

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

READ THIS IMPORTANT READ THIS

The **New Nelson** is the only machine in the world that knits a Rib Top Sock **ABSOLUTELY WITHOUT A SEAM.**

The goal for which the knitting world has striven has at last been reached in this sock.

All other "So-called Seamless" Rib Top Socks have a heavy coarse seam at the toe, which will hurt your feet, or at the joining of the rib with the body of the sock, which will rip easily.

New Nelson is our trade mark. It means **No Seam, No Ripping, No Sore Feet.**

New Nelson Socks are made from the best two-ply doubled and twisted yarn in the body and three-ply in the heel and toe.

New Nelson goods are warranted and for every imperfect pair we will give three perfect pairs.

P. STEKETEE & SONS Grand Rapids, Mich.
Sole Agents for Western Michigan

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.

Dollars in store for the grocer that pushes

Holland Rusk

(Prize Toast of the World)

The public wants it and all the grocer has to do is to sell it—taking a good substantial profit.

Large Package Retail 10 Cents.

Holland Rusk Co. Holland, Mich.

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.



The Merits of the Ben-Hur Are Upheld by Time

Where are the brands of 5c cigars that started with even trade chances back in the middle eighties when **Ben-Hur** was first put on the market?

Why does the **Ben-Hur** remain almost the sole survivor to-day and continue to hold a leading place among nickle brands?

Constancy of Goodness—that's the milk in the cocoanut—no need for further comment.

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

Worden Grocer Co., Distributors
Grand Rapids, 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 23, 1908

Number 1305

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. Movement of Michigan Gideons.
4. News of the Business World.
5. Grocery and Produce Markets.
6. Man of Mark.
8. Editorial.
10. Gone to His Reward.
12. Woman's World.
14. Butter, Eggs and Provisions.
15. New York Market.
16. Dry Goods.
18. Tobacco and Debt.
20. Window Trimming.
22. A Sunday Excursion.
24. Commercial Travelers.
26. Drugs and Druggists' Sundries.
27. Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.

A USELESS WORRY.

The press in certain sections of the country are showing signs of unrest. Two-thirds of our total population are rural and they are unhappy. What they need to change this undesirable condition of things are religion, education and material prosperity. The farmers can not employ as many laborers as they did before the coming of agricultural machinery and, therefore, they must raise fewer children or "export some of their population to the cities."

There is no question that the country people are somewhat "short" on religion, education and prosperity and that as a result they are more or less unhappy, but the idea which is now vexing the country men's minds is whether these essentials of happiness are to be found and secured more readily in the city than "where fields are green and ripening crops abound." It seems to the few who have strayed from farm to town that, take it all in all, in matters pertaining to things divine, the country article is as free from adulteration as that afforded by the city. In education the schools in town unquestionably have better teachers and better appliances than the little red schoolhouse at the corners furnishes; but the existing unhappiness in consequence is receiving attention and soon will be no more; while the "material prosperity" has reached that point where even the statistic report makes the assertion a subject of laughter. The fact is the city press is putting on airs and the country folk take the opportunity to say good naturedly that their city friends need not worry; the women folk here, as in town, are taking care of the sanctuary and attending church regularly and so leaving to the men the time needed for business and pleasure. The country would like to have the city know more generally than it seems to that the red schoolhouse, where most of the prosperous men of the city were educated, has had its day and is now discarded, with only those features of the old system retained which the prosperous citizen has found available. They would like to say, too, that the "material prosperity" business has not been overdone, only they are now banking in institutions of their

own, and they find that the old conditions reversed are having a tendency to remove the old source of unhappiness which at one time prevailed. For instance, the farmer has found the difference between 10 per cent, the rate he paid the bank for money in the olden time, and 3 per cent., which the bank paid him as a depositor, is just 7 per cent. and with this difference in his favor is convinced that with the last essential of unhappiness removed he can give more time and attention to the church and the school and so, in time, take such good care of his children as to find it wholly unnecessary to send them to the city to get religion enough and education enough and material prosperity enough to remove every vestige of their present unhappiness.

It is hardly necessary to say that the city is not worrying over its country brethren and that the worry which the city press seems to think exists can be condensed into one word—one essential—instead of the given three; and that city and country alike have to be content with the conditions in which they find themselves. Content—that is all there is to it; and now that the country is convinced more and more that its fields are so many gold mines the rest will take care of themselves. The people that raised a row because "In God we trust" had been dropped from the unit of coinage will, now that the motto has been restored, give themselves up to realizing to a greater extent the contentment which the trust implies, a contentment which will lessen the attractions of the town by an increase of those of a country made more beautiful by that material prosperity which is falling equally upon the country and the city.

OUR WATERWAYS.

It seems strange that the centuries-old device of building canals for the double purpose of irrigation and navigation, a practice indulged in centuries before the time of Christ, should be revived after about fifty years of comparative inaction, but such is the fact.

Not only is the National plan of improving inland waterways throughout the United States receiving popular approval as an actual necessity, but all over the world, in the Far East, in Europe, in South America and even in Australia, the canalization of rivers is being promoted most vigorously.

And no far seeing, fair minded man who contemplates the situation in the United States can fail to see the problem in any but the largest view possible. No single State, no two or three large cities, no dozen or fifteen counties are involved in

the project. It is already a vast National concern and every section of our country must be benefited by its realization.

Indeed it is an international enterprise of equal importance to Australia, all of Oceanica, China, Japan and so on; to the governments of Europe, Africa and South America, and to our own Government, which, happily, occupies the position of chief promoter by its construction of the Panama Canal.

With a deep waterway across Michigan by what is geologically specified as The Grand-Saginaw Valley, the State of Michigan will be on the shortest all-water route around the world; that is to say, the route from Europe across the Atlantic Ocean to the Gulf of St. Lawrence, up that gulf and the river of the same name to Montreal; thence by way of the Ottawa River and Georgian Bay to Lake Huron and so to the Grand-Saginaw waterway to Lake Michigan, to the canal to the Mississippi River, thence to the Gulf of Mexico and the Panama Canal to the Pacific and its multitudinous routes north, south and west.

That these waterways must be deep waterways is made imperative, because of the largeness of the system and that the water power facilities certain to be developed by the carrying out of the system will come near to paying the cost of construction and maintenance is already being demonstrated by the experience of the State of Illinois in its development of a deep waterway from Lake Michigan to the Illinois River.

This is not the only income certain to follow these improvements. The conservation of inland waters made necessary by the exigencies of building the canals and operating them will solve hundreds of flood problems and will be the means, annually, of preventing millions of dollars' worth of property from destruction.

Next month there is to be held a deep waterways convention at Chicago at which will be representatives of scores of organizations in this country which have been formed to contribute such aid as they may to the greater plan primarily and to the local projects incidentally. And Grand Rapids will be represented at this convention by delegates from the Grand-Saginaw Waterway Association, an offshoot of our Board of Trade.

He who muddies the stream ought not to cry for clear water.

The worst thing about any evil deed is its fruitfulness.

Movements of Michigan Gideons.

Detroit, Sept. 22—D. S. Ullrick, National Vice-President of the Gideons, has completed a month's labor in Canada for the book concern he represents. While on his way home to Indianapolis he spent last Sabbath with his old-time chum and classmate, Rev. A. Smith, Royal Oak, who induced him to spend the entire day there and used him both morning and evening in his church services.

Gideons at Ft. Wayne, Ind., are entering upon the work of securing funds for placing bibles in the hotels of their city in a very commendable manner. "Sunshine" Hawks, Baltimore, Md., will give his famous lecture, "Sunshine and Shadow," in the First M. E. church Oct. 2, and will be aided by a fine musical programme. The proceeds of this lecture are to be used for purchasing bibles for Ft. Wayne hotels. Any surplus that may be received will be remitted to the fund at the National headquarters to aid in this work throughout the country. Frank W. Kelsey will have a hand in this programme and we understand he is the promoter. Just like this big hearted brother.

Flint Camp was represented at the recent State Fair by three of its members, L. H. Richardson, representing the Moore Plow and Implement Co., of Greenville; George A. Fricke, and E. M. Armstrong, who represented the Akron Cultivator Co.

"What made Milwaukee famous?" They manufactured a liquid which they used to ship to Michigan and it had the effect of causing the infants and children to go without shoes. During the past year we observe a change. Milwaukee is now "famous" in Michigan on account of R. A. Reid, of Alpena, who represents the Koerner-Marsh Shoe Co., makers of infants' fine shoes.

The Griswold House meeting was one of the largest yet held. Some of the best singers in the city were present, which caused the hotel to echo with songs of praise. The room was filled with Gideons and their wives, visiting ladies and four fine-looking traveling men who were attracted by the volume of song and held by the earnest testimony. Chas. M. Smith led and gave as his theme, "A New Heart." He gave a vivid picture of a Christian as a "new creature," he has a new heart, lives in a new world under a new government, serves a new master, obeys new laws, is actuated by new motives, is influenced by new love, animated by new joys, possessed with new delights and is called by a new name; yes, all things become new. All who profess this do not possess. They feel the touch of sin, but as the old heart is melted by love, mourns over sin and delights in looking up to Jesus, as He is set forth in the Gospel, they get it, as George S. Webb had it, "with a wide margin around him," and as C. F. Louthain had it "in the circle." The brothers and sisters in their testimony had it. By the spirit of God you are inwardly changed and quickened from a child of wrath to a child of God. There are some-

times conflicts within, but this is only proof of life, of grace within. Webb had it that the margin was not kept wide enough, and Louthain had it that you got out of the circle. One traveling man joined the organization and another desired a new heart. After the meeting the Camp decided to engage Miss Evo as singer for some of our future meetings.

Aaron B. Gates.

Grand Rapids, Sept. 22—At a meeting of Grand Rapids Camp, No. 2, Gideons, held on Saturday evening, Sept. 12, the following resolutions were adopted:

Whereas—Brother S. T. Kinsey, who was a faithful member of this Camp, has been called to his reward, therefore,

Resolved—That we, the members of Grand Rapids Camp, No. 2, Gideons, hereby seek to express our sympathy in the loss of Brother Kinsey from our ranks. He was one of God's valiant men. He had learned to know Him intimately, his life was surrendered to Him, his whole pur-

pose of soul was to live clean and pure in the eyes of his Lord and Master and to serve Him faithfully. He earnestly contended for righteousness in government, and as earnestly for cleanness of speech and right living in private and business life. We rejoice in the assurance which we feel that to him has been accorded an abundant entrance into the Eternal Kingdom of our Lord and Savior, Jesus Christ. We wish to convey to our sister, Mrs. Kinsey, and to the members of the family our sincere sympathy, praying that God may comfort their hearts and keep them in His love, that they, too, may some day share with the husband and father the inheritance reserved in Heaven for all who love Him.

Resolved—That the Secretary spread upon the minutes this action and send a copy to the Michigan Tradesman for publication and a copy to the family of the deceased.

W. H. Andrews,

D. W. Johns,

Committee.

Whereas—Our brother, Benjamin W. Chase, after a long illness, has been called home to his reward.

Resolved—That we, the members of Grand Rapids Camp, No. 2, Gideons, hereby record our appreciation of the loss which we have suffered in losing Brother Chase from our ranks. Brother Chase was known for many years all over the State as an earnest and consecrated Christian traveling man. Not only in his home and in his church was the genuineness of his Christianity apparent, but out on the road, among his business associates, he was ever the same true and loyal follower of Jesus. The things of His Kingdom were the first and chief concern of his life, the ever-present topic of conversation. During his long illness preceding his death the patience and steadfast trust in the Heavenly Father which he manifested will ever be a sweet remembrance with those of us who were privileged to meet with him. We wish to convey to our sister, Mrs. Chase, and the members of the

"Just as Good" Is a Fake

There's a difference in the taste of bread made of Lily White Flour and that made of the "just as good" kind.

"Just as good" stands for "imitation."

No matter what the price, no other flour is "just as good" as Lily White.

No matter who says so, no other flour can make bread, cake or pastry "just as good" as Lily White.

No matter who says so, no other flour is so popular in this market or has anywhere near the volume of sales that Lily White has.

When you ask for

Lily White

"The Flour the Best Cooks Use"

Insist on getting it. If you have made up your mind you want the "best," why take a substitute?

No imitation was ever "just as good" as the original.

Imitation is sincere flattery, but the "imitations" are poor investments for the consumer.

Let your neighbor be put off with the substitute—you have the real thing.

Valley City Milling Company

Grand Rapids, Mich.

Copy of advertisement recently run in daily papers.

family our sincere sympathy, praying that the Great Comforter may comfort their hearts and give them the abiding assurance that they, too, shall some day, with the loved husband and father, receive the reward in Heaven in store for all who love Him.

Resolved — That the Secretary spread upon the minutes this action and send a copy to the Michigan Tradesman for publication and a copy to the family of the deceased.

W. H. Andrews,
D. W. Johns,
Committee.

Dog Meat in Germany.

Not only is the flesh of horses and mules eaten in Germany almost as much as in France, says Agricultural Epitomist, but also there is a growing consumption of dog meat and in some localities dogs are fattened for market, and there are several special places for slaughtering them. The use of dog meat is said to have had its origin in Saxony, and there are statistics going as far back as 1869. On June 3, 1900, a law was passed which authorized the sale and consumption of dog meat all over the German Empire. The taste for dog meat is reported as extending throughout Silesia and into Bavaria. In Munich dogs are regularly slaughtered and the flesh is sold by lowgrade butchers. The Germans, however, declare that they do not buy it in that region, and that the demand is confined to the lowest class of Italian laborers. No dog flesh is sold in Berlin as yet.

The New Secretary of Grand Rapids Council.

Harry D. Hydorn, the newly-elected Secretary-Treasurer of Grand Rapids Council, No. 131, has sent out the following notice to the members:

Grand Rapids, Sept. 20—As you no doubt have learned, our dearly beloved Secretary-Treasurer, Brother O. F. Jackson, died Sept. 5 and was buried Sept. 7. He died in the harness and was buried, as he wished, by Grand Rapids Council, No. 131.

The Executive Committee appointed me Secretary-Treasurer on Sept. 12 to fill the unexpired term.

Now, brother, you know as well as I do that I have got to "go some" to do at least half as well as Brother Jackson did. He was a hard worker and we all loved him. I will do the best I can for the Council until our March meeting, at which time the Council will elect a member to the office of Secretary-Treasurer. Too many of you fellows think your hired man, known in society circles as the Secretary-Treasurer, can run the whole shooting match; but have you ever yet known a hired man who did not get his head swelled and ruin the business if you turned it all over to him?

Have you ever stopped to think what the U. C. T. means to you—a competence for your family if you are killed; cash in hand to put you on your feet if you lose an eye, arm or leg; a little check every week if you are disabled; a guardian with the cash for your widow and loved ones, if you have them, in need; a bunch of live ones to boost if you need help

in any direction and the hearty hand clasp, sympathy and good will of a friend when you need him?

How are these things made possible? By the united efforts of every member of the order. Are you doing your duty by your Council and the loved ones dependent upon you when you permit the Council to run itself month after month?

I know all about the hot weather—I am fat myself. It is just as hot in the Council chamber for me as for you; but the hot weather is over. Forget it and get busy. Have a talk with a friend and bring him in with us. Let us jump from 270 members to 350 between now and the next annual meeting in March.

Grand Rapids Council opens the social season with a dancing party, refreshments and a general good time Saturday evening, October 10. "Are you with us, or ag'in us?" Talk it over with the wife. She appreciates the Council and what it is trying to do for you and yours as much as you ought to. Bring her to the party, along with the prospective member.

The next regular meeting will be held Saturday evening, Oct. 3, at our rooms in Herald Hall. Be on hand with a new member and give the hired man something to do.

Yours for boosting 131,

Harry D. Hydorn, Sec'y-Treas.

Machine Writes in Shorthand.

Shorthand by machinery is a London idea, and is done by the stenotypy, a device that can be worked on the operator's knee, and has just six keys. By changes and combinations

of these six keys a complete alphabet is built up of dot and dash, similar in kind to that of the Morse code. The learner simply has to commit this alphabet to memory, and the machine will do the rest. With less diligence than is often devoted to the acquisition of a mere parlor game, any ordinary person should be able to write stenotypy at a serviceable speed. The new shorthand is based on syllables, many of which can be formed by one touch of the hand on the keyboard. As if playing the piano, the operator simply strikes a chord, and imprints a character decipherable to the trained eye at a glance. Unessential vowels and consonants can be dropped out, for the grouping of the symbols indicates how they are to be read. In this way the "note" is formed. It is legible not only to the operator but also to any one who has mastered the alphabet. In the old shorthand some can not read their own notes; rarely few, indeed, can read the notes of others. The notes are always accurate and legible to all stenotypists at any distance of time. They also are available for any language.

Not a Matter of Creed.

A man addicted to walking in his sleep went to bed all right one night, but when he awoke he found himself on the street in the grasp of a policeman. "Hold on," he cried, "you mustn't arrest me. I'm a somnambulist." To which the policeman replied: "I don't care what your religion is—yer can't walk the streets in yer nightshirt."

Why Not Sell More Butter Color?

You can if you will stock our Dandelion Brand Butter Color (Purely Vegetable) and push it.

You'll be surprised how fast you can build up a Butter Color trade. Write to your wholesaler or to us for price list.

Dandelion Brand Butter Color is
Endorsed by All Authorities



Dandelion Brand is the Safe and
Sure Vegetable Butter Color

Dandelion Brand Butter Color
Purely Vegetable

WELLS & RICHARDSON CO., Manufacturers, BURLINGTON, VERMONT

We guarantee that Dandelion Brand Butter Color is purely vegetable and that the use of same for coloring butter is permitted under all food laws—State and National.



Movements of Merchants.

Millington—Cyrus Losure will shortly open a new bakery.

Pittsford—Jesse Bohner has purchased the bakery of Charles Mead.

Port Huron—Miles P. Halstead has opened a bakery at 620 Water street.

Deford—E. R. Bruce has engaged in the hardware and implement business.

Petoskey—Carl Crawford succeeds Longhouse & Crawford in the grocery business.

Petoskey—Leismer & Hendricks succeed H. Leismer in the implement business.

Lansing—A. D. Sturgis, druggist, was married Sept. 16 to Miss Winnifred May Crane, of Albion.

Shepherd—R. C. Bedtelyou, druggist, was married recently to Miss Hattie M. Holler, of Hemlock.

Eaton Rapids—The Thomas W. Daniels dry goods stock has been purchased by Karl Frandsen, of Manistique.

Charlotte—Clark D. Roberts has sold his hardware stock to Wm. Bintz, of Winnipeg, who will take possession Nov. 1.

Lake Odessa—O. F. Addington has bought the H. Van Houten general stock and will continue the business at the same location.

Marshall—M. A. Manning has sold his grocery stock to A. B. Bliss, of Chicago, who will continue the business at the same location.

Charlotte—John V. Sassaman, of Kalamazoo, has purchased the drug stock of Blackmar & Brackett and will continue the business.

South Haven—Percy Lewis, formerly engaged in the drug business at Benton Harbor, has purchased the Red Cross drug stock here.

Milliken—J. W. Catlin has purchased the interest of Wm. Osman in the meat market of Osman & Catlin. The new firm will be known as Catlin & Son.

Buckley—J. S. Harris & Son have purchased the hardware stock of Wightman & Son and added thereto the stock they recently removed from Bad Axe to this place.

Kalamazoo—Eastman & Pipimeau has purchased the grocery stock and meat market of F. L. Wood, 233 East Ransom street, and will continue the business at the same location.

Charlotte—D. H. Bryant, of Bloomingdale, has purchased the drug stock of Fred Emery, who intends to move to Spokane, Wash., where his brother is a practicing physician.

Saginaw—A. Kenzler has been admitted to partnership in the clothing stock conducted by the J. C.

Mercer Estate. He has been connected with the store for the past twenty years.

Pontiac—Ira E. Dunlap, who has been connected with the drug establishment of Smith & Leisenring for eight years, will engage in the drug business on his own account at 4 North Saginaw street.

Hart—N. J. Hook has sold his grocery stock to J. P. Jacobson, the Montague grocer. The purchaser will continue both stores, having placed the management of the Hart stock in the hands of A. T. McDonald.

Carland—J. B. Lewis has sold his half interest in the Carland Mercantile Co., dealer in general merchandise and agricultural implements, to his partner, A. E. Shannon, who will continue the business under the same style.

Lansing—Edwin W. Morris has discontinued his fuel business, which he has conducted for several years under the firm name of the Lansing Fuel Co., and has become manager of W. J. Scully & Co.'s two coal yards in Detroit.

Pontiac—The P. H. Struthers & Co. dry goods store, which has been closed since the sudden death of Mr. Struthers, has been re-opened and will continue business under the direction of Fred Pound, who has long been identified with the store.

Alma—Convis & Convis have sold their furniture and undertaking stock to R. A. Crandall and J. B. Scott, who will continue the business at the same location under the style of Crandall & Scott. The transfer will not take place until January 1.

Pontiac—Tobin & Seeley is the name of the new firm which succeeds Tidball & Parmenter in the hardware business. The firm is composed of Ralph D. Tobin, who has long been identified with the hardware business, and Thaddeus D. Seeley.

Hillsdale—A corporation which will carry on the lumber and coal business has been formed under the style of the Hillsdale Lumber & Coal Co. The company has an authorized capital stock of \$10,000, all of which has been subscribed and \$8,000 paid in in cash.

Lowell—Will Flynn and Arthur Nerreter, who have conducted the corner grocery on the East Side under the style of Flynn & Nerreter during the past year, have sold the same to M. C. DeCou, of Cedar Springs, who will continue the business at the same location.

Chapin—Loynes Bros. have sold their general stock to J. B. Lewis,

who has been engaged in general trade at Carland for the past six years under the style of the Carland Mercantile Co. Mr. Lewis is an original and energetic advertiser and a successful distributor of merchandise.

Lansing—Frank C. Stabler has purchased a half interest in the North Lansing Clothing Co. and the business will hereafter be conducted under the firm name of Lapham & Stabler. Mr. Stabler and the other partner, Frank Lapham, are well known, having been for some time connected with local clothing firms.

Chelsea—W. J. Knapp, one of the oldest merchants in this place, has sold his stock of hardware, furniture and implements to F. H. Belser, who has long been prominent in Ann Arbor business circles. For eighteen years past Mr. Belser has been Cashier of the Farmers' and Mechanics' Bank and previous to that served as County Treasurer two terms. The change took place September 21. Mr. Knapp will engage in other business.

Gladwin—Geo. E. Casement, who has conducted a general store under the style of Casement & Co., has filed a petition in bankruptcy in the United States Court at Bay City. His debts are \$7,339 and his assets are \$4,140, with \$555 which he claims as exempt. George A. Alderton & Co., of Saginaw, are the principal creditors. Casement owes them \$6,289 and other Saginaw and Bay City firms smaller amounts, from \$5 to \$75 each. Poor collections is given as the cause of failure.

Manufacturing Matters.

Pontiac—The receiver of the Standard Vehicle Co. has declared a second dividend of 10 per cent.

St. Clair—The capital stock of the Diamond Crystal Salt Co. has been increased from \$325,000 to \$450,000.

Detroit—The capital stock of the Burroughs Adding Machine Co. has been increased from \$5,000,000 to \$5,250,000.

West Branch—The Batchelder Timber Co. is making some extensive repairs to its mill and will resume in three or four weeks.

Menominee—The woodworking plant of D. F. Daley, at North Menominee is about completed and will soon be in operation.

Benton Harbor—Edward Nolan has purchased an interest in the Benton Harbor Cigar Co. and will devote his entire time to the business end.

Lansing—F. C. Pilbeam has engaged in the manufacture of stencils and novelties under the style of the Pilbeam Novelty Manufacturing Co.

Onaway—Oliver Glass & Co. are reconstructing the Porter mill at this place, which was burned down last spring, and it is expected it will be ready to begin sawing in October.

Scotts—The Scotts Creamery Co. has sold its butter factory to Azor Smith, of Grand Rapids, who will continue the business under the management of Archie Pierce.

Cadillac—The Peterson Cabinet Co. has purchased the patent and right to manufacture the Beard patent farm gate which is already find-

ing a ready sale among the farmers of this vicinity.

Detroit—The Abizaid Buckle Co., which will engage in the manufacture of friction slides for garment supporters, has been incorporated with an authorized capital of \$25,000, all of which has been subscribed and paid in in property.

Grayling—A corporation which will manufacture and deal in lumber, shingles and all kinds of forest products, has been formed under the style of R. Hanson & Sons. The new company has an authorized capital stock of \$70,000, all of which has been subscribed and paid in in cash.

Schoolcraft—A corporation which will engage in the manufacture of furniture, including porch and lawn furniture, has been formed under the style of the Eureka Furniture Works, with an authorized capital stock of \$25,000, of which \$13,200 has been subscribed and \$11,985 paid in in property.

Kalamazoo—The Kalamazoo Carbureter Co., which will engage in the manufacture of carbureters, internal combustion motors and parts of automobiles, has been incorporated with an authorized capital stock of \$7,500, all of which has been subscribed and \$3,000 paid in in cash and \$1,500 in property.

Alma—C. D. Bell, for the past three years superintendent of the Alma Sugar Co., has resigned his position, and Jotham Allen, of this city, has been appointed to succeed him. Mr. Allen is a man of wide experience, having been with the sugar company for the past ten years in the position of agriculturist. He is also the President of the Alma Grain and Lumber Co. and is one of the leading business men of this place. Ira McKinney, of Waverly, Iowa, assumes the duties of technical superintendent.

