

What is Life to You?



To the preacher life's a sermon,
 To the joker it's a jest;
 To the miser life is money,
 To the loafer life is rest.

To the lawyer life's a trial,
 To the poet life's a song;
 To the doctor life's a patient
 That needs treatment right along.

To the soldier life's a battle,
 To the teacher life's a school;
 Life's a good thing to the grafter,
 It's a failure to the fool.

To the man upon the engine
 Life's a long and heavy grade;
 It's a gamble to the gambler,
 To the merchant it's a trade.

Life's a picture to the artist,
 To the rascal life's a fraud;
 Life perhaps is but a burden
 To the man beneath the hod.

Life is lovely to the lover,
 To the player life's a play;
 Life may be a load of trouble
 To the man upon the dray.

Life is but a long vacation
 To the man who loves his work;
 Life's an everlasting effort
 To shun duty to the shirk.

To the heaven's blest romancer
 Life's a story ever new;
 Life is what we try to make it—
 Brother, what is life to you?

The Man Behind the Counter



The man behind the counter is in danger,
 say his friends;
 The parcel post, for instance, o'er his
 head a sword suspends,
 The chain-store system looms up, oh so
 terrible and grim,
 And whatsoever happens will be bad,
 they fear, for him.

The man behind the counter is a rash,
 rash chap, they say,
 A heap of trouble's brewing just for him
 and yet he's gay;
 His ruthless foes surround him and
 there's treason in his camp,
 But still he sticks to business and
 declines to roar and ramp.

The man behind the counter makes the
 fluent speakers sigh,
 Why don't he get together and demolish
 things, they cry;

The trade is full of "issues" and the
 orators give tongue,
 But no results at present save perhaps
 a busted lung.

The man behind the counter's not the
 easy mark he seems,
 To dreamers of the punk brands of
 co-operative dreams;
 He knows that by their shoe-straps they
 themselves no men can raise,
 And sticks behind the counter to attend
 to work that pays.

George G. Small.



He who makes no mistakes, does nothing.
 He who makes too many, loses his job.

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 GRAND RAPIDS, MICH.

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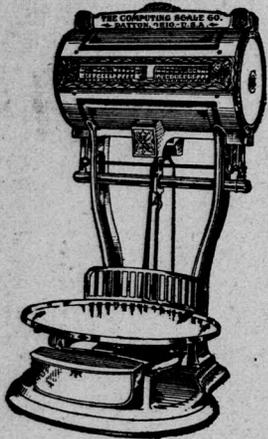
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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Opposite Morton House Grand Rapids, Mich.

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Here's the Danger of Abject Failure From the Careless Loss of One Little 1/2 Ounce



200 weighings per day with this loss would amount to 100 ounces passed out to your trade for good measure. Keep this up for 300 working days and it will cost you 30,000 ounces; and at a conservative valuation of the value of these wasted, "good measure," complimentary donations, you will actually give away \$300 in values. You never had the matter put up to you so very frankly before; but these are facts. We are not magnifying your losses. On the contrary we are under-estimating them. We don't want to discourage you, we want to encourage you; because there is a way out of all this losing game. *to wit:* The Moneyweight Weigh. We can save all this undermining, profit-wasting guess work. We

will reduce your methods to an exact science, and prove to you in one year's time that the System we are ready to install hasn't cost you one cent. Don't you think it about time to spend a penny of this dead loss, and get positive proof of this matter.

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Dayton, Ohio

Moneyweight Scale Co.
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Grand Rapids Office, 74 So. Ionia St.
Detroit Sales Office, 148 Jefferson St.

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Prominent Cities

Please mention Michigan Tradesman when writing

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Mr. Merchant, it isn't a case of trying to stop forgetting—but of relieving your mind of things you shouldn't attempt to remember.

Pencil and paper were invented to chronicle thoughts, transactions, agreements. USE THEM. But—use them judiciously. SYSTEMATIZE their use.

The American Account Register and System for Merchants was perfected to meet the merchant's needs.

With them, he has nothing to remember beyond the very ordinary things.

No forgotten charges.

No C.O.D.'s overlooked.

No month-end disputes over bills

Every day's business balanced each day—WITHOUT BOOKS.

A perfect credit register—a follow-up for delinquents.

Fire-proof inclosure for your records.

More business in less time—MORE NET and less loss.

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Do you make it? Are there leaks in your business that are detracting from your rightful earnings?

Your store, like a ship, needs chart and compass to make the work of the pilot valuable.

Our system is BOTH chart and compass. It makes the RIGHT WAY easy; the wrong way hard. It increases your capacity; it helps your clerks as well as yourself.

This system is neither untried nor experimental. It was designed on the NEEDS that have arisen from past experience.

For your own sake, INVESTIGATE

If there's anything BETTER than that which you have had, YOU WANT IT! THIS IS BETTER—and WE CAN PROVE IT. All we ask you to do is to inquire. Do that TODAY. Use the attached blank and receive full particulars.

The American Case & Register Co.
Salem, Ohio

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Dear Sirs:—Kindly send me full particulars about your Account Register and System for Merchants, without cost to me.

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How much SNOW BOY have you in stock?

Lautz Bros. & Co.

Quick Profits

Buffalo, N. Y.

MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 23, 1911

Number 1457

SPECIAL FEATURES.

Page	
2.	Enemies of Small Towns.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
10.	Detroit Produce Market.
11.	Old Time Merchants.
12.	Butter, Eggs and Provisions.
14.	Shoes.
16.	Dry Goods.
17.	Traverse City.
18.	Saginaw Valley.
19.	The Murder League.
20.	Woman's World.
22.	Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.

GOVERNMENT BANKING.

The postal savings bank system is rapidly spreading over the country. These banks were authorized by the last Congress. The Department first started them in the smaller towns, one or two in each state, for study and experiment, and then extended them to other towns, still working in those of small population. Then some of the cities in the New York and Chicago class were tried, and now the postal savings system is being introduced in cities of the Grand Rapids size. This city's turn to have this latest governmental service has come. The postoffice here will begin to receive deposits on September 20. The "bank" will have a window in the postal order department and a clerk will be detailed to that special work. The expense to the Government will be very small. Depositors will be allowed 2 per cent. interest on the money they put in and under the law a limit is placed on the amount that can be deposited in any one month and also on the total amount. The depositor can take down 2 per cent. Government bonds when the deposit attains the limit and then can start over. The patron of the postal bank can deposit and withdraw, but he can not borrow. The Republican party in these modern days has adopted so many of the policies which were once looked upon as pure unadulterated populism that the time may come when borrowing on warehouse receipts or crop prospects may be possible, but the Department does not go that far yet.

According to the experience of the country thus far with the postal banks they are highly successful and satisfactory. The people are making use of them, which may be regarded as the best demonstration that they were needed. In Chicago the deposits in the first twelve days amounted to \$108,316, or about \$9,000 a day, which must be regarded as a very good showing. In New York the first twelve days brought in only \$53,029, in Boston \$26,722 and in St. Louis \$19,981. One explanation for Chicago's long lead may be that Chicago has had some sad experiences with bank failures and the people perhaps

think they have reason to be suspicious of such institutions. In all these cities and elsewhere the testimony of the bankers is that the postal banks do not cause withdrawals from them. The competition of the postoffice is not with the banks, but with the family tea pot and the tin can in the cellar. Having confidence in the Government, the people bring in their money instead of hiding it away. The postal banks deposit it with the National and state banks and thus get it back into circulation.

It will be interesting to observe how the postal bank will work in Grand Rapids. This city has never had a regular bank failure, nor has a question ever been raised as to the solvency and safety of the banking institutions. The city's foreign elements are already pretty well educated in depositing in the regular banks and it remains to be seen how many of them will switch to the postal or, if they are not already depositors, how many will dig up what they have laid away and bring it in. The local bankers look with favor on the postal institution. They do not regard it as a competitor, but as an encourager of thrift, savings and the banking habit. Many of those who start as depositors with the Government will, in time, bring their money to the banks for the higher interest they will receive.

THE PICNIC WINDOW.

In these days when the outing is uppermost in the mind of the people, the window specializing upon material for the picnic dinner is sure to prove popular. It may not necessarily contain anything new, and yet it should be suggestive, not only showing where a good lunch can be obtained but adding some things to the bill of fare that not every one might think of.

The foundation for the sandwiches, bread or buns at once appeals. Then there is the peanut butter, the canned meat, salmon and cheese. Olives and pickles will also be in demand and dried beef is usually a favorite. Fruits may form a prominent place in the display, bananas, oranges, lemons and melons, perhaps, leading in popularity. If you make a practice of cutting your watermelons to accommodate customers, at least make the precaution to cover the part remaining to insure against dust. The sight of a half melon in the first stages of decay, and swarming with insect life in no way allures customers.

Then there are the wooden plates, the paper napkins and small tin cups, each of which contributes toward the success of the impromptu meal. Take pride in catering to all comforts and conveniences in the matter. Make

it a point not only to supply all things which will probably be asked for, but take equal pride in adding touches which the average party will not recall. There are many little things which may be prepared for.

It is not altogether what you have, but how you present it, which makes your window welcome. There are those who are glad to have you think for them and offer a variety of goods which are sure to be relished when eaten cold and in the open. They want a variety from which to choose without spending any gray matter in the preparation. Just let it be known that you cater to the needs of outing parties and orders will bring other orders.

FLOWERS OF DAILY LIFE.

