerks are **NOT EXTENDING CREDIT THAT YOU DO NOT APPROVE OF**.

IF YOU DO NOT KNOW THESE THINGS, YOU SHOULD INVESTIGATE THE McCASKEY ACCOUNT REGISTER SYSTEM.
Do you want to **KNOW**? Information is Free.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate pads; also the different styles of Single Carbon Pads.
Agencies in all Principal Cities.

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.

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-Sixth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 16, 1908

Number 1304

GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advices 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

Has the largest Capital and Deposits of any State or Savings Bank in Western Michigan.

Pays 3½ per cent. on Savings Certificates of Deposit.

Checking accounts of City and Country Merchants solicited.

You can make deposits with us easily by mail.

FIRE AND
BURGLAR
PROOF

SAFES

Grand Rapids
Safe Co.

Tradesman Building

SPECIAL FEATURES.

2. Noble Gift.
4. News of the Business World.
5. Grocery and Produce Markets.
6. The Trees Are There.
8. Editorial.
10. Review of the Shoe Market.
12. Woman's World.
14. Butter, Eggs and Provisions.
16. Dry Goods, Fancy Goods, Etc.
18. Next to the Husks.
20. Men of Mark.
24. Commercial Travelers.
26. Drugs and Druggists' Sundries.
27. Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.

THINGS KEEP GOING.

There was a suggestion of the present day electric light on public view at the Centennial Exposition in Philadelphia thirty-two years ago, but the consensus of opinion expressed by the visitors to that show was that the electric light was a strange and interesting thing which could never become a commercial factor.

Forty years ago the great illustrated papers of this country published pictures of a French freak—a man riding upon a slight vehicle having two wheels, one immediately behind the other—which would never develop into anything but a novel gymnastic toy.

When the telephone was tested, carrying the sounds of violins, cornets and pianos over a wire stretched between New York and Philadelphia, the feat was declared a wonder, but grave were the doubts expressed as to transmitting the ordinary human speaking voice in any such manner. That would be impossible because of the "carrying" limitations of the human voice.

To go back sixty years, right here in Michigan, a resident of Prairie Ronde township, Kalamazoo county, produced a timbered, mill construction machine so cumbersome that six yokes of oxen were required to haul the thing over the level fields. This machine would reap, rake, thresh and sack grain right on the field, and in this machine was the genesis of the cutter-bar which has made the wonderful McCormick fortune. And yet the Prairie Ronders declared the invention to be the dream of a madman.

At the Chicago Exposition, fifteen years ago, the gasoline motor was accepted as a possibility, but the automobile was frowned down upon as a joke with little utility and a maximum of expense and danger.

Less than forty years ago certain parents put their ban upon the wonderful fiction created by Jules Verne, prohibiting their children from reading "Ten Thousand Leagues Under the Sea" and the "Journey to the Moon" because they were too preposterous as mere imaginings. The reading of such falsehoods could never produce any but dangerous and unprofitable results.

And now comes the Wright Brothers,

with their aeroplanes or air ships—mechanical devices which, without the lifting power of gas bags and with machines heavier than air—freely navigate the atmosphere. Orville Wright, in testing his device at Fort Myer before the official presence of the United States War Department, has kept his flying machine afloat within a minute of one hour and a quarter, with himself as passenger; he has taken another passenger with him and kept the machine going in the air for six or seven minutes, and during these aerial flights he has guided the ship horizontally and vertically, returning against the wind to his starting point.

What may be written and published about navigation of the air a quarter of a century hence?

A DYING GRAFT.

Experiences almost innumerable furnish indubitable evidence that the holding of National conventions by mutual benefit organizations, industrial associations and even great political bodies, are not as a rule of any material benefit to the cities in which they are held, and that practically all the tangible material return received for the bonuses given to secure the presence of such conventions—all the value received for the large sums of money expended upon vast auditoriums—come in the form of publicity advertising.

It is true that a convention attracting 500 or a thousand delegates compels an expenditure daily for the feeding and lodging of such delegates; true also that a majority of these delegates will spend more or less money while in a city; but that such outlays are inadequate to meet the subscriptions by hotel men and merchants to secure a convention is demonstrated by the fact that the practice of feigning an association in order to secure its convention is being abandoned all over the country.

Time was that the hotels in a city would pool their offerings to raise a fund for the specific purpose of attracting conventions, but this practice is being dropped and in its place an individual hotel or perhaps two hotels carry on their own negotiations on the basis of controlling the body of delegates, so far as headquarters and board and lodging are concerned, when it reaches town.

A few years ago several municipalities desirous of achieving a status as convention cities made appropriations for the purpose, but in no instance did the working out of this idea develop satisfactorily. It is asserted that never has there been an instance where the holding of a National political convention in a city has been of any tangible value to that city as a whole. Ninety-nine per cent. of the profit developed in a material way by the holding of such

a convention goes to the hotels, the cafes, the saloons and whatever amusement attractions may be current.

Who are the people that are the first to be appealed to to secure a convention?

The retail merchants and the leading manufacturers must head the subscription paper "because it will advertise the town."

There is no question that the expected advertisement is secured—that is to say, the good hotel and the best hotel become more widely known; the most elaborate thirst parlor gains additional notoriety; the city's street car system is better understood, and if there are any especial features of architecture or landscape they are given increased publicity; but the average retailer of dry goods, clothing, boots and shoes, groceries, etc.—barring the cigar stores, perhaps—does not get a look-in, to speak in the vernacular, while the idea of visiting a great factory never enters the head of the average convention delegate.

A FOOLISH SHOW.

As exhibited at the West Michigan Fair Tuesday there is not much that is thrilling in the display of Directoire gowns, excepting, perhaps, the fact that the most interested spectators seemed to be ladies, young and old.

The models were not dummies. Instead they were young women of a trifle above medium height, neither stout nor thin, having faces somewhat attractive and the carriage drill which enabled them to appear quite unconscious of the fact that they were exhibiting a freakish renaissance.

The gowns themselves are made of very choice fabrics and are set off by lace falls and wristlets and hats which are exaggerations neither artistic nor picturesque. In fact, the whole thing is a catch-penny joke which, through frantic, foolish advertising, has gained great publicity.

The Directoire gowns from the rational standpoint can never attain to popular favor because only the very extravagant and foolish are able to pay the cost of such things—and what such people may or may not indulge in is slight import to the general public.

Andrew Maride, of Pottsville, Pa., captured a robin and placed it in a cage, where the bird was greatly admired. The game warden happened to come along and he placed Andrew under arrest for violation of the game law of the State. In court he said that he was giving the bird a good home and better feed than he could provide for himself. That was probably true, but the justice required him to leave \$10 and go right home and liberate the bird.

NOBLE GIFT.

The Delos A. Blodgett Home for Children.

Seventy-seven years ago an eccentric free thinker, ill tempered and yet a philanthropist, died in Philadelphia leaving an estate of about \$8,000,000 for the founding of a college for orphan boys between the ages of 6 and 10 years. Were it not for that college Stephen Girard would have long since been utterly forgotten.

About fifty years ago that self-made man, Peter Cooper, L. L. D., also mechanic, inventor and philanthropist, established the Cooper Institute in New York City, an institution which has set thousands of young men and women surely and safely on the way to an upright satisfying career in the sciences or the arts, as the cases happened, and practically without cost to the students. Of all of Mr. Cooper's many benefactions the Institute has served best to perpetuate his splendid memory.

Mr. Delos A. Blodgett, of this city,

President—Mrs. Heman N. Moore. Treasurer—Mrs. Sweet. Secretary—Mrs. Samuel Watson. Without even a home, without a regularly employed matron and with no fund to draw upon the new organization began work, and very soon secured the interest and reliable assistance of Mr. D. A. Blodgett, so that in a short time the Fuller homestead on Lafayette street was secured to meet the needs of the Association.

The first child admitted to the home was a waif sent by Mr. Blodgett upon receiving assurances that the institution would be conducted along non sectarian lines, and that no child should be refused admission because of extreme infancy.

Very soon it became apparent that a permanent home, owned by the Society, was an absolute necessity and Mr. Blodgett was appealed to. The result was that the I. M. Clark homestead, the site of the beautiful new home, was purchased, Mr. Clark donating \$1,000 by taking it off the

Mrs. Heman N. Moore, Mrs. T. W. Strahan, Mrs. M. R. Bissell, Mrs. Julia Goldsmith, Mrs. Cook, Mrs. E. D. Conger and Mrs. M. J. Clark. The present officers of the home are:

President—Mrs. M. J. Clark. Trustees—Mrs. Wm. Logie, Sr., Mrs. Chas. Coburn, Mrs. N. G. McFee, Mrs. Mina Dykema, Mrs. Alex. Dodds and Mrs. D. A. Blodgett.

Advisory Board—Messrs. Amos S. Musselman, Alvah W. Brown, Geo. E. Ellis, H. D. Jewell, M. J. Clark and D. A. Blodgett.

Matron—Miss Robinson.

Having decided that a new home should be erected, Mr. Blodgett made known his decision to the officers and his proposition was most gratefully acceded to, of course.

The New Building.

With a tract of land 150 feet wide and 300 feet deep as the site Mr. Blodgett commissioned Mr. A. W. Buckley, of Chicago, to prepare plans for the new building. Mr. Buckley performed the commission, submitted

fine proportions and giving entrance to the main corridor on the first floor.

The Ground Plan

Of the building shows that its main or front structure covers an area 52x100 feet, while each one of the rear wings, together with the rear central court, complete the occupancy of a total area 100x112 feet in size.

The First Floor.

The front porch extends across the entire structure, the central or main section being 22x34 feet in area, with each side section 18 feet 6 inches deep by 33 feet wide. The extra depth of the central section forms a recessed entrance to a vestibule 20 feet wide, which intersects the main hallway, which extends across the entire width of the building. Across this hallway from the vestibule is the main stairway, 5 feet wide, leading respectively to the upper floors and to the basement.

At the west side of the vestibule are the parents' reception room and an imposing apartment, the library and directors' room, 21x32 feet in size. On the opposite or east side of the main entrance are the public reception room, the office and the matron's apartments.

The east wing contains the nursery ward, the nursery dining room, the small children's dormitory, the infants' dormitory and the attendants' apartments. At the south end of the



has created in the new D. A. Blodgett Home for Children a more lasting monument to his genuine humanity than is embodied in either one of the foregoing illustrations, because his offering to the absolutely helpless homeless little children has been made with no hope of reward other than the incomparable satisfaction he enjoys in the thought that he is doing what he has done because of his love and sympathy for the little ones.

Historical.

On June 23, 1892, the Children's Home Society was incorporated with the following charter members:

Anna Horton, Ellen L. Moore, Emma H. Strahan, Cora H. Sweet, Clara S. Morley, Lucia E. Colwell and Sara J. Davidson. The articles of association provided for a president, vice-president, secretary and a treasurer, to hold office for one year; also for seven trustees, to hold office three years.

November 17, 1892—five months after incorporation—the following officers were elected:

price he asked for the property and Mr. Blodgett paying \$9,000 to secure the property, which he presented to the Society.

During this time an Advisory Board was created, consisting of D. A. Blodgett, H. N. Moore, Thos. W. Strahan, E. Crofton Fox, J. H. McKee, Dr. R. H. Stevens and J. W. Rosenthal.

Under the advice of this Board a committee was appointed to remodel the old building, which has served its purpose to the present time. Mr. Blodgett paid all bills as they came with the approval of this Committee, and from that time to the present he has been the chief supporter of the institution, although many other contributions were made by citizens. About 1889 the home received a legacy from the Schermerhorn estate, which has yielded from \$1,000 to \$1,200 a year toward the support of the institution.

During the life of the Children's Home Society the following ladies have filled the office of president:

his plans, which were accepted, and the contract for constructing the home was let to Mr. N. J. Westra, of this city.

The result is that one of the finest public buildings in Michigan and the largest and most complete institution of the kind in our State is about ready for a formal dedication. The structure faces the north, showing an ornate facade of dark red vitrified brick with tile, white glazed, in four great columns, Corinthian in design, with fluted shafts and capitals having the acanthus motif, which is also seen in the consoles of the cornice. Great white pilasters are shown at the corners of the building and at the junction of the colonnaded portico with the main building. Window sills and caps are also of white tile, glazed, and across the entire front is a spacious, dignified porch with a balustrade of white, which balustrade is balanced by another of similar design as a part of the entablature above the cornice. Upon the west facade is a porte-cochere of

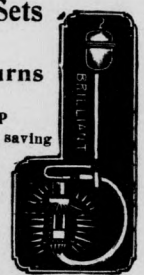
HEKMAN'S DUTCH COOKIES
Made by
VALLEY CITY BISCUIT CO.
Not in the Trust
Grand Rapids, Mich. Denver, Colorado

H. J. Hartman Foundry Co.
Manufacturers of Light Gray Iron and General Machinery Castings, Cistern Tops, Sidewalk Manhole Covers, Grate Bars, Hitching Posts, Street and Sewer Castings, Etc. 270 S. Front St., Grand Rapids, Mich. Citizens' Phone 5329.

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.

We Want
Hides, Tallow, Pelts
Furs and Wool
at Full Market Value
Crohon & Roden Co., Tanners
37-39 S. Market St., Grand Rapids

east wing is a porch 16 feet wide and 32 feet long.

The first floor of the west wing is given over to a main dining hall 35x54 feet in area, the servants' ward, sewing room, baths, closets, etc.

The Second Floor.

At the northeast corner of the building on this floor is the kindergarten, a fine large room equipped with closets, shelving, racks and all the paraphernalia of Froebel's wondrous gift to children. Across the hallway from this room and occupying the whole of the second floor of the east wing is a splendid assembly room, bountifully lighted, with high ceilings and with a platform and retiring rooms at either end. This room will easily seat 300 people.

The entire west half of the second floor is given over to three bedrooms with closets, three dormitories for girls, lavatories, linen closets and toilet rooms.

Third Floor.

Eleven bedrooms, each with its clothes closet; three large dormitories for boys; linen closets, clothing rooms, toilet rooms and lavatories occupy the whole of this floor, which does not extend over the east wing or the assembly room.

The Basement Floor

Extends under the entire building and is, perhaps, as interesting as any feature of the institution because it is spacious, light and airy, and with its concrete floors, its wide corridors and the uses to which the rooms are put emphasizes the utility, comfort and thorough convenience of the entire establishment.

In the northwest corner is the boys' play room and in the southeast portion is the girls' play room, great jolly rooms where, stormy or cold or hot although the weather may be, the little ones may frolic to their hearts' content.

In the west half of the basement are located the fuel rooms, the three great heating boilers, the engines and pumps, the dynamos and the elevator gearing, together with the overhead trolley to the ash room. South of these on the same floor are the servants' rooms, the kitchen with its ovens, ranges, flour bins, fruit and vegetable rooms, china closets, etc., and the laundry with tubs, water motors and drying rooms, the great refrigerator room and away off in an isolated underground dungeon, accessible from outside, is the garbage cellar.

Without going into details as to finish and furnishings, it is sufficient to say that every known device for the saving of time and labor, for the preservation of cleanliness, for purity of air for heating, lighting, ventilation and general convenience, is provided without regard to cost.

A Hospital Next.

Mr. Blodgett's great generosity has not yet reached its limits because he has plans already drawn for a hospital to be built just east of the old home building as it is now located. This institution will be for the exclusive use of children living at the home and will have isolated wards for contagious diseases and operating rooms, laboratories and all modern features of a high grade hospital.

Doings in Other Cities.

Written for the Tradesman.

The Grand River channel at Jackson, extending from the dam to the purification plant, has been ordered cleaned by the city fathers. An examination of the stream disclosed a bad state of affairs. Choked with sand bars and rubbish, the stream is polluted with sewage and garbage all along its course.

A new city office, that of tree warden, to be filled by appointment by the Chief of Police, has been created by the City Council of Flint.

Great interest has been shown at Calumet during the past summer in the flower and vegetable growing contest, carried on under the auspices of the Calumet Woman's Club. Fifty dollars in cash and over \$40 worth of plants were awarded in prizes.

The annual flower show held at Manistee last Saturday under the auspices of the civic department of the Lakeside Club was a decided success. The school children had been furnished with seeds in the spring and long tables were laden with choice blooms. Prizes were awarded for the best displays. Refreshments were served and a fine musical programme was given in the evening. The flowers were sold and the proceeds will be used in the purchase of books for the public library.

Almond Griffen.

The Twenty-Fifth Anniversary.

Furniture Journal: The Michigan Tradesman, which in every issue reflects the courage and enterprise of E. A. Stowe, its editor, completed

the twenty-fifth year of its publication with the issue of August 19. Not the least interesting matter contained in that issue was the story of Mr. Stowe's struggles, with some allusion to his later day successes told in a particularly happy vein by a contributor to his paper who has been familiar with the facts from the start.

Grand Rapids Herald: The Michigan Tradesman has completed its twenty-fifth year of publication. The Tradesman was founded by E. A. Stowe, and its splendid success has been due to his energy, ability, honesty of purpose and increasing hard work. The original publication office was in a small back room on the third floor of the old Eagle building. To-day it has one of the largest and most complete publication equipments in the State. From a small beginning the Tradesman has become one of the strongest and most influential trade papers in the country and to Mr. Stowe with his high ideals and his strong personality is the credit due.

Called Down.

Ruyters Kramp—You evidently did not read my story that you turned down.

Magazine Editor—How do you know?

Ruyters Kramp—I pasted several of the pages together and they were not opened.

Magazine Editor—You don't have to eat a whole egg to know that it is bad.

Virtue is the moral fiber that comes from soul struggle.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than Any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

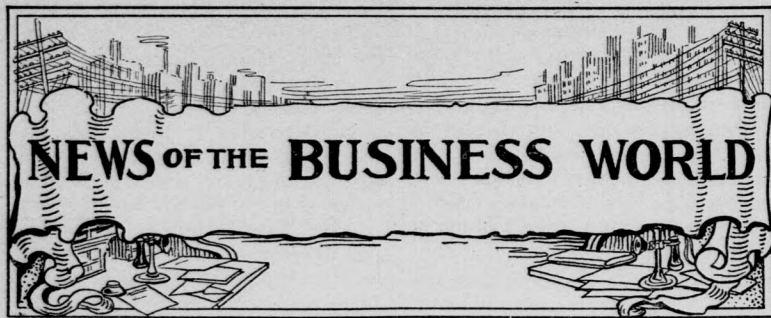
1. A baking powder for 45c a pound and make a profit of 5c or 6c or,
2. A baking powder for 10c a pound and make "20 per cent. profit," which means only 2c actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in the business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit—viz., the customer's confidence—is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK



Movements of Merchants.

Jackson—Wm. Howard is about to open a drug store.

Rig Rapids—James O'Beck will re-engage in the cigar business.

Conklin—Conklin & Wallace have sold their elevator to F. E. Haas.

Lapeer—A five and ten cent store will be opened by Byron Beagle.

Kalkaska—Seath & Deacey succeeded Seath Bros. in the meat business.

Lansing—F. W. Cowley is succeeded in the cigar business by Jay Smith.

St. Louis—A. P. Gates, of Schoolcraft will engage in the racket store business.

Niles—Chas. Goodling has purchased the grocery stock of A. F. Bowerman.

Bay City—A clothing and men's furnishings store will be opened by Ford & Simon.

Rockford—N. N. Pringle is succeeded in the meat business by Edmund W. Smith.

Lansing—Louis J. May will act as manager of the hat store just opened by May Brothers.

Eaton Rapids—Crane & Crane are erecting an elevator and will handle all kinds of grain.

South Boardman—J. H. Patterson has sold his general stock to Elbridge E. Aldridge.

Kalamazoo—F. L. Wood has sold his stock of groceries and meats to Eastman & Papimeua.

Alma—J. W. Murtaugh and William Hynes are now the owners of the stock of groceries of John Struble.

Harbor Springs—J. K. Crawford will continue the grocery business formerly conducted by Longhouse & Crawford.

Milan—A. F. Horton & Co., comprising A. F. Horton and George Arnot, have engaged in the grocery business.

Howard City—John Watson is to have charge of the local business of the J. W. Neuman Produce Co., of Indianapolis.

Manistee—William Miller is erecting a 25x26 foot addition to his hardware store building, which will be three stories high.

Owosso—H. Ainsworth has sold his mill to Grieve Bros., of Portland, Michigan, and Philadelphia, Pa., who will continue the business.

Hillsdale—The shoe business formerly conducted by Edward A. Ruckman has been merged into a stock company under the style of the Ruckman Shoe Company with an authorized capital stock of \$8,000, of which amount \$6,000 has been subscribed and paid in in cash.

Petoskey—The bankrupt stock of clothing and dry goods of L. Reinhertz has been purchased by Goldman Bros., of Cadillac, at the receiver's sale.

Detroit—Charles A. Everett, who has conducted a drug business at 2318 Jefferson avenue under the style of Everett & Everett, has been declared a bankrupt.

Nashville—Herman Maurer has become the partner of Henry C. Glasner, general merchant. The business will be conducted under the style of Glasner & Maurer.

Saginaw—Thomas Ryan has engaged in the grocery business. Mr. Ryan has been connected with grocery store of J. W. C. Pendell for the past eighteen years.

Bay City—A. R. Maier, formerly employed by Charles H. Frantz, druggist, has purchased the store and drug stock of Charles Garipey and will conduct the business.

Pentwater—Joe Dursma, formerly identified with the Sands & Maxwell Lumber Co., has engaged in partnership in the hardware business with H. C. Hansen, of Ludington.

Dighton—Carroll Hale, for some time past with the First National Bank, of Traverse City, will take the position of cashier and manager of the Farmers & Merchants Bank.

Rockford—C. C. B. Kutts, Assistant Cashier of the Rockford State Bank, has resigned that position and will be identified with the wholesale produce business of Squires & Co.

Flint—Frank D. and Lewis Buckingham have purchased the stock of the Flint Tea Store of F. T. Schmidt and will continue the business in connection with the clothing business.

Detroit—Herman R. Stoepel, whose overall factory on Lafayette boulevard burned out Saturday, is looking up a new location. He hopes to have his business going in two weeks.

Alma—John J. Shields has taken C. G. Karr, formerly with the Barie Dry Goods Co., of Saginaw, as a partner in the dry goods business, the firm to be known as Karr & Shields.

Grand Ledge—E. T. Petty & Co. succeed Soper, Every & Hilliker in the coal and farm implement business and will also take over the carriage department of Root & Rawson on Sept. 15.

Honor—D. H. Power & Co., who formerly conducted the Benzie County Bank, have been succeeded by Barker & Co., who will continue the business under the same style. The officers are: President, John W. Cruse; Vice-President, Wm. P. Griffiths; Cashier, Jas. L. Barker.

Ypsilanti—Geo. A. Parsons has filed a voluntary petition in bankruptcy. Lee, Cady & Smart, whose claim is \$558, are the largest creditors. The Edward Henkel Co. is interested to the extent of \$358.

Fenton—The hardware business formerly conducted by Frank J. Hoffman has been merged into a stock company under the style of the Slocum Hardware Company. The corporation has an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Caledonia—E. J. Stanton, of Nashville, and Howard G. Stanton, of Washington, Kansas, have purchased the shoe stock of Geo. Weitz and the general stock of John Heinzelman and will continue the business formerly conducted by these gentlemen under the firm name of Stanton & Co.

Greenville—August Fuhrman, the shoe merchant here, has sold his stock and business to S. J. Skaff, of Lakeview, who will continue the business at the same location. Mr. Fuhrman had thirty-seven years' continuous experience in the shoe business and retires only on account of ill health. He has no plans for the immediate future outside of regaining his health.

Bangor—This town has organized an improvement association and a movement is now on foot to locate one or more factories here. A rousing and enthusiastic meeting was held at the town hall. Different institutions having large assets and employing much labor have sent representatives here and prospects are quite flattering for some project to materialize in the near future.

Manufacturing Matters.

Detroit—The Packard Motor Car Company has increased its capital stock from \$1,500,000 to \$3,050,000.

Detroit—The capital stock of the Royal Crown Lead Company has been increased from \$75,000 to \$100,000.

Onaway—The Lobdell & Churchill sawmill shut down last week for extensive improvements which will require three weeks' time.

Sister Lake—William Vrooman and George Phillips, of Dowagiac, have installed a mill near this place and will cut up forty acres of beech and maple timber this winter.

Ewen—Keeler Bros., who have been operating a portable lumber mill at Covington, have decided to permanently locate at this place and will establish a saw, planing and feed mill here.

Gladstone—The stave mill of the Northwestern Coopers & Lumber Co., recently destroyed by fire, will be rebuilt on a scale larger than the old plant, and with more modern machinery. The loss on the old plant was about \$35,000, with \$20,000 insurance.

Saginaw—The Mershon-Bacon Co. is operating its plant overtime. It is manufacturing box shooks from hardwood lumber, beech and maple culls being largely utilized. The trade in box shooks has picked up the last two weeks and firms manufacturing the same are busy.

Menominee—Forest fires throughout Menominee county and in many parts of the Upper Peninsula have caused considerable damage during the last week and claimed the attention of the lumbermen. In a number of villages the smaller mills were closed and the crews sent out into the woods to fight the flames.

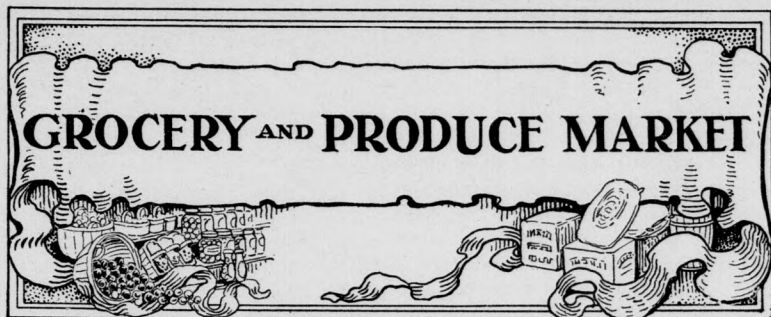
Bay City—A much better tone is noticed to the shingle trade, and the movement is quite brisk. Mills in the northern part of the State are running with full crews most of the time, and stock is moved away about as fast as manufactured. Extra star A star shingles are bringing \$2.15 at the mill, and sound butts \$1.15.

Empire—The Empire Lumber Co. has bought a tract of hardwood timber on the North Manitou island consisting of about 20,000,000 feet. The timber was bought of Frank Newhall & Son and will be manufactured into lumber at this place. The timber will be cut during the coming winter and be delivered at the mill next summer.

Saginaw—A good deal of lumber will be cut in Michigan during the fall and winter. Small lots are always here and there to cut, and small operators will be numerous. No difficulty will be experienced in getting help, though skilled men are not numerous. Wages will be considerably lower this season. In the Georgian bay district the cut of logs will be about 60 per cent. of the cut last winter.