Lansing—The Hartman Cream Separator Co. is the name of a new organization formed in this city with a capital stock of \$50,000. The officers of the company are: President, Hugh Lyons; Vice-President, H. L. Wilson; Secretary, Myles F. Gray; Treasurer, Mark Woodruff; Manager, Wm. F. Britten. A portion of the Bement plant will be used in the manufacture of the machines, which are made after a design of William C. Hartman, of this city. It is expected that the plant will be ready for turning out separators in about two weeks.

Saginaw—The Michigan beet sugar campaign will open the first week in October this year. Instructions are now being prepared by the Michigan Sugar Co. notifying farmers to commence pulling beets the last week in September, deliveries of the factories to follow immediately. Everything is in readiness at the factories of this company, six in all, for the receipt of the crop, and it is expected that the local plant will start up on October 5. Reports from throughout the valley indicate that the crop will be very large and of fine quality. A full capacity three months' campaign is figured on.

GROCERY AND PRODUCE MARKET

The Produce Market.

Apples—Choice fall apples fetch \$1 per bu. Cooking stock is in fair demand at 75c.

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

Beets—60c per bu.

Butter—All grades are steady and stronger. There is only a fair consumptive demand and the make is about normal. Present conditions are likely to exist for a week or two, after which we are likely to have a shorter supply and a little firmer market. Fancy creamery is held at 24½c for tubs and 25½c 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—\$1.50 per doz.

Celery—18c per bunch for home grown.

Citron—60c per doz.

Cocoanuts—\$5 per bag of 90.

Crabapples—\$1 per bu. for Hyslips.

Cucumbers—60c per bu. for large.

Eggs—The market is firm and 1c higher than a week ago. The quality is showing better as the season advances. The percentage of heated eggs now coming in is very light. There is a fair supply and no further change in price is looked for in the near future. Local dealers pay 18@19c on track, holding case count at 20c and candled at 21c.

Grapes—Wordens, Concords and Niagaras fetch 13c per 8 lb. basket. Delawares, 15c per 4 lb. basket.

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—Messinas and Californias are steady at \$4.50@5.

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

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

Onions—Yellow Danvers and Red Globes are in ample supply at 75c per bu.

Oranges—\$4.50@5 for California Valencias.

Parsley—25c per doz. bunches.

Peaches—Chilas and Gold Drops fetch \$1@1.25 per bu.; Smocks range from \$1.25@1.50; Late Crawfords command \$2. This week will practically close the season.

Pears—Sugar, 90c; Duchess and Clapp's Favorite, \$1@1.25 per bu.

Peppers—\$1.25 per bu. for green and \$2.25 for red.

Plums—Blue Damsons, \$2.25; Egg and Green Gages, \$2 per bu.

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

Potatoes—The local market ranges around 80c per bu.

Poultry—Local dealers pay 9@9½c for fowls, 10½@11c for broilers and 9c for spring ducks.

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

Spinach—60c per bu.

Sweet Potatoes—\$3 per bbl. for Jerseys and \$2 for Virginias.

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.

Business Changes in the Buckeye State.

Belpre—Elliott S. Stone has sold his furniture stock to C. and F. Miller.

Canton—A receiver has been asked for the Eby Drug Co.

Elyria—Martin Muller is about to engage in the grocery business.

Fremont—A grocery store is to be opened by Joe Hodees.

Ironton—T. S. Calvin is to retire from the Hannan-Cowden Co., dealer in dry goods, on Oct. 1.

New Madison—Piffley & Worch have purchased the hardware stock of A. J. Wiley.

Portsmouth—Gims & Bierley are succeeded in the grocery business by Harry Flowers.

Salem—Dennis H. Triem will continue the clothing business formerly conducted by the Triem-Murphy Clothing Co.

Youngstown—A corporation has been formed under the style of Guess & McNabb to conduct a general store.

Youngstown—Finkelher Bros. have engaged in the general merchandise business.

Sidney—W. H. Fristoe has sold his stock of implements to John F. Arnett.

The Drug Market.

Opium—Is weak at the present market, notwithstanding advices of improvements abroad.

Morphine—Is unchanged.

Quinine—Is in fair demand and steady.

Lavender Flowers and Oil—Have both advanced, owing to reports of light crops.

Linseed Oil—Has been reduced to 42c for raw and 43c for boiled.

The Wolverine Brass Works has increased its capital stock from \$225,000 to \$400,000.

The Grocery Market.

Sugar—All grades of refined advanced 10 points last Friday, thus placing granulated on a 5.10 basis. The demand is still good, although the height of the season has probably been reached and passed. No further change in refined sugar seems in sight.

Tea—The market has remained quiet for the past month. Grocers are buying as their wants require rather than speculatively. Some of the lower grades of Japans are slightly easier, while a stiff market rules in Ceylons. A cablegram received recently from Colombo to a wholesale grocer in this city noted an advance of 1c since Sept. 1 on Broken Orange Pekoe of medium grade. The China market is more unsettled than it has been for years, owing to the extremely low price of silver, and Congous have touched the lowest point in many years. Formosas remain about the same and are moving freely.

Coffee—Owing to a strike in Santos, which affects shipments, both Rio and Santos grades have stiffened up in a speculative way. Mild coffee is dull and unchanged. Java and Mocha are quiet at ruling prices.

Canned Goods—Tomatoes are ruling firm and give promise of being short in supplies. Eastern conditions affect local markets somewhat and little light can be cast on the future market until these Eastern difficulties have been straightened out. Corn will be in fair supply, according to advices received from canning centers. Canned fruits will probably be cheaper than last year on several varieties, judging from present indications. While the demand is very good, liberal receipts are expected the latter part of the month, when the new crop begins to move. Stocks have been reduced considerably the past few weeks, jobbers wishing to clean up as much as possible, so as to take hold of the new crop. Jobbers' contracts have been cut fully 50 per cent. on Columbia River salmon, due to the short catch. Prices generally rule higher, as fishermen are receiving more for fresh fish to be used for export purposes than canners can afford to pay. A stunted catch of sardines is reported.

Dried Fruits—Apricots are scarce, well maintained and in fair demand. Raisins are unchanged and dull. The pending Armsby corner has not affected the market as yet. New currants are about to be delivered, being received about ten days earlier than usual, owing to better steamship service. The demand is excellent. Spot currants are dull. Apples are somewhat steadier and in light demand. Other dried fruits are dull and unchanged. Prunes are unchanged and in fair demand. Peaches are a shade easier on a basis about ½c above the highest point.

Syrups and Molasses—Sugar syrup is selling at steady prices. The refiners have no surplus. Molasses is selling slowly and its season will very shortly open. Prices are unchanged. The outlook for the new crop is fair.

Rice—The new crop of head rice

is already on the market and prices are about the same as in other years. The supply is ample to meet demands. Japan stock is very scarce at present. The old crop has nearly been used up and the new will not be ready for another month. Prices rule higher.

Farinaceous Goods—Advances on rolled oats seem likely because of the poor crop and good demand. The same conditions apply to package goods. Receipts of fine tapioca are liberal and the quality is better than usual. The new crop is reported large.

Cheese—The market is active at an advance of ¼c. The advance is due to the higher prices in the producing country districts. The quality of the cheese now getting in is very fancy and present market conditions are likely to exist for some time. The consumptive as well as the speculative demand are good and the make is about normal.

Fish—Cod, hake and haddock are unchanged. Cod is selling very fairly, both spot and future, at unchanged prices. Sardines are unchanged, referring to all grades. Some of the Eastport packers are in favor of an advance of 10c, but whether all will agree remains to be seen. The demand for sardines is fair. Salmon is selling moderately, all conditions being unchanged. The mackerel situation is still firm. Shores are about out of it, and Irish are very scarce and anything fancy commands high prices. No prices on new Norways are as yet forthcoming, and probably will not be until the Norwegians see just how much competition they have to expect from other quarters. As from all appearances they will have very little, it seems reasonably certain that the forthcoming prices will be high.

Provisions—There has been an extreme scarcity in pure lard, followed by an advance of 1c per pound. Present firm conditions are likely to exist for about a month. Compound lard is ½c higher, through sympathy with pure and a general advance in cottonseed oil. Barrel pork, canned meats and dried beef are all firm and unchanged, with a good seasonable demand.

The failure of Valda A. Johnston, the South Haven hotelkeeper and druggist, is a severe disappointment to his Grand Rapids friends. He recently uttered a trust mortgage, disclosing an indebtedness of \$15,154.23 and assets scheduled at \$11,744.89. A petition to throw him into involuntary bankruptcy has been filed.

The Ponce De Leon Water Co., which deals in distilled, mineral and spring water, has merged its business into a stock company under the style of the Ponce De Leon Co. The company has an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in in property.

C. T. Noggle & Co. have engaged in the grocery business at 275 Jefferson avenue. The Worden Grocer Co. furnished the stock.

MEN OF MARK.

Delos A. Blodgett, Chairman Blodgett Company, Limited.

The question is often asked, and variously answered, "Why have such a large proportion of the men engaged in the lumber industry become immensely wealthy?" It has been intimated that some of them became rich because they could not prevent it. They were on the ground, as the phrase goes, and wealth came to them with ease. It was the opportunity that made them wealthy, so it is said.

This explanation is true in part. It was the opportunity that made them what they are, but it must not be gathered from this that this opportunity was thrust upon them. The statement that their wealth came easily is even less true. The men who now stand as patriarchs of the lumber industry of the Middle West were not the only young men in that country forty years ago. There were others who have never acquired fame or fortune. Many of these no doubt were the victims of unfavorable circumstances. But there were many others who failed to recognize the great opportunities about them.

The word "opportunity" is the very keynote of the career of the wealthiest lumbermen. It was the foundation stone on which they built by hard work, close application, keen insight and business ability the mammoth fortunes which they enjoy to-day. In the career of no other Middle West lumbermen is the value of recognizing and utilizing opportunity so clearly demonstrated as in that of Delos A. Blodgett, of Grand Rapids, who holds a unique position in the lumber world, for he has woven his name into American lumber history as one of the largest of Northern pine operators, later as one of the heaviest of Southern timber holders, and still later as one of the strongest holders of Pacific Coast timber. This would indicate that his keen sense of opportunity did not leave him in his later years. He not only recognized the possibilities of Michigan over a half century ago but at a later period turned his face southward and subsequently westward because he saw in both fields opportunities ready to his hand.

Mr. Blodgett's entire career shows that he was ever on the lookout for a chance to better his condition. He was born March 3, 1825, in Otsego county, New York, the fifth child of Abiel W. and Susan Richmond Blodgett, who came of good old Massachusetts stock of the seventeenth century. The family moved to Erie county, New York, when the boy was 4 years old, and his schooling and early experience were garnered in that section.

His sense of opportunity had an early test. When the boy became old enough to labor there awaited him in the vicinity of his home plenty of chances to find what was there considered good employment on the farms of that section, but his eye turned naturally to the West, which for half a century has been one great world of opportunity. He

induced his parents to allow him to take a trip through the South and West, which were then far from the high state of development which they have since reached. He was accompanied by a friend, and a year was spent in visiting Kentucky, Tennessee, Mississippi, Louisiana, Arkansas and Missouri. It is another indication of his sense of opportunity that forty years later, when he had acquired capital mammoth in proportions, he turned back to the very section which he had visited as a boy and there found new opportunity. Even the youth had recognized in 1845 that the chances for immediate advancement lay in the North; and forty years later, when the north country had been thoroughly exploited, the man of years

decided to study the logging and lumbering industry and he practically decided to make the lumber business his career.

Again did his sense of opportunity direct his footsteps where another man might have made a mistake. Instead of taking such opportunity as lay at his hand he returned to Chicago to investigate the lumber possibilities of the Middle West. He found that the choicest white pine reaching the Chicago market at that time was coming from the western shore of Michigan, and there he decided to cast his fortunes. The result of this wise move was that his opportunity blossomed into success much more rapidly than it probably would have in some lumber district more remote from the great lum-

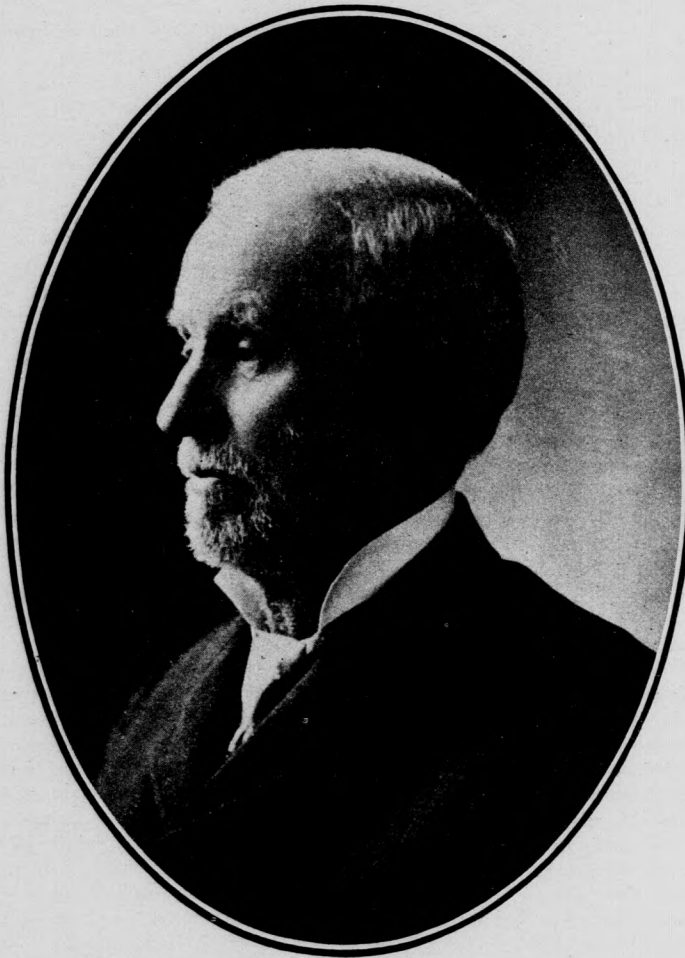
what is now Clare county, on a stream emptying into the Muskegon and which is known to this day to the lumbermen as Doc and Tom Creek, in honor of "Doc" Blodgett and "Tom" Stimson. The partners built a camp on this creek and during the winter banked 600,000 feet of timber. The following winter they enlarged their business and established several camps in the same section.

Fifty years ago it was the impression among the majority of lumbermen that when the Michigan lands had been denuded of timber they would be absolutely valueless, because farming thereon was impracticable, even impossible. Mr. Blodgett's sense of opportunity led him to take the opposite view. In a clearing in Osceola county he established his first farm in 1851 and the potatoes that he raised would do credit to a twentieth century county fair. It was a demonstration of the value of the farming land in that country which led many settlers into the same region. Mr. Blodgett's first potato patch is now part of the village of Hersey. So successful was the Osceola county farm that he established another one of 400 acres in Clare county and one of 700 acres in Missaukee county. He subsequently disposed of these farms. The French draft horses which were bred thereon acquired fame because of their quality. Mr. Blodgett also recognized the opportunity and necessity for a grist mill in a rapidly developing country and built one at Hersey in 1858, afterwards remodeling it and making it modern in every respect. It was as successful as his logging and agricultural ventures.

His partnership with Mr. Stimson terminated in 1854 and for twenty years thereafter Mr. Blodgett was engaged in buying timber lands and doing logging in the Muskegon River Valley. In 1871 he took into partnership one of his employes, Thomas Byrne. He continued his operations as an individual while also devoting attention to the logging, lumbering and timber land business of the new firm. In 1880 Blodgett & Byrne purchased a mill in Muskegon and soon had it cutting 200,000 feet daily. When Mr. Byrne died, in the following year, Mr. Blodgett continued the estate and partnership and administered them so well that when the business was finally wound up a million dollars was paid over to Mr. Byrne's heirs.

In 1878 Mr. Blodgett went into partnership with George J. Tillotson, now deceased, and operated Mr. Tillotson's mill for six years, until that gentleman sold his interest. This mill and the business of Blodgett & Byrne were then placed in charge of Mr. Blodgett's son, John W. Blodgett, who proved himself a worthy son of a capable father. At one time there were 600 men in Mr. Blodgett's employ.

In tracing Mr. Blodgett's career at Muskegon it is worthy of note that when he began manufacturing in that section he embarked in the business there on the flood tide. The Tillotson mill was purchased in 1878



DELOS A. BLODGETT

remembered the observations of the youth and turned back to the South, which by that time had reached a state which made progress there much more rapid than it could have been on his first visit to that section.

The tide of the period was toward the West and Mr. Blodgett's father was among those who followed it, to Harvard, Ill. Young Blodgett rejoined his family there in 1847 and spent the following winter in school at Geneva, Wis. In the spring, prompted by a desire to see the north country, he engaged as a sawmill hand with Reed & McCoy, of Chicago, and was sent to Masonville, then merely a clearing on the shore of Little Bay de Noquet, in the Upper Peninsula of Michigan. During this winter he had an oppor-

ber market at the foot of the Lake.

After careful consideration, in October, 1848, he journeyed to Muskegon, and secured employment with Henry Knickerbocker, then a prominent logger on the Muskegon River. He spent the winter in the Knickerbocker camps and the next year was made foreman of these camps, holding the position until July, 1850.

The young man was constantly aiming, during this period, to operate on his own behalf and in 1850 he formed a partnership with Thomas D. Stimson, for the purpose of conducting a logging business on the Muskegon River. They secured several other young and ambitious men and explored the pine country in the vicinity of where Big Rapids now stands. They eventually settled in

and the firm of Blodgett & Byrne was organized in 1880. It was during this period that lumber manufacture in Muskegon was showing a steady increase and in 1887 it reached its zenith, when 665,449,921 feet of lumber and 520,531,750 shingles were manufactured in that city.

It was in 1887 that the pinnacle was reached and from then until the present the Muskegon lumber industry has shown a rapid decline. From the 665,449,921 feet of lumber manufactured in 1887 it dropped in 1888 to 626,000,000 in round numbers; in 1889 to 490,000,000; to 127,000,000 in 1894 and to only 24,650,000 in 1897. With an almost prophetic sense Mr. Blodgett, in 1885, just previous to the beginning of the decline, began to withdraw his money from the white pine industry in Michigan and to invest it in the South, which he saw would be the ultimate source of supply of the Middle West. He bought a quarter of a million acres of yellow pine timber in Mississippi at a time when yellow pine lumber was known only by name in the North.

He saw other opportunities about him. He engaged in banking. In 1882 he bought an interest in the Fourth National Bank of Grand Rapids, and was made its President in 1888. He founded a private bank at Cadillac in 1883. He purchased stock in the Lumbermen's National Bank and the Muskegon Savings Bank at Muskegon and the Preston National Bank of Detroit, and was Vice-President of the Kent County Savings Bank at Grand Rapids. He helped incorporate the Grand Rapids Fire Insurance Co. and was a director of the Standard Accident & Life Insurance Co., of Detroit. Mr. Blodgett has since relinquished active connection with all of the above institutions.

In spite of his tremendous timber and lumber interests, Mr. Blodgett found time to be a "family man." He married Jennie S. Wood, of Woodstock, Ill., September 9, 1859, and they had two children, John W. Blodgett, who in later years of his father's life has been Mr. Blodgett's right hand man, and Susan R. Blodgett, now the wife of Edward Lowe, of Grand Rapids. Mrs. Blodgett died in 1890 and three years later Mr. Blodgett married Daisy A. Peck, of Atlanta. Three children are the fruit of this union, two girls and one boy. The family reside in their beautiful home on East Fulton street, spending the warm season in their summer home on Mackinac Island and going every fall to their winter home at Daytona, Florida.

In 1892 Mr. Blodgett made an equitable division of his property between his two children and himself. Mr. and Mrs. Lowe subsequently withdrew their interest. Mr. Blodgett and his son afterwards merged their interests into a copartnership association limited under the style of the Blodgett Company, Limited. The organization has a paid-up capital stock of \$3,000,000, being officered as follows:

Chairman—D. A. Blodgett.

Vice-Chairman and Treasurer—John W. Blodgett.

Secretary—E. G. Raymond.

The association has closed out its holdings in Louisiana, but still retains 3,000,000,000 feet of yellow pine timber in Mississippi and South Carolina. The association has large holdings in the State of Oregon, besides which the Blodgetts are dominating factors in the Booth-Kelly Lumber Co., an operating company with headquarters at Eugene, Oregon; the Oregon Land and Live Stock Co., a holding corporation; the Wright-Blodgett Co., Ltd., a holding company operating in California and Oregon.

Mr. Blodgett is no jiner, having never been a member of any church, lodge or fraternal society. He has always given liberally to churches and charitable organizations. Nearly forty years ago he practically erected two churches in the village of Hersey and he was long regarded as the most liberal contributor of the kind in Northern Michigan. He removed to Grand Rapids in 1881, since which time he has been a generous supporter of nearly every movement having for its object the betterment of the community. He long cherished the idea of giving to Grand Rapids a public park and finally decided to purchase the Black Hills, which were then covered with original timber. The Black Hills were owned by the late C. W. Coit, and Julius Houseman, who was then Mayor, was commissioned by Mr. Blodgett to make the purchase. The price put upon the land was so exorbitant that Mr. Houseman advised Mr. Blodgett to abandon the idea and Mr. Coit thus deprived the city of Grand Rapids of one of the most beautiful sites for a public park in the world. Undaunted by his disappointment, however, Mr. Blodgett turned his philanthropic ideas in another direction, which found fruitage in the beautiful and substantial Blodgett Home for Children on Cherry street. This building and the benefaction of Mr. Blodgett in connection therewith were fully described in the Michigan Tradesman of last week.

There has never been a time during the past quarter of a century when Mr. Blodgett did not have scores of retainers and dependants on his payroll. He has never been known to forget a friend or to turn a deaf ear to one who had befriended him in the days when he was getting on his feet. It is a matter of common knowledge that he supported Penasa for many years in his old age because the Indian had been a faithful employe during the early days on the Muskegon. The Muskegon River Valley is full of incidents and traditions of this character, plainly showing the exceptional attitude of the man toward those less fortunate than himself. It has been next to impossible for him to pass by human suffering without holding out a helping hand. Especially is this true in regard to little children and old people, both of whom have always appealed to him with peculiar force.

Mr. Blodgett is now in feeble

health and he may not survive many weeks or months, although his friends are hoping and praying that he may be spared to see the completion and dedication of the beautiful monument which will perpetuate his name in this community as long as time lasts. Although physically weak, his mind is as clear as ever and his interest in politics, business and the current news of the day is as keen as it was during the period of his greatest activity. Instead of becoming irritable and unreasonable, as is frequently the case with people of mature years as they near the period of dissolution, his character has become more mellow and his manner has been softened, thus rendering his last days the most quiet and peaceful of his long and eventful career.

The man who accumulates millions, as a rule, does not enjoy the affection of his fellowmen. Envy, hatred and malice hem him in on every side and often make the evening of his life full of sorrow. The necessity of taking advantage of the helplessness and the weakness of fellow-creatures in order to increase the bank account does not add to the popularity of the capitalist, who

often is merely the creature of his environment.

By some happy combination of circumstances Mr. Blodgett has been able to avoid the necessity of making money by taking advantage of others. Some think that the lumberman is brought less into conflict with labor than the manufacturer, the shipbuilder, the merchant or the capitalist engaged in any other line of industry. It is safe to say, however, that it was Mr. Blodgett's grand, generous nature and not any chain of fortuitous circumstances which has served to make him the most popular millionaire in Michigan.

The eyes of thousands will be moistened to-day when they read in the Tradesman that their long-time friend is patiently awaiting the final summons with the courage of a Napoleon and the philosophy of a Stoic. They can comfort themselves, however, with the thought that the life of Mr. Blodgett has not been lived in vain; that he has showed the world that it is possible to be a millionaire and at the same time to be loved and that, above all, in every relation of life, he has proved himself a good man.

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, September 23, 1908

A MUCH NEEDED LESSON.

Whether the Standard Oil Company does or does not pay its million dollar fine, whether or not it is going to keep right on with its rebates, are questions for the courts to decide; but it is and ought to be a matter of considerable concern whether or not the American public will take to itself and practice one feature which from foundation stone to turret has been the watchword of that remarkably successful business enterprise—the determination from start to finish of cutting out all waste.

No one who reads reflectively what difficulties the company met and had to contend with can fail to be impressed with the fearlessness and the vigorous determination which characterize every movement. Business was the unchanging watchword, and from the outset every output not absolutely necessary was an outpost to be subdued and rendered powerless. System—there was no system. From Titusville, where Col. Drake sunk the first oil well, to Oil City, the first oil territory, for years there existed the direct confusion. Men and things had each several places which were taken as chance directed. This meant money—cost—and it was good business to remove the confusion. The company removed it. The squabbling ended. Each man had his place, not places; he was held responsible for the results—mark that—of the place and the company began to write the word with a capital letter.

It began early to be seen that much energy was wasted without its adequate return. What possible advantage was there in using two men where one would do? a question which led easily to its fellow. Why the trouble and the expense of two refineries when one could better and more easily and at a less cost—the main idea—do the work of both? There was but one answer and today Oil Creek is bordered on both banks with deserted refineries. But that was waste. True; but the ques-

tion was, Is it going to cost less to desert the refineries than to run them at the continued waste and so at a loss? The desolation of Oil Creek is the Standard Oil Company's answer and the result more than justifies the course decided upon.