A little child, on returning from the funeral of a relative, asked, "Mamma, do they always have flowers for the dead?" "Yes, almost always," was the reply. She was silent for a few moments, and then added thoughtfully, "Mamma, I do not want flowers when I die; I want them when I am alive and can see them."

There is much of true philosophy in the quaint observation of the little one. We are too apt to pile the casket high with flowers, when the simplest kindnesses have been omitted during life. Of course, all feel that this is the last offering which can be given and while it is made with the utmost sincerity, with no special remorse, perhaps, that something was before left undone, yet the fact remains, the one to whom they are offered can not enjoy them.

It is this thought uppermost in the mind which has rendered the success of the flower missions so pronounced, many transportation companies giving free transit to the blossoms destined to brighten the various homes and missions in our large cities. But there is still room for more flowers. There are children longing to hold in their chubby hands now the flowers which may—or may not—wreath their caskets.

Most of all, there are the forget-me-nots of thought and act which make or mar happiness. If we but knew that the hasty words at parting would be the last, they would be fewer. Kindly thoughts and acts are wasted which would be carefully saved if we but realized how soon their mission would be void. A manifest appreciation of the living is of more worth than eulogies over the dead. As we heap high the flowers on the caskets of dear ones let us not forget to reserve others as beautiful, and as tenderly offered, for those who are yet with us to enjoy them with earthly eyes.

THE HIDDEN FLAW.

Two more casualties within a single hour is the sad record of the aviation meet at Chicago; and these, it would seem, are due to hidden flaws in the structure, and not to any lack of skill or judgment on the part of the operators of the machines. More than one bridge disaster has been the result of the hidden flaw, the existence of which was unsuspected until the fatal break occurred.

These hidden defects are by far the most dangerous of all. Those which are visible may be re-inforced, strengthened in various ways, or if this is impracticable, the known weakness may be duly favored. But the flaw in the casting which is embedded in the solid mass gives no warning until the fatal crash comes.

It is said that a peasant once sounded this note of warning to St. Francis, of Assisi, famed far and wide for his piety and benevolence. "Take heed that thou be as good as men believe thee." The words, which struck deep into his heart, as the story goes, should appeal to each of us as forcefully now. We are not posing as saints and yet we all have some pretenses; some ideal toward which we would have others look for our reflection.

In the work which most directly concerns each individual, that of character building, there are flaws. There are bound to be, try as hard as we may. Do we take pains to conceal them from the public instead of trying as hard as possible to blot them out? Recasting the metal of which we are made may eliminate them in part. We may strive to smooth them over, cover them up with better material. As surely as we do this, so surely will there be a revelation some time. There will come a sudden snap at the weak place, a collapse and a fall.

When Nat Goodwin was playing in a Los Angeles theater the other day, he had this line to say: "You don't know what it is to lose a wife." The audience tittered so much that Nat was embarrassed. Most of them hadn't lost as many as he has.

The grocer knows what people mean when they ask for "fresh eggs," but he often allows himself quite a latitude in his definition of the term.

A gossipless sewing circle is reported as being in existence in Kalamazoo. The members must be deaf and dumb.

A doctor in Indianapolis says that killing germs in dangerous quantities may lurk in a glass of ice cream soda. What next?

ENEMIES OF SMALL TOWNS.

Rural Communities Suffer From Mail Order Houses.

If the country store is made to languish it will go far to take the industrial life out of rural communities and make the farm still less attractive. If more people are to get back to the land, and the tendency to congregate in cities is to be counteracted, local trade should not be crushed out by the invasion of the big and varied city store trading through the postoffices.

To emphasize this fact, and to show how the tendency is too much away from the rural community as it is, can be proven readily by the United States census report. City lure is most effective. The people of the United States are steadily deserting the country and the farm for the turmoil and delights of the great cities and larger towns. During the past ten years the percentage of people living in cities or other incorporated places of more than 2,500 inhabitants increased from 40.5 to 46.3 of the total. Twenty years ago only 36.1 per cent. of the total population lived in such incorporated places.

In classifying the 1910 census returns the Bureau calls that portion of the population in incorporated cities or towns of 2,500 or more inhabitants urban and the remaining rural. On this basis, in 1910, 42,623,383, or 46.3 per cent. of the total, lived in urban territory and 49,348,883, or 53.7 per cent., in rural territory.

It will be argued by some that the last year will show some return to the farm from the city, sufficient to indicate a trend once more to the country. This can not be substantiated. While times of great business depression induce a modest number of persons to hazard a living in the country because they are unable to find employment in cities is true, the percentage is very small, and, as a rule, these people do not make good, having not had experience, and because they are using the country only as a makeshift, fully expecting to go back to places of larger settlement with the return of business prosperity. They are not of the farm, nor have they the training and traditions of country life. Their former habits make them discontented, and they can not expect to make good under such circumstances. The exceptions to this are rare.

It has always been the case that where new sections have been opened up the general store has pushed its way, and, even although it has been conducted in a very modest manner at the beginning, nevertheless it has been the center around which the community has grown up. It has been followed by the church and the school, and then by various evidences of the town as conditions demanded. The merchant is the pioneer. He marches in the van of progressive civilization and maintains the equilibrium of the community. If he is gone, snatched rudely away by Government-created opposition, what be-

comes of the village or town? Disintegration follows—there is no central point around which to gather, social life is destroyed and the country returns to its primeval state of isolated business. The inhabitants left in this scattered condition enjoy it no more than did Robinson Crusoe, and it is small wonder if their thoughts turn longingly toward the active life of the city. Man is a being built for companionship, and very few wish to live like hermits. Not only is it unpleasant, but intellectuality immediately commences to retrograde, resulting in a much lower standard of mentality.

Many small communities are engaged in the work of inducing manufacturing enterprises to settle in their midst. One of the first enquiries made by these manufacturers is whether or not the town is thriving, gauged by the business done by the storekeepers. If not, the place is avoided. They are not attracted to a community which has not the appearance of thrift, for it is much more difficult under conditions of that kind to maintain a contented spirit among workmen. Towns in the West, hurt by mail order houses, have suffered on this account and have failed to land industries they might otherwise have gained.

Every dollar spent with a mail order house goes away, never to return. Every dollar spent with a local merchant stays at home, and the town is benefited by his prosperity. He wants a home locality of which he can be proud. He realizes that the more people are attracted to it as residents the more opportunity he has for doing business, and he is interested in every improvement that makes for the betterment of his town.

The consumer, anxious to save a few cents for his own pocket, takes a great deal for granted. He reads the large and handsome catalogue and accepts it as truth. His money takes wings and flies away to a distant city. If he does not like what he gets, he is stuck, stung good and hard, and he has no recourse. He can not come back at the mail order house, for it has kept close to the letter of all of its statements, which have been willfully deceitful. Not only that, but the consumer sends away without comparing prices with his home store. Even if he could save a few cents on a purchase occasionally, he can not do it on the average. And he fails to take into account that there will be under a parcels post law an enormous deficit in the postal department of the Government, which must be made up by taxation of some kind, and the consumer will pay the taxes.

The present proposition to try parcels post on rural deliveries only is thought by many to be only a blind, and that the real intention is to have a general parcels post law. This means an average haul of 800 miles. Free delivery does not extend over all the country, by perhaps 50 per cent. This must be covered, for all must have an equal chance.

What, then, will be the cost to the Government? Who can compute it?

Is Congress going to go blindly into this tremendous expense? It looks like it, unless strong pressure is brought to bear against it. Congressmen are amenable to influence from their constituents, but, in rural communities the farmers are said to favor parcels post. Merchants must lose no opportunity to pass along the arguments presented to them. Patriotism must be stirred up. The burden to be assumed by the postal department would probably mean an annual increase of the national debt in alarming proportions.

Something must be done to hold the country people in the country. Real estate values depreciate very rapidly when the town begins to go backward, and money invested in property becomes a losing proposition. The farmer who ignorantly urges parcels post is robbing himself, by opening the way for the going-back of his township, and the consequent reduction in value of his land. Can he see this? Show it to him.

Next Convention of Michigan Retail Hardware Association.

Marine City, Aug. 22—At a meeting held at the Morton House, Grand Rapids, on Wednesday, August 16, our Executive Committee made preliminary arrangements for the holding of our annual convention and hardware exhibit in Grand Rapids. The dates of the meeting were set for February 20, 21 and 22, 1912, and both the meetings and the hardware exhibit will be held in the immense new Furniture Exhibit building, which is exceedingly well adapted for this purpose.

The exhibit room occupies a space 80x160 and is exceedingly well adapted for this particular purpose. The Morton House has been selected as our official headquarters and is located within a block of the Furniture Exchange building.

Our Executive Committee decided upon a little innovation in connection with our Association work, consisting of a bargain and exchange department. Members will be requested to furnish the Secretary with a list of any goods upon which they are overstocked and which they are prepared to offer at a bargain or any goods which for any reason are unsaleable in their district but which if purchased at the right price would be a bargain to some other man.

The Secretary will at regular intervals furnish members with lists of these bargains and we have reason to feel that this list will be the means of saving money for their members.

The Exhibit Committee, to have entire charge of this feature, was appointed as follows: Karl S. Judson, Adrian DeWindt, Earl E. Behler, Richard Gluyter and Peter Hendricks, and the Entertainment Committee will be composed of Adrian DeWindt, J. J. VanderMeer, Bert Heth, R. E. Stonehouse and one other member to be appointed later.