Wolverine—The construction crew of the Michigan Central is building two miles on the Nunda branch in order to reach timber owned by Buell & Wylie. The Michigan Central has had a big force of men and trains engaged during the week removing logs from branches on the Mackinaw division which were threatened by fires. The smoke has been so dense at times that men could not be distinguished at a distance of forty feet.

Cadillac—Lumber operations have been nearly at a standstill around Cadillac for more than a week on account of forest fires, which such authority as W. W. Mitchell and W. L. Saunders, of Cadillac, declare have been the worst in this locality in twelve years. In some parts of this county and in Missaukee stretches of territory of several sections were burned over in one huge fire. Lumbermen did not lose much standing timber but were heavy losers in bark and cordwood and in the expense of fighting fire. Men in the camps had to abandon cutting timber and put in a strenuous time fighting the flames. The villages of Mesick and Buckley, near which places the Cummer-Diggins and Wexford Lumber companies own much timber, were threatened with destruction for two days. L. J. Tripp's mill at Mesick lacked only a few rods of getting into the path of the flames. Many woodsmen lost their homes and in a number of instances there were hair-breadth escapes by fleeing families. A check was put on the fires early in the week, and all danger was over by the middle of the week.



The Produce Market.

Apples—Choice fall apples, like Wolf River, Maiden's Blush and Alexander, command \$1 per bu. Cooking varieties fetch 75c per bu.

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

Beets—60c per bu.

Butter—The market is very active, and prices throughout are unchanged. The make is about normal for the season, and the consumptive demand is increasing daily. There will probably be an increase in the trade from now on, accompanied by an advance in all grades of butter in the near future. The quality of butter arriving now is showing improvement and the market is in a very desirable condition. Fancy creamery is held at 24c for tubs and 25c for prints; dairy grades command 18@20c for No. 1 and 16c for packing stock.

Cabbage—Home grown commands 75c per doz.

Carrots—60c per bu.

Cauliflower—\$2 per doz.

Celery—18c per bunch for home grown.

Cocoanuts—\$5 per bag of 90.

Cucumbers—60c per bu. for large.

Eggs—The market is very firm at ruling prices. The quality of the eggs coming in is showing less heat, and fresh eggs now arriving are giving good satisfaction. The consumptive demand for eggs is increasing and if there is any change in price it will likely be a slight advance. Local dealers pay 17@18c on track, holding case count at 19c and candled at 20c.

Grapes—Wordens, Concord and Niagaras fetch 12c per 8 lb. basket. The crop in the vicinity of Grand Rapids is very large this season.

Green Corn—10@12c per doz.

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

Honey—16c per lb. for white clover and 15c for dark.

Lemons—While values have held to the same level during the week, the last few days of warm weather have caused a firmer feeling, and if this weather continues prices will probably go higher. Messinas and Californias range from \$4.50@5.

Lettuce—Leaf, 50c per bu.; head, 90c per bu.

Musk Melons—Home grown command 85c per crate of about 12.

Onions—Home grown white command \$1.10 per 70 lb. sack.

Oranges—The market is devoid of any new feature. Receipts are about equal to the demand and values rule firm on the basis of \$4.50@5 for California Valencias.

Parsley—25c per doz. bunches.

Peaches—The past week has witnessed the flush of the crop, the receipts some days having exceeded 20,000 bushels. The crop is fully two weeks ahead of time this season on account of the unusual amount of warm weather. Elbertas and Late Crawford fetch \$2 per bu.; Engels, \$1.50; Prolifics, \$1.25; Chilas, \$1.25; Gold Drops, \$1@1.25.

Pears—Clapp's Favorites, \$1 per bu.; Duchess, \$1.25.

Peppers—\$1.25 per bu. for green and \$1.50 for red.

Pickling Stock—White onions, \$2.25 per bu.; small cucumbers, 20c per 100.

Plums—Bradshaws, \$1.50 per bu.; Green Gages, \$1.65 per bu.; Egg, \$1.75 per bu.

Potatoes—Local dealers pay 75c per bu. on the local market, holding at 85c. Northern Michigan buyers are able to secure their supplies on the basis of 50@55c per bu.; holding at 62c in carlots.

Poultry—Local dealers pay 8@10c for fowls, 12@13c for broilers and 11c for spring ducks.

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

Spinach—60c per bu.

Tomatoes—65c per bu. for home grown.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 7½@9½c for good white kidney.

Watermelons—\$2 per bbl. for home grown.

Officered by Grand Rapids Men.

One of the results of the recent annual convention of the National Wholesale Grocers' Association, held at Atlantic City, was the organization of the States Officers Association, composed of the officers of the state and district organizations devoted to the welfare of the wholesale grocery trade. So far twenty-six organizations have affiliated with the new Association, which is officered by Grand Rapids men as follows:

President—Guy W. Rouse.

Secretary—Herbert U. Biggar.

President Rouse has recently appointed an Executive Committee as follows: A. M. Wilson, Hartford; Robert G. Bursk, Philadelphia; A. S. Oakford, Peoria; C. E. Cowell, Denver; C. M. Carr, Los Angeles.

The object of the organization is the exchange of ideas and the adoption of more uniform methods in the wholesale grocery business.

Sam W. Glover has purchased the grocery stock of Ross Robbins at 66 East Leonard street.

Fish Bros. have opened a store at Sidney. The Worden Grocer Co. furnished the stock.

The Grocery Market.

Sugar—Refined is in strong demand locally. Raws are without particular change.

Tea—There is a fair demand for all grades of Japans, but no especially large orders have been placed. Ting Suey Gunpowder is some lower than last year. India and Ceylon grades are steady. Japan nibs are still very scarce and prices are higher.

Coffee—The receipts of Rio and Santos coffee keep very large, but it seems, to be impossible to stir the trade from their hand-to-mouth buying. There has been no change in the speculative markets, transactions being confined to those dealing against actual coffee and supported by valorization agents here and in Europe. Java and Mocha are steady at unchanged prices. While there is no large movement in mild goods the market is firm owing to favorable statistical position.

Canned Goods—On account of unfavorable weather conditions the market on tomatoes has assumed a very strong tone and advances are likely to be made. That the pack of corn will be short is now almost an assured fact and the market is in a very firm position. While there is not much activity in peas, the market continues firm owing to a short pack. Apricots on the spot show some weakness owing to the desirability of holders to clean up before the arrival of new goods. A firmer feeling is shown in futures, especially on extra choice and extra grades, which are not in plentiful supply. Peaches are in practically the same position as apricots, although, perhaps, a slightly weaker tone prevails. Gallon apples are gradually shaking off the weakness which has prevailed on this item for some time and there is now a better feeling, with demand fairly good. All Eastern small fruits continue firm. The salmon market shows no new developments for the week. Prices continue firm and the demand is quite brisk. Reports now circulating are to the effect that this season's pack of salmon will be much larger than last year. Domestic sardines continue firm and in light supply. Cove oysters are steady.

Dried Fruits—Apricots are still firm and scarce. Prices are firmly maintained and the demand is fair. Currants are in fair demand at unchanged prices. Raisins are quiet at ruling prices. There is talk about a corner in raisins being put through by the J. K. Armsby Co., but if it succeeds it will be the only scheme of the sort that the California people ever put through. Other dried fruits are quiet and unchanged. Prunes are unchanged, but in very light demand. Peaches are lower and the ideas of holders seem to have eased off very decidedly. The market shows about half a cent drop from the highest point.

Syrups and Molasses—Compound syrup is showing some little improvement in the demand as the weather cools, and prices are unchanged. Sugar syrup is in fair demand at unchanged prices. Molasses is wanted to some extent at ruling prices.

Cheese—There has been a general advance in this market over the en-

tire country during the past week to the extent of ¼c per pound. There is a very good consumptive and speculative demand. The make is about normal for the season and the quality is fine. No radical change in price is looked for in the next few days.

Rice—Receipts of new crop rice are yet very limited and are being bought up immediately on arrival. A good crop is in prospect and it weather conditions continue favorable, lower prices are looked for as the season advances.

Farnaceous Goods—Bulk rolled oats have advanced 25c and 5-pound package goods have advanced 15c. How much further it may go cannot be predicted. Conservative buyers say that while prices cannot go much higher, it is certain that a lower level will not be reached. Sago, tapioca and pearl barley continue steady.

Provisions—Prices are steady and unchanged. The demand for consumption is good. Both pure and compound lard are in fair demand at unchanged prices. Barrel pork and dried beef are scarce at unchanged prices. Canned meats are unchanged in price, in good supply and excellent demand.

Fish—Cod, hake and haddock are selling fairly for future delivery and also on spot. Prices are about unchanged. New Alaska salmon has sold fairly for future delivery, but the price has been somewhat unsettled. Red Alaska is nominally quoted at \$1.15 f. o. b. coast, but there have been sales as low as \$1.10. Sardines of all grades, French, Norwegian and domestic, are all unchanged and in light request. Mackerel is scarce and firm. The shore mackerel catch has been practically a failure, and were there any stock to advance prices would unquestionably be higher. Irish mackerel is also scarce and about \$1 per barrel higher. Norways have not yet begun to amount to anything for the season, and the general situation is firm.

Business Changes in the Buckeye State.

Canal Dover—E. J. Vickers has sold his grocery stock to M. A. Rowe.

Middletown—Wm. Daley will engage in the grocery business about Sept. 1.

Tiffin—C. H. Lines will soon engage in the hardware business.

Wapakoneta—Laut & Merkel succeed Steinle & Newman in the bakery business.

Youngstown—Thos. Aahay has purchased the grocery business of Tinney V. Lawrence.

Salem—M. Smith Hawkins is succeeded in the drug business by Frank Floding.

Mrs. Israel Reinhertz and her son have formed a copartnership under the style of I. Reinhertz & Son to engage in the dry goods and clothing business.

R. G. Gibson has engaged in the grocery business at Dallas. The Judson Grocer Co. furnished the stock.

THE TREES ARE THERE.

Some Results of Associated Effort at Dimondale.

Dimondale, Sept. 10.—I presume you will remember that Mr. Chas. W. Garfield, in your office, requested me to write up the Association at Dimondale and to send it to you for publication.

I have done so with great reluctance, but in the hope that it may encourage some other village like ours to share in our pleasure.

You may say, in any manner you think best, that the officers of our Association will be most glad to assist any one, so far as they are able, in work of this kind.

Dimondale is an average village—average in its population, situation, in its men and women and also in its problems. What, therefore, it has done any other village can do and do just as well.

Once upon a time there was a Business Men's Association in the village. Its ideals were high enough, but its main fault lay in the fact that it was too exclusive or, to state it concisely, its aims were too few and too narrow. Its members were the business men exclusively and its end was to deal with matters that concerned the membership. It died, but died with a little money in the treasury. All of this happened several years ago, and of the original members but three, I think, are yet in the village.

The rise of the present Association can be best put forth by the use of two similes: First, it was like the itch. It fastened itself upon almost every prominent man without any one's knowing exactly where they caught it. Second, it is like a certain mythological character, was born full grown and equipped.

It had its rise in the spontaneous desire to remedy a few insidious evils in the village, and also in the worthy ambition to make our village a pleasant place of residence.

The manager of the local lumber company took the initiative, merely requesting attendance of the different men at a stated place and time. At the time appointed a representative gathering came together. It was composed of business men, professional men, retired farmers and a few of the prominent farmers in the township who lived adjacent to the village. Informally the aim of the meeting was set forth and discussed. Suggestions followed. The result was that steps toward a permanent organization were taken.

Upon an April evening the organization came together and were honored by the presence of E. A. Stowe, of the Tradesman, and C. L. Glasgow, State Railroad Commissioner. These two gentlemen gave the principal addresses. The local members dealt with the question from the practical local standpoint. An open discussion of the whole matter brought the meeting to a close. Light refreshments and a flow of good fellowship closed the evening. Both guests of the evening were able in a very large measure to help the Association to see what it had to do and how it might be done. It then settled down to work, and to

work so far as possible with the local authorities and agencies.

It agitated a general cleaning up day. The President of the village appointed the day. Very few of the citizens waited for the day. They cleaned up at once. And in this connection I might say that more of the lawns have been kept well trimmed this year than ever before.

Arbor Day was observed by planting over 100 trees in the different parts of the village—a thing that would and probably could not have been done without a systematic and organized effort. Such, at any rate, was the unanimous opinion of our citizens.

The Association said, "We will make this town as inviting as we can." It rented a tract of land. It built a ball park with a small but adequate grandstand. It partially completed a race course. Then it stood behind those sports and saw that they were cleanly conducted. The Association also took hold of the carnival idea, which two or three had been obliged to carry before. It appointed through its Board of Directors an Executive Committee, which was given full power, and at this writing the prospects for a successful carnival are very fine indeed. The plans for the winter's work are just now being worked out.

Now one or two general observations:

All of these things cost money? Yes, \$1 initiation and \$1 dues, payable semi-annually, with subscriptions for the different enterprises. These subscriptions have not worked a hardship on anyone.

Is it permanent? Well, the trees are permanent. The things done this summer are here to stay.

In addition, as a means of bringing the men of the village together in a most helpful way the Association can not be despised, and probably the greatest opportunity that the Association brings to the citizens of this village lies in the fact that the fullest discussion of every project is courted and that the individual citizens are importuned to speak out regarding anything that needs attention.

What the future will be no one, of course, can tell, but no candid, fair-minded man in our midst doubts the fact that the Association has been of large benefit to our village.

Carl D. Borton.

The Same Kind of a Cat.

Ethel, aged 8, had succeeded in making her dog stand up on his hind legs, but her efforts to make the cat do likewise resulted in the little girl getting a bad scratch, whereupon she exclaimed, "You damn cat!"

Her horrified mother, who overheard her, punished her severely; but not disheartened Ethel the next day again endeavored to induce puss to simulate the dog, and again she felt the force of the feline claws. "You"—the angry child began, when her mother said warningly:

"Ethel!"

"Well," she continued, "you are just the same kind of a cat you were yesterday."

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 12.—The spot coffee market this week has been about the most quiet that has prevailed for a long time. Perhaps this has been due to the advance and decline in the speculative trade, but, whatever is the reason, the fact remains that buyers show mighty little interest and content themselves with taking small lots and making this do from day to day. In store and afloat there are \$3,465,857 bags, against 4,010,021 bags at the same time last year. At the close Rio No. 7 in an invoice way is quoted at 6½@6¼c. Mild coffees are steady. Quotations are fairly well sustained, and while business is not rushing, there is something doing all the time.

Refined sugar shows a better demand in the way of withdrawals under previous contract and there is also a little new business on a 5c basis, prompt shipment. Some refineries are behind a week or more with their orders.

The tea market is upset, owing to complications in exchange. The drop in silver is said to have led to a decline in Pingsueys in Shanghai, and until conditions abroad are more healthy the market here may be somewhat affected. Prices for spot teas are, as a rule, fairly steady.

There is little change to be noted in the rice trade. Orders have come in in a fairly satisfactory manner and dealers look for further improvement. Stocks are comparatively light and it is probably as good a time to buy as will be offered. Good to prime domestic is quoted the same as last week—5½@6¼c.

Spices show a steady although small improvement in demand, and as stocks are not overabundant quotations are fairly well sustained. About all the business being done is in the way of spot goods and the speculative market seems to be taking a vacation.

All sorts of rumors prevail as to the tomato pack. It is certain that buyers are not tumbling over each other to make purchases, and it seems equally evident that sellers are in no great haste to dispose of holdings at prevailing rates. The conditions in the Peninsula certainly have not been propitious for a large yield, and there are plenty of prophecies of advanced rates in due time. At the moment standard 3s are selling at—or have sold at—77½c; but after the transaction sellers seemed to think they would make no mistake in holding for 80c, and this appears to be pretty generally the asking rate, while if there should be any market improvement in demand the steam will be turned on again and held until 82½@85c is registered. Of course, if we have good weather for the next two weeks there will be a good many tomatoes tinned. Peas and corn are both quiet and buyers are taking only enough to keep up assortments. Prices are steady, but show no tendency at the moment to advance. Fruits are well held and some advance took place in the better grades

of peaches. Southern goods, standard 3s, yellow, are worth \$1.40@1.50. Apples are firm.

Butter took a turn upward, and at the close is apparently pretty well established at 24½c for special creamery. The local demand is greater as so many people have returned from their outings. This one thing must certainly be quite an item in the consumption. Western imitation creamery, firsts, 19½@20c; Western factory, firsts, 19c; seconds, 18@18½c. The demand is light for process and stock is working out at 20@21½c.

Cheese shows greater firmness in sympathy with a better country demand and quotations have advanced a trifle, full cream being held at 12½@13½c.

Western first eggs, extra, 23@24c fresh gathered firsts, 21½@22c; seconds, 20@21c; refrigerator stock, April pack, 21@22½c. The demand has been good for the better sorts and the market is pretty well cleaned up.

New Tannery To Be Located at Saginaw.

Saginaw, Sept. 15.—This city has just secured an important new industry in the form of a large tannery, which will be erected by the Koenitzer Tanning Co., of which Robert Koenitzer, of St. Louis, Mo., is President and principal stockholder. The factory will be located on Wheeler street, West Side, and will consist of two structures, one a two-story building 48x100 feet, and the other one-story, 79x219 feet. They will be erected by Charles H. Stehling, of Milwaukee, architect, whose specialty is tanning plants, and will be equipped with machinery of the most modern type.

The factory will produce the highest grade of oak-tanned leathers, with a capacity of 100 hides per day, and will employ in full operation more than 100 men. The skilled labor will be brought to this city from St. Louis. The raw hides will come from Kansas City, Sioux City, Omaha and Chicago, and will be tanned by a secret process invented by Mr. Koenitzer, which requires only three days, the shortest period known, and produces leather, it is claimed, of longer life than any other made.

Mr. Koenitzer entered the tanning business in 1886 with a capital of \$37. It had a phenomenal growth and in 1900 he retired from the Hermann & Koenitzer Oak Leather Co., of St. Louis, after making a large fortune. His product, he says, is known from coast to coast, and a demand from manufacturers for his leather induced him to re-enter business. He selected Michigan to be near the bark supply and was brought to Saginaw by the Merchants and Manufacturers' Association. His patents alone he values at \$500,000 and it is planned to make the Saginaw factory one of the largest tanneries in the United States.

Work on the plant will begin at once and it will be in operation by January 1.

Dreams of golden streets will not pass in place of deeds of the Golden Rule.

\$15



\$20



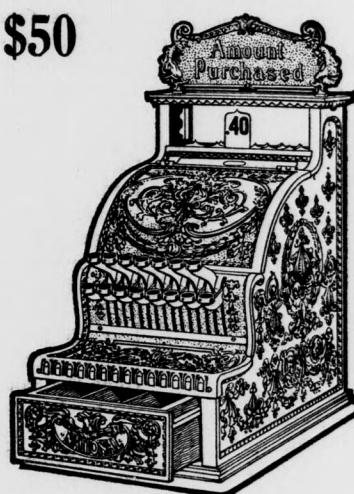
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Best Investment Ever Made.

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A. C. Bertch, Prop., 71 Canal St., Grand Rapids, Mich.

The experience we have gained in installing National Cash Registers in thousands of stores all over the world is at your service without cost or obligation to you.

Simply fill out the coupon, or write us a postal card, and we will give you the benefit of this wide experience.

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, September 16, 1908

TRUST FUND CRIMES.

The numerous crimes of embezzlement and defalcation perpetrated by officials who have the handling of public funds naturally attract attention and call for condemnation.

The frequency of these crimes is attributed largely to the notion held by many that there is no harm done in cheating the Government, which is an impersonal thing, taking the people's money without regard to law or right, and therefore it is not a serious affair to retaliate on the Government.

There is no question that such a notion has been largely held and acted on in every part of the Union, but all the robberies of public money by officials are not to be attributed to any such cause. Similar crimes in great numbers are constantly occurring in which trusted employees in every branch of financial and commercial business are the criminals. Bank presidents, proprietors of business houses, are among the most flagrant offenders, while employees of lesser importance are found in numerous cases robbing their employers of all they can lay their hands on.

It is one of the plainest of everyday facts that there is in every social as well as business and official class a general and extraordinary decline in morals. It is seen in what are called the highest social classes, as well as in business and political circles. Women are not free from the taint, and since it is upon the sex to which our mothers and wives belong that the entire social structure, with its standards of virtue and honor, is founded, it is not strange that when the moral blight falls on that better and almost sacred element of our society men should develop extremes of dishonest criminality.

While an overwhelming obligation of duty rests on every honest man and good woman to do all in their power to restore the moral tone of society, it belongs to the people whose property is being stolen by financial agents and whose taxes are

being embezzled by Government officials to take measures for their protection.

There should be a prompt and severe punishment of the criminals, without regard to rank or social position, but that is not enough. What is of the greatest importance is to lessen the chances of such official embezzlement by frequent inspection of the books and the money handled by every fiscal agent, high and low. It is well known that there are many proprietors of large commercial concerns who are incapable of understanding the book-keeping used in the recording of their everyday business. There are doubtless officials who are quite as unable to unravel any tangle in their public accounts, and for lack of a system of frequent inspection and auditing of books, thefts and abstractions of funds go undiscovered for years. A system of frequent and unexpected auditing of both public and private accounts would create such a certainty of detection that dishonest officials and employees would be deterred from crimes to which long-continued security from exposure would invite and tempt.

Most men are fairly honest in the beginning, but when opportunity and security from discovery combine to tempt them to crimes of dishonesty, the danger is too great for human weakness. A proper system of inspection not only protects the property so exposed, but aids also in keeping men honest by warding off temptation. In both public and private finances such safeguards are necessary.

AS TO BETTER TIMES.

The American people are chiefly of a sanguine temperament. They are not long cast down by misfortune, but soon rally and begin to talk about and look for better times. They do not as a rule take any decisive action to make business better, but merely talk about it until they persuade themselves that improvement is near, if it has not actually taken hold.

Optimism is an excellent thing provided it is accompanied by active efforts to make times better. The financial panic and industrial depression of 1907 are passing away, but not as rapidly as many have been led to believe after so much talk. The panic of 1907 was one of the worst this country ever experienced. The aggregate of the losses was greater than ever before known, although that condition is partially discounted by the fact that the amount of money in the country was greater than ever before. The labor condition, in which vast numbers of work people were deprived of employment, was mitigated by the return to Europe in a single year of more than 800,000 work people who had sought homes and a livelihood in this country.

Some idea of the universal influence of a financial panic upon the general interests of the United States is seen in its effects on railroad operation and extension. Just before the outbreak of such a financial convulsion there is great activity in exploiting and operating railroads, because money is abundant and credit is easily

obtained. But for years after the panic no great industrial interest receives such a deadly blow as do the railroads.

For instance, when the panic of 1857 fell upon the country railroad construction had been very active, and in 1856, the previous year, 3,600 miles of new road, the greatest new mileage known up to that time, had been completed. After the panic the new mileage fell off to 600 a year, and the standard of 1857 was not recovered until 1868, a period of over ten years.

The panic of 1873 found railroad interests highly active, with new road being constructed at the rate of from 5,000 to 7,000 miles a year. Then came the crash, when it fell off to less than 2,000 miles. The recovery of activity did not occur until 1879-80, when there was such a boom in the business that in 1882 the new mileage was 11,500, and in 1885 it was 12,800.

The next panic was in 1893, when the boom collapsed and the new road extension dropped to less than 2,000 miles. A full recovery did not come until 1899, after which railway construction went on at a steady rate of 5,000 miles a year, until 1907, when the last panic broke upon the country. Whatever the future may bring, it is certain that there is no railroad revival in sight yet. About all the encouragement to be gotten so far is that the railroads are making repairs to trackways and equipment, preparatory to carrying the crops which are now being harvested. Hope, rather than reality, is brightening the prospect.

EXTENSION OF OUR TRADE.

Grand Rapids jobbers who are members of the Wholesale Dealers' Association of our Board of Trade have decided that early in October they will participate in their third annual Trade Extension Excursion, and there seems to be a general preference for visiting upon this occasion cities and towns southeast and east of the metropolis of Western Michigan.

Experience has demonstrated that these visits to old customers and prospective ones are a very good thing—good not only for the individuals who participate but for the general business interests of the city. These excursions are admirable illustrations of the New Thought in Business and this New Thought embodies the principle that it is good for a business to take two or three days off for social recreation; it is good to become personally acquainted with one's patrons, with the towns where he does business, with the methods, the successes and the failures of others. Every jobber in Grand Rapids should participate in this forthcoming good advertisement of our business institutions and our city's resources in general.

The darkest day in any man's career is that wherein he first fancies that there is some easier way of gaining a dollar than by squarely earning it—he has lost the clew to his way through this mortal labyrinth, and must henceforth wander as chance may dictate.

Horace Greeley.

UNITED STATES EXPORTS.

More and more attention is being paid every year to the export trade of the United States. The more goods this country can supply for itself, the fewer import from and the more export to other countries, the richer it will be. A great deal has been said in this country in the last two or three years about the markets of the world and there has been an increasing disposition, indeed a determination, to win them for the Yankee manufacturers. The American can make anything which anybody else can and make it just as well and sell it just as cheaply, although paying better wages and working shorter hours. The export business of this country in the aggregate is immense, but it is by no means as big as it might be had the present movement been inaugurated earlier and prosecuted with more energetic intelligence. An improved consular service after the plan proposed by Secretary Root would be a great help and the impetus he has given will one day result in ideal conditions.

The statement is made in a recent issue of the World's Work, by W. M. Hays, Assistant Secretary of the Department of Agriculture, that the American farmer feeds the world, contributing two-fifths of the meat, one-third of the corn, two-fifths of the wheat and two-thirds of the cotton used on the globe. Besides, the United States furnishes the world with a fifth of its wheat, a fourth of its hops, half of its leaf tobacco and four-fifths of its cotton seed oil. The agricultural exports are 58 per cent. of the whole and were worth \$919,000,000 last year. The great bulk of American farm produce goes to Western European countries which compete with us in manufacture. In order of their purchases they are England, Germany, France, Holland and Belgium. Italy and Spain took a little cotton. The United Kingdom, Germany, the Netherlands and Belgium take most of the American grains and animal products. The livestock exports go far away, including Russia and South Africa. Cuba buys eight or nine million dollars' worth of meat every year of us. The United Kingdom and Germany buy four and a half million dollars' worth of American apples every year, to say nothing of two and a half million dollars' worth which they buy of us dried. Uncle Sam is annually becoming a greater and more successful exporter.

The United States had a net increase of 200,000 in population during the last fiscal year, as the result of immigration. The total arrival of foreigners during the year was 924,000, but during that time 715,000 left this country for their old homes, on account of the financial panic and scarcity of work. It was a bonanza year for the ocean steamer companies, as it gave them a profitable passenger list both ways. The outpour is no loss to this country, as there are plenty more coming and they may prove more desirable citizens.

The most singular thing about a man of genius is his estimate of himself.

THE MARINE GAS ENGINE.