Another idea which can not be too much commended was the company's action in regard to waste products. It was suspected that much that was valuable was thrown away. Investigation followed and there was an opening of eyes. It was found to be the old story of bringing in at the kitchen door to be thrown out into the swill pail. It would take too long to make out the list of what was discovered. It is sufficient to say that the investigation paid, and the world on its side has been greatly helped by the enrichment.

The point, however, to be driven home is that the home world is going to be much benefited if it will consider, as it should, the object lesson given it by the Standard Oil Company. How many homes are suffering to-day from the lack of system? Servants or no servants, how many know each his place, keep to it and so make the most of it as to secure all the benefits to be obtained from it for the good of all? Last, and by no means least, what home is so watched over that only what is worthless gets into the garbage can? "The best is none too good for me and my family" is the watchword of the breadwinner—a maxim commendable enough if carried to the letter in all its applications; but when the best is taken and used only as if it were the worst and so giving only the worst results, it may be questioned whether the boast of the breadwinner amounts to much. Many a T bone bought by the sweat of the toiler's brow at a good price, spoiled by the cooking, has found its ignominious way to the swill pail, when under intelligent treatment it might have been made worth the price that was paid for it. The money paid for the best of flour is not too much if wholesome bread be made of it; but if it comes to the table soggy and sour, and so untouched be thrown away, it is worthy only of the lack of system and enterprise and energy which is called for in transmitting food stuffs into brawn and brain.

So, while the courts are deciding whether the fine in question shall be paid, it will be well for the rest of mankind to look well to the ways of the household, and, considering in all its bearings the practical lesson taught by the great trust, so to turn it to such practical account that thrift may follow the cutting out of the waste and that the single and simple principle which, faithfully carried out, has enriched a corporation may be made to secure the same results when applied to the narrower trust of the home circle.

IMPERISHABLE MONUMENTS.

It is not so far from the Atlantic coast to the Pacific coast—a matter, in round numbers, of only 2,500 miles—but it is an area full of wonders—wonders in which all peoples of the

earth are vitally interested and in defense of which municipal, state and Federal governments would join hands if—

"There is much virtue in it."

Supposing some syndicate should undertake to annihilate the outlines and multitudinous natural beauties of the Berkshire Hills, what would the commonwealths of New England say and do?

Fancy, if you can, what would be the attitude of the people of the Empire State should a multimillionaire attempt to remove the dozen large and beautiful inland lakes in the central part of the State.

What sort of a rebellion would develop in the respective neighborhoods were systematic operations begun to take off from our map the Luray Caverns, the Natural Bridge of Virginia, the Mammoth Cave, the Dells of Wisconsin, even the lakes of Interior Michigan?

Even although somewhat late, the Canadian and American governments are at work saving all that it is possible to save of Niagara Falls, while all over the country the spirit of civic righteousness is showing itself in behalf of good roads, in the preservation of our natural resources and in good architecture, and so on.

And about now is a good time for philanthropists to stop putting up great piles of stone, the chief end of which is to perpetuate the name of the donor. Colleges, universities and libraries are of inestimable value, but they may be built and endowed five, ten or twenty years hence. There is no instant need for philanthropic generosity in such directions.

There is, however, a most critical situation in the State of California which provides an opportunity for men of wealth to perpetuate a memorial more lasting and more valuable than things that are made by human hands.

William Kent, of Chicago, has taken the initiative in this direction. He is the first individual to purchase one of the dozen or more forests of giant redwood trees in California, which he has named the Muir Forest and which is under the perpetual care of our Federal Government. Previous to this magnificent individual act the historic Bohemian Club of San Francisco purchased and have for years protected a wonderful forest of giant trees which is very properly known as the Bohemian Grove.

Some of these trees are, according to John Muir, over 4,000 years old—the oldest living things in our world—and yet many of these forests are in the hands of individual owners who are legally entitled to cut them down, burn over the stumps and debris and do whatever else they will with them.

There are no other trees having equal or greater age. They are unique and were lifting their tops to the sky ages before the time of Christ.

The owners of these trees will sell their holdings and they do not ask exorbitant prices. The National Government will care for them perpetually if they are bought to be preserved, and these forests, already so much of a wonder as to attract

thousands of visitors from all parts of the world each year, could be retained forever and forever as the greatest wonders in the world if only a dozen multimillionaires would get busy and save them from the wreck that is sure to come within the next five years.

PRAGMATISTS SILENCED.

To say the least it is quite noticeable that American anti-imperialists who were so dreadfully anxious as to the world-circling voyage of the United States Navy have received their quietus.

More than that, the Jingoists who discerned all sorts of war clouds in the Far East and every conceivable diplomatic complication elsewhere have subsided. Mr. Reuterdahl, the artist, who ventilated the jealousies and fears of covetous naval officials as to the construction of our battleships, and Congressman Hobson, the lecture-platform alarmist who has been seeing things ever since he gave up the Navy for the forum, have had their guns spiked and the American Navy is serenely on its way from the extreme southwest corner of Australia to the Philippines—battleships, cruisers, torpedo boats, hospital ship, machine shop and tenders—all in good condition and on time, with the sick list below the average, with officers and crews full to the brim of appreciation of the enthusiastic kindnesses and courtesy shown them as representatives of our National Government by the peoples of the English colonies of New Zealand and Australia.

The Times, Mail, Standard and Chronicle, the daily papers of the world's metropolis, have said the most delightful things—and are still saying them—as to the splendid character of our ships, the most admirable skill of our officers and the magnificent esprit de corp of our "jackies." The Spectator, the historic old English periodical, says:

"The prompt arrival of the United States fleet at Auckland, in accordance with its programme, must have convinced all onlookers, if the fact had not already dawned on them, that the rumors of grave defects in the ships when they started on their long journey were quite unfounded. So far from being in an indifferent condition, the fleet is proved by results to consist of fine sea-going and sea-keeping ships. We may add that a naval authority, whose opinion we can trust implicitly, has told us that the American ships are thoroughly well designed and well built, and that any nation might be proud of them. It is not enough, however, that the ships should be good in themselves for the performance of such a feat as the American battleship fleet is undertaking. The officers must be good, too. The record of the cruise so far as it has gone proves that the officers deserve to command their ships. And let us understand that the test is really severe. Small squadrons of ships of various nations have, of course, circumnavigated the world, but this is the first time that a fleet of sixteen battleships has set out to do it."

THE OLD-AGE PENSIONS.

It is very evident that the British government is going to have trouble with the old-age pension law adopted at the recent session of Parliament. The law goes into effect on Jan. 1 next and arrangements for administering the new statute are in progress. The amount to be expended in pensions is large enough, but no man can say how much the practical administration of the law will cost. That the cost will be considerable goes without saying; in fact, there is every prospect that the complicated machinery required to put the law into practical effect and insure its proper administration will cost as much, if not more, than the pension payments themselves. The government has already taken steps to put the law into effect from the very date that the pensions become effective, and it may be of interest to outline just what process it has been determined to pursue.

In the first place the applicant for a pension must fill up a form which may be had at any postoffice and which when all the questions which it contains have been duly answered will show that the applicant is 70 years old or over; that he has for at least twenty years been a British subject; that his yearly income earned or otherwise is less than \$155; that he has not within a year received poor law relief, and that he has always worked "according to his ability, opportunity and need." If his record is lacking in this respect he may make good the deficiency by showing that for ten successive years prior to the age of 60 he has paid his dues in a recognized benefit society.

He must not within ten years have been imprisoned without the option of a fine nor must he have been convicted of inebriacy. If the legal requirements are satisfied on these points he or she will be prima facie entitled to receive a pension of \$1.25 a week, provided the annual income of the applicant from all sources is less than \$105. There is a sliding scale which determines what shall be paid if the income sworn to is more than \$105 and less than \$155. If the applicant admits an income of \$155 or over there is nothing doing.

Having been filled up, signed and sworn to the application is to be sent to the exciseman of the district, who has been selected to act as pension officer, and upon whom is imposed the duty of investigating the petitioner's statement and of collecting proofs as to its veracity, and it is easy even from here to see that pension officer's finish. After completing his enquiries he forwards the application with either an affirmative or negative recommendation to the Pensions Committee of the local council, whose members are to get no more than an allowance for expenses, according to a schedule too long for insertion here. It is extremely moderate, but it is estimated that payments on this account will aggregate little if any less than a million dollars a year.

Even should this official reject the application for a pension, an appeal can be taken to the local govern-

ment Board, whose decision is to be final. If, after all this red tape, the pension is approved the applicant will be sent a number of coupons, payable weekly, which the local postoffices must cash. Here is an elaborate administrative scheme which will cost a great deal of money. Just how this money is to be provided remains to be seen, but if our own pension experience is to be taken as a criterion, the British Chancellor of the Exchequer has a hard task before him providing the necessary funds.

DEFERS HER EXPOSITION.

As a result of her victory over Russia in the war of several years ago Japan for a time permitted her ambitions to overstep her resources. With vast schemes for the exploitation of Korea and Manchuria and an ambitious desire to dominate the whole of the Orient the Japanese invested large sums in expansion of armaments. At the same time the business interests of the Far Eastern Empire engaged in numerous speculations and expansions, many of which have come to grief owing to lack of sufficient capital.

The cost of these follies, added to the burden of the enormous debt accumulated during the war with Russia, has put Japanese finances in bad shape, and the Japanese government has been seriously embarrassed in making ends meet. Finally the more serious among Japan's statesmen have come to realize that their country can never become truly great until its finances have been got into proper shape and the country's business and industrial growth have been put on a permanent basis.

It is therefore not surprising that announcement has recently been made that the military and naval budgets have been considerably cut and brought down to a reasonable basis. A further announcement has been made to the effect that the great Japanese World's Exposition, for which so many preparations have been in progress and which was to have been held two years hence to commemorate the golden jubilee of the present Mikado's reign, has been postponed until 1917. This postponement has been a further realization that Japan's present commercial and industrial progress do not justify the great expenditure that the Exposition would imply and that the country's finances would not permit of a display commensurate with what the Japanese conceive to be their country's important position among the great powers.

There can be no denying the large progress the Japanese have made in a comparatively short time in modern arts and development, but the country's trade and commercial importance have not kept pace with its political development. Although an energetic and ambitious people, the Japanese are poor, and in order to maintain an extensive armament and rival the Powers of Europe heavy taxes have to be imposed. Until commerce and industry are further developed and enterprises now only promising are expanded there is no prospect of increasing revenue by taxation.

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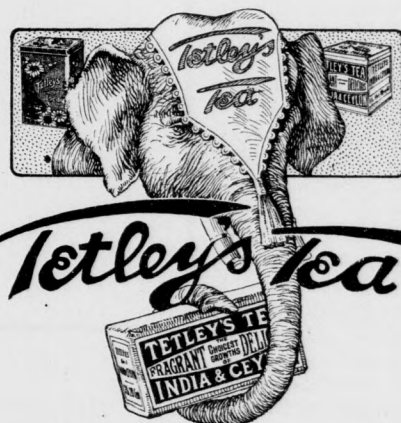
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Judson Grocer Co.

Direct Tea Importers

Grand Rapids, Mich.

GONE TO HIS REWARD.

An Appreciation of the Late Franklin B. Wallin.

The pioneers—they who conquered the wilderness—are passing. Franklin B. Wallin, whose residence in Michigan was almost exactly coincident with its statehood, died at his residence on College avenue, September 19, 1908, in the 77th year of his age. For several years he had suffered severely from the results of an accident. He endured constant pain with fortitude, but was unable to resist its continued effects upon his system and had been compelled for several years to refrain from business. As weakness grew he came to realize the blessedness of the final release.

"Long time I stood beside the narrow door.
Expectant, dumb with dread. Full well I knew
My shrinking soul must gird her and pass through
Where she had spent her paltry, hoarded store
Of days, and Time had reckoned up the score.
About me was no cheer that I should rue
The passing; still my fainting spirit drew
Her fluttering vestment close nor looked be-
fore."

There on a day some viewless hand unsealed
That postern low; there smote me on the face
A sudden glory from a far off place.
And one of radiant aspect stood revealed.
My soul did question him with bated breath.
He, smiling, answered, 'Men have called me
Death.'"

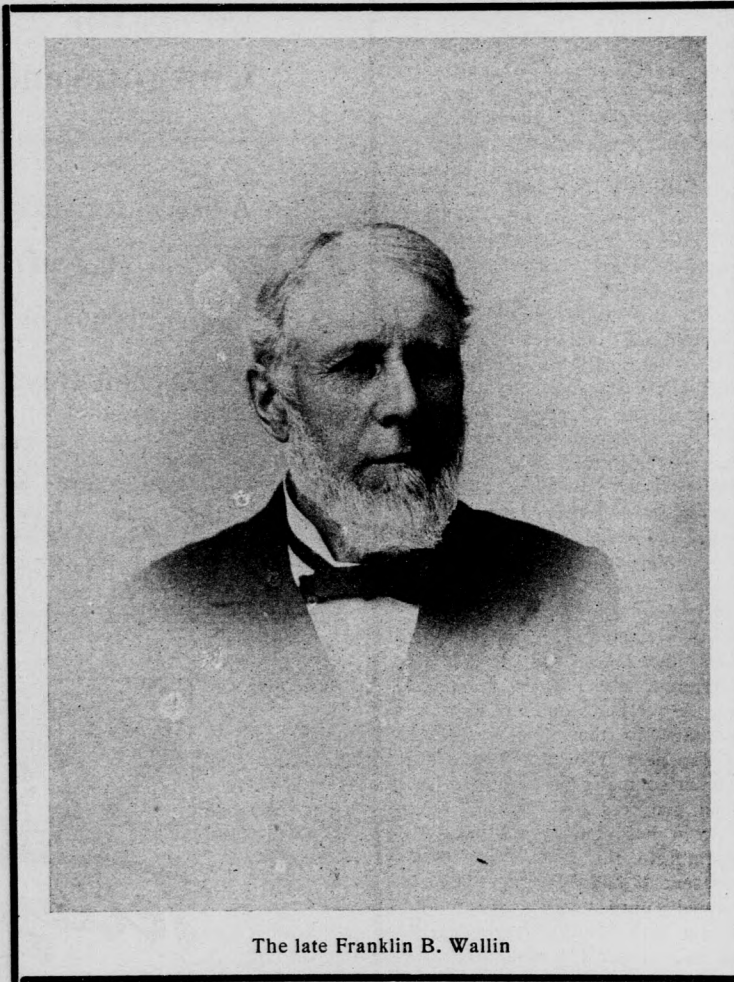
This thought was continually in his mind. Retiring as usual Friday evening with naught to tell him that his summons was at hand, he slept and, as the dawn broke, his spirit wakened into the light of the Eternal Morning. Such was the ideal passing of a good citizen and a consistent Christian man.

Mr. Wallin was born at Nelson, Pa., March 25, 1832. His parents were English, the name originally having been spelled Walling. His father, Charles C. Wallin, was a physician, then resident at Gilbertsville, Otsego county, N. Y., where Mr. Wallin's infancy was spent. In 1836 the family moved to Buchanan, Mich., then a little hamlet in the valley of the St. Joseph. It was a pioneer community of pre-emptioners settled upon unsurveyed lands from which most of them, including Mr. Wallin's father, were later ousted by the grant of their lands, without regard to their pre-emption rights, to the University of Michigan. Like all such communities, it was poor. The settlers had to rely upon the products of the soil for their subsistence and upon themselves and their neighbors for assistance in the troubles which often overtook them. Here Dr. Wallin practiced his profession, riding horseback over long distances, bad roads and no roads, to alleviate distress, taking his pay in produce or whatever else he could get, which oftentimes was nothing. Such practice he was obliged to supplement by farming and running a small sawmill. Franklin went to the district school through the snow, wet and mud of pioneer roads. The school was a log hut, roofed with shakes, heated by a large fireplace at one end and furnished with board seats with peg legs and without backs. Desks were like the seats but higher. His teacher later became his step-mother.

Here and at similar schools at Berrien Springs, Franklin acquired those rudiments of book knowledge upon which he later developed a clear, well-read intelligence. In 1840 the land grant legislation referred to deprived his father of his worldly possessions and led to the removal of the family to Berrien Springs. There Franklin remained until 1846, when, at the early age of 14, he was apprenticed to Deacon Uriel Enos, of Buchanan, to learn the "art and mystery" of the tanner and took up his residence with his master. Deacon Enos was not only a master of his craft but also a pillar of the church—a sturdy, consistent Christian man. Under him Franklin acquired that thorough knowledge of the manufacture of leather which, in

dent of Saugatuck until 1881, when the business, having outgrown any possible facilities of that locality, was removed to Grand Rapids, where Mr. Wallin took up his residence. Under his management the business continued to grow and soon became one of the most prominent and prosperous industries of the city. It received Mr. Wallin's undivided attention until increasing ill health forced him to relinquish all business cares.

Mr. Wallin was married April 28, 1857, to Miss Orcelia Tanner, of St. Paul, Minn., by whom he had five children, of whom two survive, Mrs. H. H. Foster, of Little Rock, Ark., and Van A. Wallin, of this city. Widowed, on August 27, 1874, he married Miss Hannah Chadborne, who survives him. Of the five children of



The late Franklin B. Wallin

later life, enabled him to build up the large and prosperous business now known as that of the Wallin Leather Co. At this time he also became a member of the church and a worker therein, an activity which thenceforth never ceased.

In 1850 the family moved to Chicago, where the father practiced his profession and, with his sons, Franklin and Thomas, in 1851, started the leather business of C. C. Wallin & Sons. This firm continued until 1907 and was for many years the oldest firm in Chicago. It is now merged in the Wallin Leather Co. The business was mainly conducted by the sons. In 1854 the firm started a tannery at Saugatuck, of which Franklin took charge, leaving his brother, Thomas, to conduct the Chicago store. Mr. Wallin remained a resi-

dent of Saugatuck until 1881, when the business, having outgrown any possible facilities of that locality, was removed to Grand Rapids, where Mr. Wallin took up his residence. Under his management the business continued to grow and soon became one of the most prominent and prosperous industries of the city. It received Mr. Wallin's undivided attention until increasing ill health forced him to relinquish all business cares.

The stern lessons of pioneer life, when toil and enforced thrift were the inevitable fortune of all, were not lost upon Mr. Wallin. In the years of boyhood, when the present generation deems it a task to attend five hours a day in schools fitted with all the resources of modern science, he was laboring from sunrise to sunset. Diligent attention to business and hard work became the habit of his life, and those qualities, coupled with the mastery of his craft, which can be learned only by the doing, gained for him a goodly measure of material things.

The town meetings of the early

days, when those improvements of community life which most nearly touch the individual were to be had only by joint effort and were discussed and planned in the meetings of neighbors, taught him that the citizen does not perform his duty to his community merely by paying his taxes and letting the officials spend them. On the contrary, it appeared to him that every citizen owed to society an active and constant interest in whatsoever made for the good or ill of the mass and that no public interest should be neglected. He was constant in his attendance at town meetings, caucuses and elections, ever striving to the limit of his powers to promote the upgrowth of high standards of civic life. He was one of the first to enter the ranks of the Republican party, of which he remained a consistent member to the day of his death. In 1860, at the age of 28, he was elected the representative of Allegan county to the "War Legislature" of 1861, and if the exigencies of a large family, a growing business and the opposition of his business associates had not intervened he would have become politically prominent. As long as he lived he took an active interest in public affairs and was a frequent contributor through the press to the discussion of matters affecting the affairs of this locality. Articles upon the subject of hospitals, parks, public conveniences, public support of city officials in their work and similar subjects attest his interest in and devotion to the duties of the citizen. He was the donor of the public drinking fountain now at the corner of Ottawa and Fountain streets. A life-long member of the church and constantly active in its work, having been one of the Deacons of Park Congregational church for more than a score of years, his Christianity was not a thing of doctrine and belief merely. Rather was it the broad-minded type which seeks to elevate to right thinking and right living by the example of right doing.

He was a devoted husband and a good father, whose affection descended to the last generation with kindly appreciation of a loving act even though a trifle. Carefully preserved in his scrap book were lately found the rudely scissored outlines of the earliest kindergarten work of some of his grandchildren, the first of their Christmas gifts to him.

His family and the community will be the poorer by his loss but richer for the lessons of an honorable Christian manhood which survive him to be transmitted with a power which none of us can fully know. Like the widening circles of disturbed water which end only with the shore, the example of a life well lived ends only on the margin of the Eternal.

Mark Norris.

His Excuse.

Policeman—I catch you with a bag of chickens, and yet you tell me you are a church member?

Rastus—So I is, sah; so I is, sah. Dese yeah chickens is to make sandwiches fo' our church picnic to-morrow.

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of samples is now ready for your inspection. A stronger line of shoes we have never shown, prices and quality considered.

Don't buy your **oxfords** for spring delivery before you see our line. If our salesman has not been calling on you, drop us a card and he will be there at the earliest possible date.

Wait For Him

And when you have bought your fine shoes, don't forget to select your **work shoes** and **elkskin outing shoes** from among the old reliable **ROUGE REX** line, made for **hard wear**. You can't beat them for any money.

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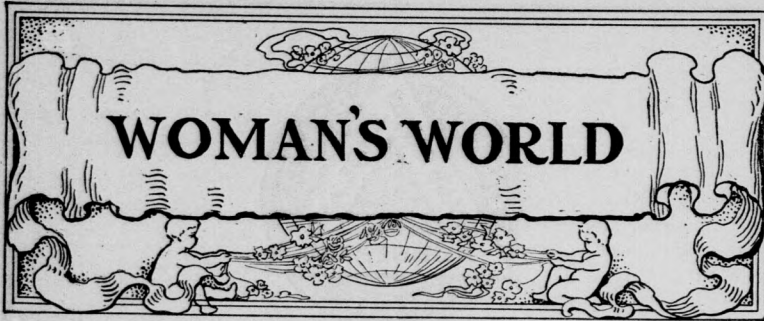
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WOMAN'S WORLD

The Literary Club at Fairmount.

It was Miss Fanny who started it. Miss Fanny sometimes makes little journeys into the world, and it was after one of these that she first broached the idea of a woman's club at Fairmount.

Of course, we have always had our church guilds and missionary circles and sewing societies. Good heavens, yes! How else, pray, would the organ ever have been paid for, or the church pews cushioned, or the new iron fence put around the graveyard? But the Club Miss Fanny proposed was distinctly different. In the first place, it was to be literary, with a big L. In the second it was to have no philanthropic tendencies whatever. The idea of having a society that was not to reform something was so novel we felt it to be almost revolutionary, and it was so delightful we knew it must be wicked.

"You see," said Miss Fanny with a faint flush of excitement on her withered cheeks, "it isn't as if we did not have a great deal of culture and education amongst us. Fairmount has always been a center of refinement, and I am sure the way our girls graduate at the seminary in all the ologies and isms before they are 16 is marvelous. It is, indeed. And here is Lulu Gordon. She writes poetry every bit and grain as good as some of that you see in the magazines. I am sure that poem she wrote when Johnny Green died was just too sweet for anything. You remember it? It began:

Little Johnny, thou hast left us,
Thou art with the angels now.

"I've got it in my scrapbook, and have a good cry over it every time I read it. The trouble with us," added Miss Fanny, "is that we have devoted too much time to mere material matters—the things that perish with the using, as it were, and not enough to elevating and improving our intellects," and she thoughtfully pressed upon us another slice of her famous seed cake.

It was under these happy auspices that the Woman's Literary Club of Fairmount was organized. The great body of women, we felt, were marching on, and we hastened to join the procession. The effect was magical. In a little while you would scarcely have known the village. Where once we had leaned over the garden fence to discuss how to make bread raise, we now discuss Ibsen. Where we once exchanged our experiences on the best thing to do for the baby's colic, we now exchanged theories about Maeterlinck philosophy. There was a sudden rush on the little book stores for dictionaries and encyclopedias, and when we met

in club session we read each other's papers about the ancient Byzantine Empire that astonished each other and ourselves by their profundity.

It must be confessed that up to this time our literature had consisted of novels. These we laughed over and cried over and were excited over, as the exigencies of the plot demanded. Now, in the light shed upon us by the higher culture, we shudder to think that we could ever have been interested in a novel merely for the plot. True, it was not without a good deal of inward shrinking that we plunged into the turbid sea of realism, and some of us never learned to discuss problem novels without blushing, but we did our best.

"Though why," complained Miss Fanny, "anything that is pure and sweet and happy should be called romantic, and only those that are nasty and horrid and that leave a bad taste in your mouth should be praised as so realistic and true to nature, is more than I can understand. Surely there is just as much joy as sorrow, and not all marriages are unhappy, thank God, nor all men and women looking out for a chance to go astray."

One can not, however, look long through green glasses without getting a judicial view, and it was after we had been taking a heavy course of Tolstoi, George Moore and Ibsen, and had wound up on Nordau as a sort of digester, that we made the terrible mistake that came so near to wrecking poor Lulu Gordon's life. Lulu, as I have said, wrote poetry—simple little things that you remembered long after you had forgotten better poetry because they were always like the haunting memory of a song.