E. S. Roe, of Buchanan, President

of our Association, was appointed as a delegate to attend the meeting called for October 18 and 19 in Chicago, when steps are to be taken to organize a National Federation of Retail Merchants.

The layout for our Grand Rapids convention, so far as the exhibit hall, etc., are concerned, gives us every reason to feel that we can look forward to the best convention we have ever held. A. J. Scott, Sec'y.

Propose To Stop the Traffic in Bad Eggs.

Indianapolis, Aug. 22—A statement in a recent issue of the Michigan Tradesman apparently sent out from Indianapolis concerning the egg situation in Indiana, has recently been called to my attention. I wish to take vigorous exception to these statements as being untrue, and wholly at variance with the facts. In the first place no law was passed by the State Legislature relative to the sale of rotten eggs. The law was amended so that a paragraph regulating the sale of eggs was stricken from the law leaving it in the power of this department to prosecute the man who sells bad eggs just as vigorously and effectively as we would prosecute the man who sells bad meat or spoiled canned goods. There is no truth in the statement that just as many bad eggs are coming in as ever. On the contrary, conditions have improved remarkably in all parts of the State. There is and will continue to be for some time some dissatisfaction among merchants who do a country business and who have not the courage to tell the farmers that they will not pay them for unsound eggs. Because of this timidity and dislike to disturb a most unjust trade condition, both the farmer and the merchant violate the food law if any eggs sold or held in possession for sale are unsound. Our inspectors are prosecuting dealers in every part of the State wherever they can secure evidence of violation of the law. During the month of July seven dealers were prosecuted. In the course of our work we have been astonished at the magnitude of illegal business carried on by egg producers and dealers. It seems to have been a long established practice to consider everything an egg which had a shell on it, and to let the person in whose possession it last fell assume the loss if it proved to be unsound. As a matter of fact, an unsound egg is an adulterated food stuff and every man through whose hands it passes violates the pure food law.

It is not the province of this department to conduct an educational campaign. We have endeavored to create an interest among egg shippers in our sound egg crusade, and we shall continue to impress upon producers, shippers and merchants the desirability of a compliance with the pure food law.

H. E. Barnard,
State Food and Drug Commissioner.

Theory is a good start, but only practice is certain. No man can tell what is going to prove successful until he has tried it.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

August 23 will be observed as a general holiday by the manufacturers and merchants of Owosso and a big excursion will be given over the Lansing-Owosso electric line to Pine Lake under the auspices of the Owosso Improvement Association.

Saginaw will enter upon a vigorous campaign to secure an electric line running through the Thumb territory to Harbor Beach.

Detroit's population, according to the new directory, is 547,000, which is a healthy increase over the figures of the Federal census.

Jackson will hold its third industrial fair this fall. The date will be selected later.

Bay City by almost unanimous vote granted the franchise asked for permitting entrance of another electric road.

Saginaw is arranging for its fourth annual industrial exposition. This year's show will be devoted exclusively to the city's manufacturing interests and signs indicate that all space in the auditorium, banquet hall and armory will be taken.

Flint has secured another big industry, an electric stove manufacturing concern, with half a million dollars capital.

One of the earliest of the county fairs to start off this season is that of Tuscola, which is held at Caro for four days, beginning Aug. 22.

Citizens of Manistee have ratified the franchise asked for by the Manistee County Electric Co. and work on the Stronach dam, the smallest of the seven dams the company proposes building, will begin in a few weeks.

Big Rapids has received the detailed report of engineers regarding the proposed hydro electric development of the Muskegon River at Ryan's Creek, and the estimated cost of the same is \$250,000. The engineers state that it will be possible to furnish electric power to manufacturers for 55 cents per horse power hour, or \$14.50 per horse power hour per year, and pay all operation charges and interest on investment, and establish a depreciation fund. The city has been told that the power plant will attract many new industries and the plan is now under advisement.

The Eaton county fair will be held in Charlotte Sept. 26-29.

The eleventh annual outing of the Lansing grocers and butchers, which was held Aug. 17 in Detroit, proved a success. Railroad officials report that 1,286 tickets were sold for the occasion.

Celery shipments for this season of the year at Kalamazoo are breaking all past records, daily shipments averaging 5,000 boxes, or 50,000 dozen bunches, with an estimated retail value of \$12,000. The bulk of the celery goes by express, although large shipments are also made by refrigerator car in fast freight runs.

The State Railway Commission has ordered the three steam roads entering Owosso to complete new passenger stations there within the next six months.

The League of Michigan Municipalities will hold its annual convention in Saginaw Sept. 20-22.

The village of Whitehall is out of debt and the situation is so unheard of in the history of villages and municipalities that almost every newspaper is giving Whitehall free advertising of the right sort.

Reed City has voted to bond for water works. The proposition for sewers did not carry.

The Kalamazoo Commercial Club is boosting the plan of opening a public rest room in the county building and this convenience for farmers will be advertised throughout the surrounding territory by the Retail Committee of the Club.

Manton will entertain the annual Reunion of the Soldiers and Sailors of Wexford, Missaukee and Osceola counties Aug. 23-25.

In considering some of the things to make Jackson more attractive the Chamber of Commerce of that city is planning free band concerts weekly.

The Buckthorn Garment Co., of Ann Arbor, is seeking a new location on account of difficulty in getting girls. Representatives of the company have been in Cadillac looking over the situation there.

The new electric line from Benton Harbor and St. Joe to Dowagiac will be completed next month and a three day celebration of the event will be held in Dowagiac during the first week of October.

Escanaba is preparing for the Northern Michigan State Fair, to be held there under the auspices of the Delta County Agricultural Society Sept. 27-29. No gambling will be allowed on the grounds and no intoxicating liquor will be sold.

The city of Jackson will start legal proceedings against certain property owners who persist in dumping garbage and other refuse in Grand River.

Statisticians in Kalamazoo figure that the upkeep alone of the 700 automobiles owned there exceeds \$250,000 annually and that at the rate of increase of autos the cost of maintenance yearly will reach half a million dollars soon. Almond Griffen.

Sailed Grand River When a Young Man.

Written for the Tradesman.

Robert Audrain, who lives on South Fuller street, is approaching his 80th birthday. He is of French parentage and was born in the city of Detroit. While a mere youth his father was appointed an agent for the Indians and assigned to duty in the Indian territory. The country was wild and the inhabitants, including those who were not Indians, wilder. Slavery existed and many of the Indians, as well as the whites, owned negroes. Life at the agency was full of excitement. Agent Audrain held his position several years before a change in the presidency of the Nation caused his retirement. Audrain moved with his family to Grand Rapids in the year 1847 and the subject of this sketch took up such employment as was offered. He sailed on the river with Capt. James L.

Moran a number of years and recollects an accident that rendered one of his days of work unusually hard. Without warning the smokestack of the steamer toppled over and only timely and well directed effort prevented it from falling into the stream. Finally the stack was set up, but as no means were available for bracing it, Mr. Audrain and "Tom" Robbins, another member of the crew, were selected to hold the stack upright with long pike poles the greater part of the day or until the steamer reached her dock in Grand Rapids. Mr. Audrain longed for the half civilized life of his boyhood and when he had attained his majority he resolved to return to the Indian territory. Soon after arriving there he married a young woman he had known while both were children and proceeded to acquire property. When the war between the states ensued, in 1861, Audrain espoused the cause of the South. Owning slaves and having spent the greater part of his life among slaveholders, his course was a natural one. He served the confederacy several years, but the close of the war found him a widower and his property dissipated. Returning to Grand Rapids he engaged in various employments and during a number of years was the landlord of the Lake House, on Fisk Lake, where he enjoyed a good patronage. The property having been sold to a man named Baumann, he retired from business. Mr. Audrain has served the city in a number of minor positions, but in his old age, blessed with good health, a pleasant home and congenial surroundings, he feels that his usefulness in the activities of life is passed. A son, Edward Audrain, born of a second wife, has long been in the employ of the Greulich Co. as a salesman.

Arthur S. White.

Keep an Eye on the Money Market.

From now forward it will be well to keep an intelligent eye on the money market. Money is considerably tighter than it looks, and this is especially the case in London. Of both London and New York it can be said that we should have had high rates and even stringency had there been any extended speculation. There is nothing of this kind in stocks, and what interest there is finds its vent mainly in the cotton and grain markets, but does not amount to anything serious. Money hardened throughout the week in London, as the discount rate for long and short time paper plainly showed. The movement of money to Canada from this point is important and warns us that we shall soon be in the midst of the harvest, when our financial resources normally experience their principal strain. It is a tribute to the growing intelligence of our people that we are hearing nothing this year about the West being able to handle the crops without assistance from New York. The assistance is given out of the West's own money, which is simply withdrawn when it is needed at home. New York sends the money gladly enough, because it is there that the best interest can be

secured. The process would be a safe and proper one but for our defective currency system, which inflates where it should contract and contracts where larger facilities are required.—Wall Street Journal.

Activities in Indiana Cities.

Written for the Tradesman.

Evansville will soon add another furniture factory to its long list, the Klammer-Goeble Co., employing over 100 men.

Marion men will build a new artificial ice plant at Ft. Wayne, making three plants of this kind in that city.

A north and south electric line from Richmond to Portland is projected and the towns along the route are very much interested in the matter.

Bluffton will hold a free street fair Sept. 26-30 inclusive. No games of chance of any kind will be allowed.