There are sanguine people who believe that within a few years Great Britain will possess a battleship driven by internal combustion engines, which will not only permit of greater economy in fuel, but will afford a greater cruising radius, besides eliminating smoke and smokestacks. So far the internal combustion engine has been restricted in marine use to small pleasure craft, and the fuel employed is gasoline, a relatively expensive article, the use of which on a large vessel would be practically impossible because of the cost, even if it were found practicable to build gasoline engines large enough.

The power relied upon for the internal combustion engine of the future for both commercial and war purposes is coal, which now supplies the steam with which large engines are operated. Coal converted into gas and exploded in the cylinders of internal combustion engines develops just twice the power that the same amount of coal does when burned under steam boilers. If means can be found to convert coal into gas economically and practically without too many waste products and danger of explosion there will probably be little difficulty experienced in providing the necessary engine. The advantages held out by the possible employment of internal combustion engines in large ships are so great that it is certain that experiments will be kept up until the whole problem is solved, but it would be rash to expect that gas engines will be used in large ships for years to come.

It is reported that experiments are being made in England with a comparatively small gas engine, installed in a discarded war vessel. The results obtained are reported to be encouraging both as to the speed secured by means of the engine and as to the conversion of coal into the requisite gas. If it should be shown that a small cruiser can be successfully operated by an internal combustion engine and that a practical method has been invented of converting coal into gas on shipboard we will no doubt see small ships provided with internal combustion engines within a comparatively short time, but the process will have to undergo many improvements before the system can be applied successfully to large ships, and particularly to warships.

One of the incentives to the efforts of inventors is the great saving in coal that would result by the use of internal combustion gas engines. The coal supply for marine purposes is a serious problem, and is a large proportion of the cost of maintaining the shipping of the world. An engine that will develop equal power with only half the consumption of coal would be a great saving to the shipping interests as well as to the governments that maintain large fleets. The cost of the immense quantity of coal consumed by the Atlantic fleet during its globe circling cruise will mount up into the millions of dollars. To cut the coal bill in half will be a great achievement.

Even if the internal combustion engine should develop no further

than to drive torpedo vessels it would still be a valuable improvement, as constant instead of intermittent speed would be secured as well as the elimination of the telltale smoke, which interferes so seriously with the efficiency of all forms of large torpedo craft that are driven by steam.

FOR REFLECTION.

We have a few words to say in this issue which should be pondered deeply, because they are of earnest importance to every one of us. It is to urge more caution in the manner in which statements as to character are hazarded and repeated one to another. From what source they emanate, or why they are started, no one can tell. Whether because the times are quiet and people have more leisure, and thus are disposed to canvass and criticize the actions of their neighbors, we do not know; but it is certain that the air has been full of rumors affecting the reputation of many men and women among us.

Mankind are more prone to believe ill than good of their fellows; and so an idle rumor is soon dressed up by peculiar surroundings into a semblance of truth.

It is so easy to believe a bad report, and yet why should we not prefer to believe good things of our friends and neighbors? Scandal is many-tongued; first a mere innuendo or hint is indulged in, and the hearer is startled by a suspicion affecting the reputation of some near neighbor. Then a few facts, innocent of themselves, are colored so as to have a bearing on the case, and the reputation is damaged almost beyond recall.

A woman's character and a business man's credit are delicate things to handle. They should not be allowed to form part of any everyday conversation. They should be held sacred and kept so. Never, in a long experience, have we noticed such a prevalence of idle, wicked assertions; such a looseness of judgment relative to all that should be held pure and sacred among us. Men of prominence and mere striplings discuss what they claim to be the latest cases of dereliction in morals as coolly and with as much assurance as they would state a business principle.

Mere young girls have their character assailed because they have acted with some want of decorum on our public streets. Mature women have been pointed out by this one and that because some idle, thoughtless word has been allowed to have more weight than was originally designed or intended. Have our readers considered what such talk and idle folly will result in? It may not have affected the fair fame of our wives and daughters yet; but, if not checked, who will be safe from such aspersions? It seems to be an epidemic just now. No reputation is too high or too pure to escape. Let us refuse to listen; let such topics be avoided; or by and by character, credit and everything which should be of good report will become a mere by-word and reproach.

The more a liar gains in self-confidence the greater his losses in public confidence.

Tea Talk

Our new crop

Japan Teas

have arrived.

The quality is excellent.

They are picked and fired especially for and imported by us direct from Japan.

Our 1908 crop

Congous and Gunpowders

are now en route direct to us from China.

A new importation of

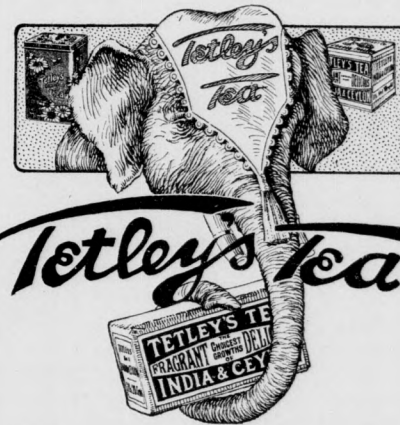
Ceylon Teas

is now on the water direct to us.

We Do Not Buy Old Crop Teas

because they are cheap.

Our goods are fresh and new. Our grades are maintained to the highest point and our prices as low as the lowest.



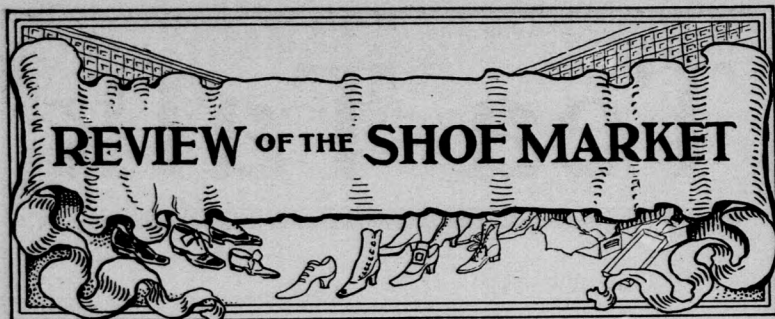
We are Western Michigan Distributors for Tetley's Celebrated Ceylon and India Teas.

Judson Grocer Co.

Direct Tea Importers

Grand Rapids, Mich.

Be sure and visit the West Michigan State Fair September 14 to 18.



Get Your House in Order for 1909.

If footwear was being made by hand what a lot of people would be busy all over the United States cutting and skiving and shaping and lasting, pegging and awling and sewing and soaking, blacking and smoothing and trimming and burnishing—ever think of it?"

It was one of the men in the corner of the hotel veranda, where there were the fewest mosquitoes, who spoke.

"Have I ever thought of it?" answered the other, who was evidently only a chance acquaintance, "don't I remember back to when my grandfather had the biggest shoe shop in Hector-Four-Corners?"

"No. Is that so?"

"It sure is. He kept six jours the year round and sometimes as high as eleven besides himself in the fall and winter."

"So! And I suppose that was the way it was all over the country in those days, and if it was that way with the small population they had then what a trade it would be now with our present population, if we hadn't advanced any in the methods of production."

"I fancy a good many people would go barefooted if they had to pay, all of them, what hand made shoes would cost these days at the high prices of labor."

"I bet they would."

"Think of getting ready for the shoe trade of 1909 with all hand work and everything made on the bench."

"It would be a caution, would it not?"

"It sure would."

It had been a great day's sport fishing on the little Canadian lake, and as it was well along toward 9 o'clock and I was not acquainted with either of my fellow guests at the little fishermen's hotel. I really ought to have hurried to bed to get ready for the 6 o'clock start the next morning, but, in spite of the fact that I had made a huge resolve not even to think shoes while away from Lasterville, I couldn't resist hitching my chair a little nearer and listening.

"By the way," the larger man was saying to the older man, "are you interested in shoes?"

"Yes a little," said the older man. "My son and I run a little retail business in Greensburg, Michigan."

"Oh, yes. Nice little city. I used to know Greensburg quite well. I came near locating there once—or was it Jonesville—no it was Greensburg. Isn't that the place where there is a sidewalk with grass and two rows of trees running right down

through the center of a very wide main business street?"

"Yes. That's Greensburg."

"Yes, and the courthouse at one end of the street facing the jail away down at the other end?"

"Yes. That's Greensburg."

"I thought I couldn't be mistaken. Perhaps I made a mistake in not locating there."

"What line were you thinking of?"

"Well, clothing at that time. There was a business there I could have bought out—Smith Brothers & Son. I always thought that was the funniest firm name I ever heard of."

"Yes. I know about it. The firm is there yet. You couldn't tell from the old sign just who was responsible for the son or whether it was a joint arrangement. It was the older brother's son, however, and I have understood that they had a lot of discussion about that sign. It seems that the firm was originally Smith Brothers and was so known all over that section. When the elder brother's son got old enough to be taken into partnership they hated to give up the old style because it was so well established and yet the son wanted recognition in the firm name. They considered Smith Brothers and Smith, Smith Brothers & John's Son, Smith Brothers & Frank Smith and every sort of combination, but you see in trying to retain the Smith Brothers' trade-mark and yet recognize the new member of the firm they were up against a distracting lot of incongruities. Finally they resigned themselves to the easiest way of simply adding '& Son' on the end of the original sign, in spite of the scandalous imputation."

"They would have been glad to sell out to me."

"Well, I guess they have been glad that they stuck. The firm has done pretty well. The other brother has a son now in the business, and the older members have retired. The firm is known now as Smith Brothers' Sons."

"That's good. I suppose as succeeding generations come along the sign will read Smith Brothers' Grandsons, and possibly if some generation shows only daughters and they marry men who are admitted to the business, the old slogan might be retained in the style of Smith Brothers' Great Grandsons' Sons-in-Law. There are great possibilities in that firm name."

"There are indeed. By the way, what line are you in, or are you a professional man?"

"Well, I hardly know. I was educated as a doctor and practiced for a time quite successfully in Scranton,



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The West Michigan
State Fair

Sept. 14 to 18

This year's fair will surpass in interest anything ever attempted before.

Make our office your headquarters.

Go through our factory and learn how shoes are made. We will show you why the shoes bearing our trade mark are better.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



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?

Herold-Bertsch Shoe Co.
Grand Rapids, Mich.

Be sure and visit the West Michigan State
Fair September 14 to 18



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



Pennsylvania. I invested what money I saved up in starting a department store at Louisville."

"Kentucky?"

"No. Indiana. It was called The Mart, and it balanced on the ragged edge so for the first few years that I spent so much time away from my practice helping to keep the enterprise afloat that I finally abandoned my profession altogether and seemed to develop such an aptitude for business that they made me President of the company."

"Do you like it?"

"Like it? It's life. I couldn't be hired to go back to any profession, no matter how honorable or lucrative."

"Do you do any practical work in connection with the business?"

"Indeed I do. I'm busy with them all, all the time, but the shoe department is my favorite, I do the buying for that."

"Well, what do you think the prospects are?"

"What, for this fall and winter?"

"Yes. But next year, especially."

"Well, now listen and I'll tell you: It may sound as though I was pretending to possess some enormous psychic power or something like that, but I feel that I can predict the business of 1909 just as well as though I were merely figuring up what we did in 1907. I am going East to do some buying after I get through resting and fishing and thinking up here and I'll tell you what I am going to do. I'm going to surprise some of those manufacturers down East there. I'm going to place some spring orders that will astonish them."

"Do you think 1909 is going to be a big year?"

"It isn't going to be as big as 1910, but compared with 1907 and 1908 and all of the years that have gone ahead it is going to be in trade like comparing a circus day with Sunday in a country town."

"But suppose Bryan is elected?"

"Well, I'm a Taft man myself and I'd hate to see him defeated, but, do you know, I've got so much confidence in the future of this country in business that sometimes I almost wish that a brainy man like Bryan even with ideas which may not coincide with yours and mine could be elected just to show how much bigger this country is than it was when the administration changed parties even so few years ago. This country is bigger than any man, no matter what his policies may be. John Jones has got to have shoes for himself and his wife and the little Joneses no matter who is President, and —"

"But supposing a change of policies should ruin business and John didn't have the money to buy?"

"Fiddlesticks! Neither Taft nor Bryan has any ideas or policies which can ruin your business or mine or any other business which employs John Jones. If he has the business of John Jones' employer deserves to be ruined, and he'll get a better job somewhere else."

"Well, I'm an older man than you, but you seem to have some pretty optimistic theories. Now how would you buy if you were running a shoe

business in a little city like Greensburg?"

"It doesn't seem quite meet for me to be giving advice to an older man, but I've lived a good many more years since The Mart was established than have seemed to be on the calendar and if I were going tomorrow to circle among the manufacturers of the East and West to buy for an exclusive retail shoe store for next spring and summer, I would first set everything in order at home. The store should be ready, the stock should be cleaned up, and the way I would buy would look reckless. And style and variety are going to be important next year. Mark that and mark it strong. A line of staples won't answer next year. The shoes have got to look right and be up to the minute."

"I've had a chance already to peep at some manufacturers' plans for next season and you are going to see a lot of lines next year which will be the sensations of the shoe business. With the store well advertised at home, the regular stock put in close order, reefed, trimmed and pressed in, together with all the deadwood out, put in a spring stock and prepare for a summer stock as you never did before."

"I fully believe that when you see the spring and summer lines for next year you will say that shoemaking has become an art in the ready-made such as it never was before."

"The customer of 1909 is going to insist on style. Mark that. And the long sighted manufacturers have seen it far ahead. There is going to be a wonderful revival of prosperity and with it are going to come hosts of fads and whimsies which will be vastly profitable to the retailer of shoes and slippers. Sounds positive, doesn't it? Well, I'm going to back those views with orders for next spring which will aggregate over \$15,000 more than my orders did for either 1907 or 1908. And that for the shoe department of an establishment like The Mart, which isn't by any means the largest establishment of its sort in the country. And I'm going to insist on positive shipments at specified dates with the cancellation clause erased, and no matter what foolish talk there is in the coming campaign, and no matter who is elected, and no matter about anything, I'm never going to write a line after those orders except to remind the manufacturers that they positively must deliver on time and that not a line shall be cut."

Didn't that sound good to me, Ike Fitem of Laster & Fitem, Lasterville, and now that I've finished writing this out just as I heard it, won't I get a good night's sleep, though, and have fun with the bass over beyond Slipper Point to-morrow?—Ike N. Fitem in Boot and Shoe Recorder.

Quite the Contrary.

Dicks—I hear you've been suffering all day with a sick headache?

Wicks—No, indeed.

Dicks—Haven't you had a headache, then?

Wicks—Yes, but it isn't sick. It is extremely vigorous.

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

The Eveready Gas System Requires No Generating

Nothing like it now on the market. No worry, no work, no odor, no smoke, NOISELESS. Always ready for instant use.

Turn on the gas and light the same as city gas. Can be installed for a very small amount. Send for descriptive matter at once.

Eveready Gas Company

Department No. 10

Lake and Curtis Streets

Chicago, Ill.



Overland Shoes

Up-to-date Quality, Style and Fit

Men's Patent Colt, Gun Metal and Velour Blucher	-	\$2 60
Men's Russia Calf and Wine Calf Blucher	-	2 75
Boys' Patent and Velour Blucher	-	2 00

Carried in Stock

Grand Rapids Shoe & Rubber Co.

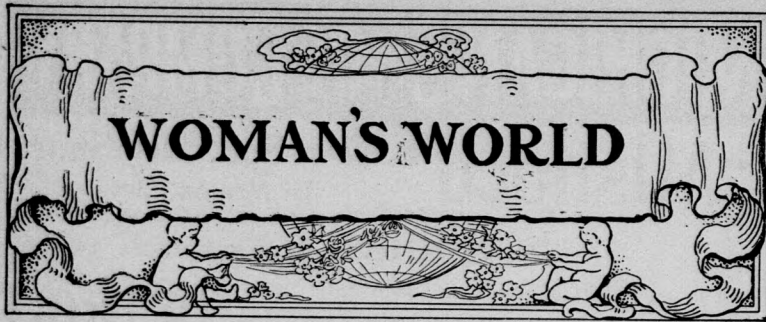
Grand Rapids, Mich.

Michigan



Agents

Be sure and visit the West Michigan State Fair September 14 to 18



Dorothy Dix Talks About the Fear of Effeminacy.

In his report upon the educational conditions in the United States, Prof. Armstrong, of the Mosley Educational Commission of England, criticises our public schools because in them "the American boy is not brought up to punch another boy's head, or to stand after having his own punched." The Professor also finds "a strange, indefinable feminine air coming over the men, a kind of sexless tone of thought."

All of this he attributes to the baneful influence of the youth of the country being taught by school-ma'ams, instead of schoolmasters. Of course, the obvious retort may be made that our public schools are designed to cultivate the brain and not the brawn of the pupils, and that their purpose is to develop scholars and not prize fighters. The desire to punch a head, or the willingness to have your own head punched, are necessarily a matter of taste, and, so far as the implied charge of cowardice is concerned, as long as our public schools can produce men who will shut themselves up in a magazine on a ship to drown like rats in a trap, or will stop with their own bodies the aperture in a powdered trough to save their ship, as common seamen did in the Missouri, it can afford to laugh at anyone that questions the courage of their output.

As for the "strange, indefinable feminine air" which the British observer finds coming over American men we must plead guilty to not having noticed that either. To our perhaps too partial eyes the American man seems a pretty husky individual, even when compared with the men of foreign nations, and, it is reported that when foreigners have dealings with sons of Uncle Sam, whether in war, or diplomacy, or trade, they have reason to believe when the transaction is over that they have been up against men, and not women and children.

Prof. Armstrong's criticism, however, brings out one interesting point, and that is the fear we all have of making boys effeminate. Women share in this feeling quite as much as men, and it is responsible for the increase of hoodlumism among us, and the growing up of a class of young men in every community who belong to good families, but who have neither refinement, culture nor decency. It is no uncommon thing to see the two grades of society meet in a single household, where the girls are refined and polished ladies, while the sons have been permitted to grow up into rough, ill-

mannered boors through dread of making them womanish.

Among most people the primitive idea prevails that you make a boy effeminate if you teach him to be gentle and considerate, while, as for accomplishments, instead of being a glory to a man, they are a handicap, for which he has to be continually apologizing to his fellowmen. The man who prefers to spend his leisure in dabbling in paints, or collecting butterflies, instead of going to the races or playing golf, is looked upon with a certain degree of pity and contempt as one who ought to be wearing a mother hubbard instead of possessing the glory of trousers.

"I don't want my boy to be a Miss Nancy," say the parents, and so the average boy is permitted to grow up without refinement and grace into a little savage. As soon as a girl is old enough to understand anything she is taught that she must acquire graciousness and charm of manner, and learn the things that will cultivate and educate her taste. No such lessons are impressed on the boy. He is permitted a brusqueness of manner and conversation, and a slovenliness of dress that would not be tolerated for an instant in his sister, and as a general thing when he does attain a state of semi-civilization it is by the grace of God and not the result of his rearing.

Furthermore, when you do now and then see a boy who has been taught gracious manners, and particularity about his dress and whose mother insists on his learning the rudiments of music and art, you will be sure to find he is universally regarded as a "sissy boy." One would think that refinement and good manners were a distinctly feminine attribute, and that a half-grown boy should no more be expected to be adorned with them than with long curls and a pink silk sash.

Little Janie's mother—and all the balance of us—would think that she had failed lamentably in her duty if Janie had not been taught to come into her room and speak properly. Janie's brother swaggers in, with his hat on his head and his hands in his pocket, and grunts when he is addressed, and his mother feels that she has amply atoned for his rudeness by saying proudly that he "is such a boy." And the excuse goes, for in our fear of effeminacy we hold that it is better to be an ill-mannered lout than it is to possess a virtue that has even the semblance of being womanly.

Nor do mothers stop at this. They are so afraid that the doing of any household task will make their boys

KINGSFORD'S OSWEGO Silver Gloss Starch

The basis of the best starching for three generations; any kind of fabric—lace or linen, delicate or plain. Whether used

FOR HOT OR COLD STARCHING



its efficiency never varies.

Absolutely pure; there is no starch more widely known, more highly esteemed, more universally demanded by women whose

judgment counts. Extensively advertised.

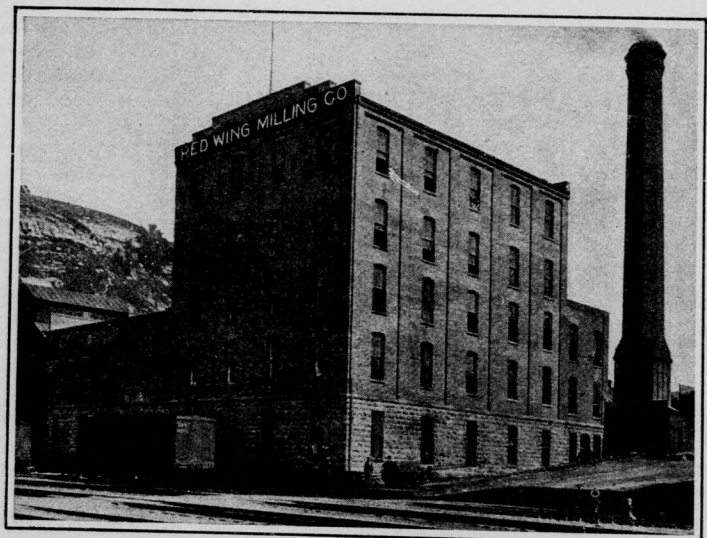
Sixty-six Years of Superiority

T. KINGSFORD & SON, Oswego, N. Y.
National Starch Co., Successors

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.

effeminate that they often literally slave themselves to death for them. All of us know poor, tired overworked women who spend their time toiling over cooking stoves, and breaking their backs fetching in wood and water, while their strapping half-grown boys develop their muscles playing football in a neighboring lot, but these mothers would work until they dropped in their tracks before they would demean their sons by making them help do the cooking or the washing. In their eyes, and the boys' eyes, housework is degrading because it is woman's work, yet can anybody in their senses think for an instant that it would make any boy effeminate to help his mother? On the contrary if it is to lighten the burden of her who has borne so much for him the humble dishrag in a boy's hand is as knightly a symbol as any colors that a warrior ever pinned on his sleeve, when he went forth to do battle for his ladylove. It is a shame and a disgrace that boys should have been so mistaught on this important point. The fact is it is no more effeminate for a man to get up and get breakfast for his mother than it is for him to cook one over his camp fire for his boy companions. It is no more effeminate for him to make his bed and sweep his room than it is for any soldier to perform these duties for himself, and if more boys were brought up in the fear and admonition of this truth, we should have fewer worthless sons living on their poor old mothers, who are taking in boarders to support them.

As a matter of fact, in our fear of effeminacy we are like children frightened of a bugaboo that their own imagination has conjured up. Why should it be thought any degradation for a man to resemble a woman in any respect? Why should it be thought a weakness for him to imitate her in any way? We have plenty of virtues that he might copy with profit, and we know plenty of things that he would be the wiser for learning. There is domesticity, for instance. We bring up our boys in utter ignorance of everything concerning the making of a home, because we have an idea that it will make them womanish to know how to cook or sew, but this makes them the victim of every female with whom they have to deal.

Very few men can intelligently argue any question of household economy with their wives because they do not know anything about it. A woman says it costs thus and so to run a house, and that the children must have this and that. The man may see that the net result of the expenditure is bankruptcy and ruin, but he does not know where the wastes are, so that he can stop them. It is the same way if he is a bachelor trying to attain any comfort. He can only growl that the floor is not properly swept, and the dusting not well done, and that the room looks messy, but he does not know enough to remedy the defects. It is the futile protest of ignorance.

If men were also taught, as women are, something about dress and the elementary principles of material

and color, we should be spared the spectacle that we so often see of the tan-colored man, with straw hair and whiskers, in the tan-colored clothes; the red-face man, with the crimson necktie, and the man who collects on his own person the trousers of one suit, the coat of another and the waistcoat of a third. We hear a great deal about the color-blindness of men. It is nothing in most cases but ignorance. A man would certainly not be less manly and he would be a deal more agreeable as a husband if his sense of color were cultivated. The majority of women will bear me out when I say that among the most agonized moments of our lives have been those awful occasions on which our husbands have brought us home a present of a new dress, or hat, or have had the drawing-room papered in our absence as a happy surprise. Walls that look like a barroom, or a hat of last year's vintage that the milliner had unloaded upon him; a green gown, when we have a saleratus biscuit complexion, such were the results! Dear fellow! And he meant so well, and we choke down our sad disappointment and breathe a prayer, "Lord forgive him, for he knows not what he does"—when he goes ashopping.

As a matter of fact there is no danger, worse luck, of the American man being effeminized or ever coming to take a sexless point of view. He would be better off and the world would be improved if he did. We women are learning many things from our husbands, fathers and brothers. Turn about is fair play and they would be equally benefited by acquiring some of the information that we could give them.

Dorothy Dix.

A Life Lesson Every One Should Learn.

The man who, like the bull dog, has staying qualities is the winner in the battle of life. Others more brilliant, more far-seeing, more splendidly endowed by nature, fall in the race because they have not that pertinacity that makes its possessor hang on.

If we could but learn this in childhood, learn it so well and truly that we could not forget or falter, if we did not have to begin much as did our fathers and learn their wisdom all over again by hard experience, what a race of men we should be. What tremendous advancement we would make with each generation. As it is, we may advise and instruct, and sometimes it seems of little avail.

For instance, in the matter of advertising. The man who has been persistent in advertising has gone to the top of the commercial ladder. The man who has failed to put his soul and strength into his advertising, who has grown discouraged easily, has dropped back to the bottom. Yet the new business men, the men who are just entering the lists of trade, who are just donning the armor for the strife, do not always profit by the lessons which others have learned. They try it for themselves, just as though the immutable laws of distribution and publicity change for them. They learn after a while, but some of them learn all too late to profit by it.

"Send me a sack of good flour."

SHE has shown by this order that she wants good flour but doesn't know its name, so she's left it to you, Mr. Grocer.

Be good to her. Send flour you positively know to be good.

She will thank you, her folks will thank you, and when you get a whole family telling about the good things in your store you're bound to succeed. Be prepared by having "Voigt's Crescent" in stock. You'll be surprised at the opportunities you'll have to boost your business.

Voigt Milling Co.

Grand Rapids, Mich.

Be sure and visit the West Michigan State Fair September 14 to 18.

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.

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

Our registered guarantee under National Pure Food Laws is Serial No. 50

Walter Baker & Co.'s Chocolate & Cocoa



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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Just A Basket



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

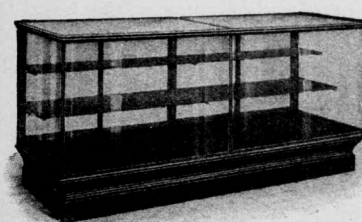
Demand Ballou Baskets and get them—All Kinds—especially Stave Baskets with Wide Band.

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

will outlast dozens of common baskets.

Write for particulars.