There was not one of us who had not known Lulu all of her life, and who was the first to suspect her doing anything wrong we never knew. After it was all over each of us bitterly denied it, but somebody must have started it. You know how such things go. Somebody noticed that Jack—he was Lulu's husband—was looking worn and troubled. Lulu, on the contrary, was radiantly happy. The postmistress, who had read the postal cards and had overlooked the correspondence of Fairmount for years, whispered to somebody in strict confidence that Lulu was getting letters addressed in a man's handwriting, and she suspected—indeed she was sure—that they were from Tom Barfield. Now Tom and Lulu had grown up together, and had been boy and girl sweethearts until Tom had taken himself

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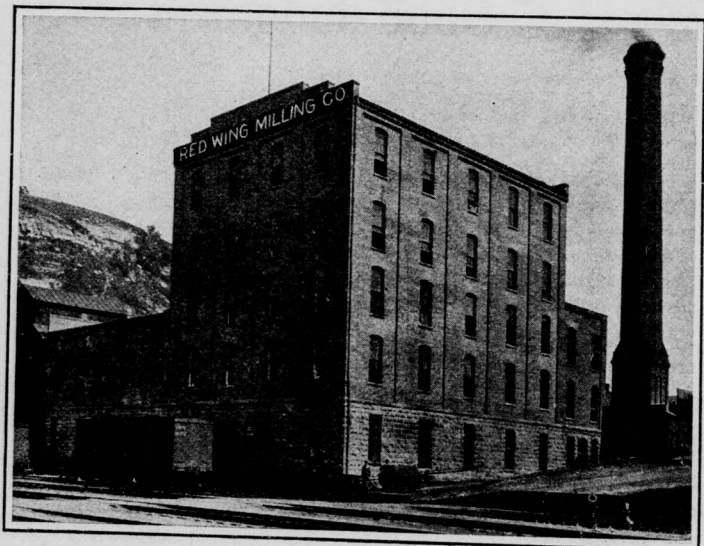
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Red Wing Milling Co.

Red Wing, Minn.

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

and his lovely tenor voice off to New York, where he had gone upon the vaudeville stage, and had become famous as a singer of touching and sentimental ballads.

There was not really any reason why he should not have written to his old playmate if he cared to, and if the matter had never reached the Woman's Literary Club nobody might ever have suspected that there was anything dark and sinister in the passing of a few letters between old friends, but we felt that our probing into literature, and our study of Balzac had fitted us to judge of such matters with an acumen not possible to the benighted outsider.

"I wouldn't for the world be unjust to her," observed one woman sipping her tea, after we had rushed through the literary exercises, "but she has the poetic temperament, and—er—er—"

"Poets only too often are guided by their emotions and not by high principles," observed another.

"I don't want to say anything against the poor girl," observed the third, "but did you read that poem of hers in the paper last week about loneliness, and the heart hungering for the love it could not have?"

We had all read it, but until that moment it had had no significance. We had simply regarded it as the impersonal vaporing of the poetic mist. Now it took on a sinister meaning.

"What do you think?" we breathlessly asked.

"Why, it is as plain as the nose on your face," she triumphantly exclaimed. "It means that she feels that she has made a mistake in marrying Jack Gordon, and is hungering for love and sympathy. Jack is a good fellow, but he is never going to set the world on fire. And when a married woman gets to yearning for some other man's comprehension—"

"Then there is that poem of hers, 'Desolation,'" broke in another; "it is the cry of a broken-hearted woman if I ever read one. Don't tell me any woman imagined that! It is realism pure and simple."

"You think?" we enquired.

"It's Tom Barfield."

"But they never seemed to care for each other when he lived here," interposed Miss Fanny, meekly.

But we rejected the explanation. If realistic novels teach anything, they teach that people get married in order to repent it, and to fall in love with other people, towards whom they can cherish a miserable, and hopeless, and guilty affection.

"Do you know," said one woman, "that I don't believe if it hadn't been for this Club we should ever have gotten to the bottom of this thing? There is no use talking, the study of literature in its highest form really does enable you to analyze motives and put two and two together."

Well, we went home in a perfect frenzy of admiration over our own astuteness, and of pity for poor Jack Gordon, and indignation at Lulu, and there is no telling what harm might have been done if Maria Wheat's morbid curiosity had not led her to pay a visit to Jack's office. Heaven

knows what she expected to do; but when she opened the door, there sat Jack, with his face a perfect picture of joy and surprise, and Lulu was hanging over him, half laughing and half crying, with an open letter in her hand.

"I never would have thought of it, Jack," she was saying, "but that I loved you so, and love sharpens the wits, doesn't it, dear?"

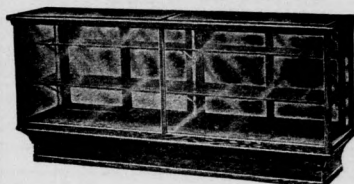
"Well, it seems that they had never finished paying for their little house, and the next note was coming due and there was no money to meet the debt. That was the reason of Jack's troubled face. It was then that an idea came to Lulu. She had written a little poem about having to give up the cottage home to which she had gone as a bride, and she had put into it all the tenderness of simple people torn from the spot they hold dearest on earth, and somehow the verses kept singing themselves in her ears. So she sent them to Tom Barfield, her old friend, who had set the words to music, and had sung them with a pathos that went to the heart of the public, and that made them one of the song-hits of the season. And then, knowing how to do such things, he sold the music to a publisher for enough money to pay off the mortgage on the little home. That was the explanation of the whole matter.

It was a decidedly crestfallen group of women who assembled at the next Club meeting. After we had listened in a perfunctory manner to an article on "The Ancient Persian Poets," Maria Wheat arose and said:

"Madam President," and then our carefully learned parliamentary forms fell away from her, and she said, "in view of the er—er recent events, it is my opinion that while realism may be suited to the study of women in large cities, it is too much for Fairmount, and liable to lead us into making mistakes. I therefore move that the stock of realistic fiction belonging to this Club be thrown away, and a committee appointed to select a full set of the Duchess novels, with such others of Edna Lyall, Laura Jean Libbey and Marie Corelli as they may see fit."

And the motion was carried without a dissenting voice.

Dorothy Dix.



The Case With a Conscience

Although better made than most, and the equal of any, is not the highest priced. We claim our prices are right. You can easily judge for yourself by comparison. We are willing to wait for your business until you realize we can do the best by you.

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Grand Rapids, Mich.
Jefferson and Cottage Grove Avenues

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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.

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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

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

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Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

BALLOU BASKETS ARE BEST

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

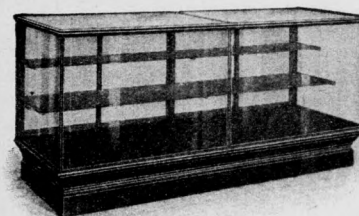
Demand **Ballou Baskets** and get them—All Kinds—especially **Stave Baskets with Wide Band.**

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

will outlast dozens of common baskets.

Write for particulars.

BALLOU MFG. CO., Belding, Mich.



Display Case No. 600

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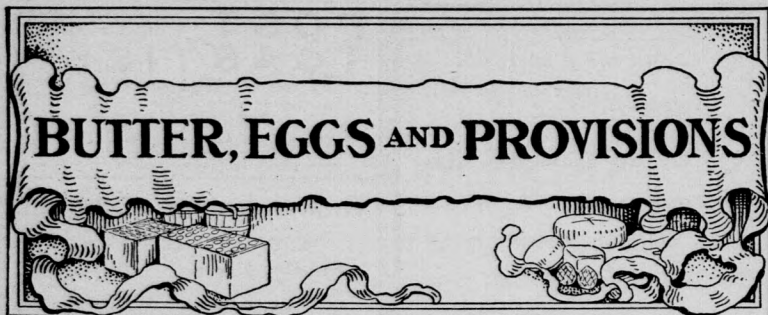
That's what makes sales. Improve the appearance of your store and the trade will come your way. Let us tell you why our cases are superior to other cases.

Send for our catalog A.

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GRAND RAPIDS, MICH.

Branch Factory Lutke Mfg. Co., Portland, Ore.
New York Office and Showroom, 750 Broadway
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Office and Showroom, 1331 Washington Ave.
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Under our own management
The Largest Show Case Plant in the World



Observations of a Gotham Egg Man.

It is perhaps worth while to call attention to a matter which may sometime—sooner or later, and no body knows when—have a bearing upon the status of storage eggs. I refer to the possibility of the enactment of laws—municipal, state or national—imposing restrictions upon the sale of storage eggs.

For some years past there has been a marked tendency among our lawmakers to regulate, by various enactments, the handling and sale of food stuffs with the prime object of conserving the public health and preventing deception. No reasonable citizen can find fault with the purpose of, this enlargement of law-making activity, but it is patent to every person familiar with the preparation and handling of goods for popular consumption that it may lead to a great deal of unnecessary and injurious legislation. This is because the country is full of "fad-dists," often able to give weight to false theories and notions by professional standing, and because our lawmakers, usually without the positive knowledge or well-founded conviction arising from practical experience, are likely to be swayed by popular beliefs which may be entirely unfounded.

As an example we have only to refer to the recent widespread agitation of laws preventing the marketing and holding of undrawn poultry. Practical poultrymen know by long experience that undrawn poultry keeps in good condition longer than drawn poultry under the same conditions. And yet many would-be reformers, often with professional titles to their names, and with no practical experience, have argued to the contrary, and in response to their assertions a good many municipalities and some states have enacted laws prohibiting the sale of undrawn poultry, to the serious detriment of consumers and dealers alike.

Lately agitation has extended to the matter of sale of cold stored products—including eggs—and in some places there seems to be a strong probability that laws may be enacted imposing various restrictions, although just what course this legislation is likely to take is uncertain; it is most likely to aim at a prevention of the sale of storage eggs without acquainting buyers with their character, thus preventing their sale simply as "eggs."

Of course, if the lawmakers tackle this proposition with a full knowledge of the circumstances they will soon see that it will be most difficult of accomplishment—for an intelligent consideration of the subject

would bring them up against the problem of providing a line between fresh eggs and held eggs—which is merely arbitrary—and of securing a means of distinguishing between eggs on one side or the other of this line by any test that could be practically applied. The danger is that an attempt at control and regulation may be made without any due consideration of these inherent difficulties and that laws may be passed which, while really more or less ineffective, may give serious trouble to dealers.

If there were any practical means by which consumers could tell the age of eggs bought, and the circumstances under which they had been carried, it would doubtless be a good thing; it would create, at first, a wider difference in value between new, fresh eggs and the older goods; it would stimulate the marketing of a larger part of the product while fresh, and it would probably lead to a larger total demand for eggs by forcing the sale of storage eggs to consumers at a fair profit over their cost, to supply which a larger total egg production would be encouraged.

But we can conceive no practical way by which the age and previous environment of eggs can be told by consumers in general, and in the absence of such ability it is difficult to see any possibility of legal regulation other than that which considers only the condition of the eggs offered in respect to the progress of decay. And if, under these conditions, lawmakers should attempt to prohibit the sale of storage eggs without branding, great confusion would result, evasion would be easy, and the unscrupulous would profit at the expense of the scrupulous dealers.

Further it should be considered that the temperature and atmosphere in which eggs are carried have as much, or more, to do with their sweetness and quality as has their age. A cold stored egg may be far better at the age of three or four months than an egg held outside at three or four weeks; as a matter of fact, there are more bad and unwholesome eggs among those marketed without the agency of cold storage than among the cold stored goods; and this being the case it seems useless to attempt a legal regulation of sales based upon any other consideration than quality and condition, as to which local health laws should be sufficient for the protection of the public.—N. Y. Produce Review.

They who are most discontented with their circumstances are likely to be best satisfied with themselves.

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.

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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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FOOTE & JENKS' PURE FLAVORING EXTRACTS



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Pure Vanilla
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ORIGINAL TERPENELESS EXTRACT OF LEMON

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

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PRODUCE COMMISSION

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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

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.
New York, Sept. 19.—We have a better feeling in coffee and especially is the speculative market firmer. Foreign advices are all strong and dealers generally seem to think we are going to have an "interesting coffee market" from now on. The spot trade is showing no change from the stereotyped dullness which has been spoken of so many weeks. The demand is for hand-to-mouth lots and buyers show little interest beyond this. In store and afloat there are 311,889 bags, against 3,991,025 bags at the same time last year. At the close Rio No. 7 is worth in an invoice way 6@6½c. Mild coffees seem to be in comparatively light supply and dealers look for improvement, which, however, does not materialize very fast. The demand is moderate.

No change has taken place in tea quotations. Quietude prevails, with a little business being done in small lots of almost all sorts. Neither seller nor buyer, at the moment, seems to be very much interested in the situation. Low grades seem to make the best showing.

There is an even steady demand for sugar, which is greater than a month ago, and it seems not unlikely that for a few weeks there will be an increasing volume of business, although not a great amount of activity will prevail. The quotation of 5.10c, less 1 per cent., generally prevails, although Arbuckle quotes 5c. Refineries are generally prompt in filling orders, but the Federal and one other are quoting delay of twenty-eight days.

The general situation in rice is unchanged. Fancy stock is firm and other grades are rather quiet. Buyers take little lots and, as a rule, seem willing to let matters drift. Reports from the South as to the crop are not especially encouraging as to the growing crop on account of the weather being so unfavorable. Quotations show practically no change.

Spices are, perhaps, doing a little better as to demand and quotations generally are on the same basis as last week. The only sale of note consisted of fifty tons of black and white pepper—stock here and to arrive.

Molasses is quite firm. The demand has shown some improvement and stocks in retailers' hands are thought to be rather light. Cooler weather will help matters. Good to prime centrifugal, 22@30c. Syrups are in moderate supply and well sustained.

Some packers are offering standard tomatoes, 3s, at 77½c and some insist on having 82½c. There was something of a boom for a day or so; but it dwindled to a boomlet and now there is said to be "nothing doing." However, while the movement lasted there were some good lots which changed hands—some estimating them at 150,000 to 200,000 cases. Eighty cents is, perhaps, a fair average quotation. Corn is quoted at 75c for State standard. Southern,

Maine style, 62½@65c. Peas are very quiet and quotations are practically without change.

The very top grades of butter are in good request and prices are well sustained. The supply is not great and the tendency is toward a still higher range. Aside from the better qualities the supply is ample and this market seems to be the point on which surplus stocks from all over the country are being unloaded. Western imitation creamery firsts, 19½@20c; Western factory firsts, 19c; seconds, 18@18½c; process, 19½@21½c.

Cheese is firm. The demand has been quite satisfactory and full cream New York State specials are well sustained at 13@14c.

Eggs are steady for the better sorts. Receipts promise to be lighter and the market seems a trifle firmer all around. Western extra firsts, 24@24½c; fresh gathered firsts, 22@23c; seconds, 21@21½c; refrigerator, April pack, 21@22½c; May, 20½@22c.]

Guess David Would.

Four-year-old Joe is very fond of Bible stories, and evidently follows the example of his best-loved hero as to meditation "in the night watches."

He awakened his mother one night, after midnight, with the question, "Mamma, where is David now?"

"In Heaven I guess, Joe."

"Will I go to Heaven when I die?"

"I hope so, Joe."

"Mamma," the little voice was very eager now, "do you s'pose when I get there David will just let me hold his sling-shot a little while?"

His Pursuer.

"Pa," said the Senator's little boy, looking up from his book, "what is a 'Nemesis?'"

"A 'Nemesis,' my son," replied the Senator, wearily, "is a female office seeker that you foolishly promised to assist."

HEKMAN'S DUTCH COOKIES

Made by
VALLEY CITY BISCUIT CO.
Not in the Trust
Grand Rapids, Mich. Denver, Colorado

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

Established in 1873
Best Equipped Firm in the State
Steam and Water Heating Iron Pipe
Fittings and Brass Goods
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Want fall and winter Apples. Write us what you have.
M. O. BAKER & CO.
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Veneer Box Co.
Manufacturers of all kinds of
Shipping Boxes and Egg Cases
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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
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Grand Rapids Grain & Milling Co.
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The Vinkemulder Company

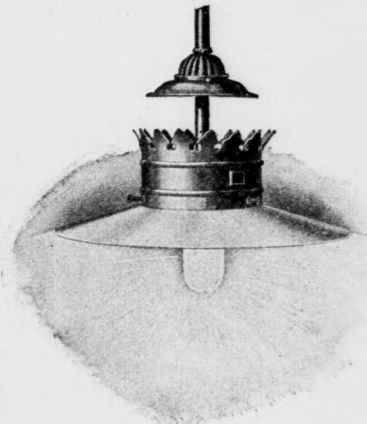
Wholesale Commission
We Buy and Sell
FRUITS, POTATOES, ONIONS, BEANS And Other PRODUCE
Write or Call on Us for Prices Before Selling
Baskets and Fruit Packages of All Kinds
14-16 Ottawa St., Grand Rapids, Mich.

BAGS

Of every description for every purpose. New and second hand.
ROY BAKER
Wm. Alden Smith Building Grand Rapids, Michigan

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.

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**

Printing for Produce Dealers



How Old Stock Can Be Handled To Advantage.

One can not expect to win in any enterprise without knowing how victory is to be won. To attain a desired goal one must not only keep it in view, but be prepared to jump, circumvent, or undermine every obstacle. Business, however, is not altogether a matter of conquering obstacles. It is a case sometimes of idly watching the car of opportunity going past in our direction, and of having as a result to walk all the way. The approach of the autumn trade vehicle is often scarcely noticed. Some retailers buy winter top and under clothing in July, and straightway forget all about the autumn until it is half over. They do not always remember that with the shedding of leaves comes the donning of lambs' wool. They ignore the fact that there are still many men who do not wait for a spell of severe weather before assuming the clothier's latest protections against it.

Too many retailers do not trouble to buy their full winter stock until customers begin to pester them for it too clamorously to be denied. The odds and ends of last season are then diffidently shown instead of full ranges of bright new goods, with a flourish of the ordinary and extraordinary trade trumpets.

Good salesmanship will not make up for bad stockkeeping, and the forbearance of the public is too rare and uncertain a luxury to depend upon for a daily diet. There is really no excuse nowadays for being unprepared with the proper winter ranges well in time. The wholesale trade caters for and encourages early delivery in every way. Even the smallest retailers are now well looked after and urged to buy early. Terms are arranged to suit those who wish to guard against the possibility of having to pay for the goods a long while before the stuff is sold. This, of course, is well known, although not always taken full advantage of in the trade.

In the minds of too many retailers there seems to be a hazy hope or expectation that they will be able in some mysterious way to keep up their returns without keeping up their stock. Notwithstanding the increased facilities offered by the wholesaler, the necessity of maintaining the stock at full strength is greater today than ever before. People who can not get what they want at the first time of asking are more than ever prone to try the next establishment.

The first essential, then, is to be properly prepared with an ample stock at the very beginning of the

season. Punctuality is not the soul of the business. The soul of our trade is to have continually something fresh to show and talk about, especially at the beginning of each season. The man who begins a season with only old stock clogs himself with several disadvantages. His musty stuff not only fails to attract—it absolutely repels custom. The aim of display and the aim of real salesmanship are to tempt possible customers to buy. Freshness in the goods is the magical aid to display and the inspiration of salesmanship.

This freshness all old stock is bound to lack. It should, therefore, not be shown in the window. Further display would still further spoil its appearance and lessen its chances of sale. Such goods should be shown inside the shop where they will be handy for introduction, and yet not frighten away habitual window watchers, who would not fail to recognize in the window a last year's pattern. Merely old goods, not antique, which are displayed in neither the windows nor the shop interior must, of course, go into stock in the ordinary way. The old must be deftly mingled with the new. Before being allowed to rest quietly with its new companions, however, every old article should be severely cross-examined as to its history, the length of its sojourn in the shop, its birthplace and its reason for refusing to quit.

In going through the stock, however, it is well to notice if a garment has failed to sell through being an abnormal size, a very bad pattern, unsuitable material, too high price, a fantastic cut, or what not. The probable reason is, of course, a bad pattern. There is, though, another very frequent reason, particularly in small and medium-sized towns: The pattern may be good in itself, but if it is one left out of a range of several others exactly similar in design, you need look no further for a reason for its refusal to budge. Most men have a very strong objection to appear in uniform. Whether a man's associates are gay sparks, cronies, or brethren he does not want them and all the town to know where he bought his suit and how much he gave for it. For this reason, if for no other, small buyers at any rate should be always careful to buy very few coats of one pattern. There are disadvantages in buying every coat of every size different, but they are overwhelmingly counterbalanced by the advantage of greater variety and the advantage of avoiding selling two or three customers exactly similar coats.

If during the process of overhauling it is considered advisable to reduce the prices of any stock left over from the previous season, it is best to keep the fact a close secret. Never expect to accelerate the sale of last year's merchandise by vaunting its reduction in price at the beginning of the season. Such a recommendation from the salesman is in the mind of the buyer no recommendation at all; unless, which is unlikely, the reduction is absurdly slashing. There is a time for bargain talk and there is a time for salesmanship, but the man who is fretting to talk about reductions in September requires to take a long holiday or be put safely away for five months. Besides, it is so easy to reduce the price when putting on the bright new ticket without shouting yourself hoarse about it. Give good value and get good riddance at the same time. Do good by stealth and grin to find it fame.

There is another point particularly pertinent to the clothing department. In the window, of course, the newest cut and latest patterned coats will be given most prominence. In the actual process of showing to customers do not make the mistake of showing the fresh creations to only the younger men. Elderly men dress younger than of yore. Gay old sparks in matters of dress are more numerous. They seem determined that the young bloods shall not have sartorial matters all their own way. But beyond this consideration there is the flavor of your up-to-dateness to be maintained. A man may be easily persuaded, sometimes, to buy a very sedate-looking garment, when it might have paid you better to have shown and sold him a smarter coat. Even petrified old fogies whom no power on earth could induce to buy anything smart like to see and feel that they are dealing in a progressive store. Buyers who have not yet made their purchases need to recollect, when they do buy, the lines which were asked for but not stocked last season; not as exact examples, but as guides to present purchases. It is, as a rule, fairly safe to follow the lead of the best custom trade of the previous year when buying medium-class ready-made goods. Every buyer must be guided by past experience, by the size of the business, by his advertising scope, and by the amount of the stock he has in hand.—Haberdasher.

Spring Business in the Shirt Line.

Business for spring 1909 is the principal matter of present concern with the manufacturing shirt trade, the Eastern members of which are not of one mind as to whether it shall be an early or late showing of samples. It was a doubtful question at this time last year, but for different reasons than those now prevailing. The matter of ability or inability to secure cloth supplies for fulfillment of orders was then in debate, as was also the menace of continuously advancing costs of materials. But the whirligig of time brought its revenges and removed these contingencies, so that they have not to be considered in the present reckoning.

What now appears to be in the balance is simply, "Shall we go out early and miss it, or play a waiting game and hit it—and we may hit it or miss it either way?" Shirt stocks are known to be low with retail furnishers, for they are not the heavy buyers of job parcels such as are placed with department stores; but if the furnishers are to be as slow in placing spring orders as they have been in their current purchasing from stock their caution may cause disappointments. Only time will decide. Salesmen are anxious to get away, for they know they can unload summer shirts for fall selling at inducing prices, and two-thirds of the factories still have quantities; this many of them can do even should their customers be coy in listening to spring order talk, and departures for the road this month will pay for the trouble one way or the other.

Spring samples are ready. It is claimed that novelties are to be found in some of the assemblies, carefully preserved from enquiring gentlemen. What they are only their creators know. They may be patterns or they may be originalities of construction. Freaks of the latter variety have short lives, but exclusive samples of design in patterns carry weight when "secured." We are told that the printed lines will carry renewed life in their 1909 patterns; that mercerized white effects will shine by themselves as new lights and in association with woven color and with printed color; that white mercerized cords on white cloth are good things; that double stripes liberally spaced will continue in favor, and that all the soft cloth will hold their popularity. More will be known in a few weeks; meanwhile the foregoing information should be considered as positively exclusive.

The attack made on colored shirts in general by a London journal of recognized standing in the medical profession has obtained wide publicity in our land through the press. It is a question if it will receive serious consideration even in seriously-disposed Britain, and certainly not here—not unless a pronouncement against the "microbe-breeding garment" should be issued from Washington.

Narrow black stripes seem to be destined for lasting popularity, whether arranged in clusters or in single lines of broader character. The two-color and three-color stripe pattern of this season is to be in next year's lines, and broad ground space remains a marked feature in all foreign goods.—Clothier and Furnisher.

The Girl for Him.

A Scotchman, wishing to know his fate at once, telegraphed a proposal of marriage to the lady of his choice. After spending the entire day at the telegraph office he was finally rewarded late in the evening by an affirmative answer.

"If I were you," suggested the operator when he delivered the message, "I'd think twice before I'd marry a girl that kept me waiting all day for my answer."

"Na, na," retorted the Scot. "The lass who waits for the night rates is the lass for me."

*The Value
Is There
Before*

DEPENDON
TRADE MARK

Goes On

Most of our customers
make bigger profits on
DEPENDON Dry Goods
TRADE MARK
than they do on similar
grades.

It is extra good value, too—extra
in width—extra in weight—extra
in finish—extra in fineness of
weave—extra in wearing quality.

And then—remember this:

Catalogue Houses cannot use
DEPENDON Dry Goods for
TRADE MARK
Leaders, as they do with other
trade-marked articles, because we
do not sell to Catalogue Houses.

If you want to know more about
DEPENDON Dry Goods, just
TRADE MARK
send a postal to Dept. 150, asking
for the **DEPENDON** Price List
TRADE MARK
and the **DEPENDON** Book which
TRADE MARK
tells how we help our customers
sell **DEPENDON** Dry Goods.
TRADE MARK

JOHN V. FARWELL COMPANY

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

CHICAGO, THE GREAT CENTRAL MARKET

TOBACCO AND DEBT.

Credit Customers Made by Unnecessary Indulgences.

Written for the Tradesman.

Did you ever know a man who would wear patched clothing to avoid going in debt? Yes.