Evansville's first electric line, to reach south of the Ohio River, into Kentucky, will be running cars into Henderson this year. The cars will be ferried across the river.

A seed and soil special train started from Richmond Monday and will be operated for five days this week over the Panhandle, making twenty-three stops for the benefit of farmers.

Albion has voted to purchase and operate its own electric light and water plant, which is now a private property. Almond Griffen.

No Public Rest Rooms For Holland.

Holland, Aug. 15—According to a report of the Ways and Means Committee to the Common Council last evening the city of Holland is not to go into the project of establishing rest rooms about the city. This matter was brought up before the Council some time ago and was referred to the Ways and Means Committee. Chairman Jellema announced that the Committee had come to the conclusion that, as a rule, such rest rooms, unless in charge of a competent caretaker, would soon become mere lounging places and centers of rowdism. Moreover, there was great danger, said the Committee, that they would soon become extremely unsanitary if not scrupulously taken care of by some official.

While not advising the city to establish the rest rooms the Committee declared that such rooms were very desirable and even very necessary. It was its opinion, however, that the business men of Holland ought to establish them in their places of business. In that case they would not become lounging places and the janitors of the buildings could easily take care of them and keep them in a sanitary condition.

Go after new trade with all your might, but be very careful to hold on to that which you already have. A customer gained is not a gain if another be lost.

Let the world be utterly silent for a week and the most nervous of people would pray for noise.

Better single blessedness than double wretchedness.



Movements of Merchants.

Evart—L. Loudon has sold his ice cream parlors to Bert Terrill.

Dighton—L. D. Shore has sold his ice cream parlor to John Bennett.

Manton—LaBonte & Ransom have purchased the general stock of J. F. Rathbun.

East Jordan—H. Rosenthal has engaged in the dry goods, clothing and shoe business.

Alpena—The Foley-Stepler Drug Co. has changed its name to the City Drug Co.

Houghton—C. O. Scott, of Charlotte, will open a new grocery store here about Sept. 1.

Kalamazoo—The E. A. Dunwell Ice Cream Co. has been sold to the Piper Ice Cream Co.

Traverse City—A. H. Gruber, of Mancelona, will locate here in the undertaking business.

Maryville—Wm. Johnstone's grocery stock and store building were recently destroyed by fire.

East Jordan—Albert Churchill has purchased the J. H. Lanway hardware and implement stock.

Saginaw—The German American Bank has been incorporated with an authorized capital stock of \$100,000.

East Jordan—Jas. Moulter, of Mancelona, will put in a stock of groceries in the rear of the Fair Store.

Falmouth—The Dennis & Veldman Co., hardware dealer, has changed its name to the Dennis & Aldrich Co.

Butternut—Floyd Bogart has opened a meat market in the rear of Glen Newland's store. He also has a wagon on the road.

Greenville—W. Matlock has bought from M. Simon his interest in the business of the Greenville Iron & Metal Co.

Mayville—W. H. Pangman, who recently sold his grocery stock at Elkton, has purchased a grocery store at this place.

Springport—F. L. Waterhouse has purchased the grocery stock of Banister & Crittenden. Mr. Waterhouse hails from Port Huron.

Benton Harbor—Wm. Kennedy has resigned his position in the Diamond grocery on Pipestone street and Edward Stacy has taken his place.

Alma—The Forest Hill Elevator Co. has been incorporated with an authorized capital stock of \$15,000, of which \$10,000 has been paid in in cash.

Scottville—J. H. Chinnery has sold his stock of jewelry to the P. M. Roehrig Jewelry Co., who will continue the business at the same location.

Benton Harbor—E. B. Pauley & Co. have purchased the jewelry stock of Young & Hamilton and will continue the business at the same location.

Harbor Springs—Henry Stewart and Sam Barkley have bought the Billings grocery stock and will open a grocery at the same stand about Sept. 1.

Brighton—John A. Nelson, for thirty-five years in the grocery business here, has sold out to H. W. Piney, of Colby, Wis., who will take possession soon.

St. Louis—Roscoe Henry is again the druggist at A. S. McIntyre's pharmacy, after spending several months in the employ of a drug firm in Grand Rapids.

Bronson—W. H. Davis has purchased the interest of J. E. Watson in the jewelry stock of Watson & Davis and will continue the business under his own name.

Detroit—The Manitone Chemical Co. has engaged in business with an authorized capital stock of \$1,500, all of which has been subscribed and \$375 paid in in property.

Detroit—The William H. Martz Cigar Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

East Jordan—J. H. Graff and Reuben Gleason have formed a copartnership and purchased the meat stock of L. F. Beckman and will continue the business at the same location.

Flint—Charles W. Brooks, who has been in the employ of F. D. Baker & Son for the last five years, has resigned to take a position with the Pittsburg Plate Glass Co., at Detroit.

Sault Ste. Marie—Harrison & Co. have engaged in the general mercantile business with an authorized capital stock of \$15,000, of which \$12,500 has been subscribed and paid in in property.

Ann Arbor—Richard Simmons and Charles McClellan have filed a certificate with the County Clerk that they are doing business under the name of the Michigan and Southern Lumber Co.

Manistee—C. A. Olson's men's furnishing stock has been seized on a writ of execution taken out by the J. C. Daton Co., a creditor. The stock and fixtures are now being inventoried and appraised.

Bloomington—The Hotel Bloomington, which has been under the management of Richard Powers a number of years, was sold last week to Frank Clark, who has been in the grocery business here some time.

Whitehall—F. E. Lewelyn, the Shelby produce dealer, has already contracted for over 600 cars of peaches in Oceana, Muskegon and contiguous counties. Much of the stock has been bought in orchard lots at \$1 a bushel or more.

Carleton—Edwards & Adams, conducting a general store, have merged their business into a stock company under the style of the Edwards & Adams Co., with an authorized capital stock of \$28,000, all of which has been subscribed and paid in in property.

Detroit—Joseph J. Doyle & Co. have engaged in business for the purpose of conducting a general steam fitting and plumbing business, with an authorized capital stock of \$8,000, all of which has been subscribed, \$1,653.32 being paid in in cash and \$6,346.68 in property.

Jackson—C. J. Klocksien, who for the past ten years has been identified with Grinnell Bros.' musical instrument store, has been given the management thereof and Charles L. Grinnell, who has been in charge of it, goes to Kalamazoo to take the management of the store there.

Battle Creek—Miss Ethel Winslow, formerly with the L. W. Robinson Co., but the past four years with the Herpolsheimer Dry Goods Co., of Grand Rapids, has returned to Battle Creek and associated herself with the L. W. Robinson Co. as buyer and manager of their ready-to-wear section.

L'Anse—George M. Edwardsen will shortly commence the erection of a building on Main street, adjoining the building of Edwardsen & Nilsen. The structure will be frame, one story, 17x30 feet, and when completed will be used for store purposes. Mr. Edwardsen will put in a line of groceries.

Detroit—Alexander Kloka, aged 33 years, all his life a resident of this city and for many years a well known East Side grocer, died at Harper Hospital Thursday afternoon, following an operation for appendicitis. He was a member of the Elks, C. M. B. A., Royal Arch and the Polish Roman Catholic church.

Muskegon—Edward Lesperance died at his home Aug. 17 after a long illness. He was born in Detroit and was 83 years, 3 months and 15 days old. He came to this city from Grand Haven in 1861 and has lived here ever since with the exception of a few years at Pentwater. He was the oldest butcher in Muskegon.

Ann Arbor—C. L. Pray, for the past ten years in the grocery business in this city, has sold out to Ransom Bros.—George and Walter. A year or two ago Mr. Pray succeeded the firm of Miller & Pray. The young men who have purchased the business have resided in the city for a number of years and are favorably known.

Williamston—This place has a new business firm, incorporated under the name of the Linn Produce Co., with a capital stock of \$40,000. The officers are J. H. Linn, President; Guy E. Wint, Vice-President, and Joseph

Glaser, Secretary and Treasurer. They have taken over the business formerly owned by J. H. Linn, because of its increasing growth.

Pinconning—Lathrop & Stuart, dealers in dry goods, clothing and shoes, have merged their business into a stock company under the style of Lathrop, Stuart & Co., to carry on a general mercantile business, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed, \$3,000 being paid in in cash and \$3,000 in property.

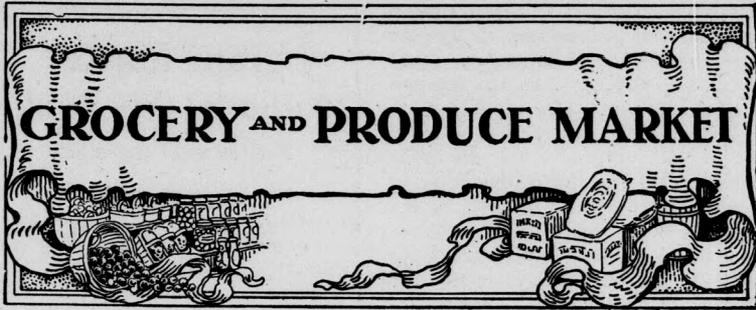
Muskegon—C. J. Hoover has been appointed agent for the Fleishmann Company, succeeding A. R. Bliss, who has tendered his resignation, to take effect Aug. 15. Mr. Bliss has represented the Fleischmann Company here for five years. From Aug. 15 to 23 he will devote himself to pushing the grocers' and butchers picnic, after which he and Mrs. Bliss will "hike" to Chicago on foot. They will visit in Chicago for several days. Mr. Bliss is considering some business opportunities.