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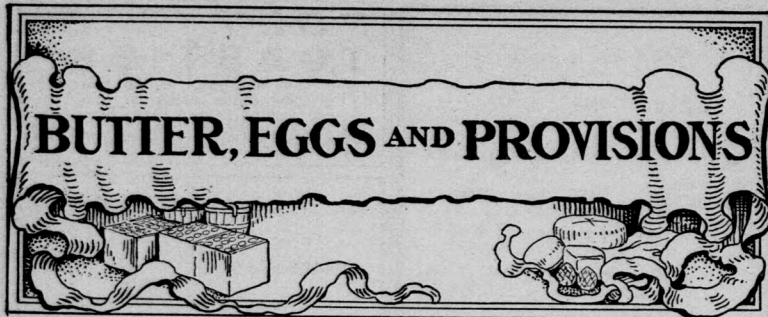
We Can Give You Prompt Shipments

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



Observations of a Gotham Egg Man.

Since our last issue, in which we gave reports and estimates of storage holdings and movement for leading points we have seen several letters from Chicago egg men who should be well posted, giving various opinions as to the stock of storage eggs remaining in that city; these differ more or less from the statement published last week, but not enough to require any very material change in the estimate. Our figures were, for Chicago, 1,060,000 cases August 31, this year, against 1,180,000 cases at the same time last year, a decrease of 120,000 cases, and indicated a net August output of 80,000 cases.

One of the recent letters above referred to estimates the stock in Chicago public warehouses August 31 at about 925,000 cases, but this does not include the stock-yards. This writer thinks there was no material reduction in Chicago during August, claiming that about as many eggs were put in as were taken out. Other Chicago dealers, however, do not agree to this and it would be very singular, if true, in view of a decrease in Chicago's August receipts and the fact that last year a liberal reduction was made in that month.

Another well posted Chicago operator gives a detailed statement of the quantities held in the various houses, which indicates 1,070,000 cases, and figures the August reduction at 50,000 to 75,000 cases.

Another Chicago merchant writes: "Our opinion is that we are still short about 250,000 cases. The stock-yards people have been putting out a good many eggs and we think their holdings are not near so heavy as they were. The situation has been rather quiet here the past month and some eggs have been stored and we do not feel that the movement during August was as good as last year, as we had quite an exodus of goods from storage the last two weeks of the month last season.

"There is more enquiry for storage eggs the last two or three days than we have had in some time and we anticipate a good movement during September."

The report of egg holdings at the close of August by the associated warehouses, including about thirty plants, is now at hand. It shows holdings of 1,934,273 cases August 31, 1908, against 2,249,464 at the same date last year and 1,570,911 in 1906. The August reduction was 82,218 cases.

These figures indicate a reduction of about 14 per cent., as compared with last year, August 31, and an August output of about 4 per cent. of the quantity on hand July 31.

The figures for the four leading markets as given last week indicated a reduction of something over 15 per cent. as compared with last year and an August output amounting to something over 7 per cent. of the quantity on hand July 31. It is natural to suppose, however, that there would be a greater August reduction in the large consuming centers than in a series of houses, including a considerable number at interior points, so the figures harmonize reasonably well.—N. Y. Produce Review.

The Retired Butcher on Vacations.

The Retired Butcher drifted into his friend's store the other day and after telling of his week's trip to the mountains, proceeded to give his views on several things that were of interest to the Young Proprietor.

"Yes," he remarked, "I have been taking a little vacation. Thought I would see how it felt, you know. Everybody talks about vacations nowadays, but I don't see much in it. When I was learning my trade we didn't have any vacations such as they have now. Once in a while I could get an afternoon off when the circus was in town, and I remember that I occasionally went fishing for a day, but I never had as much as a whole week or fortnight during the six years I worked as an employee. Then when I went into business for myself, for upwards of twenty years I never had time for vacations. I had to be careful with my money and I couldn't afford to waste it. If I had, I should still have been swinging a cleaver. I can't say that I believe in these modern vacations, either. When I went away last week I thought I was going to have the best time I'd ever had in my life, but I didn't. I went up in the mountains because my good lady wanted to go, and when I reached my station I had spent ten dollars apiece for railroad fare, and then we had to ride in a spring wagon at fifty cents a head for several miles over rough roads to the hotel. That is, they called it a hotel. They gave us a small room with one window in it at two dollars a day for each of us, and the eating wasn't any too fine, either, while there was nothing to do but hang about the place all day, or walk over some of the poorest roads you ever saw, unless you paid extra for a team, or go fishing. One of the young men there, who was from the city, induced me to go fishing one day, and I caught a fine lot of mosquito bites and sunburns, and three little fish that I could have bought in the market here for thirty cents. I asked him what his business was and he said he was a clerk in a store and

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

is our specialty. We want all the No. 1 Dairy in jars and Fresh Packing Stock we can get. Highest prices paid for eggs. Will give you a square deal. Try us. Both phones 2052.

T. H. CONDRA & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.

I have moved into larger quarters in the center of the wholesale district, and for my increased trade I must have large quantities of

**Butter, Eggs, Poultry, Veal, Potatoes
Honey, Beans, Pop Corn, Etc.**

What have you to offer?

Write, phone or bill your produce to

F. E. Stroup, 7 N. Ionia St., Grand Rapids, Mich.

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

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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

Clover and Timothy Seeds

Can furnish all kinds of Clover and Grass Seeds—Send us your orders and they will have quick attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

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GRAND RAPIDS, MICH.

FOOTE & JENKS' PURE FLAVORING EXTRACTS



(Guaranty No. 2442)

Pure Vanilla

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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

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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.

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

Established 1873

that he saved up after the holidays each year to pay for his two weeks' vacation in the summer time. I didn't tell him he was a chump, but I thought so. He had better have saved his money. Well, he said he enjoyed himself, but I can tell you right now that I didn't. I can get as good air here at home as I got up in the country, and I don't have to crowd myself into a small room and pay for the privilege besides, and do nothing but sit around and think it fun. Here I've got a nice comfortable house and no mosquitoes, and the vegetables in my garden are better than I had when I was away, and I can take it just as easy here as I could there, and it won't cost me so much, either.

"I believe that most of these folks take vacations in the way they do just because they are a 'fad,' and they don't want to let it be thought that anybody else can do something that they can't do. They can't prevent that, though. Inequality is the rule of life, and if all of us were equal, that is, each of us had the same things had everybody else has, there wouldn't be any business to speak of and very little use in living. I'd rather be dead than have so much aimless existence. If you haven't got anything to work for, you are bound to be unhappy. If you haven't got any definite purpose in view you might as well be a dead dog, and in that case even he would be better off than you are for he'd be some use for fertilizer. I tell you, my friend, work is better than play, and although I believe in taking a little enjoyment now and then, I don't believe any really idle man, no matter how rich he is, was ever happy and contented. When a fellow's young it's the time for him to work and save his money so that he won't have to worry so much when his responsibilities increase with age. That's why I think it is foolish for these young chaps to work hard during half the year and save their money only to go on one of these so-called vacations, because other people do it, and be swindled out of what little they have by some shrewd boardinghousekeeper. Why, if some of these chaps had to put up with the same privations at home that they do when they are on their 'vacations,' they would raise a howl that would wake the dead. No, sir! they didn't have such 'vacations' when I was a young man, and now that I know what a 'vacation' is, I am glad they did not. I have tried them, and there'll be no more of them for your Uncle Philip, no siree," and the old gentleman thumped his cane on the floor by way of emphasizing his decision and bade his friend good day.—Butchers' Advocate.

Matter of Choice.

Harold—I had a narrow escape this morning. I fell out of a buggy, but wasn't injured in the least.

Howard—Well, they say Providence takes care of intoxicated men and fools.

Harold—Sir, I'd have you know that I never drink any kind of liquor.


Howard—That's all right, old fellow; I know you don't.

Thinking bitterly of others strikes a blow at my own heart.

New Method of Preserving Eatables.

Fresh foods by virtue of vapors is the new idea of Brussels. The comestible is inserted in an airtight chamber into which is passed the vapor from a secretly prepared pastille, and the food is immersed in this atmosphere for a certain period. Its surface becomes coated with an invisible film or sheathing, permeating to a slight depth from the surface of the gas which effectually preserves the article from the oxidation of the air, and thus arrests putrefaction. On being withdrawn from the chamber the article of food can be exposed to the ordinary atmosphere for almost an indefinite period without any apprehensions concerning its wholesomeness and purity, since the gas deposit upon the surface does not evaporate until brought into contact with heat. When the edible is placed in the oven or boiled upon the fire the gas is liberated, leaving the article precisely in the same condition as it was before treatment. No traces of the vapor can be detected either by the palate or smell. The tablets are composed of some ten ingredients. They are white in color, about the size of a silver quarter, and approximately four times as thick. The chemical composition of the vapor generated may be best described as the purest form of carbon. Its presence can be detected easily by its pungent odor. The process is fundamentally the same whether used in the home or on board ship, and it is supposed to solve the oft vexed problem of keeping for an indefinite period perishable foods, such as butter, meat, poultry, fish, eggs and milk. After being sterilized these articles will retain their purity and full flavor for weeks without the slightest deterioration. Moreover, the carbon is an excellent germicide. Meat treated by it becomes immune from the ravages of flies and other insects. The carbon vapor completely kills all organisms within fifteen minutes, whether typhoid or cholera bacilli or less dread forms of life. The food is said to remain as digestible as ever with the same taste, precisely as before treatment. Milk can be treated with this vapor by passing it in the form of a spray through a carbon atmosphere for the fraction of a second. Milk so treated is rendered germ proof for a long period, irrespective of climatic conditions. Yet there is only one part carbon to one thousand parts milk. In eggs treated with carbon vapor the albumen remains perfectly clear, while the yolk retains its original bright hue.

No man can ever be great who is not willing that many should think little of him.



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.

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.

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
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Grand Rapids Grain & Milling Co.
L. Fred Peabody, Mgr.
Grand Rapids, Michigan

The Vinkemulder Company

Wholesale Commission

We Buy and Sell

FRUITS, POTATOES, ONIONS, BEANS And Other PRODUCE

Write or Call on Us for Prices Before Selling

Baskets and Fruit Packages of All Kinds

14-16 Ottawa St., Grand Rapids, Mich.

B A G S

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

ROY BAKER

Wm. Alden Smith Building Grand Rapids, Michigan

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

HOLLAND RUSK





Several Thousand Merchants find

Holland Rusk

(Prize Toast of the World)

a profitable Seller.

Are you one of them?

If not—stock it at once and you'll be surprised to see how much nice, clean profit you can make on the line.

Holland Rusk Co.
Holland, Mich.

LARGE PACKAGE
RETAILS
10¢

Printing for Produce Dealers



New Ideas in Stocks—Something About Belts.

Written for the Tradesman.

There has never been a time when so many hundreds—yea, thousands—of styles in stocks were on exhibition. What is known as the Gibson style is having an unprecedented sale. Hand embroidered linen and Irish crochet enter largely into the construction of the laundriable Gibson stocks, while lace, net, ribbon and silk are used in those that may not be tubbed. Generally a bow is placed at the lower part of this stock or the foot is outlined by one of the pretty neck girdles. Gilt tassels or drop trimmings may finish the ends of the bows. A new conceit is to have a narrow strip of cretonne at the top of the tubable Gibsons. The stiff-laundried Gibsons will, by those who dislike a hard linen collar, be warmly welcomed. They will be worn with the tailored shirt waists.

Many of the new numbers of the fall line of fancy stocks show heightened points near the ears. These were fashionable several years ago, but it is said that styles are revived once in seven years, and this is one of them.

Almost all the stocks have a narrow lace pleating or ruffle at the top, often a little ruching. Some have a lacy lower edge, but the majority have this edge straight. One can have a choice of one medallion or more in front or tabs or a tiny or immense jabot of lace or maline.

The new neck ruchings for fall are a good deal wider than those worn in the hot weather. They are more practical for the cooler weather, as they do not wilt quite so readily now. About two wearings finish the frailty of them. The wide ruchings are considered "quite the thing," but they are far less becoming to the average neck than are the tiny widths—the half-inch stuff. The extreme widths produce the "sore-throaty" appearance. Some call this the "sick-catty" look, but that does not sound very pretty. The "sore-throaty" neck fixings give the face a melancholy, a weebegone expression, which is anything but agreeable to contemplate.

None of the accessories of a woman's dress require such nice discrimination in selection as does her stock. The material, the shape, the lines of the ornamentation—all call for the most particular care. A collar of the right sort will take off ten years from a lady's apparent age, while the wrong sort—the sort that is "not for her"—will tuck on that many years—or more—to her physiognomy. More thought should be expended on a woman's collar, even, than on her belt—and goodness

knows that different belts make the same woman look sylphlike or of tublike proportions. Only the most fairy-like of waists may ever dream of encircling itself with a red belt, no matter what the material, or a velvet one of any description as to color. These kinds of belts add all of four inches, if not five or six, to the looks of a woman's waist. Girdles for the waist are extremely "trying" to the figure. Those that have the lower side straight in the back or slightly curved are to be preferred to those that have two points. One essential thing in their disfavor when two-point girdles are worn is that, no matter how evenly they may be adjusted when putting on, they will most provokingly twist themselves awry in a very few minutes thereafter, so that there is continual worry in the feminine mind as to whether her belt is "on crooked" or not.

To go back to neckwear, the influence of the Directoire vogue is plainly visible here, as elsewhere in woman's wearables of every variety. Gold (or gilt) Directoire "ties" are extremely popular with those who like something distinctly new. A certain "tie" in imitation of the Directoire style is sentimentally designated as the "soul kiss." These "ties" are also called "neck girdles," and bid fair to have an immense sale. It is predicted that their popularity will be but shortlived, however, as they will get so very common. Velvet ribbons of various colors, ending in small gilt tassels, are liked by some better than the all-gilt girdles.

Soutache braid is employed quite frequently in the decoration of stocks and on the entire width of belts. To my notion it has a sort of "stuffy" look. However, it seems to be quite well liked. W. W. W.

Autumn Neckwear Not Remarkable For Coloring.

Autumn is not remarkable for boldness of colorings. On the contrary there has been a studied attempt among neckwear manufacturers to avoid the too striking and stick to subdued designs whose richness lies rather in quality of material than in brilliancy of shade. Greens are most represented in the novelty colorings, but there is a goodly sprinkling of tans, blues, wines and grays. The decided vogue of smoke and steel tints in sack suits will undoubtedly be reflected in a demand for the same scarf tints. In prejudging the colors that will be approved in neckwear the probable indications for suitings must always be taken into account. Most men now-a-days dress so as to achieve one harmonious color scheme

in both the essentials and accessories of their clothes. Hence, if gray is to be "the" color of autumn, side by side with green, it is probable that a brisk demand for gray scarfings will arise early in the season.

Satin mixtures are finding marked favor, and quite with reason. There is nothing so luxurious in neckwear as satin, and blending it with silk joins the luster and vividness of the one to the richness and plainness of the other. Weavers have contrived to make satins which resist pinholes and thus one of the objections to this manner of fabric is overcome. Grosgrains have revived and, indeed, all ribbed materials seem destined to approval. No autumn would be complete without its share of Persians and these patterns are plentifully represented. In addition to the conventional shawl, rug and tapestry colors there are many others less conspicuous, but tending more toward emphasizing one dominant color. In fact, it is characteristic of all the season's neckwear that there are fewer combinations of contrasting colors. The average man chooses a scarf to match a certain color of suit and, therefore, this color must overshadow all others to produce a befitting effect.

Fancy mufflers seem to have fallen from grace. The demand is much below that of a year ago. Dress reefers, however, are in just as active request as ever, the whites, blacks and pearls leading. Fringed-end knitted mufflers are commanding some attention in the fine trade. The monogram fad has spread even to mufflers, but the wearer's initials are not embroidered on the outside ends. They are inconspicuously placed on the inside and thus serve purely as an identifying mark, not as a decoration.

Concerning autumn shapes the question has been discussed so fully that there is little left to say. While Fashion still countenances narrow four-in-hands, they must be wide enough to knot softly and symmetrically. Extremely slim scarfs are not good form, because it is impossible to adjust them gracefully. The folded-in four-in-hand continues to be the most fashionable shape. Imperials, to which we have referred, are steadily coming to the fore and it would not surprise many keen observers to see them restored to favor.

The average man's furnisher does not wrest the utmost profits from his neckwear department, although there is no reason why it should not be one of the most remunerative of all. Too much prominence is given to cheap goods which, while they may attract the "shopper," do not yield any appreciable profit and certainly can not give enduring satisfaction. It pays to show and talk quality neckwear. More dollar and dollar-fifty scarfs ought to be displayed and sold.

Try a change when you launch your "fall opening." Devote your best window to fine neckwear. Arrange the display attractively and show the price conspicuously. If possible, give a certain line of goods a pleasing name. This counts a heap with many buyers. It makes an article seem

even better than it really is—clothes it with an individuality. "London stripes," "Persian bars," and like titles have an ear-catching, purse-tickling sound.—Clothier and Furnisher.

Refuses To Take the Tradesman's Advice.

Detroit, Sept. 12—I note your editorial on the subject of my retaining the office of Good Roads Commissioner, published in the Michigan Tradesman of Sept. 9. I appreciate it, but there are some things that I think you have not considered.

You know that your friend Earle is not like the leaf in the wind or the stick in the stream, but more like the oak alongside that stands where God planted him, not to be driven by the wind or carried by the stream.

First, let us consider it from the Governor nominee's standpoint. Could he appoint a man who had fought him? Could you expect him to appoint a man who would not allow himself to be carried to the political harbor that his political stream is aimed at?

You would be asking too much of him—don't do it.

Second, the only honorable thing for Horatio S. Earle to do—and you would not expect anything less of him—is to hand to the Governor January 1, 1909, his resignation, which will include his entire department.

It is no more than fair and square by the nominee that this should be known, and that is why it was given out, so that he might have all the advantages of promising these positions to those he desires to have them.

It would be mean and contemptible for me to hold my position during the session of the Legislature for the sake of a few months' salary, when in common justice to the next Commissioner he should be in office looking out for his department during the session.

Third, will you pardon me, after fourteen years' work at the good roads cause, if I consider it from a pecuniary standpoint and say to you what is true? Two-thirds of my time during this period and thousands of dollars have been contributed. Is it not about enough?

Won't you now let me dispose of my good roads unprofitable store and buy a farm and go to raising hogs? You know I will treat those hogs in the same liberal way I have the good roads movement and the hogs will appreciate the treatment and will wax fat, and I will sell the fat and so make a few dollars to take care of the wintertime of life.

Won't you acknowledge that you are wrong and won't you let me out and remember me only for the good I have done? Horatio S. Earle.

He Did It In the 60's.

She—Yes, indeed! My father is a self-made man. Why, he went in the Fakeall hardware store as an office boy at \$12 per month, and in less than eight years he owned the store.

He—That's good! But I couldn't do that in the store. I'm working in now.

She—How's that?

He—Oh, we have cash registers.

The Largest Bill of Prints

You as a market buyer
cannot afford to buy your goods
without seeing the new styles
that we show in complete range.

You as a careful buyer
cannot afford not to know the
prices we ask for new goods—
the kind you are looking for.

We do not sell to Catalogue
Houses.

We shipped more prints during
the week before July 28th, when
the latest advance took place,
than we have ever billed out in
the same space of time.

We could do this, because our
stock was in shape to fill orders
for new styles, and because our
shipping department is organ-
ized to handle extraordinarily
large quantities quickly.

Merchants who bought their
Prints from us are now selling
new styles at a profit.

Simply another instance of the
advantage Farwell customers
have over their competitors.

JOHN V. FARWELL COMPANY

Sole Distributors of **DEPENDON** Dry Goods
TRADE MARK

CHICAGO, THE GREAT CENTRAL MARKET

NEXT TO THE HUSKS.

Ex-Clerk Wins Out by Way of a River.

Written for the Tradesman.

One day last week, when Grocer Brown was looking for Sammy, his ex-clerk, back on the job, he received a letter from that enthusiastic youngster, showing how to take a vacation without hiding behind a diamond or living on the 'steenth floor of a pine hotel down by some whispering stream which doesn't whisper. Sammy wrote:

"Dear Mr. Brown—I've got a mad at you, as the girls say on the lower East Side in the City of New York. I wasted several golden moments showing you what a geewhiz of a pleasant time I was having in the yellow fields of grain, where I performed for sixteen hours a day, expecting that the reward would be a ticket to little old Grand Rapids, and in return you give me only a lot of advice that ought to turn milk blue. I never knew good advice to put fat on a fellow's ribs. I am beginning to think that you've got the ice wagon beaten for a chilly interior.

"As you will observe by the date of this letter, I am no longer close to Nature's heart. In fact, I'm not very close to anything except the bench I'm sitting on. I haven't got any more job than a rabbit, and I'm wondering if the flatty on the beat will fire me off this park bench as soon as he takes his beery eyes off that pretty nurse girl and sees me.

"One day my horny-handed-son-of-toil informed me that he'd have to subtract a moiety from my nine cents per month because of something John D. and Harriman were doing to the peepul, and so I pried myself loose from the job and took to the tall timber with four bucks in me jeans, and also a fair share of that which springs eternal in the human breast. The first piece of woods I came to I acquired a thicket—in company with a basket of ants—and slept the clock round. That garnering in of the rustling grain was sure exhausting.

"When I awoke the sun looked like a big red cheese, and I looked for a step-ladder so I could climb up and eat it. You grocer clerks who have good jobs, you nail yourselves to 'em. A fellow can't look his digestive organs in the face after using 'em as I have used mine since I quit the little furnished room next to Antoine Campau Park. Hungry! I could have eaten through a cracker barrel.

"I sat there and thought of the shelves behind the front showcase in the little grocery by the water trough. Canned beans! Waugh! Potted ham! Scat! National Biscuit Company things in funny packages! Well! Toasted corn flakes in fat, prosperous-looking cartons! Nothing to it! I didn't sit long in the jungle. I got out and negotiated two hours' work for a supper. Two hours' work! That was forty cents. What did I get? Cold liver, stale bread, rancid butter, cold mashed potatoes, water from the old oaken bucket. Cash value, 10 cents. That farmer owes me thirty cents, all right.

"Now I'm in St. Louis. That is nearer God's country I feel like I

could walk in to Campau Place from here. How did I get here? On the Father of Waters. You see I wandered over the horizon looking for the green hills until I struck Nashville, Tennessee. There were three of us. We worked a little on the Franklin Pike, and when it came to a show-down we had eight golden dollars in the family kick. What we wanted then was to get North.

"We stole timbers and boards and things and built a raft. I don't suppose we really were guilty of theft, because it must be of value, the thing taken, and the stuff we got our hands on wasn't worth anything. Anyway, it would have rotted if we hadn't taken it under our protection.

"It wasn't a bad raft. Anyway, it was better than walking. You know how I love to walk. It was a great idea. The Cumberland River winds about four hundred miles west by north until it strikes the Ohio at Smithland, Kentucky. Then there is the highway of the Ohio to the Mississippi at Cairo. We spent most of our eight for provisions and set sail.

"The natives told us we would never reach the Mississippi alive, but we decided we would rather be dead at Cairo than alive at Nashville, so we put forth on the troubled waters of the Cumberland and floated. The other hobos knew something about river work, so my assistance in running the raft was mostly in a conversational way. That craft was all right. The only water she shipped on the way down was what ran off Tommy after he had followed a fish into the Ohio River near the junction.

"Say, but there was a trip. What's the matter with a lot of the boys taking a trip down the Cumberland as we did? Vacation? It beats all the vacations I ever had. It is superior to the resort hotel with the summer girl in white waiting on the pier. It beats the lone aisles of the woods where the mosquitoes sing you to stupefaction after eating you half up.

"When I get back to Grand Rapids I'm going to form a club of four, and we'll all save money for the Cumberland trip. We may land in the Gulf of Mexico, but what's the diff? I have now reached that stage where I can feed on anything from porterhouse steak to raw turnips fresh from the sod. When I get back to the old town I'm going to save room rent by sleeping in Crescent Park. When George W. Thompson goes prowling out at 4 a. m. he'll find me right there, wrapped in the cool air from the dam. I don't believe Harvey Carr would stand for my being locked up for making a bedroom of a bench.

"I'm going to do a lot of things when I get back to Ellisville, but I don't know how I'll get there. I took a deck passage ticket from Cairo to St. Louis. I tried to find a private room in the hold, but the mate saw me looking around and fired me with vile words. Mississippi River men are cheap skates, anyhow. This one offered to help me up the stairs, but I ran lightly on ahead of him. Honest, old man, this is the first offer of voluntary assistance I have received.

Any Merchant Can Sell Canvas Gloves

Because nearly everybody has some use for them.

We aim to offer only the well-made, good-fitting article. Our range of styles and prices is as follows:

Men's gloves with plain wrist, 65, 75, 85, with knit wrist, 75, 80, 90; gauntlets, 90 cents per dozen.

Men's mittens, 75 cents per dozen.

Boys' gloves with plain wrist 62½, and with knit wrist 72½ cents per dozen.

Mail orders are given prompt attention.

Grand Rapids Dry Goods Co.

Wholesale Dry Goods

Grand Rapids, Mich.

You are cordially invited to make our store your headquarters while visiting the State Fair.

Until further notice we will close Saturday afternoons at 1 o'clock.

Trunks and Bags

Eifert's Trunk Factory

73 Canal St. Grand Rapids, Mich.

We are manufacturers of
**Trimmed and
Untrimmed Hats**
For Ladies, Misses and Children



Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.



"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.

since I blew out of sight of the Black Hills. In order that I might continue independent, I didn't accept of it.

"I worked in a St. Louis grocery one day. I lifted out the ballast and cleared deck for action. You observe that I've acquired a nautical tone since my trip on the Cumberland. What I did was to scrub out and move boxes and barrels so the cashier would have room in which to count her money. The cashier is a little peach—with a bug in it. She says Chawley and bawth, and wears her hair stretched on one of the wheels her brother lost off his auto. Her name is Gertrude, and I would have had a job if she hadn't knocked.

"All I did to her was to ask her where she found food for her continuous word-ticker, which has a motion like an electric buzzer. I could have stood the conversation all right if most of her words hadn't tripped over a hunk of chewing gum and dropped to the floor before I tried to piece 'em together. Gertrude wears a white waist and an anxious air. She handles twenty-five bones most every day, and believes that the mental strain of her position will soon drive her to a place where girls go in bathing in toilets which take an hour to tie on.

"When I got my job of ballast-moving finished the boss said I could take my sixty cents and get out of town. Gertrude had been telling him how sassy I was. I took my sixty, but I didn't cut me lucky, as the saying is in the first ward of Chicago. I invested the whole sum in a room, which I occupied in company with a lot of creatures from the underworld for one consecutive night. When I went back the second night I made the discovery that the old woman I had paid the rent to had been put out for not paying unearned increment on the flat. Ain't I the lucky dog? If I had flopped there another night I might have been distributed all through the house by my bedfellows. I have since been given to understand that bugs eat brick partitions, and anything that can eat a St. Louis brick can get me, all right.