Did you ever know a man who would go without his tobacco rather than get trusted for it at the store? No.

Did you ever know a man who would go without a new coat or a new suit of clothes rather than go in debt for them? Yes.

Did you ever know a man who would go without his tobacco in order to pay a debt? No.

Did you ever know a man who bought low priced groceries and provisions in order to keep square with the world and pay as he went? Yes.

Did you ever know a man who paid as much for tobacco for himself in a week as he paid for groceries for his family? Yes.

Did you ever hear a tobacco user say that his family should be well fed, well clothed and well housed before he would afford tobacco for himself? No.

Did you ever see a man worrying about a debt that was due and notice how quickly he becomes indifferent about the matter after taking a chew or a smoke?

How many men are using your money to buy their tobacco? In other words, how many poor accounts are on your books simply because the debtor will have his tobacco whether he pays for it or not?

How many merchants have secured a start in business by foregoing tobacco, cigars, theaters, carriages, excursions and parties as well as denying themselves comforts and things which are both desirable and beneficial, and still allow themselves to be hampered in business and robbed of necessary recreation by granting credit to excessive users of tobacco and to extravagant, wasteful customers?

Did you ever make a list of your customers—rather two lists—showing which were tobacco users and which were not? Then did you compare one with the other to discover on which list were the best paying customers and on which one the poor paying ones?

Did you ever compare your profits on the sale of tobacco with the bad debts—that is, if you keep a grocery or general store?

Did you ever know a man to leave his work and go to town because "he could not stand it—without his tobacco?"

Did you ever hear the same man say that the family had been out of tea, coffee, sugar, or all of those things, for a day or two, but he was too busy to leave his work to get them?

Do you consider tobacco using not only useless but harmful and still let men rob you to indulge in it? Do you call it anything better than stealing to run an account and never pay it?

From your experience and observation is it not evidently the fact that

as a rule a non-tobacco user can be persuaded to pay an account much easier than a tobacco user?

If so, then using tobacco does not help pay debts.

In considering an application for credit give much weight to the fact if a man is an excessive user of tobacco, and give due weight to the fact if he uses it at all.

E. E. Whitney.

British Demand for Poultry.

In a recent letter the United States Consul at Plymouth, England, states that the British demand for poultry and eggs exceeds the supply, and great quantities of both are imported from America and the Continent, and especially from Denmark. Over 2,000 cases of poultry from the United States are sold in Plymouth yearly. To gain a still better market in the United Kingdom eggs should be larger, there should be better supply in the winter months, and there should be no ground for complaint as to packing. The poultry and sundry products imported from the United States are shipped mainly by the large packing houses, who have their agents and offices in Plymouth and all of the large cities in the United Kingdom. To individuals and smaller shippers it is suggested that they communicate with the leading merchants of the principal towns, and especially with the several industrial co-operative societies.

They All Play.

"Do you play any instrument, Mr. Jimp?"

"Yes, I'm a cornetist."

"And your sister?"

"She's a pianist."

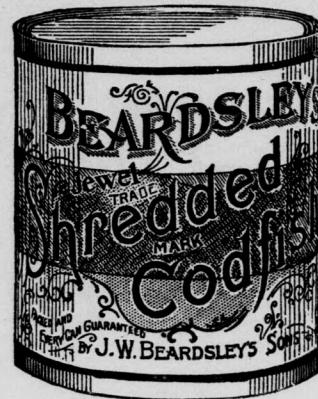
"Does your mother play?"

"She's a zitherist."

"And your father?"

"He's a pessimist."

We Own the
Word
Shredded



We are proud of our possession because we have made a reputation for it, as applied to our Codfish, that is world wide.

Every time you sell a customer BEARDSLEY'S SHREDDED CODFISH you tie that customer closer to you, for you have sold her the **only** SHREDDED Codfish. It is so different from imitations that every one of your customers can tell the difference instantly.

We have advertised BEARDSLEY'S SHREDDED CODFISH so extensively everywhere that it sells itself. It is as staple a product as sugar.

In three styles: Cartons, for sale from October to May; and tins and glass (handy tumbler) for summer months.

J. W. Beardsley's Sons
New York, N. Y.



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

RAPID HEATER CO.

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

IT WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

Modern Farmer Has It Easier Than Ancestors.

The popular fancy makes the farmer's job a strenuous one, with long hours, many backaches and much uncertainty as to returns. After inspecting the farm implements exhibited at the West Michigan State Fair, however, instead of accepting the popular fancy the inclination might be strong to number farming among the sedentary occupations.

The pioneer farmer who had to chop a hole in the primeval forest before he could plant his corn and potatoes undoubtedly did have a hard time of it. His was no soft snap, no easy picking, no get rich quick job. He earned all he got and considerable that he didn't get.

The modern farmer, judging from the exhibits, does most of his work sitting down. He drive out in the morning on a sulky plow to make the rounds of the south forty. A sulky harrow smooths the surface. A sulky planter drops the seed. A sulky cultivator keeps down the weeds. A sulky harvester gathers the crop, whether it be wheat, oats, corn, beans or potatoes. The pioneer farmer had to swing the flail to realize on his grain crops and to husk and shell his corn by hand, but the modern farmer does this by machinery, and in infinitely less time, and still sitting down. Feed for the cattle is prepared and conveyed to them by machinery, the cows are milked by machinery and another machine converts the milk into cream while you wait. The pioneer had to depend on his own muscle, but when the modern farmer wants to saw wood, grind the feed or pump the water all he has to do is to start the motor.

The agricultural implement display at the Fair certainly was interesting as showing how invention has made easier the life and labor of the farmer. Especially was it interesting to the city man who looked back to youth on the farm and whose memories were of the old ways. To him many of the implements exhibited were total strangers. He may have recognized the mowing machine and harvester, but he had to ask questions to find out that the long rangy kicking machine was used to put the hay in furrows, and the hay loading machine was "one on him" and no mistake. From the field he might have followed the load to the barn or mow and have it unloaded by machinery.

Of all the farm implements the big harvesters which cut and bind the grain are probably the most intricate and interesting, but some of the others come close second. The corn harvester which cuts and binds the corn is a wonder to the man who has not kept in touch with farm progress. The transplanter is another marvel. It is used to put cabbage, tomato, tobacco and similar plants into the ground. A man, seated, of course, drives the team and two boys to drop the plants sit behind. The machine punches holes in the soil at desired intervals, the boys drop in the plants, then the machine covers the roots and firms the dirt around them, and finally a jet opens

and the plant is nicely watered. With this machine the planting of a forty acre field of cabbages is merely driving around, and it can be done as quickly almost as in the old way one acre could be planted.

The most striking feature of the exhibit was the large variety of motors, both electric and gasoline, that were shown and the many uses to which these motors are put. Some of the motors were on wheels that they be taken where wanted, and others were stationary affairs for heavy work. There were motors for the house, for the barn and for the field, and the show man was on the spot to tell how easily and how cheaply they could be operated and what labor savers they are.

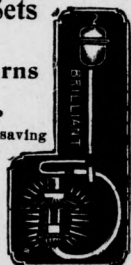
The lot of the modern farmer certainly is easier than that of his father and grandfather. It may be said, however, that although he has less manual labor to do he must work harder with his head. He must know what crops to plant, how to deal with his soil, how to market his crops. However elaborate may be his equipment of labor saving implements the farmer who lets his mind ride in a sulky is pretty certain to get left. It is brain power, not muscle, horse, gasoline or steam, that brings success in modern farming, and it is becoming more and more so every year.

At the next West Michigan State Fair a rule should be adopted requiring every farm implement exhibitor to label his goods. The city merchant, the statesman, the politician, whose pride, boast and possibly capital it has been that he was brought up on a farm, without the labels may often be placed in an embarrassing position through not knowing what the implements are for and misnaming them to friends or constituents.

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.

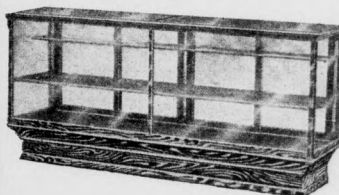
The Sun Never Sets
where the
Brilliant Lamp Burns
And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.
BRILLIANT GAS LAMP CO.
24 State Street Chicago, Ill.



USED Autos Now Is the Time to Buy
All makes and models \$850 Up

Rios, Buicks, Cadillacs, Fords, Etc.
I make a specialty of used cars and can save you from \$200 to \$500. I always have a few cars to exchange for real estate.
SEND FOR MY LIST
S. A. Dwight, 160-162 N Ionia St.
Grand Rapids, Mich.

—OUR—
MANUFACTURER to MERCHANT PLAN
Saves You Money on Show Cases



And even at that we build a better case in every particular. Best material used, durable in construction, original in design, beautiful finish. We pay freight both ways if goods are not as represented.
Get catalogue and prices.

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

Flour Profits

Where Do You Find Them, Mr. Grocer?

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



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

BAY STATE MILLING CO.
Winona, Minnesota

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

**Bo Peep
Teddy Bear
Goosie Gander**

blankets for the baby are new and very popular. We have them in pink and blue, size 36x48, price 60 cents each. We also show a good stock of regular sized blankets and comfortables as follows:

- Cotton Blankets**
plain white, gray or tan @ 47½c, 60c, 70c, 75c, 95c, \$1.05 and \$1.25 each, fancy colors striped and plaids @ 65c, 80c, 95c, \$1.25 and \$2.00 each.
- Camp Blankets**
@ 85c, 90c, 95c, \$1.20, \$1.25 and \$1.50 each.
- Wool Blankets**
@ \$2.25, \$2.50, \$3.50, \$4.00, \$4.25 and \$4.50 each.
- Comfortables**
@ \$9.00, \$12.00, \$15.00, \$18.00, \$21.00 and \$25.00 per dozen.

Ask our salesmen or write. Mail orders receive prompt and careful attention.

Grand Rapids Dry Goods Co.
Wholesale Dry Goods
Grand Rapids, Mich.

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



Novel Features Presented by Canal Street Merchant.

Dealers in furs are beginning to put them in their windows to show what we may expect to see on fair ladies' shoulders during the approaching chilly weather.

Flat effects will be observed on many, similar to those of the previous winter. When these are wide enough to lie on or over the shoulders they are designated "shawls."

One of these novelties seen was composed of three rows of the ordinary shade of mink, with a darker stripe in each, terminating in front near the waist line in small heads, the outermost rows being lengthened by a tail, while the inner heads had each another long flat piece like those on the shoulders, each having at the end a long tail, making the "shawl" reach fully to the knees, if not below.

A brown Isabella Coney "shawl" had two long stoles, ending straight across and having three tails on each side. The shoulders were widened by two short narrow flat pieces, each of which had a tiny head at the lower edge.

Almost all the furs seen are copiously ornamented with either tails or heads or both—"animal style." However, one still sees "throw scarfs," which, of course, are devoid of trimming. With these, as in the last cold season, are carried the large "pillow muffs." The latter are mostly provided with a loop with which to hold them when not in employment to keep the phalanges comfortable. Sometimes, instead, a cord goes around the neck. A muff should always have one or the other of these conveniences so that the hands may be free in shopping or to hold up the skirts with or to assist in getting into a carriage or automobile or to grasp the steel siderail of the street car and lift one to the skies!

Silk Waists to the Fore.

Judging from the exhibits in windows silk waists are to have a strong revival. Crepe de Chine will be quite a favorite if present indications can be relied upon. Formerly this silk was so popular that there were but few women who did not number in their wardrobe at least one shirt waist fashioned of this soft fabric. Then the women seemed to grow tired of it and it was seldom in evidence; those who had a Crepe de Chine waist donned it only to get it worn out—to be rid of it. The material is not of general becomingness as it is too "slimpy" to be very pretty for anything but "mobe" throws and scarfs. For these purposes it is admirable and universally

desirable; its soft clingingness makes it adapt itself easily to the outlines of a hat, differing substantially from liberty silk in this detail.

This is not to say that lingerie and stiff tailored linens and cottons will be given the go-by. They are too handy for that. One of the stiff waists can transform a woman into a dream of tailored perfection.

Will Shirt Waists Go Out?

Every once in a while the question thrusts itself into notice:

"Will shirt waists never go out of style?"

It is safe to predict that they never will, as to divorce the Sex from this immense convenience would be to rob them of a boon whose place nothing else can fill. Ranging as they do from the most simple to the most complicated in construction, if one can but compass the cost she may purchase waists fit for several dozens of occasions. Seventy-five dollars is an amount put into many a garment of this description over in the Windy City on the Lake. Furniture City folk are more conservative in buying, few caring to put more than a third of that money into a waist.

Grapevines as a Fall Decoration.

With grapes almost in their prime the windowman's thoughts quite naturally drift to the utilization of the vines to embellish his window spaces. One has made a framework of slender bendable strips of wood, painted them green and wound them with artificial grapevines, from which depend big bunches of luscious-looking fruit fit to invite Bacchus to longing of the utmost intensity. The strips of wood are arranged in the shape of a half-sphere, with the front side opening inviting inspection of the contents of the window, which in this case consist of fine big coal stoves, anticipatory of future blasts of Old Boreas.

Endless varieties of ways may be invented in which to employ these striking decorations.

References to Fair Exhibits.

If you had a display of your merchandise at the West Michigan State Fair by all means attention should have been called to the fact, somewhere and somehow in your trim or trims. You should have said where your display might be found at the Fair, together with anything of especial interest thereunto appertaining. If people were not too occupied with their own business they would have been likely to hunt up your location at the grounds, where you should not have failed to hand out your card or descriptive circular, although interesting souvenirs are more acceptable to everybody.

It is much better to give those. You should have had your name and address somewhere on them, but not so as to interfere with their beauty. Such free advertising is like finding five dollar gold pieces rolling up hill or taking candy away from the baby.

Automatons in Show Windows.

An automaton in a window, if life-like in appearance, is sure to draw a crowd, and they can not help but take in the immediate surroundings.

Such is the case down on Canal street, where a wax man with a black mustache is seated at an oak library table provided with a deskpad and a sheet of paper, on which rests the dummy's hand. A penholder is poised in his digits; he is in the act of "writing home to Mother" or mayhap to his sweetheart—or some other fel's. The man is clad in an up-to-date business suit, and, go a little way off, you would swear he is alive. An electric table lamp casts its bright rays on his paper, at which he is looking intently. The window section which contains this realistic dummy is fitted up as a typical reading room. All the articles of furniture are tagged with the selling price, which is a good idea.

Further curiosity is aroused by the presence on the glass of a large dial, where clock hands mysteriously tell the correct time of day or night.

More Reminiscences From Grand Rapids' Antiquarian.

Grand Rapids, Sept. 22—In your address to the people of Wealthy Heights you mentioned the house now owned and occupied by Lewis T. Wilmarth, on the southeast corner of Paris avenue and Cherry street. When I took up my residence in Grand Rapids in 1865 the house had been vacant a number of years. It was said to have been haunted and timid persons would not pass it after nightfall. It was purchased by Dr. Northrop, the father of Mrs. N. W. Northrop, about 1870. The Doctor was a rugged old man, a stranger to fear and unaffected by superstition. He had been told of the "mysterious rappings" heard in the house at the midnight hour occasionally, and when his attention was attracted by the same he set about to investigate the cause of the noises. A clapboard was found in which the nails at one end had worked loose, and when the wind blew strong from a certain direction the board rapped against the sheathing of the house. A few strokes of a hammer removed the mystery, and the house has not been "haunted" since. The house was called "Sanford's folly" because of its size and remote location. When Moses V. Aldrich built the handsome home now occupied by his widow, on the northeast corner of Cherry street and College avenue, he was laughed at for establishing a home so far "out in the country," although at that period, the early seventies, the five gentlemen then living on the block in which the Aldrich home is located owned, it was said, one-half of the wealth of Grand Rapids. The gentlemen living on the block were Ransom E. Wood, Solomon L. Withey, Wilder D. Foster, William B. Ledyard and Ezra T. Nelson.

The Holbrook house, which you mentioned, is still standing in a good state of preservation on the southeast corner of Cherry and James street. The late William G. Beckwith informed me that Mr. Holbrook purchased the forty acres of land, which he platted and named Holbrook's addition, for \$4,000, upon a contract. He paid the principal and interest regularly as specified in his contract, but in making the final payment of the principal asked a few days' indulgence upon the interest then due. The indulgence was granted, but Mr. Holbrook failed to pay in the interest quite as promptly as the first party to the contract expected, who retook possession of the property and retained the amounts paid in. Arthur S. White.

How To Combat Catalogue House Competition.

Burr Oak, Sept. 21—It occurs to me that perhaps the readers of the Tradesman would like to know how the business men of this place succeeded in combatting the competition of the catalogue houses. For several years Walter J. Hoeschel, who is a traveling book agent, had been an ardent advocate of the catalogue house. Everything he could buy of Chicago mail order houses was purchased of them, including washboards and fire shovels. The discussion of the subject became so common and the difference of opinion was so marked that the officers of the Methodist church arranged for a joint debate, to be participated in by Mr. Hoeschel on one side and E. H. Straley on the other. The church was packed to suffocation and arguments flew thick and fast. Mr. Straley presented so many convincing statements that the judges unanimously decided in his favor. The people who listened to the debate were made to see the fallacy of patronizing catalogue houses and ceased doing so to a great extent. This work was assisted very materially by the merchants buying a few articles from the catalogue houses and retaining them in their stores for the purposes of exhibition and comparison. For instance, a certain rocker, which was sold by one of our dealers for \$4, was apparently matched by one of the catalogue house rockers for \$1.98. The dealer sent for one of the catalogue house rockers, only to learn that it was constructed of soft wood crudely thrown together, and that "American quarter sawed oak," as set forth in the catalogue, meant that it was imitation quarter sawed, which is given the appearance of the genuine by a mechanical process. Whenever this dealer showed a prospective customer the difference between the two chairs he invariably sold the genuine instead of the bogus; and all along the line, where the catalogue house goods were exhibited by way of comparison, local dealers have succeeded in destroying the confidence of the consumer in the fairness and good faith of the Chicago houses. I commend this plan to any merchant who finds his business encroached upon by the catalogue houses which deal almost exclusively in culls and seconds.

Retailer.

"We guarantee to furnish a better Cash Register, for less money, than any other concern in the world."—The National Cash Register Company.

—best because it furnishes the greatest possible protection.

—cheapest because it furnishes the greatest possible protection in proportion to the investment.

Protection is what you get when you invest in a **National Cash Register**

YOU wouldn't buy a muzzle loading rifle to hunt bear, just because it is cheaper than a modern repeating rifle. Your chief aim would be to provide yourself with a gun which would kill the game.

Don't Save Five Cents and Lose a Dollar

The cash drawer of a so-called "cheap system" may seem cheaper than a National Cash Register—but, on the other hand, they may be responsible for the failure of the business.

When you invest in a National Cash Register you **know** that you are getting the advantage of the best materials, the finest skill, and the concentrated experience of able men who have been in this business nearly a quarter of a century.

Economies of Large Factories

The National Cash Register Dayton factory occupies 34 acres of floor space, and gives employment to nearly 5,000 people. Branch factories are maintained in Toronto, Canada; London, England, and Berlin, Germany.

Economic manufacture is only possible where articles are manufactured and sold in large quantities. More than 9 000 Nationals were sold in July, 1908.

Raw materials used in National Cash Registers

are the best obtainable. They are purchased reasonably because of the large amount used.

Nationals Are of the Best Construction

Skilled workman who have devoted years of their lives to this work construct National Cash Registers. No machines can be more carefully and scientifically constructed than these Registers.

Taking into consideration all these facts, the storekeeper who invests in a National Cash Register knows that he is getting more than his money's worth.

Personal Advantages to You

You are protected by the size and reputation of one of the largest and most stable companies in the world.

You have the word of nearly three-quarters of a million storekeepers that National Cash Registers are money savers and money makers, and that they would not be without them.

You may have the advantages of these Registers explained to you without obligation on your part.


There are many recent improvements that it will pay you to investigate.

National Cash Registers are made in many different styles and sizes. There is one that will exactly suit your needs, and at a price, and on terms, you can afford.

THE NATIONAL CASH REGISTER CO.

16 N. Division St., Grand Rapids, Mich.

79 Woodward Ave., Detroit, Mich.

 WRITE TO NEAREST OFFICE

MAIL THIS COUPON TODAY

The National Cash Register Co., 16 No. Division St., Grand Rapids, Mich., or 79 Woodward Ave., Detroit, Mich. I would like to know how a National Cash Register can increase my profits and do the other things you say it will.

Name

Business

Street

City State No. of Clerks

A SUNDAY EXCURSION.

How Gregson's Came To Be a Cash Store.

Written for the Tradesman.

The long excursion train was overcrowded. Perspiring pleasure-seekers sat three in a seat and held fretful children on their laps. Lunch baskets cluttered the aisles, and conductor and brakeman stumbled over them, rattling the dishes inside, as they moved through the coaches.

Gregson worked his way through the irritable mess and came to the smoker, where he found a seat by the dry goods man.

"Big crowd out."

The dry goods man lighted a cigar and handed one to Gregson.

Gregson made no reply. He touched the flame of a match to the cigar and sat meditatively back in his seat.

"Got anybody on board?" asked the dry goods man.

"Not exactly," replied Gregson.

Gregson was a queer old fellow. No one expected much of him in a conversational way, therefore the other smiled and devoted his attention to his cigar.

"No," said the grocer, presently, "I haven't exactly got anybody on board, but I'm paying quite a lot of railroad fares just now."

"Been giving tickets with sugar?" asked Follmer, the dry goods man.

"With a lot of things," replied Gregson. "I've got two bushels of potatoes at a dollar a bushel in the rear coach, and right ahead of 'em are a gallon of gasoline and a dozen loaves of bread."

Follmer held his cigar two inches from his lips and smiled.

"If you don't feel well," he said, "perhaps you'd better take something for it."

"And right in that same car," continued Gregson, "I've got four pounds of dried beef and a dozen of canned salmon."

"Sit right still," advised the dry goods man, "and perhaps you'll recover."

"In the coach next to the last one," continued the grocer, "I've got two dollars' worth of beans and a lot of bakery goods. I guess I've done my duty by the railroad this time."

"You haven't got anything like a three-ring circus, have you?" asked Follmer. "Because, if you have, we might sell tickets when we get out to the grounds."

"In the next car," Gregson went on, "I've got provisions for a month for a family of six. I didn't know I had such an interest in this train until I went through the coaches."

Follmer began to see a great light.

"I shouldn't wonder," said Gregson, "if I had an even hundred on this train. Only the people are making the mistake of paying the money to the railroad company instead of bringing it to me."

"Exactly," said Follmer.

"There's a woman back there giving a little pleasure trip to members of her club who said she'd go out washing before I'd lose a cent on her. She's got a Merry Widow hat and a stunning gown. I haven't seen her at the store for a month."

"Perhaps I own the stunning gown," suggested the dry goods man. "Come to think of it, I must have quite a sum of money invested in this party."

"You bet you have," said Gregson. "It is the people who run bills who take in the excursions. In the coach just back of this I've got a whole cheese and a dozen boxes of imported sardines. How many tickets will a whole cheese and a dozen boxes of imported sardines buy?"

"Ought to take out quite a party."

"Of course. I've been staying at home all summer because I had bills to meet and didn't feel like spending money on myself. See that man over there in the real Panama hat? He used to pay once a week, then once a month. Now he's working some other store. If I had what he owes me I could have a panama hat, too."

"Well, people will have their little pleasures," said Follmer.

"They'd say I was a brute if I did not give 'em credit when they were sick or out of work," continued Gregson, "but it seems they've been getting all the profit of the business. There're a box of codfish and a case of crackers right over the way. Looks like a pretty live man, doesn't he? Said when he got the goods that he'd pay at the end of the month if he wasn't dead. Well, he's dead. At least he didn't pay."

Follmer laughed.

"You're a queer one," he said. "No one else would ever think of sizing things up in the way you do." When the excursionists reached the resort for which they were headed quite a number of them broke for the roller coaster.

"I'm the man bountiful today," observed Gregson, pointing discreetly to a stout man who was buying tickets by the dozen. "I'm paying for the rides those people are having. Pretty soon they'll be guzzling red lemonade, and I'll be paying for that, too. Fine thing, eh?"

"Fellow doesn't pay, eh?"

"Oh, he hasn't been inside my store for a year. He let me in for about fifty."

"Can't you collect it?"

"Collect nothing! Everything he has is in his wife's name. If he should make a mistake and acquire an idea that would be in his wife's name, too. See that man over at the lunch counter buying chicken sandwiches for a dozen friends? Well, I am paying for those, too."

"You're a generous chap," smiled Follmer.

"Can't you collect it?"

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Grand Rapids, Holland & Chicago Ry.

TO CHICAGO

In Connection With
Graham & Morton Line

Steamers

Puritan and Holland

Holland Interurban Steamboat Car
Leaves Market St. DepotFARE \$2 Nightly 8 P.
M.

Freight Boat Every Night

Where Did You Get It?

This question is asked in the home as well as in politics. When the answer is, "I got that at Blank's Grocery," it means that Blank is getting some free advertising. Isn't it worth while to carry an article which will make this question frequent? I want to sell you a line of

Jams, Marmalades and Preserves

which are absolutely pure, full weight, popular priced and equal to any goods in your store. Money back if not as advertised. A postal card at the expense of a cent and a moment brings sample and price list. Don't overlook a business bringer.

H. P. D. Kingsbury
Redlands, California

(Where the oranges come from)

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

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.

MANLEY L. HART

47-49 N. Division St.

GRAND RAPIDS, MICH.