Otsego—The firm of Sherwood Bros. & Tubbs, who have been in the hardware business here for the past twenty-five years, has changed hands, Eber and Gorham Sherwood having sold their interests to Brown & Tubbs. Mr. Tubbs was the junior member of the original firm. Mr. Brown comes from South Haven, where he was engaged in the hardware business.

Edmore—The Edmore canning plant packed more than 35,000 cases of peas this season and had it not been for the drought another 10,000 could have been put up. Edmore's canning factory has proven a very successful venture and where once grew pine trees can now be found peas, beans, potatoes, tomatoes and other vegetables especially adapted for canning purposes.

Jackson—R. T. Smith, of Detroit, whose native heath is in West Virginia, and who from 1899 to 1904 was with the famous Coach Yost in the University of West Virginia, has signed with the American Oil Co. as sales manager. Mr. Smith was for several years with the Westinghouse people, where he took three years' factory service, after which he had charge of the sales end of auto parts.

Ironwood—Dr. C. Scott and Geo. T. Howe have disposed of a portion of their holdings in the Scott & Howe Lumber Co., one of Ironwood's largest industrial enterprises, the purchasers being H. K. Baker, of Odanah, and his associates and George E. Foster, of Mellen. Mr. Baker is Manager of the Stearns Lumber Co. and Mr. Foster is President of the Foster-Latimer Co. The officers of the Scott & Howe Lumber Co. remain as heretofore, Mr. Howe retaining the presidency, A. L. Osborn the vice-presidency and George Scott the secretaryship. The wider distribution of the company's stock will make no difference in the local management or policy of the concern, and both D. C. Scott and Mr. Howe will spend a portion of each year in Ironwood as heretofore.



The Produce Market.

Apples—Duchess command 75c per bu.; Wealthy fetch 90c per bu. The crop is large in volume and fine in quality. Carlot shipments are being made as far south as Tampa.

Bananas—\$1.50@2 per bunch according to size and quality.

Beets—15c per doz.

Butter—There is an active consumptive demand for all grades of butter, and the market is very firm at unchanged prices. The receipts are lighter than usual for the season, due, no doubt, to the heat in all sections. Stocks of butter in storage are smaller than usual and the market seems likely to remain in its present firm condition, with a possible advance in the near future. This applies both to solids and prints. Local dealers hold fancy creamery at 25½c. They pay 22c for No. 1 dairy and 17c for packing stock.

Butter Beans—\$1 per bu.

Cabbage—\$2 for small crate and \$2.50 for large.

Carrots—15c per doz.

Cauliflower—\$1 per doz.

Celery—18c per bunch for home grown.

Cocoanuts—60c per doz. or \$4.50 per sack.

Crabapples—Transparent, 75c per bu.

Cucumbers—25c per doz. for hot house.

Eggs—The market holds at about the prices quoted a week ago. The quality is reported to be very good by most of the commission men and wholesalers and the loss in candling is the smallest in many weeks. The consumptive demand is very good and absorbs all grades on arrival. The market is in a healthy condition, with no signs of immediate radical change. Local dealers pay 15½c, loss off, del.

Grapes—Moore's Early, 16c for 4 lb. basket and 20c for 8 lb. basket.

Green Corn—15c per doz.

Green Onions—15c per doz.

Honey—15@16c per lb. for white clover and 12c for dark.

Lemons—California, \$4.75@5 per box; Verdellis, \$4.50@4.75.

Lettuce—85c per bu. for leaf; \$1 per bu. for head.

Musk Melons—Michigan Osage, \$1 per crate.

Onions—\$1 per bu. for home grown; \$1.50 per 60 lb. sack of Louisville.

Oranges—Late Valencias, \$4.50.

Peaches—Early Michigan (White), \$1.25 per bu.; St. Johns (Yellow), \$1.50 per bu.

Pears—Sugar, \$1 per bu.; Bartlett's, \$1.25 per bu.; Clapp's Favorite, \$1.25 per bu.

Peppers—40c per doz. for red; \$1.75 per bu. for green.

Pickling Stock—20c per 100 for cucumbers; \$2.50 per bu. for small onions.

Pieplant—75c per box of about 45 lbs.

Plums—Lombards, \$1 per bu.; Bradshaws and Guis, \$1.25 per bu.

Pop Corn—Old stock, \$1 per bu.; new, \$4.50 per bbl.

Poultry—Local dealers pay 11c for fowls; 6½c for old roosters; 10c for ducks; 12c for old turkeys and 18c for young; broilers, 1¼@2 lbs., 12c.

Radishes—10c per doz.

Squash—30c per bu. for crookneck.

Tomatoes—\$1 per bu.

Veal—Local dealers pay 6@10c.

Watermelons—Georgia and Indiana command \$2.25 per bbl.

Whortleberries—\$2 per 16 qt. crate.

The Grocery Market.

Sugar—The market on raw sugar is higher in Europe and refined is firm and strong on the basis of \$5.65 f. o. b. New York. This is likely to be the banner year for the beet sugar factories of Michigan and beet sugar growers as well. The product this year is estimated at 700,000 barrels, which is 100,000 barrels larger than it was last year. As sugar is fully 80c per hundred higher than it was a year ago, this will mean an increased profit of \$2.50 per barrel, or \$1,750,000, which will be divided between the growers and stockholders of the beet sugar plants. This explains why Michigan sugar stocks have been increasing in value of late. The weather has been ideal for the growth and maturity of the beet and if there is plenty of warm sunshine during the next month, it is not unlikely that the product may aggregate even more than 700,000 barrels.

Tea—The market continues very firm for the entire list. Japans are holding up in price for both new and old. First crops are all in and well disposed of. Second crops are now being marketed and the quality of both leaf and liquor shows up well. Prices hold 1@2c over last year, basket fired teas showing the strongest advance. Nothing worth buying is offered under 18c and the failure of green teas from China bids fair to still further advance Japans. Formosas are active, ruling about 1c higher than last year, although the crop promises to be larger. The stocks of China greens never had such a cleaning up in this country and Gunpowders now in are bringing 6@8c advance. Low grade Congous are running coarser than last year and are 1@2c higher on account of the small supply. India and Ceylons are firm at unchanged quotations.

Coffee—Prices for Rio and Santos show no change for the week. While the demand is light, everything is firmly held. Mild coffees are relatively cheaper than Brazils, and it is greatly to be wondered at that the demand does not divert to them on that account. It is possible to buy a mild coffee to-day at about the same price as Santos, although it is really worth 1½c more. Nevertheless the demand for mild coffees is light. Java and Mocha are unchanged and quiet.

Provisions—The market is very firm at the recent advance for everything in smoked meats. Stocks are about normal for the season, and while the present consumptive demand continues the market will likely remain unchanged, and may advance. Pure lard is firm at ½c advance over last week. Compound lard is also firm at ¼c advance. A very good demand is reported for both. Dried beef is firm at 1c advance, and the consumptive demand is reported good. Barrel pork and canned meats are unchanged and in fair demand.

Canned Fruits—All varieties are firm at present prices and stocks are said to be small in some varieties of California fruits. Prices have been issued on the 1911 pack of canned goods in Canada and without a single exception they are from 2½@30c per dozen higher than opening prices of 1910. New York gallon apples, either spot or future, are reported hard to get at any price by wholesalers, who also expect to see higher prices on some of the California fruits.

Canned Vegetables—Prices at the present time will not permit of any grade of peas being retailed at 10c per can. The pack has been so small that most packers are only delivering about one-half of future orders and if the wholesaler delivers all future orders many of them will have very few left. The market on corn and tomatoes holds firm and the demand is fair for the season of the year as green vegetables are at their best and prices low, which as a rule effects the demand on canned vegetables to some extent.

Dried Fruits—New peaches are high. The price at which they are offered is 1@2c per pound above the spot price, and the market is very firm. Spot peaches are scarce and cut no figure. Spot apricots are scarce and inactive; futures are still high and likely to be scarce and firm. Raisins have not sold since the recently reported advance. Currants are quiet and unchanged. Spot prunes are ruling at around 6c assortment bag basis, in a large way coast. This is 2c above the price ruling not long ago. Short crop prospects are the cause. The demand is not large.

Cheese—All grades are in active consumptive demand. The receipts are absorbed on arrival each day, and an advance seems likely in the near future. The quality of the receipts is fully up to the standard considering the warm weather.

Syrups and Molasses—Glucose is without change. Compound syrup is dull and unchanged. Sugar syrup is unchanged and not wanted except for

manufacturing. Molasses is dull at ruling prices.

Fish—Cod, hake and haddock are all inactive and rule at unchanged prices. New England packers have announced that they do not intend to make contracts for future delivery this year in the usual way. They will make contracts, but they will allow a much shorter term for delivery than has been the custom. Spot salmon is unchanged, high and quiet. Prices on new Alaska salmon have not yet been named. Spot sardines have slumped and most packers will now sell at \$2.50 in a large way f. o. b. The combined causes are better supply of fish and growing competition among the packers. Imported sardines are unchanged and quiet. There is some demand for Portuguese fish. New packed fish are being offered for future delivery at 50c@\$1 below the present spot prices. Mackerel is higher, due to decreased supplies. There is also a somewhat better demand. All told, Norway mackerel have advanced \$2 @2.50 per barrel. Irish mackerel are also some little higher. A few new shores are coming into New England markets, but they are cutting very little figure.