"How long do you think I'm going to remain away from the line of vaudeuses that mark Monroe and Canal? Some day I'll drop in on you and promise never, never to leave you again as long as you keep me on the payroll. I hear that the vaudeuses have hired ignorant men to explain the pictures as they flash forth. If they have they've lost me. I heard some of those barkers in San Louey. They didn't know what they were talking about, and their conversation would have disgraced a track tout—great brazen bums, whose speech was ungrammatical and slangy. Oh, of course, you're going to mark some of my slang terms and send this back to me. It is only the influence of me environment.

"I think I'll have to quit. The copper on the next alley is watching me. I think I'd like to have you or some other good fat grocer out with me. I guess you'd get an appetite for the husks. By the way, don't kill any calves when you see me coming. I'm a good deal of a veal myself, but I

know enough to keep a good job when I get one. If Gertrude had been less unkind I might have caught on here, but it was not to be. One thing you may do, old man. You may meet me at the Union station with a meat pie under each arm. As ever, Sammy."

Grocer Brown has written to the ex-clerk, and when the answer comes it will be promptly transmitted to the Tradesman. Alfred B. Tozer.

He Probably Wouldn't.

After the man with the bundle, who seemed to be a tailor, had looked at the man with the Roman nose, who was a fellow-passenger in the street car, for four or five minutes he shifted over to his side of the car and whispered:

"Perhaps you know William Jennings Bryan?"

"What, the candidate for President?"

"Yes, sir."

"I know him, of course."

"But you don't know him personally? That is, you couldn't take him by the hand and call him William and ask after the health of his family?"

"No, I could hardly do that. What is it you want to find out?"

"Mr. Bryan will be around this way before the campaign closes. I thought I'd call on him and tell him how devoted I was to his interests."

"Yes."

"I can't sleep nights for hoping he will be elected."

"I see."

"I keep a journeyman in the shop and I gave him notice the first thing that if he didn't vote for Bryan he'd have to get out. That's the kind of man I am when I take to a candidate."

"Yes."

"But the rub of the whole thing is right here: Suppose I bring things about to meet Mr. Bryan? Suppose I tell him how devoted to his cause I am? Suppose I tell him I want to see him in the White House if it takes the last drop of my blood? Suppose all this, and then suppose I ask him for the loan of a \$5 bill—do you think he will let me have it?"

"Not by a durned sight!" replied the man with the Roman nose with a good deal of vigor.

"All right. I get off here. Mr. Bryan will never be President of the United States—never! I'll try Taft!"

Tit For Tat.

In a certain small village there were two butchers living in the same street. One placarded his sausages at 1s. a pound and the rival promptly placed 8d. on his card.

No. 1 then placed a notice in his window, saying that sausages under 1s. could not be guaranteed.

No. 2's response to this was the announcement, "I have supplied sausages to the King."

In the opposite window the following morning appeared an extra large card bearing the words, "God Save the King."

Religion is moral trigonometry worked out on a base line touching two worlds.

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.

"Some More of That Same Kind"

Does that sound good to you? Means a nice, easy sale and a satisfied customer, doesn't it? All the effort it takes on your part is to say, "Pleasant weather we are having, Mrs. —, isn't it? Now is there anything else this morning?" Stock the goods which will make them come to YOU, and say, "Some more of that same kind." Drop a postcard—costs a cent—for sample and prices of our California Jams, Marmalades and Preserves.

H. P. D. Kingsbury
Redlands, California

(Where the oranges come from)

W. S. Ware & Co., Distributors
DETROIT, MICH.

HENRY SMITH
FLORIST

139 Monroe St., Grand Rapids, Mich.
Both Phones

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?

Wingold
THE FINEST FLOUR IN THE WORLD

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.
Winona, Minnesota

LEMON & WHEELER CO.
Wholesale Distributors
GRAND RAPIDS, MICH. KALAMAZOO, MICH.

P. Steketee & Sons

Come to Michigan's Best Fair September 14 to 18 Make our store your headquarters and inspect our lines of Fall Dry Goods and Gents' Furnishings.

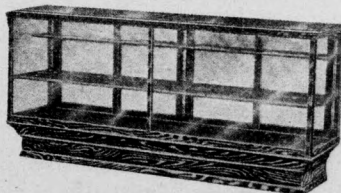
P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

We close Saturdays at 1 o'clock.

A Better Case for Less Money



That's saying considerable, but hundreds of merchants who have bought from us know we make good our claims. We positively guarantee to save you money and give you a case of better quality. Our direct selling plan—from manufacturer to merchant—makes this possible. We pay freight both ways if goods are not as represented. Get catalog and prices.

Geo. S. Smith Store Fixture Co.

Grand Rapids, Michigan

MEN OF MARK.

William Widdicomb, President Widdicomb Furniture Co.

The positive trait is admissible in the character of a man when it is the expression of a well balanced physical, mental and moral constitution. The positive quality in human nature can but occasionally be applied to individuals in an absolute sense, and probably in the more numerous instances it is a defect in character rather than a virtue. The greater number of individuals are more or less positive, else each would be unable to arrive at a decision about anything. There are thousands of people who depend upon others for decisions in common matters of life. Many others reach a conclusion only after much weighing of reasons and argument for or against, and, often, after prolonged deliberation, are forced to a final decision by a mere accidental circumstance.

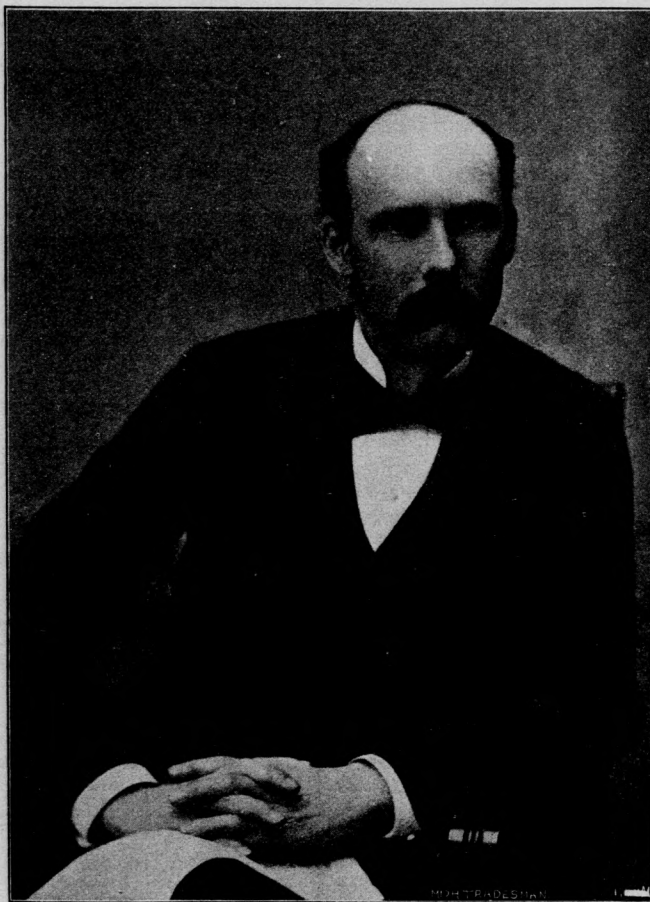
As a rule the man who reasons much seldom arrives at a positive result. He finds that questions to be decided are too manifold in debatable features to render it possible to reach an impregnable judgment. Perhaps it is on this line that we can estimate the difference between a theorist and one whom we call a practical man. The one seeks results by a reasoning process; the other seizes on what at the moment seems feasible and puts it into practice.

There is a kind of man who is constitutionally positive in character. His entire makeup, his mental processes, his motives, his conclusions, his actions are all positive in the sense of the word which is opposite to that of negative. He arrives at a quick decision because he has but one way to look at a thing. As he sees it so it is, so far as he is concerned. It positively is so beyond debate. He spends no time in search for doubts or objections. He acts directly on his positive conclusions. In business, in morals, religion, social relations, public obligations, or whatever calls him to decision and action, his course is taken without hesitancy, for he seldom is in doubt as to what he should do. President Cleveland was a man of that character. He was so positively constituted that to look at a question was to see quickly what was right and what was wrong in it. If action was required he had no doubt as to what it should be. If the thing was wrong there was not a moment's hesitation about his decision—he rejected it; if right his conclusion was equally positive and direct. There must be no compromise, no temporizing. The men who are in the habit of taking a sophisticated course, of neutralizing the right by motives of expediency, as they insist, for ulterior although indirect good, had no standing in Mr. Cleveland's moral court; they had no case, as the lawyers say. It should be noticed that there was no hesitancy or mental debate in this attitude. Simply to see was to judge. To compromise or even to endure a wrong proposition to him was monstrous and not to be tolerated for a moment. That was evidence of positive moral character. It seldom is seen in such transpar-

ent simplicity among politicians or public men. It is admirable, nevertheless, and the common people are ready to follow the lead of a man of that positive moral character whenever he reaches public eminence. When it is coupled with great brain power and personal magnetism it is irresistible.

The people like a man who is well poised, clean cut, frank and positive; a man who is no conundrum; one whose life is an open book; a man who has never been known to descend to trickery, who has fought fairly, who has had no sinister streaks in his life, a career that will stand the light of day; a man whose contemplated action is known beforehand, for everybody is satisfied as to what he will do under given circum-

turer with a decided tendency for mechanical invention, and some of this mechanical ingenuity was inherited by his son. The family migrated to the United States in 1842 and settled in Syracuse, N. Y. In that city the father worked at furnituremaking. The son attended public school until the age of 15 and then began work with his father at the trade of cabinetmaking. At the age of 17 he came to Michigan, expecting to obtain employment through the aid of a friend in a furniture factory at Battle Creek, but the enterprise had failed and the factory closed its doors before the young mechanic reached that town. He at once turned his steps to Grand Rapids, arriving in this city October 1, 1856, by the old Kalamazoo stage route, with



William Widdicomb

stances. When a man combines such traits with unusual mental and executive ability he personifies all that we can ask for in any important position in life, whether it be private or public. The foregoing remarks are preliminary to the introduction of a man who is a living example of the positive character so often observable in leaders of men and affairs. So well and favorably is he known in manufacturing, banking and mercantile circles in his own and other states that we are satisfied that thousands will highly welcome and enjoy this tribute to his personality and his deservedly successful career.

William Widdicomb was born in Exeter, England, July 25, 1839. His father, George Widdicomb, was an old-time cabinetmaker and manufac-

25 cents in his possession, which he had saved by not taking a dinner at the stopping place then known as Chambers Corners, for he realized that he must have enough to pay for a lodging when he reached Grand Rapids. He immediately obtained employment with E. W. & S. A. Winchester, furniture manufacturers, continuing with them for a year or two, and Mr. S. A. Winchester's kindness as an employer is still a pleasant memory.

The family arrived in Grand Rapids about January 1 and in due time all became identified with the furniture industry of this city. In 1858 the father started a small furniture factory at the east end of Bridge street bridge, which was destroyed not long after in the great Bridge

street fire. With undiminished courage he resumed his venture and, with the work of his sons, soon re-established the small business. It was in this small venture that the son William appears as the first furniture salesman out of Grand Rapids, for in 1859 he visited Milwaukee as a commercial traveler to assist in selling the product of this little factory. The small business progressed in a humble way until 1861, when the war enlisted all four of the sons and the business continued in a very precarious condition until it expired in 1864, for the sons had constituted substantially all the working force of the establishment.

Upon his return from the war William Widdicomb obtained employment with C. C. Comstock and Comstock & Nelson, continuing with them until January 1, 1865, when he opened for himself a very limited business upon the East Side Canal on the second floor of a small building where the New England Furniture Co. is now located. The brother, Geo. Widdicomb, Jr., died at about the close of the war from a disease contracted while in the army, and the other brothers, Harry and John Widdicomb, entered the business, which was continued in a very modest way. All were skilled mechanics, possessing a thorough knowledge of the mechanical part of furniture manufacturing. The enterprise grew and in 1868 was moved to the corner of Fourth street and the Grand Rapids & Indiana Railroad. Theo. F. Richards was admitted to partnership in 1869, adding to the enterprise a moderate amount of capital, the firm name then being Widdicomb Brothers & Richards. The business grew rapidly for the next four years and December 1, 1873, it was incorporated with a capital of \$150,000 and officered as follows: William Widdicomb, President; Theo. F. Richards, Vice-President; John Widdicomb, Secretary; Harry Widdicomb, Treasurer.

The next ten years constituted a period of great prosperity for the furniture industry of Grand Rapids. Especially was this true of the Widdicomb Furniture Co., which rapidly increased the size of its plant and the volume of its output. Under the painstaking effort and skillful management of Mr. Widdicomb the corporation paid enormous cash dividends in addition to the expenditures incident to the remarkable growth of the business in the way of new buildings, improved machinery and enlarged lumber yard. Instead of ensuring complete harmony, the exceptional prosperity of the corporation resulted in unfortunate differences of opinion, which finally culminated in the voluntary retirement of Mr. Widdicomb in 1883, on account of his opposing enormous expansions which would involve the borrowing of large sums of money. Subsequent events proved the wisdom of his conclusions and justified the position he assumed and maintained in regard to the more rapid enlargement of the business.

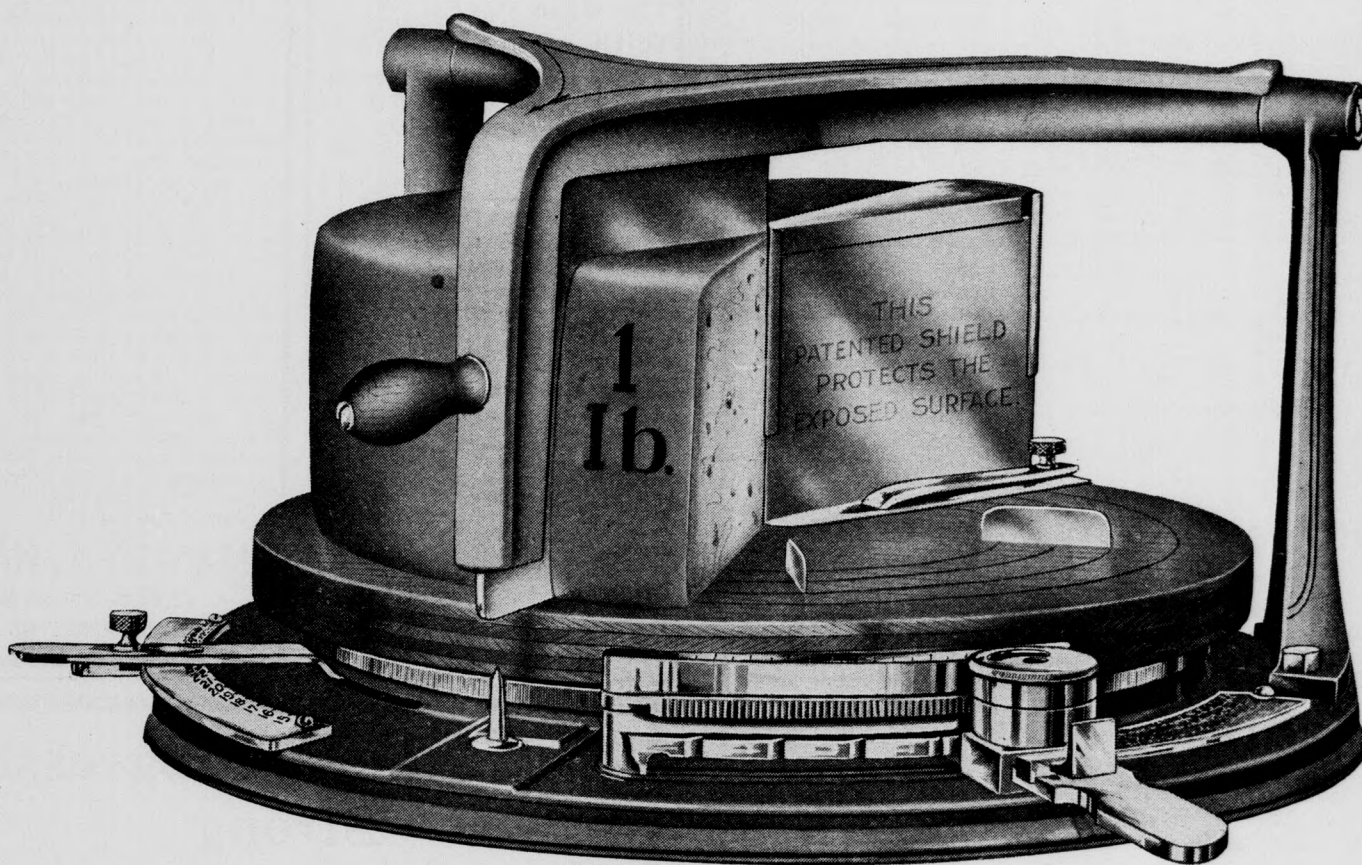
In 1883 William Widdicomb became Cashier of the Grand Rapids National Bank, which position he

Straight Business Talks To Conservative Business Men

The Dayton Templeton Cheese Cutter at \$20.00

The use of the overworked, superlative adjective, "**Best**," would be of little or no avail if we didn't know from actual business experience that shrewd buyers do not hesitate on a matter of a few extra dollars when quality is considered. Our slogan has always been,

Some one may possibly build a better Cheese Cutter, but they never have; and we are tempted to add, "They never will."



Every year that we have sold the Templeton Cheese Cutter we have added some valuable improvements, and have offered these improvements without one penny extra charge to the selling cost of the machine. We want to impress upon the buyer, either you who are now in possession of a cheap cutter, or you, Mr. Merchant, who are investigating the subject for the first time, that the machine we now offer you at the modest price of \$20.00, is the machine you should own. When you buy a Templeton Cheese Cutter you will buy a good one—one that is **guaranteed** for one year from date of sale, and one made by the makers of the finest Computing Scales in the world. Don't be "Penny wise and pound foolish;" but invest in an investment.

The Computing Scale Co. = Dayton, Ohio

held until 1888, resigning to give attention to his private business. In 1886 he erected the Widdicomb building on the site of the old Rathbun House, corner of Monroe and Market streets, which property he still owns. From 1885 to 1894 he was engaged in the wholesale grocery business as a partner of Amos Musselman. While engaged as a wholesale grocer he did much to develop co-operation and association among the wholesale grocers of Michigan and adjacent states. In 1897 the business and finances of the Widdicomb Furniture Co. having become somewhat embarrassed William Widdicomb was requested by the shareholders and creditors to resume its management, and the business is once more an important factor in the furniture industry of this city.

As a manufacturer Mr. Widdicomb possesses marked ability and business traits which make him prominent in the furniture industry of this city; he has been successful in his efforts toward reviving the business of the Widdicomb Furniture Co. and has again made the business a profitable enterprise. Among other traits he has the valuable faculty of organizing a force of workmen into a harmonious whole, and he is greatly proud of the fact that in all his forty years of manufacturing he has never had a strike or other difficulty with the workmen he has employed. His mechanical ingenuity permitted him to invent novel devices and improvements in the labor saving machinery required in the conduct of the furniture business, yet he has never taken out any patents upon the devices which he originated.

Mr. Widdicomb established the business of the Widdicomb Furniture Co. with the very modest capital of \$23 and has won his success through energy, business prudence and a persistent endeavor to manufacture furniture of good quality, and his efforts in this direction have been recognized in the very handsome business which the Widdicomb Furniture Co. now possesses.

Rings and Wedding Dates.

Some one wanted to know without asking directly how long a certain woman had been married.

"About fifteen years," said a man who is a jeweler.

"How do you know?" asked his wife. "You don't know anything about her. You never saw her until to-night."

"I can tell by the size of her wedding ring," said the man. "The width of wedding rings changes about every five years. Their size repeats itself at certain periods, but, figuring that way, the woman must have been married fourteen years ago, if not fifteen. She is not old enough for 45, consequently she must belong in the fifteen-year class."

Subsequent enquiry proved that the jeweler was right.

A Near-Right Answer.

Some funny things happen in the schoolroom. A Brooklyn teacher called upon a small boy to define "multitude."

"A multitude," said the boy, "is what we get when we multiply."

Buttermilk Is a Beverage Fit for the Gods.

Buttermilk is a popular drink, especially in the summertime. It is on tap at most of the bars. It is served at the hotels. Many of the soda fountains keep it. It is frequently found in the homes. Mildly acid, it is grateful to the tongue and the doctors say it is good for the stomach. Not everybody drinks buttermilk, but those in a position to know say its consumption is steadily increasing, that those who like and call for it are growing in numbers each year.

Buttermilk is a manufactured product, and the processes from raw material to finished article are many and interesting. This relates to the buttermilk that comes from the creamery. The old fashioned, home made buttermilk is quite simple.

The first step in the production of the popular summer beverage is taken way back on the farm. A pretty maid, or perhaps the hired man, milks the cow. The milk is run through the hand separator, which reduces it to about one-fifth its original volume, and it becomes what is known as cream. The cream is shipped in ten gallon cans to the creamery, where it is tested by sample and measured and then poured into a big tank. From the tank it goes through a coil built on the same principle as an instantaneous heater in the bath room, where it is heated to 180 degrees. From the hot coils it goes to coils immersed in refrigerating fluids, which reduce the temperature to 40, and then to the agitator. The hot and then the cold is fatal to all the germs in the cream. The cream has been pasteurized and has become almost tasteless. To make good buttermilk it is necessary to get some healthy germs back into the cream, germs that are friendly to the human system. This is done by an artificial process. A few gallons of pasteurized milk is warmed to the temperature most agreeable to germs and best calculated to promote their observance of the scriptural injunction, and into this warm milk is poured a small bottle of butter culture, which comes mostly from Boston. The inoculated milk is poured into the agitator filled with cream and is allowed to "work" over night, and the agitator also works. This agitator is a big tightly closed, ice surrounded tank through which runs a large endless screw with a hollow shaft through which ice water flows. The screw revolves and this keeps the cream in motion and encourages an even spread of the germ growth.

From the agitator the cream goes to the churn. This is not one like mother used to use in the old days back on the farm. It holds about 400 gallons of cream and looks like a big barrel, which when in motion revolves on a shaft. It has a couple of hatches provided with covers which clamp down tight, and a bung hole, and inside, stretching its length, are molding boards. When everything is ready, cream inside and hatches clamped down the operator turns on the power and the barrel begins to revolve, and the last process in the manufacture of buttermilk is under

Grand Rapids, Holland & Chicago Ry.

TO CHICAGO

In Connection With
Graham & Morton Line

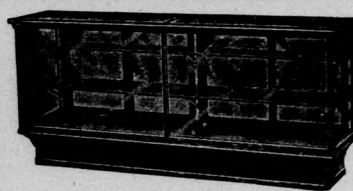
Steamers

Puritan and Holland

Holland Interurban Steamboat Car
Leaves Market St. Depot

FARE
\$2 Nightly 8 P.
52 M.

Freight Boat Every Night



The Case With a Conscience

is precisely what its name indicates.

Honestly made, exactly as described, guaranteed satisfactory.

Same thing holds on our DEPENDABLE FIXTURES.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues

100% Better Light

At Half The Cost

are the results you get from the Hanson Gasoline Lighting System.

It has taken 12 years of constant scientific building to produce this system.

Write for descriptive catalogue.

American Gas Machine Co.

Albert Lea, Minn.



MERCHANTS

The best is the cheapest in everything
When you have that

AUCTION or SPECIAL SALE

Get the BEST and you will be the gainer by
LONG ODDS

Let us tell you all about what our twelve years' experience can do for you in reducing or closing out your stock at a profit.

We can please you as we have hundreds of others, and leave you smiling when we say good-bye.

Our methods are strictly up-to-date, everything high class, and we get the business.

W. A. RALSTON & CO.

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



\$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.

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GRAND RAPIDS, MICH.

Successful Progressive Strong



No. 1 Canal St.

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\$1,200,000.00

Assets

\$7,000,000.00

Commercial and Savings

Departments

way. In half an hour or so the operator begins to stop the churn to see how the buttermilk is coming on. After two or three inspections the conditions are found just right. The gear in the churn is changed, and then the churn revolves slowly for a time. A few more inspections and then in triumph, with a smile of satisfaction on his face, a smack of anticipation on his lips, the operator opens the bung hole and the buttermilk, white, rich and ready for immediate consumption, gushes forth to make the world glad.

The buttermilk is sold to the saloons, the hotels, the soda fountains and private consumers at about ten cents a gallon. What is not sold in this way goes to the farmers for their pigs at anywhere from one cent to five per gallon. If there is still some left it goes into the sewer.

An important by-product in the manufacture of this fine summer beverage is the popular household article known as butter. When the gear in the churn is changed it sets the molding boards in action. These boards gather up and mass the butter that has "come," and this butter is left in the churn when the buttermilk is drawn off. Then salt is thrown in, the ice water hose is turned on and the churn once more begins to revolve. The molding boards inside knead the butter, impregnate it with salt and the ice water hardens it. When the churn is opened for the last time the butter is massed in great rolls and banks right at the hatches, rich in color, sweet to the taste, beautiful to look upon. It is taken out by a wooden ladle and packed into wire crossed frames, and when the frames are lifted the butter is cut into one pound blocks, ready to be wrapped in oil paper and then encased in fancy pasteboard cartons for the market. Sometimes it goes into tubs or crocks for shipment or for the less fancy trade. The churn of 400 gallons of cream will yield from 900 to 1,100 pounds of butter, depending on the richness of the cream, and probably 350 gallons of buttermilk. In a rough way it may be stated that five gallons of milk will yield one gallon of cream, and one gallon of cream should be good for a little more than two pounds of butter. From milk to butter is from twenty-four to thirty-six hours, and after the milking at no stage does the human hand come in contact with the material used. The separator, the pasteurizer, the agitator and the churn are machines, and the packing is done with wooden ladles. At every stage precaution is taken to insure perfect cleanliness, and in this respect the creamery made butter has material advantages over the hand made or, as it is known in trade circles, dairy butter. How extensive are the creamery butter interests in Grand Rapids may be realized by the estimate of an annual production of 1,500,000 pounds by the four creameries located here.

Buttermaking in the modern fashion is far different from the buttermaking of other days. The old way was to "set" the milk in pans in the cellar, then skim off the cream and let it cure, and finally churn it in

the old fashioned churn, for which the small boy was usually the motor power. When the butter "came," which to the motor power seemed about three weeks, the butter was rescued from the churn, washed, worked, salted and packed in crocks. Careful housewives made good butter; in fact, some of our mothers and grandmothers were famous for their product, but all housewives were not careful. Whatever may be said as to the improvements of the new over the old way of buttermaking, one thing is certain and that is that the buttermilk is not what it used to be. The old fashioned buttermilk had flakes and even little chunks of sweet butter floating around upon it, and it was a food as well as a beverage. The modern buttermilk maker who leaves any bits of butter floating around on his is liable to lose his job.