Successful Progressive Strong



No. 1 Canal St.

Capital and Surplus

\$1,200,000.00

Assets

\$7,000,000.00

Commercial and Savings
Departments

We Want You if You are a Real Living Salesman

We don't want any "Near" salesmen, nor men who "Used to be Corkers," but men who are in the top-notch class to day, right now. We know that it is better to be a "Has-Been" than never to have been at all, just as it is better to have loved and lost than never to have loved at all, but—

The man we are after is the man who has good red blood in his veins, who is full of vim and vigor and who doesn't know what a "Turn-Down" means.

If you belong to that class write us, and you may find we have a proposition that means progress for you. Straight commissions, new and profitable, for both the salesman and retailer. (Mention this paper.)

BOSTON PIANO & MUSIC CO.

Willard F. Main, Proprietor
Iowa City, Iowa, U. S. A.

"Just because I have to be," said the grocer. "You stand in my store for a week and you'll hear tales of woe that would make a cigar store Indian weep. You'd hear about little Johnny's croup and Susie's measles, and how Georgie and Harold haven't got clothes so they can go to school. It is all to the pessimistic there, but you see out on an excursion and you see how trouble glides off their backs."

"Well," asked Follmer, "where is the remedy? I suppose you've got to give credit at times."

Gregson frowned, watching a man buying a large pail of ice cream for a party of young people.

"Yes, yes, I suppose so," he replied, "but I'd like a few of the good things for myself. I carried that man through a run of typhoid fever and helped him get a good job when he got well. I'm buying that ice cream. At least, I'm paying for it. Guess I've stuck to the store too closely. I ought to know more of what is going on on the outside. I'm an old innocent."

The injustice of the thing seemed to anger the grocer more than did the loss of the money. He felt like one whose confidence had been betrayed—like a man who had been "made a monkey of," as he expressed it.

"A grocer can take chances on a customer getting the money to pay bills with," he said, as a fellow who owed him a large bill drove by in a costly rig, hired for the day at an extravagant price, "but he can't afford to take chances on the honesty of the people he does business with. It isn't always a question as to the ability of the customer to pay. The questions are these: 'Will he pay? Will he feel grateful for favors shown him and reciprocate? This little excursion convinces me that he won't.'"

"Oh, you'll get over this grouch before to-morrow morning," suggested the other.

Gregson shook his head and puffed out great volumes of tobacco smoke, as if in deep thought.

"To-morrow morning," he said, presently, "I'm going to buy a banner as big as the one used by the West Michigan State Fair and string it across the street in front of my store. That banner is going to say: 'Gregson Doesn't Trust. He wants Your Trade, but he Can't Carry the World on his Shoulders. Discount for Cash.'"

"What do you think of that?"

"There are grocers who make money running a cash business."

"A store," said Gregson, "is a place of barter—of exchange. Nothing more. In the old days a man who trapped brought in his furs when he got his groceries. The whole credit system is wrong. I believe that merchants would do better if every law for the collection of debt was abolished. They would be more careful. The laws are supposed to be made for the protection of creditors, but they are not, because it is the people you can't collect from who ask for credit."

"Perhaps," said Follmer, "we would better be going. 'If you should spy a man who owes you playing the slot machines you'd have a fit.'"

"There's one over there now," said Gregson. "You just wait until you see my store front to-morrow! It will say 'No Credit' so loud that it can be heard nine blocks off. If I can't make it go I'll sell out and invest in a red lemonade stand. People don't ask for credit there."

Gregson did not change his mind on the way home nor during the night. The big signs were in evidence as soon as he could get them painted.

Now he is glad that he went on the excursion, for that move was the best he ever made.

"People as a rule are honest," he says, if you ask him about it, "but there are enough thoughtless and improvident ones to bring the credit system into disrepute and spoil all the profits, so I can't stand for keeping accounts. I can't have people making good fellows of themselves on excursions at my expense."

There are other merchants who can't afford it, but they keep on in the old way. Alfred B. Tozer.

Police Methods in Russia.

A man who was "wanted" in Russia had been photographed in six different positions, and the pictures were duly circulated among the police departments. The chief of one of these wrote to headquarters a few days after the issue of the set of portraits, reporting as follows: "I have received the portrait of the six miscreants whose capture is desired. I have arrested five of them, and the sixth is under observation and will be secured shortly."



TRADE **IDEAL** MARK.

"Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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

H. LEONARD & SONS
Wholesalers and Manufacturers' Agents
Crockery, Glassware, China
Gasoline Stoves, Refrigerators
Fancy Goods and Toys
GRAND RAPIDS, MICHIGAN

CASH CARRIERS
That Will Save You Money
In Cost and Operation
Store Fixtures and Equipment for Merchants
in Every Line. Write Us.
CURTIS-LEGER FIXTURE CO.
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**Trunks
Suit Cases
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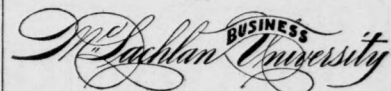
We have just put in the celebrated line of these goods manufactured by ABEL & BACH CO. It's the finest line on the market.

All prices.
Ask for catalog.

Brown & Sehler Co.
Grand Rapids, Mich.

WHOLESALE ONLY

**PREPARE FOR SUCCESS
AT**



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.

D. McLACHLAN & CO.

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

**Foster,
Stevens & Co.**

**Wholesale
Hardware**

**Fire Arms
and Ammunition**

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

Grand Rapids, Michigan

A 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



Whose Estimates of Results Shall Decide Size of Purchase?

"Shall we sell a man what he wants, or shall we demonstrate our genius in salesmanship by selling him what he reasonably objects to buying—providing, of course, that for the space of time necessary to get his signature on the order book we can convince him that he wants it. In other words, shall we kidnap his consent, and abduct his signature, as it were?"

This question is frequently raised for discussion, and will never be answered unanimously. Some salesmen believe in asking a man what he wants—and when he insists he does not want anything, they politely bow and withdraw. They hold that it is poor policy to sell a man what he does not want.

There are other salesmen who when they hear the words, "I do not need anything in your line," proceed to hypnotize the prospect, though they know that his objection is well founded. They dazzle him with their personality, "lame him with reasons" (which are not always sincere), manipulate him to the point where, unable to withstand the force they have brought to bear upon him, he grudgingly signs. There are still other salesmen who, being sure that their customer needs their line, labor until they convince him that he ought to buy.

It is, of course, impossible to sell a man what he actually does not want. His consent to placing the order depends upon his believing, temporarily at least, that he does want the goods which he buys. Therefore, the question, "Shall we sell a man what he wants?" is hardly practical.

But a question really practical does arise in this connection. It is, "Shall we sell a man what he needs?" even though he is skeptical regarding his actual need for the article we wish to sell him.

All salesmen should agree that the only answer to this query is an emphatic "Yes." If you are convinced that your customer will make a profit by installing your line—if you know that he can effect an economy, increase his trade, or otherwise derive an advantage from doing business with you, sell him by all means—even if you have to abduct his signature. Results will vindicate you. You are justified in selling a man on the strength of your judgment when it is a question of either doing that or else of losing the sale on the strength of his mistaken conviction.

But, if he says he does not need your line, you must be sure that you

are right in your arguments to the effect that he does need it before you proceed to convince him.

Don't sell him a "gold brick" just for the gratification of feeling that your customers cannot withstand your persuasiveness even when their common sense warns them to resist you. Don't sell a man anything that you know he can't use, or that he will lose money on. If you do, he will always remain a grumbler where your house and your goods are concerned. Sell him what he needs, even though you only get his doubtful and unwilling consent to the purchase—even if, immediately after giving it, he regrets having done so, and informs you that he expects "the worst." But never sell a man what you know he does not need, for the simple reason that he is plastic in your hands.

He may on some occasion demand goods which you know he has no use for and will lose money on. In such a case it is unwise to refuse to sell him—but you should never take his order without first warning him that his choice is, in your opinion, a mistaken one and directing him, if possible, to a more practicable selection. In doing so you are not necessarily a loser. If your line is varied and adapted to all customers' needs, you will, probably, be able to show him how he can serve his own interests by placing a larger and more extensive order than he at first had intended. In getting him to make a substitution, be guided by two things:

First, by consideration of what goods he will be likely to make the most profit on.

Second, by the thought that, even though the order he volunteered was a generous one, it is your business to try to increase its total. Don't suggest as a substitute for the order he wanted to give you one on which your house will make less money. It takes a skilful salesman to manipulate a case of this kind so as to protect the customer's interests without doing injury to his own interests or those of his house.

As the case in point, suppose that Jones has a customer in Green, who sells groceries at retail. Green has, perhaps, made money on a certain specialty, which we will describe, for the purposes of this illustration, as goods of grade B. He proposes to place a large order with Jones for goods of grade B, but Jones is acquainted with certain conditions which assure him that the demand for grade B is falling off, and that if Green places such an order he will lose money, instead of repeat-

ing his former successes with the same article. He can secure Green's order very easily by keeping this knowledge to himself, since Green is thoroughly convinced that he wants the goods of grade B, but if Jones does this, and lets his customer find out the mistake by actually losing money on the transaction, the customer will always feel that Jones is responsible for his misfortune, and should have warned him.

The thing for Jones to do is not to take the order which comes so easily, under such circumstances. This is his opportunity to hit upon various items in his line which he is sure Green could buy to advantage, and to urge them upon the acceptance of the latter, securing his order for a total considerably greater than it would have been if he had been allowed to place the order he originally intended for goods of grade B.

There are some commercial high-waymen who love to take an order away from a man just to show how irresistible they are when they make up their minds to accomplish any object they have in view. They will sell a man what they know he does not need—"talking him blind" and bagging his signature when he is off his guard. This feat consists in being able to make false representations look so plausible that, for the length of time necessary to affix his signature to the order blank the customer distrusts his own judgment and believes what the salesman tells him. In such cases the delusion is promptly dispelled so soon as the salesman leaves. The customer anticipates the worst results. By the time the goods arrive he is prepared to do one of two things—either to stow them away in some dark corner where his customers will never see them, giving precedence in his advertising and display to other goods which he does have faith in; or else to "knock them down" at a cut price in order to get rid of them quickly. In the latter case he loses money on his investment; persuades himself that he has been swindled, and seriously affects the standing of the goods with his trade, since customers who buy them once at the cut price will never be willing, subsequently, to pay a higher price.

It is bad business to sell a man what he is sure to discover he has no need for. An enterprising salesman for the National Cash Register Co. recently sold one of the most expensive types of cash registers to the owner of a small shop in a northern frontier town. The price of this cash register amounted to more than the establishment of the dealer was worth. The manufacturers declined to fill the order, but sent another salesman, who explained matters to the dealer and secured his order for a register which was better adapted to his limited business and cost about one-fourth as much as the first one. It was considered better business policy to do that than to have a poor advertisement in a dissatisfied customer.

When you know that a man's business will justify his installing your line—sell him the entire line—don't

let him put you off with an order for an item or two—don't be afraid to sell him what he does not want, when the reason for his not wanting to buy is because he does not know how good it will be for him. Don't be afraid of his grumbling predictions that he will lose money through you—don't let him off with a compromise.

When the question is, "Shall we sell a man what he wants?" there is only one answer. It is impossible to sell a man what he does not want. He must believe, for the moment, at any rate, that he wants it, or you will never be able to get his order. When the question is raised, "Shall we sell a man what he needs?" there is only one answer for the genuine salesman to make. That is the affirmative, and you must be a more competent judge of what he needs and can use of your line than he.—L. C. Lawton in Salesmanship.

The best exposition of truth is the exhibition.

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.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &C.**

LIBERAL TERMS.

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

The Servant Question Solved

There is a solution you may not have thought of in the excellent menu and homelike cooking at

**Hotel Livingston
Grand Rapids**

Profits

from Public Telephones are divided equally with the subscriber. Let us show you how to make money.

"Use the Bell"

IT
PAYS

CALL
MAIN
330



How To Down the Mail Order Incubus.

When the country merchant is frightened by mail order competition into cautious, conservative, half-hearted buying he is, if he only knew it, assisting his executioner to deprive him of life.

When he refuses to give you a decent order, for the reason that he fears the mail order houses will not give him a chance to supply the demand of the consumers in his locality, he is virtually refusing to let you place in his hands the only weapon with which such competition can be successfully combatted.

Do you appreciate the absolute truth of this, and do you make it your practice to force this truth upon the acceptance of the niggardly buyer—the buyer who fears the mail order house?

It is presumable—depending, of course, upon the line you are in—that a certain proportion of your customers would buy more if it were not for their feeling themselves at a hopeless disadvantage with the concerns that sell by mail. It is your imperative duty, then, to show these customers how to overcome that disadvantage, either wholly or partially, and thus to remove the obstacle to their giving you larger orders. You are out for business, and not only that, but for the biggest possible amount of business that your territory is capable of yielding. If mail order competition interferes with its productiveness, it interferes with you, and the country merchant's fight becomes your fight.

The mail order houses arrogantly assert that the man who lives in the country can seldom find what he wants to buy in a local store. He must limit his selection to whatever the merchant happens to have on hand. In effect, their literature argues: "Don't trade with your home merchant. He's behind the times. An assortment of junk is all that he has to offer you. Where he has a single style or pattern to show you, we can give you your choice of a hundred styles and patterns. We carry what you want, and nine times out of ten your home dealer does not."

This is the argument that has induced thousands of people to buy by mail. When it is based on fact—when the local merchant is unprepared to sell the article that consumers want—the argument is unanswerable. But the wide-awake, enterprising merchant who keeps his stock up-to-date and is wise enough to handle an ample variety should find it easy to refute the argument quoted above—and it is the principal one on which the mail order house seeks to take trade away from him.

If your customer complains that a part of the business he ought to have is going to the mail order concerns, point out to him what perhaps he has overlooked; that is, that consumers are not so much attracted by what the mail order house has to offer as repelled by a real or imagined deficiency in the stock which their local dealer offers.

If the local dealer, frightened by

finding himself outclassed, adopts the conservative policy, and fails even to keep his stock up to its former standard, he virtually surrenders to his competitor. Those of his old customers who mean to stay by him soon find that his stock is too limited, too antiquated, to attract them longer, and in time they, too, desert.

When the country merchant refuses to give you an order show him that by so doing he is actually substantiating the reputation which the mail order house has given him.

The mail order house holds its own not so much by reason of the actual advantages of its stock and service as by reason of the impression regarding these items which it has created in the minds of consumers. For instance, if Farmer Jones can find precisely the article he wants, at the right price, in the country dealer's stock, he is as well served and as well satisfied as if he selected it from among the ten thousand articles he didn't want, comprised in the mail order catalogue. But the fact that the system of buying by mail affords him a chance to reject nine thousand, nine hundred and ninety-nine articles is played up as a great advantage. Upon it is built his impression of the great superiority of the mail order system. He does not withhold his trade until he knows, by actual investigation, which can accommodate him the better, the home merchant or the mail order house; when he has something to purchase he gives the order to the one of these two competitors which has impressed him the more with its arguments, pretensions and sweeping claims. Like everybody else, he turns his attention in the direction of the bigger noise.

If the local dealer wants to get his share of trade let him make as loud a clamor and urge his claim to preference as insistently and confidently as the concern that sells by mail. Let him first get in a position to serve the people best, by having an ample, attractive, up-to-date stock, and the right prices—even if this involves a heavy risk at the outset—and then impress the people with the fact that there are advantages in trading with him.

He must make the bigger noise. He must advertise. He must take the initiative, instead of remaining forever on the defensive.

Find out if your afflicted country customer understands advertising. If he advertises in a desultory way, because it is expected of him, he can not hope for good results. Effective advertising means making the expected announcement in an unexpected way, and surprising people with it.

When it comes to making a big noise, your country merchant has the advantage over his mail order competitors. He is in closer touch with consumers in his territory. He knows a large proportion of them personally, where the mail order house must make its appeal as a stranger and an alien. He can stimulate interest and a desire to buy by the actual sight of his goods as displayed in his show windows and on

his counters and shelves, while only a negligible number among the consumers to be reached will have an opportunity to see the goods offered by the mail order house before buying. The woman who is thinking of buying a range or the boy who wants a new gun will be more strongly influenced by the actual sight of the article in some storekeeper's window than by a smudgy illustration and brief description in a mail order catalogue.

The merchant can tell his story, make his appeal, in a dozen different ways — placarding billboards and fences, shouting in display type in the local newspaper—while the mail order house must be content to make its appeal less intimately and less frequently.

Urge your country merchant to increase his appropriation for advertising. No argument which you can bring to bear on this question should be slighted. Induce your customers to advertise persistently—help them to do so intelligently—and you will not only be doing them a favor, but you will be paving the way for bigger orders from them in the future.

While you must aim to sell the country merchant as large an order as is consistent with local trade conditions, remember it is his permanent, steadily increasing business you are after, and that you will kill future dealings with him if you load him up with unsalable stock. Advise him in making his selections and convince him that your judgment is likely to prove invaluable to him. When he understands that he can trust you as an adviser, he will be a hard man for your competitor to take away from you.

Many merchants who invariably find themselves overstocked at the close of each season can blame their unwillingness to be advised by the salesmen who supplied them. The salesman himself is often hurt by a buyer's insisting on buying too many different kinds of one grade of goods, overloading with items whose principal attraction is their cheapness.

Naturally, the small merchant can not meet mail order competition on its own grounds by offering an illimitable variety. He must buy as liberally as possible, but judiciously. It is your part as salesman not only to induce him to buy, but to instruct him how to buy wisely, so as to get the best results. To this end you must study the question from the consumers' point of view—learn the needs, tastes and habits of consumers in each locality.

There is one mistake which a great many country merchants make and which you ought to warn them against. That is, advertising that they are prepared to meet the price of any mail order concern. Offering to "meet the competitor's price" is equivalent to confessing that that competitor's prices are usually lower. It is a different matter to advertise goods "at a lower price than they can be bought from any mail order concern." This may be objectionable as tending to advertise the mail order competitor, but at least it creates the impression that the mer-

chant who advertises in that way is really the cheapest, without intimating that mail order competition has forced his prices down.

Urge your customer, however, to fight his mail order competitor on some other ground than that of price, if possible. Ingenuity in management, liberal and practical advertising and intelligent buying ought to enable him to hold his trade without sacrificing prices—at least without continual and indiscriminate sacrifice of that sort.

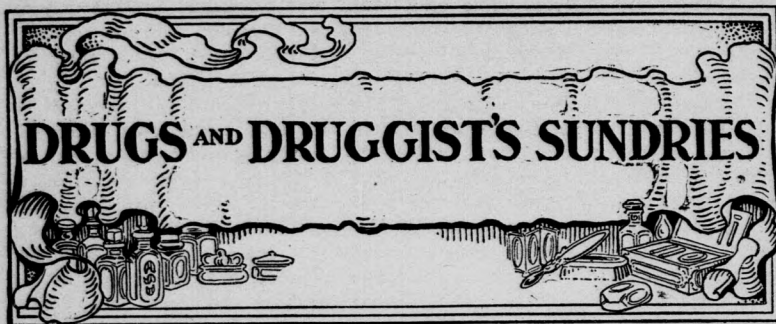
Do not let a hostile reception from the merchant discourage or antagonize you. Remember, he is likely to be exasperated at the thought of somebody's selling him more goods, when the mail order house has deprived him of a demand for those he has on hand. Take pains to disarm his opposition, and convince him that you are his natural ally, not his foe; that his fight is your fight. And then very tactfully persuade him that by refusing to buy what his stock needs he is refusing the only weapon with which it is possible to fight competition.—H. H. Paisley in Salesmanship.

At a Boston theater a few evening ago two officers of the United States Marine Corps attracted considerable attention by standing while the orchestra played "The Star Spangled Banner." An usher was sent in to direct them to sit down. They failed to comply and the manager ordered them to resume their seats or leave the house. The entire force of the theater was called and to avoid trouble the officers were conducted to the door without resistance. The manager was considerably chagrined when he learned that the officers had simply complied with a regulation which requires every man in the army and navy to rise and stand whenever he hears "The Star Spangled Banner" sung or played. The affair caused much comment and the Boston Herald suggests that theater and concert hall managers encourage the patriotic idea by requesting their audiences to stand whenever the National song is presented.

George C. Osterhouse, who for six years has traveled through Indiana, Ohio and Michigan for Edson, Moore & Co., and is widely known among merchants of the Middle West, has purchased an interest in the Detroit Garment Manufacturing Co. and will look after the selling end of the company's business, covering much of his old territory and some additional.

C. A. Judd, formerly with Edson, Moore & Co., of Detroit, for five years and for the past two years with Crowley Bros., of the same place, has been selected by Lepper & Tisdale, of Buffalo, to represent their manufactured line in Michigan, having general charge of the entire State as a territory, with headquarters in Saginaw. His many friends in Michigan will be pleased to learn of his promotion.

He has little faith in truth who rushes out with a blanket every time the wind of criticism arises.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
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Practical Notes by a Practical Pharmacist.

One of the regular and frequent operations in a drug store is the making of liquor magnesi citratis. Because it is "regular and frequent" the charm of doing it is soon replaced by more or less active dislike. This feeling may be obviated to a large degree by "removing the cause"—to borrow the coming standard phrase—the tedium of weighing thrice and measuring twice, which five operations we reduce to just one by putting up a number of packages of the solids with the oil of lemon. To a measured amount of water we add the contents of one package, stir, stand and filter. A brilliant filtrate may be obtained quickly by using a moderate amount of talcum and a filter made from felt.

The liquefaction of phenol is accomplished best by adding a few ounces of distilled water to a five-pound bottle of acid and setting aside a day or two, shaking the bottle at odd times. We have used this plan about two years and in that time no batch has ever discolored in the slightest degree. Time permitting, the amount of hydration and variations if any should be determined.

In many pharmacies valuable shelving is occupied by the host of proprietaries which have to be opened to fill prescriptions. Such space might be used to much better advantage. The search for bottles used infrequently is annoying, sometimes even unsuccessful, and a second bottle is opened needlessly. We place the open bottles with the full ones and save all trouble.

About one hundred shelfware bottles we have labeled with symbols, not merely the chlorides, bromides, etc., but also the more pretentious formulas of acetates, benzoates, salicylates, antipyrine, aspirin and the like. Some labels show the graphic formula and, when we wish to impress a physician or layman, we bring out sulfonal, which looks big enough for the purpose. Our principal object is twofold: to keep in touch with the grandest of all science and to compel attentive reading of the label.

When we use a poison we place it in a different place afterward; when wanted again it must be hunted up.

Fluid extracts we keep on numbered shelves, holding from six to fourteen bottles. Then we have two typewritten lists, one with English, the other with official names, opposite each being the number of shelf. In this way we can locate any one rapidly and with ease.

The present directions for making tincture of arnica are a wonderful step—backward! To make 1000 cc. requires now about six days, four macerations and expressions and one filtration; the former directions required say six hours' time and none of the other bothersome, uncleanly operations. I have a suspicion that the author of this process did not work it himself. If he did he is guilty of using language most inapt. He directs "maceration" of 200 grams of arnica with 250 cc. of fluid, which mixture is practically dry and does not macerate, because that process implies an excess of menstruum which is absent here.

By chance I read lately the formula for pills of phosphorus and my "Irish" was stirred. The first line read:

Phosphorus, six-hundredths of a gramme, 0.06.

When a gram is divided into one hundred parts, each one is of course one-hundredths of a gram, and the statement of the good book is not wrong. But what will pass ordinarily does not do for all occasions. Usually Mr. Smith may answer willingly to "Smithy," but how would he regard the matter should the officiating clergyman say: "Smithy, do you take, et cetera—?" The part of a gram under discussion has a name of its own, properly used in the former book, which reads, "six centigrammes." In a book which stands primarily for exactness, such little slips should not happen. It is too bad that the spirit of reform overlooked the word "gramme," the change of which to "gram" is in line with many other reforms in spelling, much more so than the wonderful "fluid extract." Having now championed the centigram, I'll do him up and plead to abolish him, along with the decigram. I am certain that the present age would more quickly adopt, and the coming one more quickly grasp, the metric system, if we used the milligram to the exclusion of the other two terms.

If a prescriber thinks now in grains, and if he will hold the grain to equal 60 milligrams, his mind will easily interpret 1, 2, 5, 10 grains into 60, 120, 300, 600 mg.; and if he wants

$\frac{1}{4}$, $\frac{1}{8}$, 1-10, 1-60 grain, he may easily learn to write, 15, 8, 6, 1 mg.

One of the pet reforms, unattainable I am afraid, is a severe law against refilling of prescriptions; when a prescription does "good" it is recommended and given in cases of similar ailment. Some one then assumes functions not properly his! In each case a fee is lost to the prescriber, which is surely a prominent reason why many physicians dispense their own prescriptions. This work is not all joy to them and would be gladly given up in return for protection, and to us would come better prices and more prescriptions.

Karl Schnackenberg, Ph. G.

Incompatibility of Formaldehyde and Gelatin Plasters.

A Pittsburg man recently purchased some unium plasters which refused to stick to his foot even when moistened. It later developed that the druggist had kept his formaldehyde fumigating torches in the same compartment. The fumes of which had so hardened the gelatin coating on the plasters that it looked like celluloid, but was as tough and flexible as a piece of India rubber.

In the April, 1906, Practical Druggist, page 366, will be found a description of a formaldehyde label varnish which resists the action of water, alcohol, oils and dilute acids. This varnish owes its efficacy to the chemical reaction between formaldehyde and gelatin.

Druggists Liable To Bright's Disease.