A retail drug business has been incorporated under the style of the Economy Drugs Co., with an authorized capital stock of \$5,000 common and \$4,000 preferred, of which \$6,226 has been subscribed and 6,210.59 paid in in property. Those interested are Harry J. Hagen, Henry A. Brink, Edward F. Porter and Chas. H. Kahler, all of this city.

The I. C. Shipman Coal Co. has merged its business into a stock company under the style of the Shipman Coal Co., with an authorized capital stock of \$15,000 common and \$10,000 preferred, of which \$12,500 has been subscribed, \$300 being paid in in cash and \$12,200 in property.

William Judson will give the employees of the Judson Grocer Co. a house party at his beautiful home, on Fountain street, Saturday evening. As everything Mr. Judson does is well done, the boys anticipate a most enjoyable affair.

The Wilson Cloak & Suit Co. has been organized with an authorized capital stock of \$10,000, of which \$7,500 has been paid in in cash. The company will open for business Sept. 1 in the Porter block.

Wm. B. Holden, Manager of the Grand Rapids Dry Goods Co., has returned from a ten day vacation trip down the St. Lawrence River. He was accompanied by his wife.

Thomas Sullivan, manufacturer of cigars at 1276 South Division street, has filed a chattel mortgage for \$127 to the Chattel Loan Co., covering all stock and fixtures.

H. F. Robinson, dealer in harness, has filed a chattel mortgage for \$64 to the Madison Square Providence & Loan Co., covering all stock and fixtures.



Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Gas & Elec. Co. Com	57	60
Am. Gas & Elec. Co. Pfd.	43	45
Am. Lt & Traction Warrants	299	300
Am. Lt & Traction Co. Com.	295	298
Am. Lt & Traction Co. Pfd.	105	106
Cities Service Co. Com.	76	77
Cities Service Co. Pfd.	80	81½
Citizens Telephone Co.	92½	93½
Com. Savings Bank	158	161
Com'wealth Pr.Ry.&Lt.Co.Com	61¾	62
Com'wealth Pr.Ry.&Lt.Co.Pfd.	89½	90¾
Dennis Bros. Salt & Lbr. Co.	88	88
Denver Gas & Elec. Co. Bonds	93¼	94
Fourth National Bank	180	183
Furniture City Brewing Co.	95	98
General Motors Com.	46	47
General Motors Pfd.	82	83½
Globe Knitting Works, Com.	125	140
Globe Knitting Works Pfd.	100	101
Grand Rapids Brewing Co.	200	210
G. R. Gas Light Co. Bonds	100	101
Grand Rapids Ry. Co. bonds	100	101
G. R. National City Bank	158	160
Grand Rapids Savings Bank	160	160
Holland Sugar	16¾	16¾
Kent State Bank	250	252
Lincoln Gas & Elec. Co.	28	32
Macey Company Pfd.	95	99
Michigan Pacific Lbr. Co.	125	12½
Mich State Telephone Co. Pfd.	99½	100½
Michigan Sugar Co. Com.	98½	99¾
Old National Bank	196	198
Pacific Gas & Elec. Co. Com.	66	67
Pacific Gas & Elec. Co. Pfd.	88	90
Peoples Savings Bank	210	210
Sag. City Gas. Bonds	100	98½
St. Louis Sugar Com.	17½	17½
United L. & R. Co. Com.	52	55
United L. & R. Co. 1st Pfd.	80	83
United L. & R. Co. 2nd Pfd.

Safeguarding the Interests of Shareholders.

The up-to-date managed American railroad, compared with the best in operation sixty years ago, could hardly be recognized as kindred—a giant descended from a pigmy. Both in construction and in management scarcely a feature of the original railroad remains. Yet, strange to say, with all the genius bestowed and consummate care exercised in bringing railroad operation to perfection in its multifarious parts, the very heart and soul of its stability as an investment has been either left unstudied or set aside for a more convenient season. The weakness that has not received due consideration lies in the financial feature. The current literature of the day has, from authentic records and from the mouths of witnesses, minutely and fully exposed the methods practiced by the pioneers in railroad construction and financing; notably those in the region west of the Allegheny Mountains clear to the Pacific coast. Perhaps in no single instance have those who became stockholders escaped unharmed, while many have suffered total loss by reason of sale or drastic reorganization of their properties. Even the territory east of the Alleghenies went through a purgation, although not so general or severe. Yet with all these examples of frightful losses, from legalized robberies committed in the wild West upon unsuspecting and enthusiastic investors, would-be investors seem not to have profited by others' experience.

Centralization of Capital.

The tendency for some years past

in all corporate affairs has been toward centralization of capital for the purpose of gaining power. One who will take the time and care to investigate what these colossal figures stand for, both assets and liabilities, must realize how utterly he is at sea and how incapable he is of bringing his wits to land. If he ever succeeds in getting them to "terra firma" he will sit down and think. These will be his thoughts: "One thing I know, and that is, I know nothing concerning the financial standing of the company in which I am a stockholder. My fate in this enterprise rests solely with those who manage the company." The responsibility of conducting the enterprise and safeguarding the equities of the millions whose individual holdings may be comparatively insignificant, but are, nevertheless, of great importance to them, is a trust that any honest man would do his utmost to faithfully discharge. When such ordinarily sagacious men fail to see an avoidable danger ahead, it is the duty of those who can to warn them.

Safeguard of Credit.

No human foresight can assign a time or place when and where a falling away of credit will develop. What is the safeguard never to be set aside? A minimum of debt and a maximum of live (liquid) assets; ready cash in hand, not borrowed cash on collateral, easily negotiable in fair weather, but not wanted by banks in foul. No better illustration of this wise provision can be cited than the financial policy of the Standard Oil Co. From its inception to the present it has carried an ample reserve in cash, or assets as good, with which to meet and successfully pass through every sort of money famine or business depression, and prepared also to pick up at bargain prices valuable properties sacrificed by those whose operating resources have run short. This is not a criticism of the physical features of American railroads. As a rule both their construction and operation stand unchallenged for excellence by the best standards of the day, but the vital weakness of their financial methods can not be condoned or covered by their many strong points.

Paying at Maturity.

No corporation should execute bonds secured by mortgage unless first preparing a fund to pay them at maturity. This sinking fund should be a sacred trust, never to be invaded by the company, even for the temporary relief. The door should be locked against it, no matter how urgent the demand might be. At every interest period annually, semi-an-

nually or quarterly, an equal sum in cash should be contributed by the company from its net income, and as this cash is received by the trustees they should at once invest it, together with the principal and such interest as had accrued since the prior period. By the careful operation of the sinking fund the amount of the maturing debt would be accumulated and the loan paid off, thus giving that much increased value to the stock and that much reduction of danger. Interest on loans must be paid to avoid trouble; dividends can wait, without menace to the property, until they can be declared with safety. Cash in the sinking fund should be invested in bonds of undoubted value, readily convertible into cash at their par, but the chief ob-

Grand Rapids National City Bank

Monroe and Ottawa Sts.

Capital \$1,000,000
Surplus 350,000

City Trust And Savings Bank

Campau Square

BRANCH
Monroe and Division Sts.

Capital \$200,000
Surplus 40,000

The capital stock of this bank is owned by the stockholders of the GRAND RAPIDS NATIONAL CITY BANK.

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - 250,000

Deposits
6 Million Dollars

HENRY IDEMA - - - - President
J. A. COVODE - - - - Vice President
A. H. BRANDT - - - - Ass't Cashier
CASPER BAARMAN - - - - Ass't Cashier

3½%
Paid on Certificates

You can transact your banking business with us easily by mail. Write us about it if interested.

Merchant's Accounts Solicited
Assets over 3,000,000

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

We Buy and Sell
Timber and Public
Utility Bonds
Gas, Electric, Telephone
and Industrial Stocks

We will be glad to send you our weekly quotations

Kelsey, Brewer & Company
Investment Securities
401 Mich. Trust Bldg., Grand Rapids, Mich.

There is Nothing in Safe Banking that we Cannot Perform

PEOPLES SAVINGS BANK
OF GRAND RAPIDS, MICHIGAN

RESOURCES	Condition May 15, 1911	LIABILITIES
Loans	\$1,796,212 34	Capital Stock
Banking House	35,000 00	Surplus
Cash and Clearing House Items	131,604 98	Undivided Profits
Deposits with Reserve Agents	271,622 67	Deposits
	\$2,234,439 99	
Savings Department Reserve 18%		Commercial Department Reserve 27%

THE FOURTH NATIONAL BANK
UNITED STATES DEPOSITORY GRAND RAPIDS, MICHIGAN

OFFICERS
WM. H. ANDERSON, President
JOHN W. BLODGETT, Vice Pres.
L. Z. CAUKIN, Cashier
J. CLINTON BISHOP, Asst. Cashier

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ject of the sinking fund is to invest the accumulated cash in the bonds for which the fund itself stands, if obtainable at or below their face value. The curse of refunding bonds keeps the devil unchained forever, whereas the payment and cancellation of bonds as they mature, end this perpetual annoyance and danger to every corporation unfortunate enough to bear the yoke of servitude.

J. Willard Gibbs.

Public Ownership—Effect of Local Conditions.