No Difference To Him.

Up in the woods of Benzie county in July I came across the cabin of a settler eight or nine miles from nowhere. He had a log cabin consisting of only one room, and himself, his wife and seven children were dressed in little better than rags. The stuff he had planted was dying for the want of rain, and the one old horse he had was a mere skeleton and hardly able to stand up. After lending him a match and a pipe full of tobacco, I said:

"Well, the panic seems to have hit you pretty hard."

"What panic?" he asked.

"Why, don't you know that since last October this country has had a money panic—been mighty hard up?"

"No. Never heard a word about it. Folks been hard up, eh?"

"Yes. Even the millionaires have been hard hit."

Then I went on to tell him as much about it as I could, and when I had finished I asked:

"So you haven't felt the hard times at all?"

"Not the least mite, stranger," he replied. "No; things have gone right on with me the same as ever. Corn, coffee and 'taters right along, and sometimes bacon. Roof over our heads and something to wear."

Then, calling to his wife to come out, he said:

"Jane, have you heard anything about any panic?"

"Mercy, no!" she exclaimed.

"Well, the stranger says there's been one all over the country. The poor folks are eating grass and the rich can't buy 'taters for breakfast, and here we have been goin' right along in the same old way without it makin' a cent's worth of difference to us. Jane, I told you we'd be some pumpkins when we first moved up here, and now this shows that I was right."

Joe Kerr.

Prepared for Emergencies.

Wife (at 7 a. m.)—Now, deny your condition last evening! Here you are with your hat and shoes on. Don't tell me you didn't come home the worse for drink!"

Husband—Not a bit, dear. You know I have lately taken to walking in my sleep, and I thought I'd go to bed prepared.

H. LEONARD & SONS

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Crockery, Glassware, China
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That Will Save You Money
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CURTIS-LEGER FIXTURE CO.
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We have just put in the celebrated line of these goods manufactured by ABEL & BACH CO. It's the finest line on the market.

All prices.

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This is an age of specialists. Our specialty is the fitting of young men and women for positions of trust and prominence in the business world.

If YOU wish to succeed in business you must study business as business is done. Investigate our modern and practical courses.

Write for new descriptive catalog.

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19-27 S. Division St., Grand Rapids, Mich.

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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.

The Ideal Junior Lighting System

is conceded by all to be the safest and most durable, and furnishes a better light at less cost than any other. Write for our latest catalog which explains fully our machine.



If you want a cheap light don't write

IDEAL LIGHT & FUEL CO.

Reed City, Michigan



Some Interesting Experiences of Traveling Men.

"Yes," said the old traveling man, "I have had some experiences on the road I reckon. If there is anything in our line that I have not gone up against I can not think now what it could be.

"For instance, I have struck the worst hotels as well as the best in the country. I have one hotel in mind that seems to me was just about the limit. When I turned in for the night I was mighty weary, but it was not long until I saw that I had to make a get-away from that bed if I wanted to get to sleep that night. If there was one bug there, there were ten thousand. They acted as if there hadn't been a guest at the house or at least one who slept in that room for months. They seemed to be tickled to death to find me and the way they romped over me and bit chunks out of me was a caution. I stood it for about half an hour and then I took up a blanket and fled from the house. I shook the bugs out of that blanket until I was certain there were none of them left and then I wrapped myself up in it and laid down on the ground. I had just got to sleep when I heard something calling and in about two minutes I heard a sound as if there was an army of some kind coming over the grass. The next thing I knew about seventeen hundred bed bugs caught that blanket in their teeth and yanked it off of me. You see, one old scout had followed me out and located me and then called to the rest. They came a-running at his call and proceeded as I have said to yank the cover off of me so that they could get at me."

There was silence for a few minutes after the old traveling man ceased his harrowing tale, then a bald headed middle aged man who had been on the road for about twenty years spoke up and said:

"I never had quite such an experience as that with bugs, but one time I was traveling in New Jersey and stopped at a town on the Jersey coast. The landlord of the hotel was an accommodating sort of man who wanted to make it as comfortable for his guests as possible. He said to me when I registered that he never had seen the mosquitoes as bad as they were that summer but that he had fixed it he thought so that I could sleep. Then he took me up to my room and showed me my bed. It was his own idea and he was proud of it. He had made a sheet iron frame to go over the bed. It was perforated all over with small holes, not large enough to allow the mosquitoes to get through and at

the same time big enough to admit the passage of air. He said that he had tried mosquito bars but that the mosquitoes would simply tear them all to pieces in no time and they offered no protection to the guests. Well, along about 10 o'clock I went to bed, opened up the frame and got inside. I hadn't been there long until I heard the infernal racket outside of the sheet iron cover you ever heard of. It was the mosquitoes raising a rumpus because they could not get at me. They would come up and stick their suckers through the holes in the sheet iron cover trying to get at me, but they couldn't get through the holes. I never saw a lot of mosquitoes so hot under the collar as those appeared to be. Some of them had suckers at least two inches long and they would run them through the holes in the sheet iron cover and bark like a dog. I could not sleep for the noise, and then a thought came to me. I was traveling for a hardware house and happened to have a sample pair of pliers in my pants pocket. I got hold of those and began to amuse myself by bending the suckers over so that they could not pull them out. I was having a lot of fun that way when all at once I began to feel the bed rising. I had so many of the mosquitoes hooked that they just naturally were strong

enough by all lifting together to raise that cover, bed and all, and fly away with it. There was a big double window in the room leading out on to the balcony and the mosquitoes just carried that bed out through the window and flew away with it. I was getting scared and commenced to yell for help. The landlord came running out with a shotgun loaded with fine birdshot and turned loose with both barrels. He killed enough of the mosquitoes with that shot so that the rest could not hold up the bed and cover and me, so we commenced to slowly settle down to the ground. I got down without being hurt and got out of there, but I don't want any more experiences of that kind."

"Well, I don't wonder," remarked the traveling man who had a slight cast in his left eye. "I never had any experience with those Jersey mosquitoes, and I never ran up against quite as bad a deal in bugs as the old man here tells about, but I had one curious experience with a snake. I was traveling for a house that made a specialty of chewing gum and I got in the habit of being a gum chewer. One day I was traveling out in Western Kansas and had to make a drive across the country. Right out at the edge of one of the towns I ran onto a rattlesnake and it just occurred to me that I would try an experiment with that snake. So I took a big hunk of gum out of my mouth and put on the end of a stick and stuck it in front of the snake's nose. He struck at it and as a result he was the worst surprised snake I ever saw. The gum got stuck between his jaws and he simply could not get it out. I watched him a while and went away while he kept on chewing the gum to beat the band. I thought nothing more about it until

a day or two after that I was standing on the depot platform where there was one of these machines where you put in a cent and push on a spring and a piece of chewing gum drops down. Well, sir, I was surprised to see that rattle snake crawling along the platform. I watched him and saw him go up to that gum machine. He had a penny in his mouth that he had picked up somewhere and he reared upon his tail and dropped that penny in the slot, and then pushed on the button with his nose until the piece of gum dropped. Then that snake took it in his mouth and crawled away chewing on it with great satisfaction. You see he had acquired the gum chewing habit from chewing that hunk of gum that I put on the end of the stick and stuck in front of his nose."—Merchants Journal.

It may be a little out of
your way to

Hotel Livingston Grand Rapids

but we went a little out of
our way to make our Sunday
Dinners the meals
"par excellence."

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.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you
didn't, your rival got the order, and
may get the customer's entire trade.

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.

Movements of Michigan Gideons.

Detroit, Sept. 15.—The Volunteer meeting last Saturday evening was conducted by C. M. Smith, W. R. Barron and the writer. About forty were present and listened with interest to Brother Barron, who related an experience he had had with one of his fellow workman who was spending his money for that which is not bread. He invited him to go and hear Sam Jones and, with much reluctance, he accepted. Sam had for his text the first verse of the twentieth chapter of Proverbs. Sam said during his lecture that "the man who sold liquor was a knave and the man who drank it was a fool!" At this Brother Barron felt badly to think he had urged his friend to attend this meeting and then to be called names of this kind. After the lecture the friend said to Mr. Barron, "He rubbed it into me hard." Mr. Barron replied, "Did you hear the text?" "No." "It was, 'Wine is a mocker, strong drink is raging, and whosoever is deceived thereby is not wise,' so you can see that it was not Sam who called you a fool, but it was God." The next evening after the day's work the man was about to enter the saloon when the thought of being a fool came to him and he went home with his money and was sober. The next morning he did not have an empty purse. Time passed and whenever he started to enter a saloon he would remember "Fool," and saved his money. Poverty and degradation disappeared in the family and in two years this friend met Brother Barron and said, "Whosoever is deceived thereby is not wise." He also said, "I was a fool," and drew from his pocket a bank book showing a large balance to his credit. He had a clean face, good clothes and a bright clear eye. He had a position in the office. He had joined the church and was an earnest worker in the endeavor to help those who are not wise.

John Adams Sherick gave his lecture Sunday morning at Grand River Avenue Baptist church on "The Growing Christian." The pastor, Rev. David Hart Cooper, D. D., presided. National President Chas. M. Smith read the scripture. Miss Evo and Mrs. Webb sang: "Take Your Brother by the Hand." C. F. Louthain presided at the piano, and as these high, clear, sweet voices touched the high notes Brother Louthain seemed to make the instrument talk. When the last note of this beautiful hymn died away and was recorded above Pastor Cooper introduced Brother Sherick, after an earnest prayer for the speaker and his efforts. It was a prayer from the heart. The speaker had new thoughts and the Christian was growing during the entire lecture, after which C. F. Louthain sang, "Father's Letters," with the church organist presiding at the piano touching every note and key to fit Brother Louthain's clear, strong voice.

At Martha Home Memorial church Brother Sherick lectured at 3:30 p. m. on "The New Man." In the evening at the Griswold House he recited with telling effect "The Other Wise Men," which carried his hearers to the portals of Heaven. We

who have known Brother Sherick for years can not understand him unless he is "The New Man" or a fast "Growing Christian" or "The New Wise Man." I think we can say that if the shoes he sells fit as well as do his lectures his customers can not fail to be satisfied. The meeting was led by A. C. Holmes and about twenty were present, most of whom gave testimony.

The writer recently called on Abner F. Phelps, who owns a grocery at 425 Michigan avenue, and is a brother of T. D. Phelps, of Greenville. He is full of vim, push and zeal. He did not give testimony, but he had his pockets full of prohibition membership cards and he wanted every voter present to vote just as strong as he talked and prayed. Mr. Phelps does not smooth his message to please his hearers. He strikes from the shoulder, and some of the brothers sign his cards and others are given a lecture for future consideration. Mr. Phelps must be a success in the grocery business, as he is full of get there and very positive, and customers could not leave until they had filled their larders.

Aaron B. Gates.

Gripsack Brigade.

It is a brave man who admits his faults and resolves to conquer them.

Decide that you will save your money and improve your selling method. A decision without accompanying acts is a waste of brain power.

No details are so trifling but that they merit your close attention. An able man is known by the capable way in which he performs small tasks as much as by his way of swinging big issues.

Don't fail to keep a list of probable purchasers.

Don't answer a question except with the truth.

Don't do all the talking when you call upon a prospect.

Don't get discouraged. Other men are selling your product successfully, and you can if you try hard enough.

Objections may be unpleasant to meet, but they are helpful if you are successful in overcoming them. Each one shows you just where and how you may strengthen your selling talk.

A competitor, like adversity, has his uses. He forces us to be industrious and industry develops our own capability. He makes us appreciate more keenly the particulars in which our own proposition excels.

Don't begin by showing a customer goods which you know are more expensive than he can possibly afford. If you do, the sight of them will take the edge from his interest in your "next best."

In showing papers to men with whom you wish to do business—whether the papers be in the nature of credentials, recommendations or testimonials—be sure to have them fresh and easily legible. Crumpled, soiled and dog-eared documents have the same air of vagabondism as unclean linen.

Your confidence in your goods and in your selling powers gets orders. Your customer's confidence in your goods and in you gets reorders.

Misfortune always chases cowards; being a coward itself it runs from those who turn to match their strength against it.

Your business is to conquer your disadvantages; whatever they may be. Don't let them conquer you. What would be the use of courage in the world if there were no disadvantages to challenge it?

We all call the man noble who, in spite of his own ill health, goes out to fight the world, and wins. It is even a nobler man who, afflicted with ill health, fights it and wins.

Birds of a feather flock together. When you see a conclave of grumbles and knockers, and fellows who say, "It can't be done," steer clear. Don't give anybody an excuse for putting you down among the birds of evil-omen.

What a bone is to a brindle pup a bit of scandal is to the gossip. Don't tell things of your competitor to injure him, even if you happen to know they are true. It is not needful—they will be found out from some other source, and the blame will not be yours. Don't gossip about one customer to another, for some folks believe a dog that will bring a bone will also take one back with him. Live and let live. Be a good fellow in all that the term really implies.

The principal object of the salesman should be to convince the prospective customer that it is to his interest to purchase, and that the investment is a profitable one. You may interest Jones, the grocer, in the beauty of a "subject" or in the superiority of the finish of your goods, but what makes him anxious to give you the order is the conviction that such a line as yours will increase his net profits. If you can show him that forty other grocers (or even four) to whom you have sold, have regarded your line as a good investment, he will begin to think that he needs your goods himself. It should not be difficult to collect a number of short testimonials on these lines, and use them to great advantage.

One of the chief stumbling blocks

to successful salesmanship is lack of method. In all departments of business the value of method is universally acknowledged. The manager, the clerk, the book-keeper—all must work on systematic, methodical lines or their labor is a dead failure. The salesmen must have method if they want to get, not only fair results, but all the results that could be expected from their efforts. Regular hours for working, which weather conditions must not interfere with; previously thought-out and well-planned lines of talk on the merits of the goods; and a system for keeping in touch with every customer and keeping a finger on the pulse of his trade—these things are as imperatively necessary to the man on the road as an accurate system of accounting is to a book-keeper. The salesman should not allow himself to depend on inspiration; he should not trust that a happy thought will occur to him on the spur of the moment when it is needed to clinch an argument.

Hiram S. Robertson passed to a higher life August 19. He was born in Churchville, New York, in 1851 and removed to Bloomingdale with his parents when about 14 years old. His early life was spent at home on the farm. He taught school a number of years, then went into the drug business and soon took up the life of traveling salesman, which he followed for thirty years, until his health failed, his first experience being with Arthur Meigs & Co., remaining with them until they retired from business, then going over to the Judson Grocer Co. and later with the Diamond Crystal Salt Co., with offices in Chicago, where he resided for the past eight years. He was best known to his customers and fellow travelers as "Happy Hi," making many friends wherever he went by his cheery way and pleasant smiles. He is survived by a wife, mother, brother and sister. The funeral was held in Breedsville, his brother's home, and the remains were laid to rest at the Evergreen cemetery in the family lot at the old farm homestead in Bloomingdale township.

NOTICE OF SALE

Hagerman and Jamieson's
Stock of General Merchandise
At Fowlerville, Mich.

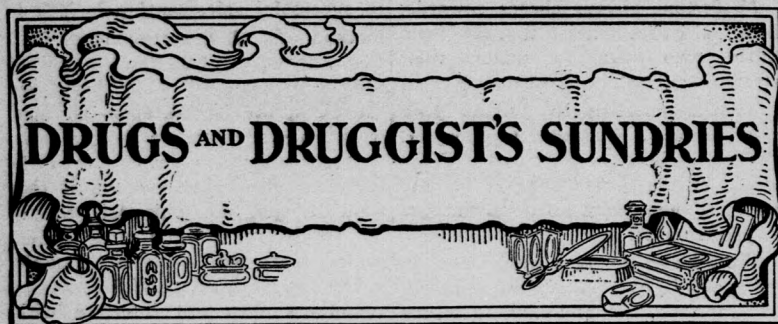
Friday, Sept. 25, 11:30 a. m., on Premises

Stock consists of Groceries, Dry Goods, Boots, Shoes and Notions.

For further particulars call, write or phone

DETROIT TRUST COMPANY, Trustee

Penobscot Bldg., Detroit, Mich.



Michigan Board of Pharmacy.
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Easy Method of Finding Prescribed Packages.

Melvin & Badger, a prominent firm of prescription pharmacists in Boston, have adopted the following practical system for laying prescriptions aside until customers call for them. Where so many are dispensed throughout the day, and where time is so valuable, it would not do to follow the ordinary hit-and-miss method of simply putting all the prescriptions together on a shelf and then picking them out when customers return. Thus we find at the front end of the dispensing counter, against the wall in just about the center of the store, a cupboard-like series of ten compartments, bearing numbers from 1 to 10 respectively. Prescriptions are put in these compartments as fast as they are finished, and the last figure of the prescription number in each case furnishes the key and determines into which compartment the package shall be placed. When the customer returns and hands in his claim check the latter, of course, bears the prescription number, and the bottle is easily found in the appropriate compartment.

A thorough checking system is of course employed in the dispensing of prescriptions, one man calling off to the other with the bottles still before him and doing this from memory, while the "checker" holds the prescription in his hand. The method used for making charges on prescriptions is the following: an advance of 50 per cent. is realized on the cost of the supplies, and a dollar an hour is estimated for the time of the dispenser. Of course this method has to be subjected to modification in unusual cases, but it is followed as closely as possible.

Left-Over Fruit Juices.

Pharmacists who close their fountain in the fall should be careful in buying their stock of fruit juices toward the close of the soda season, in order to avoid accumulating a large excess to carry over until spring, as is often the case. The stock should be reduced to a minimum. Whatever is left on hand should be most care-

fully taken care of and not allowed to spoil by neglect, as too often happens. It should be placed at once into suitable jugs or bottles, which should be filled to the cork, then tightly corked and securely sealed. The vessels should be kept in the cellar, or other cool place, until the soda season opens in the spring, when they should be opened and the juices carefully inspected and tested as to their condition. Any that may have become stale or impaired in flavor, and not in prime condition, should be discarded, as any attempt to use them at the fountain would be injurious to the business.

If among your excess of stock of juices in the fall you should happen to have some unbroken packages which have not been kept on hand too long, you might, through the courtesy of your wholesale dealer, get him to allow you to return them to be exchanged for other goods or to be credited to your account until you commenced to purchase your stock of juices for the spring business.

If tumblers or tumbler holders are loaned to neighbors a memorandum should be made at once; otherwise much loss may be incurred by persons forgetting or neglecting to return them.—J. B. Moore in Western Druggist.

Oppose Use of Saccharine.

The Washington State Dairy and Food Department is energetically conducting its campaign against saccharine in food stuffs, especially in the manufacture of soft drinks. Notice has been given manufacturers of soft drinks and others handling this class of goods that the new ruling prohibiting the use of saccharine in foods must be strictly adhered to or prosecutions will be made. The Department finds that publicity is the best method in bringing results in the matter of illegal foods as it is more effective than petty prosecutions, although the latter are necessary at times.

Druggist Must Be Careful With Postal Laws.

Druggists should be careful about violating the United States postal laws. The complaint is that they mail as fourth-class matter many packages containing written matter that should go as first-class. The postal authorities have announced their intention to prosecute physicians and druggists who send medicine bearing a written-in label at other than first-class postage rates and have already put on an extra force of clerks to open third and fourth-class packages.

Please Give Formula for a Tasteless Syrup of Quinine.

A heavy syrup of chocolate affords one of the best methods of masking the bitter taste of quinine. The quinine is preferably mixed with the syrup by simple agitation in a capacious bottle. If mixed in a mortar care should be observed not to grind the quinine to powder, since the drug develops increased bitterness when powdered. It will be found advantageous to render the syrup slightly alkaline by the addition of liquor potassae, U. S. P., in the proportion of about 2 drachms of potassa solution to each pint of syrup. Syrup of yerba santa enjoys considerable popularity as a pleasant vehicle for quinine. The incorporation of quinine with this syrup calls for the exercise of some skill in manipulation. To merely add the quinine to the syrup and shake the mixture will not give satisfactory results. The quinine should be rubbed up in a mortar with small portions of the syrup added little by little. In this way the complete separation of the characteristic resin of yerba santa, which occurs when the mixture is merely stirred together, and which presents so unsightly a compound, is prevented.

A good stock syrup for use as a general corrigent of bitter drugs, including quinine, is made as follows:
 Cinnamon (Ceylon) 20 gm.
 Ginger (Cochin) 12 gm.
 Cloves 8 gm.
 Nutmeg 8 gm.
 Glycyrrhizen, purified 50 gm.
 Sugar 750 gm.
 Alcohol,
 Water, of each q. s.

Reduce the cinnamon, ginger, cloves and nutmeg to a No. 40 powder, moisten with 15 Cc. of alcohol, macerate for twenty-four hours in a covered vessel, then pack into a cylindrical percolator and gradually

pour alcohol upon it until 100 Cc. of percolate is obtained; mix this with the sugar in a mortar and set aside in a moderately warm place until the alcohol has evaporated. Add water until 500 Cc. of percolate is obtained; dissolve the extract of liquorice in the percolate with the aid of gentle heat, add the aromatized sugar, let the whole come to a boil, strain and add enough water through the strainer to make 1000 Cc.

Thos. Willets.

Do One Thing at a Time.

One idea at a time is all that you can carry out successfully and one idea at a time is all that the public can digest. Don't jumble your advertisements.

Grand Rapids Floral Co.

Wholesale and Retail

FLOWERS

149 Monroe Street, Grand Rapids, Mich.

Grand Rapids Stationery Co.

134-136 E. Fulton St.

Grand Rapids, Michigan

Jennings Special Perfumes

The Latest Fad Is a
Rose Odor



Meet the demand
with Sweet
Alsation Roses

A peculiarity of the perfumery business is the demand there is for special odors. We have undertaken to meet this requirement by placing on the market the following perfumes:

Lady Alice.....	\$4.00 net
La Budda (Trefle).....	4.00 "
Special White Rose.....	4.00 "
Sweet Alsatian Roses.....	4.00 "
The American Princess.....	4.00 "
English Violet.....	4.00 "
Lucerne Violet.....	6.00 "
Magda (French).....	6.00 "