The British Registrar - General, from a study of the mortality figures of the last three years, has come to the conclusion that druggists show an excessive mortality from alcoholism and liver-disease, as well as from nervous diseases, Bright's dis-

ease, and suicide, but from every other cause they experience a mortality which is below the standard. Druggists suffer less than the average from influenza and respiratory diseases, and their liability to fatal accident is only three-fifths of the average.

Conscience is the answer of my life to the light I have.

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

Henry Smith
FLORIST
 139-141 Monroe St.
 Both Phones
 GRAND RAPIDS, MICH.

Jennings Special Perfumes

The Latest Fad Is a
 Rose Odor



Meet the demand
 with Sweet
 Alsatian 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

<p>Acidum Aceticum 6@ 8 Benzoicum, Ger. 70@ 75 Boracic 12@ 12 Carbolicum 26@ 29 Citricum 50@ 55 Hydrochlor 3@ 5 Nitrosum 8@ 10 Oxalicum 14@ 15 Phosphorium, dil. 15@ 15 Salicylicum 44@ 47 Sulphuricum 13@ 15 Tannicum 75@ 85 Tartaricum 38@ 40</p> <p>Ammonia Aqua, 18 deg. 4@ 6 Aqua, 20 deg. 6@ 8 Carbonas 13@ 15 Chloridum 12@ 14</p> <p>Aniline Black 2 00@ 2 25 Brown 80@ 1 00 Red 45@ 50 Yellow 2 50@ 3 00</p> <p>Baccae Cubebae 24@ 28 Juniperus 8@ 10 Xanthoxylum 30@ 35</p> <p>Balsamum Copaiba 65@ 75 Peru 2 75@ 2 85 Terabin, Canada 75@ 80 Tolutan 40@ 45</p> <p>Cortex Abies, Canadian. 18 Cassia 20 Cinchona Flava. 18 Buonymus atro. 60 Myrica Cerifera. 20 Prunus Virgin. 15 Quillaia, gr'd. 15 Sassafras. po 25 Ulmus 20</p> <p>Extractum Glycyrrhiza, Gla. 24@ 30 Glycyrrhiza, po. 28@ 30 Haematox 11@ 12 Haematox, 1s 14@ 14 Haematox, 1/2s 14@ 15 Haematox, 1/4s 16@ 17</p> <p>Ferru Carbonate Precip. 15 Citrate and Quina 2 00 Citrate Soluble. 55 Ferrocyanidum S 40 Solut. Chloride .. 15 Sulphate, com'l. by bbl. per cwt. 70 Sulphate, pure .. 7</p> <p>Flora Arnica 20@ 25 Anthemis 50@ 60 Matricaria 30@ 35</p> <p>Folia Barosma 40@ 45 Cassia Acutifol. Tinnevely 15@ 20 Cassia, Acutifol. 25@ 30 Salvia officinalis, 1/4s and 1/2s 18@ 20 Uva Ursi 8@ 10</p> <p>Gummi Acacia, 1st pkd. @ 65 Acacia, 2nd pkd. @ 45 Acacia, 3rd pkd. @ 35 Acacia, sifted sts. @ 18 Aloe, Barb 45@ 65 Aloe, Cape 22@ 25 Aloe, Socotri 22@ 25 Ammoniac 55@ 60 Asafoetida 35@ 40 Benzoinum 50@ 55 Catechu, 1s @ 13 Catechu, 1/2s @ 14 Catechu, 1/4s @ 16 Comphorae 70@ 80 Euphorbium @ 40 Galbanum @ 10 Gamboge po. 1 25@ 1 35 Gaultheria po 35 Kino po 45c Mastic @ 75 Myrrh po 50 Opium 00@ 6 25 Shellac 45@ 55 Shellac, bleached 60@ 65 Tragacanth 70@ 1 00</p> <p>Herba Absinthium 45@ 60 Eupatorium oz pk 20 Lobelia oz pk 25 Majorium oz. pk 28 Mentha Pip. oz pk 23 Mentha Ver. oz pk 25 Rue oz pk 39 Tanacetum. V. 22 Thymus V. oz pk 25</p> <p>Magnesia Calcined, Pat. 55@ 60 Carbonate, Pat. 18@ 20 Carbonate, K-M. 18@ 20 Carbonate 18@ 20</p> <p>Oleum Absinthium 4 90@ 5 00 Amygdalae Dulc. 75@ 85 Amygdalae, Ama 8 00@ 8 25 Anisi 1 75@ 1 85 Aurantii Cortex 2 75@ 2 85 Bergamii 3 75@ 4 00 Cajuputi 85@ 90 Carvophilli 1 10@ 1 20 Cedar 50@ 90 Chenopadii 3 75@ 4 00 Cinnamoni 75@ 1 85 Citronella 50@ 60 Conium Mac 80@ 90</p>	<p>Copaiba 1 75@ 1 85 Cubebae 2 15@ 2 25 Erigeron 2 35@ 2 50 Evechthitos 1 00@ 1 10 Gaultheria 2 50@ 4 00 Geranium oz. 75 Gossippii Sem gal 70@ 75 Hedeoma 3 00@ 3 50 Junipera 40@ 1 20 Lavandula 90@ 3 60 Limons 1 30@ 1 40 Mentha Piper 1 75@ 1 90 Menta Verid 5 00@ 5 50 Morrhuae, gal. 1 60@ 1 85 Myrcia 3 00@ 3 50 Olive 1 00@ 3 00 Picis Liquida 10@ 12 Picis Liquida gal. @ 40 Ricina 94@ 1 00 Rosae oz. 6 50@ 7 00 Rosermarini @ 1 00 Sabina 90@ 1 00 Santal @ 4 50 Sassafras 85@ 90 Sinapis, ess. oz. @ 65 Succini 40@ 45 Thyme 40@ 50 Thyme, opt. @ 1 60 Theobromas 15@ 20 Tigil 1 10@ 1 20</p> <p>Potassium Bi-Carb 15@ 18 Bichromate 13@ 15 Bromide 18@ 20 Carb 12@ 15 Chlorate po. 12@ 14 Cyanide 30@ 40 Iodide 2 50@ 2 60 Potassa, Bitart pr 30@ 32 Potass Nitras opt 7@ 10 Potass Nitras 6@ 8 Prussiate 23@ 26 Sulphate po 15@ 18</p> <p>Radix Aconitum 20@ 25 Althae 30@ 35 Anchusa 10@ 12 Arum po @ 25 Calamus 20@ 40 Gentiana po 15. 12@ 15 Glycyrrhiza pv 15 16@ 18 Hellebore, Alba 12@ 15 Hydrastis, Canada @ 2 50 Hydrastis, Can. po @ 2 60 Inula, po 18@ 22 Ipecac, po 2 00@ 2 10 Iris plox 35@ 40 Jalapa, pr. 25@ 30 Maranta, 1/4s @ 35 Rodophyllum po 15@ 18 Rhei 75@ 1 00 Rhei, cut 1 00@ 1 25 Rhei, pv. 75@ 1 00 Sanguinari, po 18 @ 15 Scilla, po 45 20@ 25 Senega 85@ 90 Serpentaria 50@ 55 Smilax, M @ 25 Smilax, offi's H. @ 48 Spigella 1 45@ 1 50 Symplocarpus @ 25 Valeriana Eng. @ 25 Valeriana, Ger. 15@ 20 Zingiber a 12@ 16 Zingiber j 25@ 28</p> <p>Semen Anisum po 20 @ 16 Apium (gravel's) 13@ 15 Bird, Is 4@ 6 Cannabis Sativa 7@ 8 Cardamon 70@ 90 Carui po 15 15@ 18 Chenopodium 25@ 30 Coriandrum 12@ 14 Cydonium 75@ 1 00 Dipterix Odorate 2 00@ 2 25 Foeniculum @ 18 Foenugreek, po. 7@ 9 Lini 4@ 6 Lini, gr'd. bbl. 2% 3@ 6 Lobelia 75@ 80 Pharlaris Cana'n 9@ 10 Rapa 5@ 10 Sinapis Alba 8@ 10 Sinapis Nigra 9@ 10</p> <p>Spiritus Frumenti W. D. 2 00@ 2 50 Frumenti 1 25@ 1 50 Juniperis Co. 1 75@ 3 50 Juniperis Co O T 1 65@ 2 00 Saccharum N E 1 90@ 2 10 Spt Vini Galli 1 75@ 6 50 Vini Alba 1 25@ 2 00 Vini Oporto 1 25@ 2 00</p> <p>Sponges Extra yellow sheeps' wool carriage @ 1 25 Florida sheeps' wool carriage 3 00@ 3 50 Grass sheeps' wool, carriage @ 1 25 Hard, slate use. @ 1 00 Nassau sheeps' wool carriage 3 50@ 3 75 Velvet extra sheeps' wool carriage @ 2 00 Yellow Reef, for slate use @ 1 40</p> <p>Syrups Acacia @ 50 Aurantii Cortex @ 50 Ferre Iod @ 50 Ipecac @ 60 Rhei Arom @ 50 Smilax Offi's 50@ 60 Senega @ 50</p>	<p>Lupulin @ 40 Lycopodium 70@ 75 Macis 65@ 70 Magnesia, Sulph. 3@ 5 Magnesia, Sulph. bbl @ 1 1/2 Mannia S. F. 45@ 50 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@ 10 Nux Vomica po 15 @ 10 Os Sepia 35@ 40 Pepsin Saac, H & P D Co @ 1 00 Picis Liq N N 1/2 @ 2 00 gal doz @ 2 00 Picis Liq qts @ 1 00 Picis Liq pints. @ 60 Pil Hydrarg po 80 @ 50 Piper Alba po 35 @ 30 Piper Nigra po 22 @ 18 Pix Burgum @ 8 Plumbi Acet 12@ 15 Pulvis Ip'acet Opil 1 30@ 1 50 Pyrethrum, bxs. H & P D Co. doz. @ 75 Pyrethrum, pv. 20@ 25 Quassia 8@ 10 Quina, N. Y. 17@ 27 Quina, S Ger 17@ 27 Quina, S P & W. 17@ 27</p> <p>Rubia Tinctorum 12@ 14 Saccharum La's 18@ 20 Salacin 4 50@ 4 75 Sanguis Drac's 40@ 50 Sapo, G @ 15 Sapo, M 10@ 12 Sapo, W 13 1/2@ 16 Seidlitz Mixture 20@ 22 Sinapis @ 18 Sinapis, opt. @ 36 Snuff, Maccaboy, DeVoos @ 51 Snuff, S'h DeVo's @ 51 Soda, Boras 6@ 10 Soda, Boras, po. 6@ 10 Soda et Pot's Tart 25@ 28 Soda, Carb 1 1/2@ 2 Soda, Bi-Carb .. 3@ 5 Soda, Ash 3 1/2@ 4 Soda, Sulphas @ 2 Spts, Cologne ... @ 2 60 Spts, Ether Co. 50@ 55 Spts, Myrcia @ 2 50 Spts, Vini Rect bbl @ Spts, Vi'i Rect 1/2 b @ Spts, Vi'i R't 10 gl @ Spts, Vi'i R't 5 gl @ Strychnia, Cryst 1 10@ 1 30 Sulphur Subl 2 1/2@ 4 Sulphur, Roll 2 1/2@ 3 1/2 Tamarinds 8@ 10 Terabenth Venice 28@ 30 Thebromae 50@ 55</p> <p>Vanilla 9 00@ Zinci Sulph 7@ 8</p> <p>Oils Lard, extra bbl. gal. 85@ 90 Lard, No. 1 60@ 65 Linseed, pure raw 42@ 45 Linseed, boiled .. 43@ 46 Neat's-foot, w str 65@ 70 Spts, Turpentine ..Market Whale, winter ... 70@ 70</p> <p>Paints Green, Paris 29 1/2@ 33 1/2 Green, Peninsular 13@ 16 Lead, red 7 1/2@ 8 Lead, white 7 1/2@ 8 Ochre, yel Ber. 1 1/2 @ 4 Ochre, yel Mars 1 1/2 @ 4 Putty, commer'l 2 1/2 2 1/2 @ 3 Red Venetian 1 1/2 @ 3 Shaker Prep'd .. 1 25@ 1 35 Vermilion, Eng. 75@ 80 Vermilion Prime American 13@ 15 Whiting Gilders' @ 95 Whit'g Paris Am'r @ 1 25 Whit'g Paris Eng. cliff @ 1 40 Whiting, white S'n @ 90</p> <p>Varnishes Extra Turp 1 60@ 1 70 No. 1 Turp Coach 10@ 1 20</p>
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Our Holiday Goods Display

Perfect in every detail, handsomely spread in one of the finest buildings in the city, awaits your inspection. We have spared neither effort nor expense in assembling the largest, best assorted and most desirable line of Druggists' Holiday Goods, Cut Glass, Fine China, Books, Dolls, Toys, etc., ever shown in the State.

Our customers have shown their appreciation by placing more liberal orders with us than ever before.

Our complete sample line of Holiday Goods will be on exhibition at Grand Rapids up to October 15, and we hope to have the pleasure of seeing you at an early date.

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

ELIXIR

CARENZYME

The Potent Palatable Digestive

CARRIED IN STOCK BY DRUG JOBBERS GENERALLY

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

GROCERY PRICE CURRENT

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

ADVANCED

Spring Wheat Flour
Holland Herring

DECLINED

Pickles

Index to Markets
By Columns

Ammonia A Col 1
Axle Grease 1
Baked Beans 1
Bath Brick 1
Bluing 1
Brooms 1
Brushes 1
Butter Color 1
Candles 1
Canned Goods 1
Carbon Oils 2
Catsup 2
Cereals 2
Cheese 2
Chewing Gum 3
Chicory 3
Chocolate 3
Clothes Lines 3
Cocoa 3
Cocanut 3
Cocoa Shells 3
Coffee 3
Confections 11
Crackers 3
Cream Tartar 4
Dried Fruits 4
Farinaceous Goods 5
Fish and Oysters 10
Fishing Tackle 5
Flavoring Extracts 5
Fresh Meats 5
Gelatine 5
Grain Bags 5
Grains and Flour 5
Herbs 6
Hides and Pelts 10
Jelly 6
Licorice 6
Matches 6
Meat Extracts 6
Mince Meat 6
Molasses 6
Mustard 6
Nuts 11
Olives 6
Pipes 6
Pickles 6
Playing Cards 6
Potash 6
Provisions 6
Rice 7
Salad Dressing 7
Saleratus 7
Sal Soda 7
Salt 7
Salt Fish 7
Seeds 7
Shoe Blacking 7
Snuff 7
Soap 8
Soda 8
Soups 8
Spices 8
Starch 8
Syrups 8
Tea 8
Tobacco 9
Twine 9
Vinegar 9
Wicking 9
Woodenware 9
Wrapping Paper 10
Yeast Cake 10

1
ARCTIC AMMONIA Doz. 12 oz. ovals 2 doz. box. 75
AXLE GREASE Frazer's 1 lb. wood boxes, 4 doz. 3 00
1 lb. tin boxes, 3 doz. 2 35
3 1/2 lb. tin boxes, 2 doz. 4 25
10 lb. pails, per doz. 6 00
15 lb. pails, per doz. 7 20
25 lb. pails, per doz. 12 00
BAKED BEANS 1 lb. can, per doz. 90
2 lb. can, per doz. 1 40
3 lb. can, per doz. 1 80
BATH BRICK American 75
English 85
BLUING Arctic 6 oz. ovals 3 doz. box \$ 40
16 oz. round 2 doz. box 75
Sawyer's Pepper Box Per Gross.
No. 3, 3 doz. wood bxs 4 00
No. 5, 3 doz. wood bxs 7 00
BROOMS No. 1 Carpet, 4 sew 2 75
No. 2 Carpet, 4 sew 2 40
No. 3 Carpet, 3 sew 2 25
No. 4 Carpet, 3 sew 2 10
Parlor Gem 2 40
Common Whisk 90
Fancy Whisk 1 25
Warehouse 3 00
BRUSHES Scrub Solid Back 8 in. 75
Solid Back, 11 in. 95
Pointed Ends 85
Stove No. 3 90
No. 2 1 25
No. 1 1 75
Shoe No. 8 1 00
No. 7 1 30
No. 4 1 70
No. 3 1 90
BUTTER COLOR W., R. & Co.'s 25c size 2 00
W., R. & Co.'s 50c size 4 00
CANDLES Paraffine, 6s. 10
Paraffine, 12s. 10
Wicking 20
CANNED GOODS Apples 3 lb. Standards 90@1 00
Gallon 2 25@2 50
Blackberries 2 lb. 1 25@1 75
Standards gallons @5 50
Beans Baked 85@1 30
Red Kidney 85@95
String 70@1 15
Wax 75@1 25
Blueberries Standard 1 35
Gallon 6 25
Brook Trout 2 lb. can, spiced 1 90
Clams Little Neck, 1 lb. 1 00@1 25
Little Neck, 2 lb. @1 50
Clam Bouillon Burnham's 1/2 pt. 1 90
Burnham's pts. 3 60
Burnham's qts. 7 20
Cherries Red Standards @1 40
White @1 40
Corn Fair 75@85
Good 1 00@1 10
Fancy 1 45
French Peas Sur Extra Fine 22
Extra Fine 19
Fine 15
Moyen 11
Gooseberries Standard 1 75
Hominy Standard 85
Lobster 1/2 lb. 2 25
1 lb. 4 25
Picnic Tails 2 75
Mackerel Mustard, 1 lb. 1 80
Mustard, 2 lb. 2 80
Soused, 1 1/2 lb. 1 80
Soused, 2 lb. 2 75
Tomato, 1 lb. 1 50
Tomato, 2 lb. 2 80
Mushrooms Hotels @ 24
Buttons @ 28

2
Oysters Cove, 1 lb. 90@1 00
Cove, 2 lb. @1 85
Cove, 1 lb. Oval @1 20
Plums Plums 1 00@2 50
Peas Marrowfat 95@1 25
Early June 1 00@1 25
Early June Sifted 1 15@1 80
Peaches Pie No. 10 size can pie @3 00
Pineapple Grated @2 50
Sliced @2 40
Pumpkin Fair 85
Good 90
Fancy 1 00
Gallon 2 50
Raspberries Standard @
Salmon Col'a River, talls 1 95@2 00
Col'a River, flats 2 25@2 75
Red Alaska 1 45@1 60
Pink Alaska 1 00@1 10
Sardines Domestic, 1/2s 3% @ 4
Domestic, 1/4s @ 5
Domestic, Must'd 6 1/2 @ 9
California, 1/4s .11 @14
California, 1/2s .17 @24
French, 1/4s .7 @14
French, 1/2s .18 @28
Shrimps Standard 1 20@1 40
Fair 85
Good 1 00
Fancy 1 25@1 40
Strawberries Standard 85
Fancy 1 00
Tomatoes Good @1 10
Fair 95@1 00
Fancy @1 40
Gallons @2 75
CARBON OILS Barrels Perfection @10 1/2
Water White @10
D. S. Gasoline @15
Gas Machine @24
Deodor'd Nap'a @13
Cylinder .29 @34 1/2
Engine .16 @22
Black, winter 8 1/4 @10
CEREALS Breakfast Foods Bordeau Flakes, 36 lb. 2 50
Cream of Wheat 36 2 lb. 4 50
Egg-O-See, 36 pkgs. 2 85
Excello Flakes, 36 lb. 4 50
Excello, large pkgs. 4 50
Force, 36 2 lb. 4 50
Grape Nuts, 2 doz. 2 70
Malta Ceres, 24 lb. 2 40
Malta Vita, 36 lb. 2 85
Mapl-Flake, 36 lb. 4 05
Pillsbury's Vitos, 3 dz. 4 25
Ralston, 36 2 lb. 4 50
Sunlight Flakes, 36 lb 2 85
Sunlight Flakes, 20 lb 4 00
Vigor, 36 pkgs. 2 75
Voigt Cream Flakes 4 50
Zest, 20 2 lb. 4 10
Zest, 36 small pkgs. 2 75
Rolled Oats Rolled Avena, bbls. 6 75
Steel Cut, 100 lb. sks. 3 40
Monarch, bbl. 6 50
Monarch, 90 lb. sacks 3 10
Quaker, 18-2 1 50
Quaker, 20-5 4 65
Cracked Wheat Bulk 3 1/4
24 2 lb. packages 3 50
CATSUP Columbia, 25 pts. 4 15
Snider's pints 2 25
Snider's 1/2 pints 1 35
CHEESE Acme @13 1/2
Elsie @12
Gem @13 1/2
Jersey @14
Riverside @13
Warner's @14
Brick @15
Leiden @15
Limburger @19
Pineapple 40 @60
Sap Sago @22
Swiss, domestic @16
Swiss, imported @20

3
CHEWING GUM American Flag Spruce 55
Beebeem'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 55
Spearmint 65
Bulk Bulk 5
Red 7
Eagle 5
Franck's 7
Schener's 6
CHOCOLATE Walter Baker & Co.'s German Sweet 26
Premium 38
Caracae 31
Walter M. Lowney Co. Premium, 1/4s 32
Premium, 1/2s 32
COCOA Baker's 39
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Epps 42
Huyler 45
Lowney, 1/4s 36
Lowney, 1/2s 36
Lowney, 1s 40
Van Houten, 1/4s 12
Van Houten, 1/2s 20
Van Houten, 1s 20
Van Houten, 1s 72
Webb 35
Wilbur, 1/4s 39
Wilbur, 1/2s 40
COCOANUT Dunham's 1/4s & 1/2s 26 1/2
Dunham's 1/4s 27
Dunham's 1/2s 28
Bulk 12
COFFEE Rio Common 10@13 1/2
Fair 14 1/2
Choice 16 1/2
Fancy 20
Santos Common 12@13 1/2
Fair 14 1/2
Choice 16 1/2
Fancy 19
Peaberry 19
Maracalbo Fair 16
Choice 19
Mexican Choice 16 1/2
Fancy 19
Guatemala Choice 15
Java African 12
Fancy African 17
O. G. 25
P. G. 31
Mocha Arabian 21
Package New York Basis Arbuttle 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, 1/2 gro boxes 95
Felix, 1/2 gross 1 15
Hummel's foil, 1/2 gro. 85
Hummel's tin, 1/2 gro. 1 43
CRACKERS National Biscuit Company Brand Butter Seymour, 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 7 1/2
Sweet Goods. Animals 10
Atlantic, Assorted 10
Brittle 11
Cadet 8
Campaign Cake 10
Cartwheels 8
Cassia Cookie 9
Cavalier Cake 14
Currant Fruit Biscuit 10
Cracknels 16
Coffee Cake, pl. or iced 10
Cocanut Taffy Bar 12
Cocanut Bar 10
Cocanut Drops 12
Cocanut Honey Cake 12
Cocanut Hon. Fingers 12
Cocanut Hon. Jumbles 12
Cocanut Macaroons 18
Dandelion 10
Dinner Biscuit 20
Dinner Pail Cake 10
Dixie Sugar Cookie 9
Family Snaps 8

4
Family Cookie 8
Fancy Ginger Wafer 12
Fig Cake Assorted 12
Fruit Nut Mixed 16
Frosted Cream 8
Frosted Honey Cake 12
Fluted Cocanut 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 12 1/2
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 16
Marshmallow Walnuts 8
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 11 1/2
Pretzels, Hand Md. 8
Pretzeltes, Hand Md. 8
Pretzeltes, Mac. Md. 7 1/2
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
Sunsyde Jumbles 10
Spiced Gingers 9
Spiced Gingers Iced 10
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
Cocanut 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
Pretzeltes, 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
Uneda Biscuit 50
Uneda Jinjer Wayfer 1 00
Uneda 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
Champagne Wafer 2 50
Sorbetto Per tin in bulk. 1 00
Nabisco 1 50
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 32
Fancy caddies 35

5
DRIED FRUITS Apples Sundried 50
Evaporated @ 9
California Apricots @13
Citron Corsican @20
Currants Imp'd 1 lb. pkg. 8 1/2 @ 9
Imported bulk 8 1/4 @ 8 1/2
Peel Lemon American 15
Orange American 14
Raisins Cluster, 5 crown 2 25
Loose Muscatels 2 cr. 7
Loose Muscatels 4 cr. 8
L. M. Seeded 1 lb. 8 1/2 @ 9
California Prunes 100-125 lb. boxes. @ 4
90-100 25 lb. boxes. @ 4 1/2
80-90 25 lb. boxes. @ 5 1/2
70-80 25 lb. boxes. @ 6
60-70 25 lb. boxes. @ 7
50-60 25 lb. boxes. @ 7
40-50 25 lb. boxes. @ 8
30-40 25 lb. boxes. @ 8 1/2
1/4c less in 50 lb. cases
FARINACEOUS GOODS Beans Dried Lima 6 1/2
Med. Hand Pk'd. 2 75
Brown Holland 2 75
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 5
German, broken pkg. 5
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 Terpeness 75
No. 3 Terpeness 1 75
No. 8 Terpeness 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 Terpeness Ext. Lemon Doz. No. 2 Panel 75
No. 4 Panel 1 50
No. 6 Panel 2 00
Taper Panel 1 50
2 oz. Full Measure 1 25
4 oz. Full Measure 2 00
Jennings D. C. Brand Extract Vanilla Doz. No. 2 Panel 1 25
No. 4 Panel 2 00
No. 6 Panel 3 50
Taper Panel 2 00
1 oz. Full Measure 90
2 oz. Full Measure 1 80
4 oz. Full Measure 3 50
No. 2 Assorted Flavors 1 00
GRAIN BAGS Amoskeag, 100 in bale 19
Amoskeag, less than bl 19 1/2
GRAIN AND FLOUR Wheat New No. 1 White 87
New No. 2 Red 87
Winter Wheat Flour Local Brands Patents 5 50
Straight 5 25
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, 1/3s cloth 5 90
Judson Grocer Co. Grand Rapids Grain & Milling Co. Brands Wizard, assorted 4 40
Graham 4 40
Buckwheat 5 75
Rye 4 50