The area within which public ownership may safely be invoked by the municipalities in all lands is, in short, extremely small; and the far larger and more debatable area within which public ownership fails at one spot and succeeds at another is so broken up by the infinite variety of local conditions as almost to defy classification or description as a whole. That "one man's meat is another man's poison" is as true of the body politic as of the body physical; and neither for municipalities nor for nations can one lay down any but the narrowest and most austere regimen in the hope of finding it universally applicable and universally beneficial. Take, for instance, the question of the nationalization of the railroads. In Germany it is a realized project to which the people have adjusted themselves and become habituated. In Great Britain it is just entering the field of practical political discussion as an experiment fraught with tremendous hazards, but not to be dismissed as inconceivable.

In the United States it can not yet be said to have reached even that tentative stage; and the American people, as they showed when Mr. Bryan dropped a hint in that direction, would all but unanimously regard a proposal for the Federal ownership and operation of their railroads as a political and industrial revolution so stupendous as to be hardly worth debating. What useful purpose, under such circumstances, would be served by a disquisition on railroad nationalization that failed to take into account the varying standpoints, inclinations and conditions of the German, British and American peoples and to show that the problem, while superficially the same in all three countries, was fundamentally different, and that the only certain thing, therefore, that could be predicted, if it were treated in all three cases alike, would be the emergence of three totally different sets of consequences?

These observations for all their conspicuous triteness are none the less worth formulating, partly because they go near the root of the matter in so far as they insist on the need of examining each question of public ownership on its merits and in the light of local conditions, and partly because their very obviousness causes the moral they convey to be constantly forgotten. Ameri-

cans especially, having only recently begun to experiment with municipal ownership, are apt to fix their gaze on some "model city" in Europe and to exclaim, "Why can not Cleveland or Chicago or New York be as Birmingham and Glasgow are?" When any American city has evolved the political honesty and intelligence and the administrative stability that distinguish Glasgow, and has attracted to its service the same amount of self-sacrificing ability and experience, and has evaded the restrictions imposed upon the total of its indebtedness, and has also circumvented the American constitution, it will be time enough to decide whether it should attempt to duplicate Glasgow's policy of municipalizing all the public utilities within reach.

This, of course, is not to assert that a municipality of a state before embracing public ownership will not do well to study the experience of other towns and other countries and will not find that experience of the highest value. It is simply to insist that in this, more perhaps than in most questions of politics and administration, the imponderabilia are of supreme and decisive moment and that Pittsburg, for instance, can only profit by the example of Glasgow, can only appreciate the guidance or the warning that Glasgow has to offer, if constant and ample allowance is made for the dissimilarity of local conditions, and if it is freely recognized that the same solution of what is apparently the same problem may lead to very different results in the two cities. We want to know the best method of regulating public utilities that are owned and operated by private corporations. We want to ascertain, if possible, some fairly broad and not too rigid principle that would help us to separate the services that ought to be taken over by the municipality or the stake from those that might legitimately be left in private hands.

We want, again, to strike an approximate balance between (1) public ownership combined with the lease of the undertaking to an unofficial corporation, (2) public ownership combined with public operation, and (3) private ownership and private operation under public control. Assuming that the advantage is found to lie with the system of public ownership combined with public operation, we want, next, to discover how this system works—what are its financial effects in relieving taxation or in increasing local indebtedness, whether the services it supplies are of a better quality and lower in price than those which might be obtained from a properly regulated private company, what consequences result from the creation of a body of privileged workmen drawing higher pay from the public authority than they would receive from an ordinary employer, how far the expansion of state and municipal activities and the increase of state and municipal employment of labor affect the tone and character of politics and the interest of the people in their civic and national affairs, how far they react up-

on private enterprise and influence the flow of capital and the state of the labor market.—Sydney Brooks in North American Review.

Impatience of detail is the ruination of many a merchant.

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as Second Class Matter.

E. A. STOWE, Editor.

August 23, 1911

TWENTY-NINTH YEAR.

With the issue of last week the Tradesman completed its twenty-eighth year of successful publication. The issue of this week therefore marks the beginning of the twenty-ninth year.

The Tradesman has no apologies to offer for the past or excuses to make for the future. It has been the aim of the management to conduct it along well defined lines that would meet with the approval of right thinking men and women. It can not reasonably expect to meet with the approval of all people at all times, but it does expect to be given credit for being honest in its views and expressions. It certainly can never be accused of being narrow or prejudiced or visionary. The Tradesman always keeps its feet firmly on the ground and it has never been swayed by sanguinary aims or sinister motives. It is absolutely independent in its views and fearless in its expressions, entertaining progressive ideas and putting them into expression with great freedom. Whenever the Tradesman has found it necessary to criticise or condemn, it has done so with the utmost frankness and fairness and with absolute freedom of prejudice or passion.

It would be impossible for a publication to be conducted along these lines and not make strong friends. The Tradesman believes it has more friends of this character than any other publication in the mercantile line. It has never deceived its readers. It has never, willingly, led them astray. It has been their faithful friend and counselor for years and it is the hope of the publisher that the Tradesman may be conducted, along such safe and sane and sensible lines that it will continue to appeal to the rank and file of merchants in particular and business men generally as a worthy exponent of all that is good in the business world.

BEWARE OF THE LIAR.

Now that the furniture strike has been formally declared off and may now be considered nominally as well as in fact dead, it is in order to point to the lessons the prolonged controversy have taught and to draw mor-

als from them. The city papers have been doing this to a considerable extent and, strange as it may seem, they entirely miss the biggest, most important and most impressive lesson of all; in fact, the only lesson really worth mentioning. The real lesson of the strike is

BEWARE OF THE LIAR.

Up to less than a year ago the factory hands in Grand Rapids were contented and their contentment was that of prosperity, not of sloth and ignorance. The workers were doing well and they knew it. They were buying homes, educating their children and had money in the bank. They were getting their full share of the profits growing out of the furniture industry and had no fault to find with the treatment accorded them by the manufacturers, neither in the matter of wages, hours of labor or other conditions. Then MacFarlane, Shea and other professional friends of labor came among them. These agitators, for their own selfish purposes, lied to the workmen—lied outrageously and unscrupulously. They misrepresented conditions in the furniture trade. They exaggerated the prosperity of the manufacturers and minimized the welfare of the workers. They appealed to prejudices and did all they could to arouse passions and hatred and envy and greed. Some of the workers—the ignorant, the reckless and the discontented—were organized into a union and then, by intimidation, coercion and other tactics well known to the union, the more conservative and intelligent were brought into line. Then came the strike.

The strike lasted eighteen weeks. It cost the city more than two million dollars in productive activity, and a large share of this loss falls on the workers. The workmen and their families, the manufacturers, the merchants—we have all suffered, and all because Grand Rapids chose to give its confidence to a bunch of unscrupulous union sneaks and grafters who came preaching doctrines of unrest rather than to our own citizens, the manufacturers, who had spent all their lives here and whose honorable records constitute one of the city's greatest assets. What the strangers said was accepted at par: what our own citizens said was discounted 75 per cent. and a question mark put against the rest. Believing in strangers who came unknown and unvouched for cost the city millions of dollars. The obvious lesson of the strike is to

BEWARE OF LIARS.

While workers, manufacturers, merchants and everybody else in Grand Rapids have suffered, MacFarlane is enjoying a three months' pleasure trip in Europe out of what he made from the strike. What Shea, Beattie and the others have made is not so easy to calculate, but it is certain that this city's suffering has been substantially to their profit. Whether Mayor Ellis and Sybrant Wesselius have gained anything remains to be seen. Andy Fyfe has landed the United States custom house, the unions and the strike be-

ing potent factors in convincing Senator William Alden Smith, who will be up for re-election next year, that he was the man for the place.

Now that the strike is over it is with much satisfaction that the Tradesman reviews its course. Aside from the furniture journals, the Tradesman has been the only paper in Grand Rapids to denounce the MacFarlane outfit for what it really was—a lot of liars and grafters. Before the strike was inaugurated the Tradesman declared that such a course would be folly, that it was totally unwarranted by any conditions existing in the furniture trade, that the real issue was not wages nor hours but solely and exclusively union domination. When the strike was finally declared the Tradesman said it was a manufactured product, without grievance or sufficient cause, and that it was certain to fail. During the eighteen weeks the strike has lasted not an issue of the Tradesman but has denounced the leaders for what they really were and pointed out how they were fattening on the losses of their dupes. The result of the strike justifies all that the Tradesman has said and done. The people now know they were deceived, that they were misled, that the Tradesman was right. The strike has been an expensive experience, but it will be worth all the million or more that it has cost if in the future Grand Rapids beware of liars who come in the guise of friends of labor to make trouble among us.

WORLD WARNING.