Write for our offer on this special
line of perfumes

The Jennings Company
Perfumers
Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Acidum			Scilla Co.		
Aceticum	6@	75	Cubaebae	1	75@1 85
Benzoicum, Ger.	70@	8	Erigeron	2	15@2 25
Boracie	12	26	Evechthitos	1	395@2 50
Carbolicum	26@	29	Gaultheria	1	00@1 10
Citricum	50@	55	Geranium	2	50@4 00
Hydrochlor	3@	5	Gossypil Sem gal	70@	75
Nitrosum	8@	10	Hedeoma	3	00@3 75
Oxalicum	14@	15	Junipera	40@	20
Phosphoricum, dil.	14@	15	Lavendula	90@	30
Salicylicum	44@	4	Limons	1	30@1 40
Sulphuricum	13@	5	Mentha Piper	1	75@1 90
Tannicum	75@	85	Menta Verid	5	00@5 50
Tartaricum	38@	40	Morrhuae gal	1	60@1 85
Ammonia			Myrica	3	00@3 50
Aqua, 18 deg.	4@	6	Olive	1	00@3 00
Aqua, 20 deg.	6@	8	Picis Liquida	10@	12
Carbonas	13@	15	Picis Liquida gal.	94@	40
Chloridum	12@	14	Ricina	94@	1 00
Aniline			Rosmarini	1	00@1 00
Black	2	00@2 25	Rosae oz	6	50@7 00
Brown	80@	1 00	Succini	40@	45
Red	45@	50	Sabina	90@	1 00
Yellow	2	50@3 00	Santal	90@	1 00
Bacca			Sassafras	85@	39
Cubaebae	24@	28	Sinapis	85@	39
Juniperus	8@	10	Tigil	1	00@1 00
Xanthoxylum	30@	35	Thyme	40@	40
Balsamum			Thyme, opt	40@	40
Copaiba	65@	75	Theobromas	15@	20
Peru	75@	85	Potassium		
Terabin, Canada	75@	80	Bi-Carb	15@	18
Tolutan	40@	45	Bichromate	18@	15
Cortex			Bromide	18@	20
Abies, Canadian	18	20	Carb	12@	14
Cassiae	20	22	Chlorate	12@	14
Cinchona Flava	18	20	Cyanide	30@	40
Buonymus atro.	60	60	Iodide	2	50@2 60
Myrica Cerifera	20	20	Potassa, Bitart pr	30@	32
Prunus Virgini.	15	15	Potass Nitras opt	7@	10
Quillaja, gr'd.	15	15	Potass Nitras	6@	8
Sassafras, po 25	24	24	Prussiate	23@	26
Ulmus	20	20	Sulphate po	15@	18
Extractum			Radix		
Glycyrrhiza, Gla.	24@	30	Aconitum	20@	25
Glycyrrhiza, po.	28@	30	Althae	30@	35
Haematox	11@	12	Anchusa	10@	12
Haematox, 1s	13@	14	Arum po	10@	12
Haematox, 1/2s	14@	15	Calamus	20@	40
Haematox, 1/4s	16@	17	Gentiana po 15	12@	15
Ferru			Glycyrrhiza py 15	16@	18
Carbonate Precip.	15	15	Hydrastis, Cana po	2	50@2 50
Citrate and Quina	2	00	Hellebore, Alba	12@	15
Citrate Soluble.	55	55	Inula, po	18@	22
Ferrocyanidum S	40	40	Ipecac po	2	00@2 10
Solut. Chloride	15	15	Iris plox	35@	40
Sulphate, com'l	2	2	Jalapa, pr	25@	30
Sulphate, com'l, by	70	70	Maranta 1/4s	15@	18
bbl. per cwt.	7	7	Podophyllum po.	15@	18
Sulphate, pure	7	7	Rhei	75@	1 00
Flora			Rhei, cut	1	00@1 25
Arnica	20@	25	Rhei, pv.	75@	1 00
Anthemis	50@	60	Spigella	45@	50
Matricaria	30@	35	Sanguinari, po 18	15@	18
Folia			Serpentaria	50@	55
Barosma	40@	45	Senega	85@	90
Cassia Acutifol.	15@	20	Smilax, off's H.	10@	12
Tinnevely	25@	30	Smilax, M	20@	25
Cassia, Acutifol.	25@	30	Scilla po 45	20@	25
Salvia officinalis	18@	20	Symplocarpus	25@	30
1/4s and 1/2s	8@	10	Valeriana, Eng.	15@	20
Uva Ursi	8@	10	Valeriana, Ger.	12@	16
Gummi			Zingiber a	25@	28
Acacia, 1st pkd.	45@	55	Zingiber j	25@	28
Acacia, 2nd pkd.	45@	55	Semen		
Acacia, 3rd pkd.	45@	55	Anisum po 20	13@	16
Acacia, sifted sts.	45@	55	Apium (gravel's)	13@	16
Acacia, po	22@	25	Bird, 1s	15@	18
Aloe, Barb	22@	25	Carul po 15	70@	90
Aloe, Cape	22@	25	Cardamon	70@	90
Aloe, Socotri	22@	25	Coriandrum	12@	14
Ammoniac	55@	60	Cannabis Sativa	7@	8
Asafoetida	35@	40	Cydonium	75@	1 00
Benzoinum	50@	55	Chenopodium	25@	30
Catechu, 1s	14@	15	Dipterix Odorate	2	00@2 25
Catechu, 1/2s	14@	15	Foeniculum	18@	20
Catechu, 1/4s	14@	15	Foenugreek, po.	7@	8
Comphorae	70@	80	Lini	4@	6
Euphorbium	40@	45	Lini, gr'd. bbl. 2%	3@	6
Galbanum	10@	12	Lobelia	75@	80
Gamboge, po. 1	25@	30	Pharlaris Cana'n	9@	10
Gaucaicum po 35	35@	40	Rapa	5@	6
Kino, po 45c	45@	50	Sinapis Alba	8@	10
Mastic	45@	50	Sinapis Nigra	8@	10
Myrrh, po 50	50@	55	Spiritus		
Opium	60@	65	Frumentum W D. 2	00@2 50	
Shellac	45@	50	Frumentum	1	25@1 50
Shellac, bleached	60@	65	Juniperis Co O T 1	65@2 00	
Tragacanth	70@	75	Juniperis Co.	1	75@2 50
Herba			Saccharum N E 1	99@2 10	
Absinthium	45@	60	Spt Vini Galli	1	75@6 50
Eupatorium oz pk	20	20	Vini Oporto	1	25@2 00
Lobelia, oz pk	20	20	Vini Alba	1	25@2 00
Majorium oz. pk	28	28	Sponges		
Mentha Pip. oz pk	23	23	Florida sheeps' wool	3	00@3 50
Mentha Ver. oz pk	25	25	carriage	3	00@3 50
Rue, oz pk	39	39	Nassau sheeps' wool	3	50@3 75
Tanacetum, V.	22	22	carriage	3	50@3 75
Thymus V. oz pk	25	25	Velvet extra sheeps'	2	00
Magnesia			wool carriage	2	00
Calcined, Pat.	55@	60	Extra yellow sheeps'	1	25
Carbonate, Pat.	18@	20	wool carriage	1	25
Carbonate, K-M.	18@	20	Grass sheeps' wool	1	25
Carbonate	18@	20	carriage	1	25
Oleum			Hard, slate use.	1	00
Absinthium	4	90@5 00	Yellow Reef, for	1	40
Amygdalae Dulc.	75@	85	slate use	1	40
Amygdalae, Ama	8	00@8 25	Syrups		
Anisi	1	75@1 85	Acacia	50@	50
Aurant Cortex	2	75@2 85	Aurant Cortex	50@	50
Bergamit	3	75@4 00	Zingiber	50@	50
Cajiputi	85@	90	Ipecac	50@	50
Caryophylli	1	10@1 20	Ferri Iod	50@	50
Cedar	50@	90	Rhei Arom	50@	50
Chenopadii	3	75@4 00	Smilax Off's	50@	50
Cinnamoni	1	75@1 85	Senega	50@	50
Citronella	50@	60	Scilla	50@	50
Conium Mac	80@	90	Liquor Arsen et		
			Hydrarg Iod	25	
			Liq Potass Arsenit	10@	12
			Magnesia, Sulph.	3@	5
			Magnesia, Sulph. bbl	1 1/4	
			Mannia, S. F.	90@1 00	
			Menthol	2	65@2 85
			Morphia, SP&W	3	00@3 25
			Morphia, SNYQ	3	00@3 25
			Morphia, Mal.	3	00@3 25
			Moschus Canton.	40	
			Myristica, No. 1.	25@	40
			Nux Vomica po 15	10	
			Os Sepia	35@	40
			Pepsin Saac, H &	1	00
			P D Co	1	00
			Picis Liq N N 1/4	1	00
			Picis Liq doz	1	00
			Picis Liq qts	1	00
			Picis Liq pints.	1	00
			Pil Hydrarg po 30	1	00
			Piper Nigra po 22	1	00
			Piper Alba po 35	1	00
			Pix Burgum	1	00
			Plumbi Acet	12@	15
			Pulvis Ip'cet Opil 1	30@1 50	
			Pyrethrum, bxs H	20@	25
			& P D Co. doz.	20@	25
			Pyrethrum, pv.	20@	25
			Quassia	8@	10
			Quina, S P & W	16@	26
			Quina, S Ger	16@	26
			Quina, N. Y.	16@	26
			Rubia Tincturum	12@	14
			Saccharum La's.	18@	20
			Salacin	4	50@4 75
			Sanguis Drac's	40@	50
			Sapo, W	13 1/4@	16
			Sapo, M	10@	12
			Sapo, G	15	
			Selditz Mixture	20@	22
			Sinapis	18	
			Sinapis, opt	30	
			Snuff, Maccaboy,	2	
			DeVoes	51	
			Snuff, S'h DeVoe's	51	
			Soda, Boras	6@	10
			Soda, Boras, po.	6@	10
			Soda et Pot's Tart	25@	28
			Soda, Carb.	1 1/4@	2
			Soda, Bi-Carb	3@	5
			Soda, Ash	3 1/4@	4
			Soda, Sulphas	2	
			Spts. Cologne	2	60
			Spts. Ether Co.	50@	55
			Spts. Myrcia	2	50
			Spts, Vini Rect bbl	2	50
			Spts, V'i Rect 1/2 b	2	50
			Spts, V'i R't 10 gal	2	50
			Spts, V'i R't 5 gal	2	50
			Strychnia, Cryst 1	10@1 30	
			Sulphur Subl.	2 1/4@	4
			Sulphur, Roll	2 1/4@	3 1/4
			Tamarinds	8@	10
			Terebenth Venice	28@	30
			Thebromae	50@	55
			Vanilla	9	00@
			Zinci Sulph	70	

ELIXIR CARENZYME

The Potent
Palatable Digestive

CARRIED IN STOCK BY DRUG JOBBERS GENERALLY

PECK-JOHNSON CO.
MANUFACTURING CHEMISTS,
GRAND RAPIDS, MICHIGAN.

Holiday Goods

Are Now One of Our Easiest Selling Lines

There are many reasons for our having the most celebrated, popular and best selling **Holiday Goods** shown in the State. Just a few of them are given below, viz.:

We study the wants of our customers and purchase the goods they select.

We employ expert buyers who secure the cream of the markets.

We pay spot cash, get the lowest prices and give our customers the benefit.

We give you the best selection and the largest variety to choose from.

We offer the newest "up-to-the-moment" goods in the country.

We have all samples marked in plain figures at right prices so that customers can easily purchase the goods best suited for their locations and trade.

We make a liberal allowance for the expense of customers.

We ship out perfect goods packed by experts. If you desire to do the **Holiday Goods Business** in your town this season and at the same time make a good profit for yourself, place your orders with us.

Write or telephone at our expense for any further information or to make dates to look over our samples. We will be pleased to see you at any time that will best suit your convenience.

Hazeltine & Perkins Drug Co.

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Cheese	Dried Fruits
	Spring Wheat Flour
	Spices
	Malt Vinegar

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1		2	
ARCTIC AMMONIA		OYSTERS	
12 oz. ovals 2 doz. box.	Doz. 75	Cove, 1lb.	90@1 00
AXLE GREASE		Cove, 2lb.	@1 85
Frazier's		Cove, 1lb. Oval ..	@1 20
1lb. wood boxes, 4 doz.	3 00	Plums	
1lb. tin boxes, 3 doz.	2 35	Plums	1 00@2 50
3 1/2 lb. tin boxes, 2 doz.	4 25	Peas.	
10lb. pails, per doz.	6 00	Marrowfat	95@1 25
15lb. pails, per doz.	7 20	Early June	1 00@1 25
25lb. pails, per doz.	12 00	Early June Sifted 1	15@1 80
BAKED BEANS		Peaches	
1lb. can, per doz.	90	Pie	90@1 25
2lb. can, per doz.	1 40	No. 10 size can pie	@3 00
3lb. can, per doz.	1 80	Pineapple	
BATH BRICK		Grated	@2 50
American	75	Sliced	@2 40
English	85	Pumpkin	
BLUING		Fair	85
Arctic		Good	90
6 oz. ovals 3 doz. box	\$ 40	Fancy	1 00
16 oz. round 2 doz. box	75	Gallon	2 50
Sawyer's Pepper Box		Raspberries	
Per Gross.		Standard	@
No. 3, 3 doz. wood bxs	4 00	Salmon	
No. 5, 3 doz. wood bxs	7 00	Col'a River, tails 1	95@2 00
BROOMS		Col'a River, ats 2	25@2 75
No. 1 Carpet, 4 sew	2 75	Red Alaska	1 45@1 60
No. 2 Carpet, 4 sew	2 40	Pink Alaska	1 00@1 10
No. 3 Carpet, 3 sew	2 25	Sardines	
No. 4 Carpet, 3 sew	2 10	Domestic, 1/2s ...	3% @ 4
Parlor Gem	2 40	Domestic, 1/2s ...	@ 5
Common Whisk	90	Domestic, Must'd	6 1/2 @ 9
Fancy Whisk	1 25	California, 1/2s ...	11 @ 14
Warehouse	3 00	California, 1/2s ...	17 @ 24
BRUSHES		French, 1/2s ...	7 @ 14
Scrub		French, 1/2s ...	18 @ 28
Solid Back 8 in.	75	Shrimps	
Solid Back, 11 in.	95	Standard	1 20@1 40
Pointed Ends	85	Succotash	
Stove		Fair	85
No. 3	90	Good	1 00
No. 2	1 25	Fancy	1 25@1 40
No. 1	1 75	Strawberries	
Shoe		Standard	
No. 8	1 00	Fancy	
No. 7	1 30	Tomatoes	
No. 4	1 70	Fair	95@1 00
No. 1	1 90	Good	@1 10
BUTTER COLOR		Fancy	@1 40
W., R. & Co.'s 25c size	2 00	Gallons	@2 75
W., R. & Co.'s 50c size	4 00	CARBON OILS	
CANDLES		Barrels	
Paraffine, 6s	10	Perfection	@10 1/2
Paraffine, 12s	10	Water White	@10
Wicking	20	D. S. Gasoline	@15
CANNED GOODS		Gas Machine	@24
Apples		Deodor'd Nap'a ..	@13
3lb. Standards	90@1 00	Cylinder	29 @ 34 1/2
Gallon	2 25@2 50	Engine	16 @ 22
Blackberries		Black, winter	3 1/4 @ 10
2lb.	1 25@1 75	CEREALS	
Standards gallons	@5 50	Breakfast Foods	
Beans		Bordeau Flakes, 36 lb.	2 50
Baked	85@1 30	Cream of Wheat 36	2lb 4 50
Red Kidney	85@ 95	Egg-O-See, 36 pkgs.	2 85
String	70@1 15	Excella Flakes, 36 lb.	4 50
Wax	75@1 25	Excella, large pkgs.	4 50
Blueberries		Force, 36 2 lb.	4 50
Standard	1 35	Grape Nuts, 2 doz.	2 70
Gallon	6 25	Malta Ceres, 2 lb.	2 40
Brook Trout		Malta Vita, 36 lb.	2 85
2lb. cans, spiced	1 90	Mapl-Flake, 36 lb.	4 05
Clams		Pillsbury's Vitos, 3	doz 4 25
Little Neck, 1lb. 1 00	@1 25	Kalston, 36 2lb.	4 50
Little Neck, 2lb. @	1 50	Sunlight Flakes, 36	lb. 2 85
Clam Bouillon		Sunlight Flakes, 20	lbs 4 00
Burnham's 1/2 pt.	1 90	Vigor, 36 pkgs.	2 75
Burnham's pts.	3 60	Voigt Cream Flakes.	4 50
Burnham's qts.	7 20	Zest, 20 2lb.	4 10
Cherries		Zest, 36 small pkgs.	2 75
Red Standards	@1 40	Rolled Oats	
White	@1 40	Rolled Avena, bbls.	6 75
Corn		Steel Cut, 100 lb. sks.	3 40
Fair	75@ 85	Monarch, bbl.	6 50
Good	1 00@1 10	Monarch, 90 lb. sacks	3 10
Fancy	1 45	Quaker, 18-2	1 50
French Peas		Quaker, 20-5	4 65
Sur Extra Fine	22	Cracked Wheat	
Extra Fine	19	Bulk	3 1/4
Fine	15	24 2 lb. packages	3 50
Moyen	11	CATSUP	
Gooseberries		Columbia, 25 pts.	4 15
Standard	1 75	Snider's pints	2 35
Standard	85	Snider's 1/2 pints	1 25
Lobster		CHEESE	
1/2 lb.	2 25	Alme	@13 1/2
1 lb.	2 75	Elme	@12
Picnic Tails	2 25	Gem	@14 1/2
Mackerel		Jersey	@14
Mustard, 1lb.	1 80	Riverside	@14
Mustard, 2lb.	2 80	Warner's	@14
Soused, 1 1/2 lb.	1 80	Springdale	@13
Soused, 2lb.	2 75	Brick	@15
Tomato, 1lb.	1 50	Leiden	@15
Tomato, 2lb.	2 80	Limburger	@19
Mushrooms		Pineapple	40 @60
Hotels	@ 24	Sap Sago	@22
Buttons	@ 28	Swiss, domestic ..	@16
		wiss, imported ..	@20

3

CHEWING GUM

American Flag Spruce

55

Beeman's Pepsin

55

Adams Pepsin

55

Best Pepsin

45

Best Pepsin, 5 boxes, 2

00

Black Jack

55

Largest Gum Made

55

Sen Sen

55

Sen Sen Breath Perf

1 00

Long Tom

55

Yucatan

55

Hop to it

65

Spearmint

55

CHICORY

Bulk

5

Red

7

Eagle

5

Franck's

7

Schener's

6

CHOCOLATE

Walter Baker & Co.'s

German Sweet

26

Premium

38

Caracas

31

Walter M. Lowney Co.

Premium, ¼s

32

Premium, ½s

32

Premium, ¾s

32

COCOA

Baker's

39

Cleveland

41

Colonial, ¼s

35

Colonial, ½s

33

Epps

42

Huyler

45

Lowney, ¼s

36

Lowney, ½s

36

Lowney, ¾s

36

Lowney, 1s

40

Van Houten, ¼s

12

Van Houten, ½s

20

Van Houten, ¾s

40

Van Houten, 1s

72

Webb

35

Wilbur, ¼s

39

Wilbur, ½s

40

COCOANUT

Dunham's ¼s & ½s

26½

Dunham's ¾s

27

Dunham's 1s

28

Bulk

12

COFFEE

Rio

Common

10@13½

Fair

14½

Choice

16½

Fancy

20

Santos

Common

12@13½

Fair

14½

Choice

16½

Fancy

19

Peaberry

Maracaibo

Fair

16

Choice

19

Mexican

Choice

16½

Fancy

19

Guatemala

Choice

15

Java

African

12

Fancy African

17

O. G.

25

P. G.

31

Mocha

Arabian

21

Package

New York Basis

Arbuckle

16 00

Dilworth

14 75

Jersey

15 00

Lion

14 50

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Holland, ¼ gro boxes

95

Felix, ¼ gross

1 15

Hummel's foil, ¼ gro.

85

Hummel's tin, ¼ gro.

1 43

CRACKERS

National Biscuit Company

Brand

Butter

Neymour, Round

6

N. B. C., Square

6

Soda

N. B. C. Soda

6

Select Soda

8

Saratoga Flakes

13

Zephyrette

13

Oyster

N. B. C., Round

6

Gem

6

Faust, Shell

7½

Sweet Goods.

Animals

10

Atlantic, Assorted

10

Brittle

11

Cadet

8

Campaign Cake

10

Cartwheels

8

Cassia Cookies

9

Cavalier Cake

14

Currant Fruit Biscuit

10

Cracknels

16

Coffee Cake, per Iced

10

Cocoanut Taffy Bar

12

Cocoanut Bar

12

Cocoanut Drops

12

Cocoanut Honey Cake

12

Cocoanut Hon Fingers

12

Cocoanut Hon Jumbles

12

Cocoanut Macaroons

18

Dandelion

10

Dinner Biscuit

20

Dinner Pail Cake

10

Dixie Sugar Cookie

9

Family Snaps

8

Family Cookie

8

Fancy Ginger Wafer

12

Fig Cake Assorted

12

Fruit Nut Mixed

16

Frosted Cream

12

Frosted Honey Cake

12

Fluted Cocoanut Bar

10

Ginger Gems

8

Ginger Gems, Iced

9

Graham Crackers

8

Ginger Nuts

10

Ginger Snaps N. B. C.

7

Ginger Snaps Square

8

Hippodrome Bar

10

Honey Cake, N. B. C.

12

Honey Fingers As Ice

12

Honey Jumbles

12

Honey Jumbles, Iced

12

Honey Flake

12½

Household Cookies

8

Household Cookies Iced

8

Iced Honey Crumpets

10

Imperial

8

Jersey Lunch

8

Kream Klips

20

Lem Yem

11

Lemon Gems

10

Lemon Biscuit Square

8

Lemon Wafer

16

Lemona

8

Log Cabin Cake

10

Lusitania Mixed

11

Mary Ann

8

Marshmallow Walnuts

16

Mariner

11

Molasses Cakes

8

Molasses Cakes, Iced

9

Mohican

11

Nabob Jumble

14

Newton

12

Oatmeal Crackers

8

Orange Gems

8

Oval Sugar Cakes

8

Oval Sugar Cakes Ast.

9

Penny Cakes, Assorted

8

Picnic Mixed

11½

Pretzels, Hand Md.

8

Pretzellettes, Hand Md.

8

Pretzellettes, Mac. Md.

7½

Raisin Cookies

8

Ravena Jumbles

12

Revere, Assorted

14

Rube

8

Scalloped Gems

10

Scotch Cookies

10

Snow Creams

16

Spiced Honey Nuts

12

Sugar Fingers

12

Sugar Gems

8

Sultana Fruit Biscuit

16

Sunyside Jumbles

10

Spiced Gingers

9

Spiced Gingers Iced

10

Sugar Cakes

8

Sugar Cakes, Iced

9

Sugar Squares, large or small

8

Superba

8

Sponge Lady Fingers

25

Sugar Crimp

8

Sylvan Cookie

12

Vanilla Wafers

16

Victors

12

Waverly

8

Zanzibar

10

In-er Seal Goods

Per doz.

Albert Biscuit

1 00

Animals

1 00

Arrowroot Biscuit

1 00

Butter Thin Biscuit

1 00

Butter Wafers

1 00

Cheese Sandwich

1 00

Cocoanut Dainties

1 00

Faust Oyster

1 00

Fig Newton

1 00

Five O'clock Tea

1 00

Frotana

1 00

Ginger Snaps, N. B. C.

1 00

Graham Crackers

1 00

Lemon Snap

50

London Cream Biscuit

1 00

Marshmallow Dainties

1 00

Oatmeal Crackers

1 00

Oysterettes

50

Old Time Sugar Cook.

1 00

Pretzellettes, Hd. Md.

1 00

Royal Toast

1 00

Saltine

1 00

Saratoga Flakes

1 50

Social Tea Biscuit

1 00

Soda, N. B. C.

1 00

Soda, Select

1 00

Sugar Clusters

1 00

Sultana Fruit Biscuit

1 50

Uneeda Biscuit

50

Uneeda Jinjer Wayfer

1 00

Uneeda Milk Biscuit

50

Vanilla Wafers

1 00

Water Thin

1 00

Zu Zu Ginger Snaps

50

Zwieback

1 00

In Special Tin Packages.

Per doz.

Festino

2 50

Nabisco

2 50

Nabisco

1 00

Champaigne Wafer

2 50

Per tin in bulk.

Sorbetto

1 00

Nabisco

1 75

Festino

1 50

Bent's Water Crackers

1 40

Holland Rusk

36 packages

2 90

40 packages

3 20

60 packages

4 75

CREAM TARTAR

Barrels or drums

29

Boxes

30

Square cans

30

Fancy caddies

25

5	
DRIED FRUITS	
Apples	
Sundried	.....@ 9
Evaporated	.....@ 10
Apricots	
California	.....@ 18
Citron	
Corsican	.....@ 18
Currants	
Imp'd 1 lb. pkg.	8 1/2 @ 9
Imported bulk	8 3/4 @ 8 1/2
Peach	
Lemon American	.....13
Orange American	.....13
Raisins	
London Layers, 3 cr.	.....
London Layers, 4 cr.	.....
Cluster, 5 crown	.....2 25
Loose Muscates, 2 cr.	.....
Loose Muscates, 3 cr.	.....7
Loose Muscates, 4 cr.	.....8
L. M. Seeded 1 lb. 8 1/2	@ 9
California Prunes	
100-125 25lb. boxes.	@ 4
90-100 25lb. boxes.	@ 4 1/2
80-90 25lb. boxes.	@ 5
70-80 25lb. boxes.	@ 5 1/2
60-70 25lb. boxes.	@ 7
50-60 25lb. boxes.	@ 7
40-50 25lb. boxes.	@ 8
30-40 25lb. boxes.	@ 8 1/2
1/4c less in 50lb. cases	
FARINACEOUS GOODS	
Beans	
Dried Lima	.....6 1/2
Med. Hd. Pk'd.	.....2 75
Brown Holland	.....
Farina	
24 1 lb. packages	.....1 50
Bulk, per 100 lbs.	.....3 50
Hominy	
Flake, 50 lb. sack	.....1 00
Pearl, 100 lb. sack	.....2 45
Pearl, 200 lb. sack	.....4 80
Maccaroni and Vermicelli	.....
Domestic, 10 lb. box	.....60
Imported, 25 lb. box	.....2 50
Pearl Barley	
Common	.....3 00
Chester	.....3 00
Empire	.....3 65
Peas	
Green, Wisconsin, bu.	.....2 50
Green, Scotch, bu.	.....2 70
Split, lb.	.....04
Sago	
East India	.....5
German, sacks	.....6
German, broken pkg.	.....
Tapioca	
Flake, 110 lb. sacks	.....6
Pearl, 130 lb. sacks	.....5
Pearl, 24 lb. pkgs.	.....7 1/2
FLAVORING EXTRACTS	
Foote & Jenks	
Coleman Brand	
Lemon	
No. 2 Terpeneless	.....75
No. 3 Terpeneless	.....1 75
No. 8 Terpeneless	.....3 00
Vanilla	
No. 2 High Class	.....1 20
No. 4 High Class	.....2 00
No. 8 High Class	.....4 00
Jaxon Brand	
Vanilla	
2 oz. Full Measure	.....2 10
4 oz. Full Measure	.....4 00
8 oz. Full Measure	.....8 00
Lemon	
2 oz. Full Measure	.....1 25
4 oz. Full Measure	.....2 40
8 oz. Full Measure	.....4 50
Jennings D. C. Brand	
Terpeneless Ext. Lemon	
No. 2 Panel	.....Doz.
No. 4 Panel	.....1 75
No. 6 Panel	.....2 00
Taper Panel	.....2 50
2 oz. Full Meas.	.....1 25
4 oz. Full Meas.	.....2 00
Jennings D. C. Brand	
Extract Vanilla	
No. 2 Panel	.....Doz.
No. 4 Panel	.....1 25
No. 6 Panel	.....2 00
Taper Panel	.....3 50
1 oz. Full Meas.	.....90
2 oz. Full Meas.	.....1 80
4 oz. Full Meas.	.....3 50
No. 2 Assorted Flavors	.....1 00
GRAIN BAGS	
Amoskeag, 100 in bale 19	
Amoskeag, less than bi 19 1/2	
GRAIN AND FLOUR	
Wheat	
New No. 1 White	.....90
New No. 2 Red	.....90
Winter Wheat Flour	
Local Brands	
Patents	.....5 50
Second Patents	.....5 25
Straight	.....5 06
Second Straight	.....4 75
Clear	.....4 00
Flour in barrels, 25c per	
barrel additional	
Worden Grocer Co.'s Brand	
Quaker, paper	.....4 60
Quaker, cloth	.....4 80
Wykes & Co.	
Eclipse	.....4 80
Kansas Hard Wheat Flour	.....
Fanchon, 3/8 cloth	.....5 70
Judson Grocer Co.	
Grand Rapids Grain & Milling Co. Brands.	
Wizard, assorted	.....4 40
Graham	.....4 40
Buckwheat	.....6

6	7	8	9	10	11
Spring Wheat Flour Koy Baker's Brand Golden Horn, family 5 65 Golden Horn, baker's 5 55 Duluth Imperial 5 90 Wisconsin Rye 4 45 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 60 Ceresota, 1/4s 6 40 Lemon & Wheeler's Brand Wingold, 1/2s 6 10 Wingold, 1/4s 6 00 Wingold, 1/8s 5 90 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 10 Laurel, 1/4s cloth 6 00 Laurel, 1/8s cloth 5 90 Laurel, 1/2s & 1/4s cloth 5 90 Wykes & Co. 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 Meal 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 Dairy Feeds Wykes & Co. O P Linseed Meal 32 50 Cottonseed Meal 31 00 Gluten Feed 30 00 Malt Sprouts 24 00 Brewers Grains 28 00 Molasses Feed 24 00 Hammond Dairy Feed 24 00 Oats Michigan carlots 55 Less than carlots 58 Corn Carlots 85 Less than carlots 87 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 20 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 25 15 lb. pails, per pail 58 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 30 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/2 lb., 6 lb. box 18 OLIVES 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 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 70 PLAYING CARDS 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 Tour'n't whist 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 14 75 Brisket, Clear 15 25 Pig 18 00 Clear Family 14 75 Dry Salt Meats S. P. Bellies 12 Bellies 12 Extra Shorts 9 1/2 Lard Compound 8 1/2 Pure in tierces 11 80 lb. tubs 1/2 advance 1 1/2 60 lb. tubs 1/2 advance 1 1/2	50 lb. tins 1/2 advance 1 1/2 20 lb. pails 1/2 advance 1 1/2 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 14 1/2 Ham, dried beef sets 21 California Hams 8 1/2 Picnic Boiled Hams 14 Boiled Hams 22 Berlin Ham, pressed 9 Mince Ham 9 Bacon 12 1/2 @ 16 10 lb. pails 1/2 advance 1 1/2 5 lb. pails 1/2 advance 1 1/2 8 lb. pails 1/2 advance 1 1/2 Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 15 00 Boneless 15 00 Rump, new 15 50 Pig's Feet 1/2 bbls. 1 00 10 lb. pails 1 80 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/2 bbls. 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 25 Beef, middles, set 70 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 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 45 Deviled ham, 1/4s 45 Potted tongue, 1/2s 45 Potted tongue, 1/4s 45 RICE Fancy 7 @ 7 1/2 Japan 5 @ 6 1/2 Broken 6 1/2 SALAD DRESSING 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 SALERATUS 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 SALT SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT 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 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 Holland Herring Pollock @ 4 White Hp. bbls. 7 50 @ 9 00 White Hp. 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel 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 Whitefish 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 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 10 Mustard, white 10 Poppy 9 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Macaboy, in jars 35 French Rapple in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 8oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 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 Lautz Bros. & Co. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Big Master, 70 bars 2 90 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 6 40 Marseilles, 100 ck toll. 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Sapoline 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Allspice 10 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 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. 25 Pepper, Singp. white. 17 Pepper, shot 17 Pure Ground in Bulk Allspice 14 Cassia, Batavia 28 Cassia, Saigon 25 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochinch 15 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 17 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 12 6lb. packages 6 50lb. boxes 4 SYRUPS Corn Barrels 32 Half barrels 34 20lb. cans 1/2 dz. in cs. 2 00 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 1/2 dz. in cs. 2 00 2 1/2 lb. cans 1/2 dz. in cs. 2 00	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kilo 41 Battle Ax 35 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 37 Spear Head, 14 1/2 oz 47 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 Smoking Sweet Core 34 Flat Car 32 Warpath 32 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 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 55 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 22 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE 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 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B. 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 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, me'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates 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 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 2 15 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 25 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-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 Washboards 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 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 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 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 4 Cream Manila 3 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 1 1/2 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 12 1/2 Trout 12 Halibut 9 1/2 Herring 7 Bluefish 16 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 10 Packerel 14 Pike 9 Perch 8 1/2 Smoked, White 13 Chinook Salmon 16 Mackerel 16 Finnan Haddie 12 1/2 Roe Shad 12 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS 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 Pelts Old Wood 20 Lambs 25 @ 50 Shearlings 10 @ 30 Fallow No. 1 5 No. 2 4 Unwashed, med. 17 Unwashed, fine 13 CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 1/2 Standard Twist 8 1/2 Jumbo, 32 lb. 10 Extra H H 10 Boston Cream 12 Big Stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 1/2 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 17 Premio Cream mixed 14 Paris Cream Bon Bons 11 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 13 Sugared Peanuts 13 Salted Peanuts 13 Starlight Kisses 13 San Blas Goodies 13 Lozenges, plain 13 Lozenges, printed 13 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 10 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 19 Auto Bubbles 13 Fancy-in 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr's 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Ass'tm't 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 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 9 1/2 Brazil 12 @ 13 Filberts 13 Cal. No. 1 18 Walnuts, soft shell 18 Walnuts, Marbot 14 Table nuts, fancy 13 @ 16 Pecans, Med. 12 Pecans, ex. large 13 Pecans, Jumbos 14 Hickory Nuts per bu. Ohio new 17 Cocoanuts, New York State, per bu. Shelled Spanish Peanuts 7 1/2 @ 8 Peanut Halves 45 Walnut Halves 32 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted 8 @ 8 1/2 Choice, H. P. Jumbo 8 1/2 bo 8 1/2	

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon 55 6 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 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50



BLUING



C. P. Bluing

Doz.
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 Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 6 @ 9 1/2
Hindquarters 8 @ 12
Loins 9 @ 14
Rounds 7 @ 8 1/2
Chucks 6 @ 7 1/2
Plates 6 @ 5 1/2
Livers 6 @ 6

Pork

Loins @ 13
Dressed @ 9
Boston Butts @ 11
Shoulders @ 9
Leaf Lard @ 12 1/2
Trimnings @ 8 1/2

Mutton
Carcass @ 9
Lambs @ 12 1/2
Spring Lambs @ 12 1/2

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..1 50

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

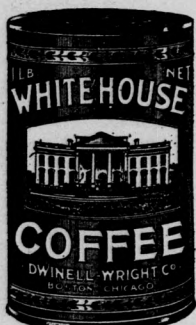
40ft. 95
60ft. 1 35
60ft. 1 65

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, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
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

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 to 2 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 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz. Large ..1 80
Cox's, 1 doz. Small ..1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 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 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

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.