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Spring Wheat Flour
Golden Horn, family 5 75
Golden Horn, baker's 5 65
Luluth Imperial 5 50
Wisconsin Rye 4 45
Judson Grocer Co.'s Brand
Ceresota, 1/2s 6 70
Ceresota, 1/4s 6 60
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 & 1/4s cloth 5 90
Laurel, 1/2s 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
Mical
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 Linsed Meal 32 50
Cottonseed Meal 31 00
Gluten Feed 30 30
Malt Sprouts 24 00
Brewers Grains 23 00
Molasses Feed 24 00
Hammond Dairy Feed 24 00
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 5 55
30 lb. pails, per pail 9 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 20
Good 22
Half barrels 2c extra
MINCE MEAT
Per case 2 90
MUSTARD
1/4 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 7 00
Half bbls., 600 count 4 00
Small
Half bbls., 1,200 count 5 00
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 Tourn'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
Extra Shorts 9 1/4
Lard
Compound 8 5/8
Pure in tins 11
80 lb. tubs...advance 1 1/2
60 lb. tubs...advance 1 1/4

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50 lb. tins...advance 1/4
20 lb. pails...advance 3/4
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
Minced Ham 9
Bacon 12 1/2 @ 16
10 lb. pails...advance 7/8
5 lb. pails...advance 1
8 lb. pails...advance 1
Sausages
Bologna 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
3/4 bbls. 1 00
1/2 bbls., 40 lbs. 1 80
1/2 bbls. 3 80
1 bbl. 8 00
Tripe
Kits, 15 lbs. 80
3/4 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
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
SAL 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. 8 50 @ 9 50
White Hp. 1/2 bbls. 4 50 @ 5 25
White Hoop mchs. 60 @ 75
Norwegian
Round, 100 lbs. 3 75
Round, 40 lbs. 1 90
Sealed 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

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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 4 1/2
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
Maccaboy, in jars 35
French Rappie in jars 43
SOAP
J. S. Kirk & Co.
American Family 4 00
Dusky Diamond, 50 Soz. 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
Pector & 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
Acme, 100 cakes 3 50
Big Master, 70 bars 3 90
Marseilles, 100 cakes 5 80
Marseilles, 100 cakes 5 40
Marseilles, 100 ck toil. 4 00
Marseilles, 1/2 bx toilet 2 10
A. B. Wrisley
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
Soapine 4 16
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, English 5 1/2
Kegs, English 4 1/4
SPICES
Whole Spices
Allspice 10
Cassia, China in mats. 12
Cassia, Canton 16
Cassia, Batavia, bund. 28
Cassia, Saigon, broken 46
Cassia, Saigon, in rolls 55
Cloves, Amboyina 22
Cloves, Zanzibar 16
Mace 55
Nutmegs, 75-80 35
Nutmegs, 105-10 25
Nutmegs, 115-20 25
Pepper, Singapore, blk. 15
Pepper, Singp. white 25
Pepper, shot 17
Pure Ground in Bulk
Allspice 14
Cassia, Batavia 28
Cassia, Saigon 28
Cloves, Zanzibar 24
Ginger, African 18
Ginger, Cochin 18
Ginger, Jamaica 25
Mace 65
Mustard 17
Pepper, Singapore, blk. 18
Pepper, Singp. white 28
Pepper, Cayenne 20
Sage 20
STARCH
Kingsford, 40 lbs. 7 1/4
Muzzy, 20 lbs. 5 1/4
Muzzy, 40 lbs. 5
Gloss
Kingsford
Silver Gloss, 40 lbs. 7 1/4
Silver Gloss, 16 lbs. 6 1/4
Silver Gloss, 12 lbs. 8 1/4
Muzzy
48 lb. packages 5
16 5lb. packages 4 1/2
5lb. packages 6
12 lb. boxes 4
SYRUPS
Corn
Barrels 32
20lb. cans 1/2 dz. in cs. 2 00
10lb. cans 1/2 dz. in cs. 1 95
5lb. cans 2 dz. in cs. 2 05
2 1/2 lb. cans 2 dz. in cs. 2 00

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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
Sweet Loma 54
Hiawatha, 5lb. pails 55
Telegram 39
Pay Car 33
Prairie Rose 49
Protection 40
Sweet Burley 44
Tiger 40
Plug
Red Cross 31
Palo 35
Hiawatha 41
Kyro 35
Battle Ax 37
American Eagle 33
Standard Navy 37
Spear Head, 7 oz. 47
Spear Head, 14 1/2 oz. 44
Nobby Twist 55
Jolly Tar 39
Old Honesty 43
Toddy 34
J. T. 38
Piper Heidsick 38
Boot Jack 36
Honey Dip Twist 40
Black Standard 40
Cadillac 40
Forge 34
Nickel Twist 52
Mill 32
Sweet Navy 36
Smoking
Sweet Core 34
Flat Car 32
Walpath 26
Bamboo, 16 oz. 25
I X L, 15 lb. 27
I X L, 5 lb. 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, 1 lb. pails 40
Cream 38
Corn Cake, 2 1/2 oz. 26
Corn Cake, 1 lb. 22
Plow Boy, 1 1/2 oz. 39
Plow Boy, 3 1/2 oz. 39
Peerless, 3 1/2 oz. 35
Peerless, 1 1/2 oz. 38
Air Brake 36
Cant Hook 36
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
TWINES
Cotton, 3 ply 20
Cotton, 4 ply 20
Hemp, 6 ply 14
Hemp, 8 ply 13
Flax, medium N 24
Wool, 1 lb. balls 8
WINEGAR
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 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

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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 46
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 25
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 45
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
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 3 6 75
18-in. Cable, No. 2 3 6 25
16-in. Cable, No. 3 3 6 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
Cream Manila 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 13
Trout 12
Halibut 10
Herring 7
Bluefish 7
Live Lobster 16
Boiled Lobster 25
Cod 25
Haddock 8
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

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Pelts
Old Wood 20
Lamb's 25 @ 50
Shearlings 10 @ 30
Fallow
No. 1 4
No. 2 5
Unwashed, med. 17
Unwashed, fine 13
CONFECTIONS
Stick Candy
Standard 8
Standard H H 8
Standard Twist 8 1/2
Cases
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
Royal 8 1/2
Ribbon 10
Broken 10 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
Fremio 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 11
San Blas Goodies 13
Lozenges, plain 11
Lozenges, printed 12
Eclipse Chocolate 13
Eclipse Chocolates 15
Eureka Chocolates 16
Quintette Chocolates 16
Champion Gum Drops 10
Moss Drops 10
Lemon Sours 10
Imperials 11
Ital. Cream Opera 11
Ital. Cream Bon Bons 12
Golden Waffles 13
Red Rose Gum Drops 10
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'td 1 25
Brilliant Gums, Crys. 60
A. A. Licorice Drops 30
Lozenges, plain 60
Lozenges, printed 65
Imperials 65
Mottoes 65
Cream Bar 65
G. M. Peanut Bar 60
Hand Made Cr'ms 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'tmt 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 12 @ 13
Brazil 12 @ 13
Filberts @ 13
Cal. No. 1 13
Walnuts, soft shell @ 14
Walnuts, Marbot @ 18
Pecans, fancy 13 @ 16
Pecans, Med. @ 12
Pecans, ex. large @ 13
Pecans, Jumbos @ 14
Hickory Nuts per bu. Ohio new
Cocoanuts
Chestnuts, New York State, per bu. Shelled
Spanish Peanuts 7 1/2 @ 8
Pecan Halves @ 45
Walnut Halves 32 @ 35
Filbert Meats @ 27
Alcant 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

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



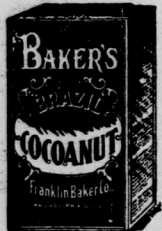
S. C. W., 1,000 lots31
El Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritanos35
Pantellas, Finas35
Pantellas, 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
Carcass6 @ 9 1/2
Hindquarters8 @ 12
Loins9 @ 14
Rounds7 @ 8 1/2
Chucks6 @ 7 1/2
Plates @ 5 1/2
Livers @ 6

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

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

Veal
Carcass7 1/2 @ 10

CLOTHES LINES

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

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

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft. 95
50ft.1 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.....
Excelstor, M & J, 1lb.....
Excelstor, M & J, 2lb.....
Tip 'Top, M & J, 1lb.....
Royal Java
Royal Java and Mocha....
Java and Mocha Blend....
Boston Combination

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 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines
Small20
Medium26
Large34

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's1 50
Knox's Acidu'd. doz. 1 25
Oxford 75
Plymouth Rock1 25

SAFES



Full line of fire and burglar 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, large3 75
Halford, small2 25

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

BRIGHT LIGHT

Better light means better results in either business or home. More and better light for the least money is the result you get from the Improved Swem Gas System. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

Save Your Money

Stop wasting it on those expensively operated lights. An Improved Hanson Lighting System gives 100 per cent. better light at 50 per cent. less cost to operate. Let us send you descriptive catalogue telling all.



American Gas Machine Co.
Albert Lea, Minn.

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

Use
Tradesman
Coupon
Books

Made by

Tradesman Company

Grand Rapids, Mich.



How Much Would It Be Worth?

Mr. Merchant, How Much Would It Be Worth to you if you could do your Order Taking and Bookkeeping with one single writing?

How Much Would It Be Worth to you if you could have a System that would save you at least three-fourths of your valuable time?

How Much Would It Be Worth to you to have a System in your store that would do away with Counter Book, Pass Book and Ledger?

How Much Would It Be Worth to you to know at any time exactly the amount you have in outstanding accounts?

How Much Would It Be Worth to you to have every account posted to the dot, ready for instant settlement?

How Much Would It Be Worth to you to stop neglected or forgotten charges?

How Much Would It Be Worth to you to follow every C. O. D. order until the money is in the Cash Drawer?

How Much Would It Be Worth to you to have an integrity check on every clerk in your store, and Stop Credits and Credit Limits to control your business when you are out of your store?

How Much Would It Be Worth to you to have 180,000 selling suggestions brought before the minds of your clerks and flashed before the eyes of your customers each year?

How Much Would It Be Worth to you to have a device in your store that would save you from \$1.00 to \$5.00 every day in time and losses and make you an equal amount in increased trade and increased sales?

What Would It Be Worth to you to have satisfied customers to assist you to hold the trade which you have and to win more?

Stop long enough to consider these things! You will never regret it. We are able to show you how each and every point mentioned above can be accomplished. Let us hear from you!

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.

For Sale—A well established general merchandise stock in a prosperous Northern Wisconsin city. Stock will invoice about \$5,000 to \$10,000. Reason for selling, to close estate. W. P. Cruse, Administrator, Rice Lake, Wis. 43

For Sale—Dry goods stock, invoicing about \$6,000. Stock in excellent shape; business paying a splendid profit. Town of 12,000. Reason for selling, sickness in family. No trade. Can reduce to \$2,000. Address Anderson, 2042 12th St., Boulder, Colo. 42

Wanted—To exchange desirable Grand Rapids residence property for farm or cut-over lands. Address No. 40, care Tradesman. 40

Wanted—I want a stock of general merchandise, clothing or shoes. Give full particulars as to size and lowest price. W. A. Bash, Macomb, Ill. 38

Wanted—A stock of groceries or general merchandise. Give particulars as to location, size of stock and any information of interest. C. Westmore, Norvell, Mich. 37

For Rent or Sale—In Muskegon a modern store, good location on paved street with car line. Splendid location for most any line of merchandise. Address No. 36, care Tradesman. 36

For Sale—Clean stock of general merchandise located seven and one-half miles from competition. Stock invoices \$9,000. Annual sales, \$25,000. Address No. 35, care Michigan Tradesman. 35

For Sale—A fine improved farm, also improved smaller farm. Easy terms. Tenants. Write L. H. Johnson, Mulhall, Okla. 34

For Sale—Bakery at a sacrifice, established and prosperous business, worthy of investigation. Equipped with machinery. W. L. Bauer, 427 S. Yellow Springs St., Springfield, Ohio. 33

For Sale—Retail business, consisting of hardware, stoves, harness and horse furnishings, buggies, cutters, wagons, sleighs, farm implements and machinery, paints and oils, flour, feed, etc. Livery in connection, with up-to-date buildings. Well located and established in Upper Peninsula of Michigan. Average sales, \$2,000 per month. Good reason for selling. Address Snap, care Michigan Tradesman. 44

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

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—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

\$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.

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—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—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, Waterford, 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

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.

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—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—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. 532

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 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

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

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.

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

SITUATIONS WANTED.

Wanted—Position by experienced hardware man who understands general merchandise, as clerk. Speaks German. Best of references. Steady employment only will be considered. Address Lock Box 8, Bear Lake, Mich. 39

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

HELP WANTED.

Salesman Wanted—To carry a full line of aluminum baking pans and kitchen ware, which are all good sellers. Must be able to give reference. Address Standard Aluminum Co., Two River, Wis. 41

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

Want Ads. continued on next page.

Simple Account File

**Simplest and
Most Economical
Method of Keeping
Petit Accounts**

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

**Tradesman Company,
Grand Rapids.**

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.

The best work shoes
bear the **MAVER** Trade Mark

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

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

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.

Late State Items.

Cannonsburg—R. H. Pelton has purchased the grist mill of W. P. Joyce.

Koss—The Michigan Elm Hoop Co. will move its factory from this place to Marinette and will occupy part of the site formerly owned by the Witbeck Lumber Co. The company employs a large force of men and the change of location has been made through the efforts of the Chamber of Commerce of Marinette.

Detroit—A corporation has been formed under the style of the National Motor Castings Co., which will engage in the manufacture of metal castings of all kinds, with an authorized capital stock of \$9,000 common and \$5,000 preferred, of which \$9,000 has been subscribed and \$1,500 paid in cash and \$6,000 in property.

Detroit—Frederick F. Ingram & Co., who are engaged in the manufacture of drugs, perfumes, toilet articles, soaps and proprietary preparations of all kinds, have merged their business into a stock company under the style of the Frederick F. Ingram Co., with an authorized capital stock of \$100,000, of which \$80,500 has been subscribed, \$1,290.15 being paid in cash and \$79,209.50 in property.

Jackson—Clarence B. Hayes, formerly associated with the Durant-Dort Co., at Flint, has purchased a controlling interest in the National Wheel Co., has increased its capitalization, and will equip the factory for the manufacture on a large scale of automobile and carriage wheels. R. H. Loveland, formerly with the Flint concern, is with him in the enterprise. The plant will begin business as soon as possible.

Bay City—The General Machinery Co. has perfected and probably will engage extensively in the manufacture of a tree saw. This is designed for cutting down trees as well as cutting saw logs. A test the other day developed that it could saw through a tree twenty-three inches in diameter in two minutes and forty seconds. The saw is driven by a gasoline motor and the whole outfit weighs less than 300 pounds and can be easily handled.

Cadillac—A new company has been organized in this city. It is the Northern Chemical Co. The plant will be located on the point near the Cummer-Diggins chemical plant, and will cost from \$4,000 to \$5,000. The new company will use the tar from the Cummer-Diggins plant, from which will be manufactured a binder to be used in the construction of such paving as was laid in this city this summer. The company will also make other products.

Saginaw—The landing of a second important industrial enterprise within the last few days marked this city's campaign for new factories when the Rice & Meyer Wood Manufacturing Co. was induced to remove its plant from Addison to this city. The company will occupy the traction company's former power plant at Carleton, which is an extensive brick affair. The plant will be in operation in about five weeks and will employ

100 men. It will manufacture principally cheese boxes, baskets, veneering and butter dishes. The factory will turn out large quantities of what is known as single-ply veneering, used for a wide variety of cases and jackets. The woods used include hard maple, beech, birch, elm and basswood. In addition a large heading plant will also be installed. Heading bolts and logs will be shipped in during the winter and work in this department will be commenced next spring. A bonus of \$1,000 will be paid for the factory, which was secured by the Merchants and Manufacturers' Association. B. D. Rice, one of the partners, comes from Addison, where he has operated an extensive plant for five years, and his associate, Theodore J. Meyer, is an Adrian man, and is interested in a number of manufacturing and business enterprises.

Menominee—Although this city was the greatest white pine center ten years ago, the cut of the mills on the Menominee River is only about 25 per cent. white pine at the present, against nearly 90 per cent. in 1895. The total amount of white pine cut at the local mills during 1907 was about 40,000,000 feet, against nearly 500,000,000 in 1895. The Sawyer-Goodman Company and the N. Ludington Company are the greatest producers of white pine lumber on the Menominee River to-day. These concerns cut about one-half of the white pine on the River. The quality of the pine lumber cut by the local mills is as good as in former years. The above named companies have considerable white pine holdings in various parts of the Upper Peninsula which are untouched by the ax of the woodman and from this a certain amount of timber is cut every year, giving good, clear lumber suitable for planing mill work and finishing lumber. The I. Stephenson Company at Wells has also large white pine holdings in the northern part of the Upper Peninsula and nearly one-half of the annual cut is white pine. At the present rate of consumption by the local mills the white pine tributary to the Menominee River will hold out for about twenty years. There is little growth of this important species, with the exception of small tracts here and there, but as a rule on account of the value of the lumber small trees are cut now that in twenty years from the present time would cut twice as much lumber. While their cut of white pine is somewhat restricted by the local mills on account of the scarcity of the timber, every sawmill on the River cuts a certain amount of this stock every year. C. W. Schuette, of Wallace, sawed 600,000 feet in his sawmill at that town last winter. The scattered pine trees that are found among the hardwood forests of the Upper Peninsula are of great size and make the best of lumber. It is this kind of trees that most of the local mills get now. These fine giants of the forests escaped when the white pine was cut in the denser districts of the Peninsula. Now, when the hardwood, hemlock

and cedar are being cut, the scattered white pine is welcomed by the lumbermen not only for the excellent quality and high price of the lumber, but also for sentimental reasons, as it awakens memories of the long ago when nothing but white pine was harvested in these regions.

Trade Changes in the Hoosier State.

Marion—H. Watson has sold his grocery stock to James Crawford.

Swayzee—Chas. M. Haring has purchased the vehicle and hardware stock of Alva Harold.

Wakarusa—Jacob H. Dell has sold his sawmill to Lenz & Warner.

Bluffton—John B. Funk is about to engage in the drug business.

Brownstown—Geo. R. Hamilton has sold his stock of general merchandise to Nerman & Kuehn.

Crawfordsville—Howard Hauser is succeeded in the meat business by D. T. & B. F. Stout.

Indianapolis—The Bailey Drug Co. has been incorporated with a capital stock of \$10,000.

Plymouth—Frank H. Jacox has sold his grocery stock to L. H. Southworth.

Shelbyville—Valentine Schoelch is succeeded in the restaurant business by L. Phares.

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

Buffalo, Sept. 23—Creamery, fresh, 20@24c; dairy fresh, 16@21c; poor to common, 14@16c.

Eggs—Strictly fresh, candled, 22@23c.

Live Poultry—Fowls, 12@12½c; ducks, 10@11c; 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, \$2.35; pea, hand-picked, \$2.40; red kidney, hand-picked, \$1.75@1.80; white kidney, hand-picked, \$2.25@2.40.

Potatoes—New, \$2.60@2.70 per bbl. Rea & Witzig.

The Wells-Fargo Express Company accepted a package at Salem, Oregon, to be transported to Portland, which contained notes and other valuable papers representing a value of \$50,000. The package was shipped August 21 and arrived at Portland at 1:30 a. m. August 22. When the agent made up his list for delivery in the morning the package was missing and no trace of it has been found. On the receipt given the shipper at Salem the value of the package is specified as \$10. The company will contend that its liability is fixed by what the receipt says. The owner will no doubt demand the package or its actual value, and the litigation will determine whether or not an express company can limit its liability by writing an amount on a receipt. Shippers generally regard it a matter of form and usually name a small sum to get the benefit of the lowest rates of transportation.

There is one thing upon which all the candidates who have been making automobile campaigns will agree—whatever their other differences or who will come out ahead—the weather has been fine. Upon this phase

of the campaign they can congratulate themselves, felicitate each other and thank Providence. True, it has been dry, but the campaigners could not help that, and there are no reports that they attempted to alleviate the drouth by any process of irrigation, although something along this line may have been done surreptitiously and experimentally in out of the way places, where the thirst of both nature and man seemed worst. It has been a delightful season for an automobile campaign and in this contemplation the politicians can stand on common ground. Another thing which especially the candidates for legislative offices will agree upon and that is that wherever the roads have been good their journeys have been pleasantest and that the poor, rough and rutty thoroughfares ought to be improved. They ought one and all to promise and pledge their local constituencies to make laws in Lansing next winter to facilitate and extend highway improvement.

In France every postoffice is a savings bank, and has been since 1881. The government guarantees the deposits and pays 2½ per cent. interest. When the amount reaches \$300 the government notifies the holder and suggests its exchange for a government bond at 3 per cent. Numerous families have two or three pass books. Money deposited in the names of children must remain in bank until the children are 16. The government fosters the idea of thrift early. There are school savings banks. Sums of one and two cents are received and when the deposit amounts to a franc the child is given a postal savings bank book, in which the amount is entered. Additions can be made to this deposit, but nothing can be drawn until the child is 21 years old. This system has made France the richest nation per capita in the world. There are spendthrifts among those in French high society, but the system of finance for the masses has made the working class, or peasants as called there, a thrifty and industrious people.

It costs considerable money to run a big city. Greater New York is paying high for its greatness and the cost is constantly increasing. Figures showing the growth of the cost of administration in the various borough and city departments have been prepared by the Greater New York Taxpayers' conference for the purpose of explaining publicly the city budget for 1909. Sixteen departments have sent in estimates that almost staggered the investigators. They found that if the ratio of increase held through all the departments as in these sixteen, the total increase over this year would be about \$58,000,000, and the taxpayers might prepare to meet a city budget of \$205,000,000. The estimates as submitted by the heads of departments, however, will be subject to careful pruning by the Board of Estimates before the budget for 1909 is finally approved.

Sublime victories are first won in commonplace days.

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.

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For information, write, wire or phone

Policyholders Service & Adjustment Co.

1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

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.

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.

THE NEW IOWA.

The **Easiest Selling** and **Stays Sold**.

Awarded the Only Gold Medal at the Jamstown Exposition.



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

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

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

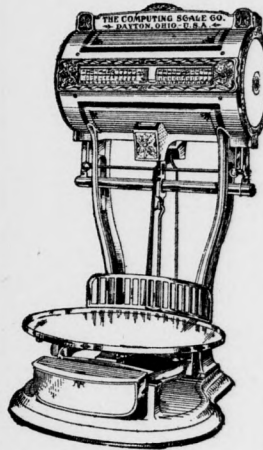
Iowa Dairy Separator Co., 132 Bridge St., Waterloo, Iowa.



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.

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

Name

Street and No..... Town.....

Business..... State.....



MONEYWEIGHT SCALE CO., 58 State St., Chicago



We Guarantee

H=O

to be the finest rolled oats on the market—we back it up. If you handle an imitation YOU must back it up because the customer takes it on YOUR say-so and holds you responsible. Don't take chances "trying things." Rest your faith in the old reliable standby. H-O is as familiar to the housekeeper as her "a b c" and she knows "H-O makes little boys grow" (makes business grow, too.)

The H-O Company

If You Happen

to need
a stock of
bang-up
coffee
that'll
make your
customers
"sit up and
take notice"

there's **"QUAKER"**

Brand
COFFEE

always "on top"

Worden Grocer Co., Grand Rapids

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"How a Retail Merchant can increase his business with a typewriter"

I shows you how you may adopt the methods of the successful merchants in the large cities.

The proper use of a typewriter will bring you new trade and hold your present customers.

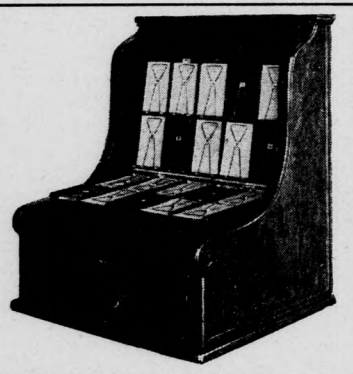
The Fox is the highest grade typewriter made. We place it in your office for examination at our expense.



Fox Typewriter Co.

260 North Front Street
Grand Rapids, Mich.

On the Fox all the writing is always in sight.



Do You Weigh Your Customers?

You WEIGH or MEASURE the goods you sell. Do you weigh or measure the CUSTOMERS' ACCOUNTS?

You undoubtedly place an ESTIMATE on the AMOUNT OF CREDIT you wish to extend to certain people. But do you have the necessary information at hand at all times to TELL YOU and YOUR CLERKS whether you have PASSED that limit?

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The McCASKEY always has the INFORMATION READY. CREDIT ACCOUNTS handled by the McCASKEY REGISTER as fast as CASH SALES over a CASH REGISTER.

The McCASKEY is the BEST KNOWN and is KNOWN AS THE BEST system of handling accounts.

You have no doubt a large part of your capital standing out in open accounts. You should have COMPLETE PROTECTION for them. The McCASKEY does it.

Information is free for the asking. WRITE US.

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