For Systematic Investigations
Corporations Consult

The J. U. Smith Detective Bureau

93 No. Division, Cor. Pearl
Citizens 6189 Bell 42

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, Fountain and Division Sts.
Opposite Morton House



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

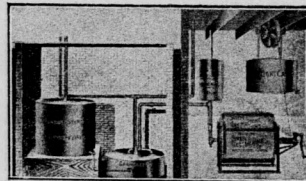
Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

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

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.

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.

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



YOU KEEP THE DOLLARS

Give us for a short while some of the pennies that the AMERICAN ACCOUNT REGISTER will make and save for you every day. You will own the greatest

Dollar Saving and Dollar Earning

device ever placed in your store.

You Keep All the Dollars

and in a short time all the pennies, too. We don't ask for the loaf; just some of the crumbs that have dropped off from time to time. Send us in payment for the American now and then a forgotten charge which it catches for you—a C. O. D. it saves—the value of an hour's time—the salvage on a disputed account—a slight portion of the profit which comes from new customers and increased sales. You keep all that comes from the vigor of fewer hours, absence of night work, ability to settle any account on the instant, better collections, safety in business, satisfied customers, and the joy of doing things without worry, friction or leaks.

Little can be said in support of a business man who refuses to increase his legitimate profits or stop his unnecessary losses. Investigate; then act on your own judgment. That is all we ask.

The American Case and Register Co.

Alliance, Ohio

J. A. Plank, General Agent

Cor. Monroe and Ottawa Streets
Grand Rapids, Mich.

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

Send more particulars about the American Account Register and System.

Name

Town

State

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.

General Merchandise Store For Sale—One of the best bargains ever offered in a general store; groceries and dry goods stock, all new, located in a rich farming country, two hours' ride from Chicago; two railroads, fine macadam roads. Sales in 1907 over \$30,000. Stock will invoice \$8,000. Terms cash. Must sell at once. Sherwood & Hanley, Michigan City, Ind. 19

Retail Salesmen—Send for circulars describing my book—How I started a department store on \$200 capital—ending year with sales doing justice to \$15,000 stock. James B. Childs, Mansfield, Ohio. 21

Bakery, Confectionery. Only one in growing smelter and mining town. Fine farming country adjacent. Good paying business. Fine climate. Three 60 foot lots, house besides barn, horse, wagon, all fixtures, \$2,500. All or part cash. Encampment, Wyoming. Box 202. 23

For Sale or Exchange—Beautiful farm of 107 acres, level, extremely fertile. Best fenced, tile drained and improved farm in county. Will exchange for clean stock general merchandise. Address, Farnham, Fenton, Mich. 24

A Good Safe Investment—We own one of the best tracts of Cedar Timber on the coast. Will dispose of a limited number of shares for the purpose of constructing a mill. Timber values increasing rapidly. Large profits in manufacturing certain. If interested write for particulars. Box 1068, Seattle, Wash. 25

For Sale—State Rights on a valuable Clothes Line Supporter. Address, J. N. Gassett, Renova, Mont. 26

For Sale—Beautiful resort lot, 50x200 feet, at Bass Lake, Mich. Grand well, boating, fishing, etc. Private. Bargain for \$75, worth double. Particulars, Mrs. G. Hess, 2745 Princeton Ave., Chicago, Ill. 27

For Sale—Hardware stock in live town about 1200; fine farming; brick store 24x80, doing \$20,000 business per year. Owner wants to go West and now is your chance to get a good paying business; located within 50 miles of Grand Rapids. Address No. 28, Hardware, care Tradesman. 28

Timber Investment—Send 2 cents for illustrated booklet. Columbia Land & Timber Co., Spokane, Wash. 29

Am making \$8 to \$20 weekly at home evenings. Honest, dignified business proposition. No cheap mail order scheme. Particulars 50 cents, Box 705, Watford, N. Y. 30

Do you want to sell your store, business or real estate? I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere, at any price, address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 18

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

In order to settle an estate, we offer for sale, all or a majority of the stock in a live going prosperous new band saw-mill company. 25 years supply of the finest hardwood stumpage to draw from. Address The Kentucky Saw Mill Co., Hays, Breathitt County, Ky. 953

For Sale—An up-to-date stock of groceries in a hustling Northern Michigan town of about 10,000. Stock and fixtures invoice about \$3,000. Going West, reason for selling. Address H, care Tradesman. 971

For Sale—Only hardware stock in good business town. Invoices \$2,500; can be reduced. Best of reasons for selling. Address 996, care Michigan Tradesman. 996

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

For Sale—Drug store in Southern Michigan, town 1,500. Invoices \$3,000. Address No. 703, care Tradesman. 703

For Sale—A first class meat market in town of 1,400. The shop is an up-to-date one with good double Butcher Boy cooler, gasoline engine, tools and fixtures, good slaughter house, horses and wagons. Reason for selling, ill health. Address No. 2, care Michigan Tradesman. 2

Good live salesman to sell campaign goods, fobs, etc.; 100 per cent. profit; sell at sight; send \$1 for samples to the manufacturer. Dan I. Murray, 3 Maiden Lane, New York, N. Y. 15

Wanted—Drug stock in Michigan town. \$1200 down, balance on time. Address No. 12, care Tradesman. 12

For Sale—Building in Hartford, Mich., 24x40, two stories, steel roof, stone foundation, one-half acre on sidetrack. C. L. Northrup, Hartford, Mich. 11

\$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. 12

Hotel and Furniture For Sale—No other in city; doing a fine business; 16 sleeping rooms; furnace heat; gasoline light. Death of wife cause for selling. G. W. Phettaplace, Central City, Iowa. 4

Fore Rent—Fine large new cement block store building in town of 400, in grape belt. Will be ready for occupancy about Sept. 5. Maccabee hall on second floor. Building directly opposite hotel. Busiest corner in town. Excellent location for drug store, none in town. Ample room to run drug store on one side and general store on other. Rent \$150 per year. Address B. E. Wheeler, Mattawan, Mich. 7

For Sale—Nice clean stock of groceries in Duluth, Minn. Excellent location; splendid business. Reason for selling, ill health. Address Harry Christian, 2303 Superior St., Duluth, Minn. 6

Wanted—Stock of dry goods in exchange for improved farm. Address No. 3, care Michigan Tradesman. 3

For Sale—Clean stock of general merchandise, doing a good strictly cash business in rapidly growing Michigan town of about 900 population. Inventories about \$9,000. Will take unincumbered farm or productive city property worth five to six thousand and balance in cash. Address Good Business, care Tradesman. 1

For Sale—\$5,000 stock general merchandise, located in Genesee county. Sales this last year, \$14,000. Stock in fine condition. Easy terms. Address Box 23, Swartz Creek, Mich. 999

For Sale—\$4,000 general merchandise stock. Sixteen years' established trade, good chance for the right party. No trades considered. Write Lock Box 610, Neillsville, Wis. 989

British Columbia Timber Investments—275 million feet of standing fir, cedar and cypress, twelve miles from Vancouver, price, \$125,000; 300 million feet on and near tidewater 150 miles from Vancouver, price, \$65,000. Address W. H. Lembke, Box 972, Vancouver, B. C. 991

For Sale—An old established grocery and seed business. Central location. Bargain for right man. Good reason for selling. Address Box 101, Youngstown, O. 994

G. E. Breckenridge Auction Co.
Merchandise Auctioneers and Sales Managers
Edinburg, Ill.

Our system will close out stocks anywhere. Years of experience and references from several states. Booklets free. Recent sales at Fairfield, Forest City and Moeaqua, Ill. Write us your wants.

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

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—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—The best paying meat business in the resort region of Northern Michigan. Established 15 years. Will sell building if desired. Reason for selling, ill health. Address Hirschman's Market, Petoskey, Mich. 968

For Sale—A clean live stock of drugs in Dallas, Texas. Suburban location. Invoices \$3,000. Sales \$23 per day. Small expense. A moneymaker. Reason, other business. Address Dr. Chas. T. Welke, Dallas, Texas. 966

Hotel for sale. 60 room house, complete. Apply to Thos. E. Sharp, Lake View House, Elk Rapids, Mich. 961

For Sale—At a snap, to close up an estate, 240 acres land in Northeastern Nebraska, and three lots in St. Paul, Minn., by owner. H. C. Smith, 700 Central avenue, Minneapolis, Minn. 995

For Sale—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

G. B. JOHNS & CO.
Merchandise and Real Estate
Auctioneers
GRAND LEDGE, MICH.

Wanted—A farm or merchandise stock with no incumbrance in exchange for very desirable 10 per cent. income property in Detroit, Mich.

Cash buyer and jobber. All kinds of merchandise. Bankrupt stocks, etc. No stock too large or too small. Harold Goldstrom, Bay City, Mich. 951

For Rent—A new and up-to-date store building, 18x60 feet, with large plate glass front, formerly used for a shoe store. Suitable for most any kind of retail business. Rent reasonable. Call or write J. C. Yeakey, Wayland, Mich. 985

Wanted—A stock of general merchandise, clothing or shoes. State size of stock and price. W. A. Bash, Macomb, Ill. 986

SITUATIONS WANTED.

Position Wanted—Hardware and implement salesman, 10 years' experience. Temperate. References furnished from former employers. Address No. 17, care Tradesman. 17

SITUATIONS WANTED.

Wanted—Two good clerks for general store. Good place for the right kind of men. Good references required. Give brief history of yourself. Address, Store No. 1, care Tradesman. 20

Wanted—All around tinner and plumber; one who understands his business and will assist in store when work is slack in shop. Married man preferred. References required. No booze fighter need apply. Address R. A. Richards, Au Sable, Mich. 22

Want Ads. continued on next page.

Here Is a Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

There is

no such thing as "Telephone Competition." The proper phrase is "Telephone Duplication."

Avoid it.

"Use the Bell"

IT PAYS

CALL MAIN 330



Incidents Recalled by an Old Resident.

Grand Rapids, Sept. 22—Reading your address to the people of Wealthy Heights afforded me a great deal of pleasure. Many of the individuals mentioned by you were personal friends of mine during their lives and I recall pleasant memories of occurrences in local history in which they were conspicuous. When the Catholic diocese of Michigan was divided Thomas B. Church was the first to discuss the importance of the creation of the See of Grand Rapids. "You will witness the establishment of hospitals, orphanages, schools, asylums, colleges and like institutions in the city within a few years. It is the custom of Catholic people to locate their educational and charitable institutions at the See, the home of the Bishop." How well the prediction of Mr. Church in regard to the importance of the division of the diocese to Grand Rapids has proven true a moment's investigation will suffice: The Home for the Aged, St. John's Orphan Asylum, St. Mary's Hospital and the Catholic High School are of the number of worthy institutions that testify to the piety and zeal of those who profess the Catholic faith in our city. Professor Franklin Everett was a noted character in his profession. For many years, with the assistance of his wife, he conducted a private school located on Prospect street, north of Lyon, teaching the higher branches. Tall, raw-boned, careless in his attire and never separated from his corn cob pipe, he made daily visits to the newspaper offices, where he conned the exchanges, allowing nothing from the top of the first column on the front page to the bottom of the last column on the last page to escape his eye. His school was always well attended and the Professor exercised a great deal of influence in the educational work of the community. An interesting historical sketch of Grand Rapids from his pen was published in the City Directory in August, 1865. Your mention of William H. Cook, or "Went," as his friends of early days called him, a gentleman who has honored this community by his sturdy manhood, his generous nature and his interest in public affairs during a residence of fifty years, and is still with us, reminds me of his brother, Joe Cook. Joe owned the stage line operating between Grand Rapids and Newaygo forty-five years ago and was noted for his energy and calcium-colored language. His fund of expletives was gathered during the years that he filled the office of Fire Marshal. Given a pair of old fashioned hand pumping engines and a crew of such hardy men as lived in Grand Rapids in the middle of the past century, Joe was capable of handling an ordinary fire and saving lives and property as well as the best of his class. An "exchange fiend" of more than ordinary importance was George H. White, an attorney who moved from Saratoga, N. Y., to Grand Rapids in the early fifties. He was the first stenographer to locate in the city and may have been the originator of the etching process used generally by photo-engravers. Early in

his career Mr. White conceived a plan of publishing a magazine, to be printed in stenographic characters, for distribution among stenographers. He experimented with many chemicals for the purpose of producing metal plates upon which articles written in shorthand might be printed, but never succeeded in cutting away the metal surfaces sufficiently to obtain a clean print on the plates. The process Mr. White employed is now used successfully with but slight modifications by all photo-engravers. Mr. White possessed many accomplishments. As a civil engineer he drew the plans for the opening and widening of Monroe street, creating Campau Square, after the repeated failures of his predecessors. He was a noted collector of books and his home on North Division street is filled with rare volumes which the city should endeavor to obtain for the public library.

Arthur S. White.

Trade Changes in the Hoosier State.

Elkhart—Robert M. Brown, formerly of this place, but for the past two years in California, has returned and engaged in the grocery and meat business in partnership with F. L. Lester.

Canneltown — The Canneltown Stoneware & Pottery Co. has been incorporated with a capital of \$15,000.

Elwood—J. T. Royse is about to engage in the manufacture of paint.

Bloomington—C. L. Steinbaugh has sold his grocery stock to Wm. Pearson.

Gas City—The DuBois Fruit & Grocery Co. opened for business about Sept. 15.

Kokomo—Quick & Son are succeeded in the confectionery business by Ross Denman.

Marion—O. W. Davis has been admitted to the business of the Marion Dry Goods Co.

Portland—Frank A. Perry has sold his grocery stock to Ed. Circle.

Shelbyville—Geo. L. Hoffman is succeeded in the confectionery business by D. C. Dupree.

Covington—The Buckeye Ink Co. has been incorporated with a capital stock of \$1,000.

Evansville—J. C. Mendenhall has merged his medicine business into a stock company under the style of the Mendenhall Medicine Co.

Muncie — The Woodbury-Elliott Grain Co. has been incorporated with a capital of \$50,000.

Berne—H. & A. Schibler succeeds Daniel L. Shalley.

Columbus—John S. Hunt has sold his furniture stock to Geo. Imel.

Hawkins—H. C. Bailey is about to engage in general trade here.

Mishawaka — Wm. Bradford has sold his grocery stock to W. F. & C. Gehring.

Wabash—Fawley & Holderman will discontinue the dry goods business about Oct. 1.

Detroit—A corporation has been formed under the name of the Gardner-White Co. to manufacture furniture and fixtures with an authorized capital stock of \$25,000, of which amount \$19,300 has been subscribed, \$6,500 being paid in in cash.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Sept. 16—Creamery, fresh, 20@24c; dairy fresh, 16@21c; poor to common, 14@16c.

Eggs—Strictly fresh, candled, 21@23c.

Live Poultry—Fowls, 12@12½c; ducks, 11@12c; geese, 9@10c; old cox, 9c; broilers, 14@15c.

Dressed Poultry—Fowls, 13@14c; old cox, 9@10c.

Beans—Marrow, hand-picked, \$2.35 @2.50; medium, hand-picked, \$2.40 @2.50; pea, hand-picked, \$2.50; red kidney, hand-picked, \$1.75 @1.80; white kidney, hand-picked, \$2.25 @2.40.

Potatoes—New, \$2 @2.25 per bbl. Rea & Witzig.

Mercantile Changes in the Badger State.

LaCrosse—The LaCrosse Clothing Co., which manufactures clothing, has increased its capital stock from \$50,000 to \$75,000.

Manitowoc—Geo. Oswald has just engaged in the meat business.

Milwaukee—The capital of the Progressive Metal & Refining Co. has been increased from \$10,000 to \$25,000.

The Drug Market.

Opium—Is weak and tending lower.

Quinine—Is firm at the decline noted last week.

Morphine—Is unchanged.

Glycerine—Is very firm.

Oil Spearmint—Has declined and is tending lower.

Menominee—The cedar situation is not as encouraging as the local dealers would like to see it. There is little cedar moving at present, while the books are not overloaded with orders. In consequence there will be a reduction of the output during the coming winter, as none of the local cedar jobbers will do heavy cutting. The lumber situation is improving somewhat. The demand is bet-

ter and there is considerable home consumption. There is a lot of repair work going on, while there will be considerable building done by the farmers in this section as soon as the fall work and threshing is completed.

Ontonagon—The big sawmill at Berglund, in the western part of Ontonagon county, owned by G. A. Berglund, of Milwaukee, is operating at its full capacity in spite of the dull lumber market and backward season. In preparation for a winter's logging railroad will be built this active operations eleven miles more fall by the new Greenwood Lumber Co., of this place, which controls large tracts of timber land in Ontonagon county. Until the market improves somewhat the cutting of timber will not be begun.

A druggist of Hoquiam, Wash., was recently painfully burned when the bottom of a bottle containing carbolic acid dropped out and filled his shoes. He happened to have also a large bottle of alcohol which he promptly poured into his shoes, thus counteracting the action of the acid.

Selfishness is the suicide of happiness.

BUSINESS CHANCES.

A little money will buy a clothing and shoe stock in small town, doing a nice business. Address N. A. C., care Tradesman. 10

For Sale—Clean stock of general merchandise doing a fine business, invoices \$2,000. Fine location on G. R. & I. railroad. Particulars address No. 31, care Tradesman. 31

For Rent—Store room and fixtures in Lockard Block; best location in Charlotte; grocery or bazaar. A. M. Lockard, Charlotte, Mich. 32

All Kinds of Cut Flowers in Season
Wholesale and Retail
ELI CROSS
25 Monroe Street Grand Rapids

THE HOME WITH THE PIANO is worth two homes without one. The value of life depends upon one's happiness, and one's happiness depends to a considerable extent upon the kind and amount of music that is mixed in with daily affairs.

Buy a good piano. Buy it from us.

Friedrich's Music House, 30-32 Canal St., Grand Rapids, Mich.

THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Eight Years of Business Success

Security for Deposits \$1,400,000

Any Business Intrusted to us by Mail or in Person will be Strictly Confidential

WE PAY INTEREST ON DEPOSITS, BOTH ON CERTIFICATES AND IN OUR SAVINGS DEPARTMENT

Policyholders Service & Adjustment Co., Detroit, Michigan

A Michigan Corporation organized and conducted by merchants and manufacturers located throughout the State for the purpose of giving expert aid to holders of Fire Insurance policies.

We audit your Policies.

Correct forms.

Report upon financial condition of your Companies.

Reduce your rate if possible.

Look after your interests if you have a loss.

We issue a contract, charges based upon amount of insurance carried, to do all of this expert work.

We adjust losses for property owners whether holders of contracts or not, for reasonable fee.

Our business is to save you Time, Worry and Money.

For information, write, wire or phone

Policyholders Service & Adjustment Co.

1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

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.



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without treatment and has the **natural** delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening. The same is true of Lowney's Premium Chocolate for cooking.

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

Electrical Supplies

Do YOU Need ANY?

We carry a **Large Stock**. We deliver **day order**

reaches us. Our prices are **right**.

Telephone your orders at our expense.

We'll do the rest.

M. B. Wheeler Electric Co.

93 Pearl Street

Grand Rapids, Mich.



THE NEW IOWA.

Low Supply Can. Enclosed Gear.

Skims Thick or Thin Cream.

Hot or Cold Milk.

Most Practical. Turns Easiest,

Skims Closest. Easiest to

Clean.

Awarded the Only Gold Medal

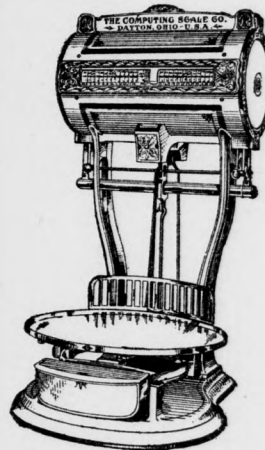
at the Jamestown

Exposition.

Write for 1908 catalog, which explains fully this wonderful machine.

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

MECHANICAL PRECISION



The new low platform
Dayton Scale

Nothing stimulates confidence as quickly and surely as **absolute reliability**. This fact is especially true in connection with accuracy of **weights and values**. Your customers do not ask or expect you willfully to give more than 16 ounces to the pound. They are satisfied to get what they pay for.

Loose Methods Unsafe

A slipshod way of serving your trade discourages confidence. You must be **careful** but **not slow**. There is only **one system** which will give **perfect** results in **rapid** and **accurate weighing**.

Dayton Moneyweight Scales

are recognized by all competent authorities as having reached the **highest degree** of scale construction. They are **accepted** and are being **used** not only in the **United States**, but in **England** and many other foreign countries.

Four High Court Decisions

attest to the **efficiency** and **accuracy** of our computing scales. Now is the time to decide whether or not it will pay you to use this system. Investigation costs nothing, so send the attached coupon or a request for catalog by return mail.

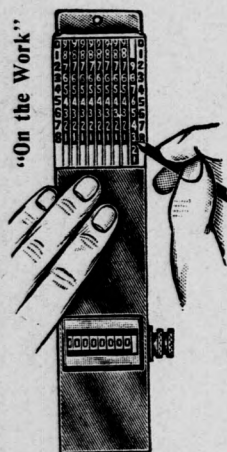
Moneyweight Scale Co., 58 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.

Name
Street and No. Town
Business State



MONEYWEIGHT SCALE CO., 58 State St., Chicago

Try It Yourself Five Days Free



This simple, practical, accurate computer costs only \$25.00—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 saver of time and errors. Capacity, 9,999,999.99. Send for one on 5 days' free trial. If it doesn't do all you want it to do, send it back at our expense. **Catalogue free** upon request to

Rapid Computer Co.

1852 Tribune Bldg.

Chicago

UNDERSCORED

In point of fact, "WHITE HOUSE" is today probably the most conspicuous COFFEE on the market—for grim, uncompromising HONESTY

Dealers everywhere should know it is safe to order coffees roasted by Dwinell-Wright Co., Boston and Chicago, whose well known brands find a ready sale in all the markets of this country. Coffee drinkers are perfectly aware that any package or brand of coffee bearing the magic legend "Dwinell-Wright Co." on its container is all right and the very best of its kind. ❁ ❁ ❁ ❁ ❁ ❁ ❁ ❁ ❁

Over

Two Thousand

persons passed through "The Home of Shredded Wheat" on August 17, 1908, and saw the unique and interesting process of making

Shredded Wheat

The exact number was 2,141, establishing a high-water mark for one day's visitors to this plant. On August 13 the number of visitors was 2,016. The daily average for the summer was about 1,500 visitors.

No other food factory in the world throws open its doors to so many visitors. This advertising costs money, but it makes consumers of Shredded Wheat and customers for YOU. It is only a small part of our advertising expense. We don't allow Shredded Wheat to stick to your shelves.

No other grocer makes a larger profit on Shredded Wheat than YOU do—no "deals," no premiums, no "sugar," no bribes. The same old policy—A Square Deal for a Square Dealer.

The Shredded Wheat Company, Niagara Falls, N. Y.

Rapid
HEATERS

For

**Hot Water
or
Steam Heat**



WILL CUT YOUR FUEL BILLS INTO THREE PARTS, SAVING ONE FOR NEXT SEASON.

33 1/3% LOOKS PRETTY GOOD, DOESN'T IT?

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