The recent strike in England furnishes a fine example of the viciousness of union labor and its utter unscrupulousness. And the strike was of a magnitude and so conspicuous in its settings that all the world had opportunity to study its workings, and should take warning. About three weeks ago the shovers and shovelers of freight—dockwollers they would be called in Muskegon—along the London wharves went on strike for shorter hours and more pay. This kind of labor in London, as in every other sea port in the world, is the very lowest of common labor, requiring no skill nor intelligence, but merely crude brute strength. The strike temporarily crippled shipping, both the loading and the unloading of freight, but common labor is easy to replace and, in spite of the violence which always accompanies unionism and is a part of union teachings and practices, the ship owners were making rapid progress toward restoring traffic when the dockwollers' union called upon the railroad freight handlers to help them out, and the freight handlers passed the word along to the train men and the train men called for the support of the workmen in the London tubes, or subways, and they all dutifully responded to the orders of the small coterie of professionals who happened to be at the head of the organization. This strike, so sudden in its development and so widespread, put a complete embargo on traffic, both rail and by sea, and London, dependent upon the outside world for food, was without supplies. Food

prices soared, milk was unobtainable the world's metropolis faced a famine. The situation was so serious that the government had to take notice. The appointment of a royal commission, which, by the way, is very unlike a congressional or legislative investigating committee in this country, was offered to examine into any grievances that might exist and arbitrate the troubles. Sure of their strength, made arrogant by the power they knew they possessed, the union leaders defied the government. "Come to our terms or starve," was their dictum. They had "the drop" on government, railroads and the people, and it wasn't arbitration they wanted, but absolute and immediate surrender. And they got it. The union proved itself bigger than government or the parliament or the people and made the capital of the British empire knuckle down to its demands. They made no pretense that what they asked for was reasonable or right; they had the might and that made right.

The London strike illustrates the methods of unionism everywhere. When not sure of its strength organized labor is humble. It asks for arbitration and mediation and makes strong bids for sympathy. As the union gains in strength it grows in arrogance and, when it is strong enough, it becomes a bludgeon and the employer who does not immediately accede to all its demands gets it over the head, regardless of right or reason, justice or fairness. The reason for this is easy to find. Leadership in unionism is not based on conservatism or good sense or wisdom or learning. The men who talk the loudest, swear the hardest, lie the biggest and promise the most win the leadership, and then they must talk, swear, lie and promise to hold their positions. Their followers may not be many but, thoroughly organized and without scruples, they can intimidate the peaceful unorganized workers to do their bidding. This gives the leaders their power and they become haughty in proportion to their strength. The union is a menace to honest industry and to government itself. Its supremacy means slavery for the toiler, who must obey the dictates of the boss, however dishonest or corrupt he may be. It means, too often, starvation for those who stand on their rights as free men. The union should have no place in the industrial plan. It should be stamped out wherever and whenever it raises its head. What has just happened in England and what happened in France only a few months ago when the army had to take command of the railroads to keep traffic open, furnish the world with a lesson and a warning.

Agitation and education may be necessary to bring about any desired reform, but these are not sufficient. A leader is needed to get people to work—to put in action the convictions and desires which are fully matured.

To have plenty of work is of more consequence than to have plenty of money.

POOR PAY HANDICAP.

The other day a company of friends representing three or four different sections, and for that matter as many states, were discussing matters and people in which all were interested. A question was asked how a certain professional man was getting along in the city where he had made his home, and the answer was that he was probably the most brilliant man in his line, not only in the city where he lived but in the locality for some miles about. But it was added that he did not stand very well in the community, that he did not enjoy the respect and esteem to which his ability would seem to entitle him. It was told that there was no fault to be found with his honesty or his character. When asked for an explanation of the statement that the most brilliant man in his profession was not very much thought of, did not stand very high in the city where he successfully practiced that profession, the answer was that, although the man must take in a good deal of money, he was very slow about paying his debts, that he was always owing somebody, and people were after him continually to get their pay. This, it was said, gave him a rather unfortunate reputation in the city where he ought to have been one of the very leading men.

Probably there are just such cases in other cities. There is no getting away from the proposition that prompt payment of one's obligations is a very substantial contribution to good reputation. It goes far toward securing not only the esteem but the respect of the community. No man or woman has any right under the sun to take offense because a bill which is due is presented for payment. If one person gives another the courtesy of credit, then by all means appreciation of that courtesy should be shown by payment when the debt is due. A just payment is acceptable as showing good intentions. The man who does not pay his debts promptly is little thought of by those with whom he has business dealings, and every man must have some business dealings. The fault is even more glaring where the man has himself earning capacity sufficient to raise funds enough to pay. With some it is only a bad habit, which, by giving a little thought, can be overcome. An observant listener could not fail to get a sermon out of the conversation in which a brilliant man was referred to as not occupying the position in the community he might easily have, simply because he did not pay his debts. There is an idea there worth a second thought and a suggestion worth taking into account.

BUTTERFLY WIVES.

A Chicago physician has recently sued out an injunction against his wife, restraining her from ringing him up while he is engaged in surgical operations. The husband complained that the most trifling and uninteresting bits of gossip were phoned him during his busiest hours, and he was on the verge of drink when he sought

surcease at the hands of the court. Lucky man, to be able to appeal to some one. But while we have never been affected this way, and no one has ever had to drive us to drink, we can not refrain from asking what in the wide world does a man marry a butterfly for, anyway, when there are so many good, sensible, long-headed women waiting to be "asked." That is what we'd like to know.

It is getting to be a common misapprehension that the automobile is putting the horse out of business. On the contrary the fact remains that it never took more money to buy a good horse than it does to-day, and even the price of the poor ones is higher than formerly. Those interested in trotting races have insisted that this sport is languishing, and that the breeding of trotting horses has fallen into innocuous desuetude. Proof to the contrary is furnished by the fact that last week a horse named Uhlan trotted a mile in two minutes flat in Cleveland, and made even a better mark for half a mile. It is a good many years ago that a horse named Yankee was counted the swiftest in the world, and he made a mile in 2:59 and Dexter was a wonder at 2:40. More than fifty years ago Flora Temple made it in a quarter of a second better than 2:19, and it was in 1874 when Goldsmith Maid brought the record under 2:15. Uhlan does not hold the record at two minutes flat, but his performance at Cleveland is worthy of comment.

The school year opens all over Michigan the first Monday in September, which, it may be remarked, is less than three weeks away. Michigan has a great army of school children. Every city, village and school district has its contingent, and these children will need things before they can respond to the school bell. The little girls will need dresses and hats and ribbons and bibs and tuckers; the little boys must have panties and waists and coats and caps, and all of them will want shoes and school books. The merchants who handle school children's supplies should get out their stocks early and display them where the children can see them as well as their parents. It is probable the children will not be exactly delighted at the suggestion that schooltime is almost here, but it is a fact they must face and a new outfit may in a measure reconcile them to the inevitable. The new outfit is the feature the merchant should play up.

A New Jersey woman has been a cook in a family for forty-two years. She has never asked for a vacation, has never found fault with anything, has always cooked on a coal range and is happy and contented. She is 66 years old and never went to the theater or moving picture shows, and says she never had time to have a romance. Reading about such a treasure makes some people think the millennium must be coming before long.

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Detroit Produce Market

How Whey Butter Is Made in Wisconsin.

While I was standing on the depot platform at St. Cloud, Wis., one day recently several rigs drove up and unloaded cans of whey cream, and two autos buzzed up with several cans of whey cream that was brought in from some factories five or six miles out. The Ripon Produce Co. receives most of the whey cream from the western part of Sheboygan and Fond du Lac counties, and they make a very good article of butter from the cream.

There are a few cheese factories in Sheboygan county that manufacture their whey cream into butter, and these have a good home market for their goods. This butter is of a higher grade than some of the creamery butter shipped in and sold by the local groceries. This whey butter is sold in the local market, usually at 2 cents below Elgin and, from careful enquiries, we learn that it nearly crowds out the oleomargarine of which there is a good deal sold in the dairy districts of Sheboygan.

A large cheese factory can churn whey butter at a profit, especially if they can buy the cream from a few neighboring factories and if the cheesemaker knows the mystery of making butter, which few cheesemakers do. But the average Wisconsin cheese factory does not receive enough cream from their own whey to warrant putting in their own churn, and have an inexperienced man attempt to make butter. It is much better to ship the cream to a churning station, as most of the factories are doing that are skimming their whey.

There are a few rules that a cheesemaker, desiring to make a success of this must carefully observe. The first rule is, cleanliness in handling the whey, keeping all pipes clean through which the whey flows, as well as the separator. A cheesemaker can not expect a nice, sweet article of whey cream unless everything that the whey comes in contact with is kept perfectly clean and sweet. We have noticed several skimming outfits that were being neglected, and this should not be. If the cheesemaker has not time to clean things, and the factory can not afford to hire the extra help, they had better not attempt to skim the whey, but, in most cases, where things were not kept clean we noticed that the cheesemaker had plenty of time to sit down and rest while he was entertaining us.

Where a cheesemaker has all he can do to tend the factory, without

skimming the whey, it would pay to hire a helper. The factory's commission from skimming would pay for the extra help, and the extra help would relieve the cheesemaker of some of his work and give him a chance to turn out a better cheese, also to keep the factory in better condition.

The second rule to observe is, to keep the cream from souring. If the factory has no ice house, the cream cans should be put into a tank of cold water and cooled down to 60 degrees or below, as soon after skimming as possible. If the cans of cream are placed in a good sized galvanized tank, which is fitted with an overflow pipe, it is an easy matter to cool the cream. The pipe from the pump should discharge the water near the bottom of the cooling tank. This will bring the warm water to the surface, and it will be carried off through the overflow pipe into the drain. The temperature of the average well water in this section of Wisconsin is 48 degrees Fahrenheit. Where a tank is fitted so that the engine can pump steadily until the cream is cooled, there is no difficulty in keeping the cream within a few degrees of the temperature of the well water. Then, deliver the cream to the station near train time, so it will not have to stand very long on the platform in the hot sun, as it is rank folly to cool the cream and keep it sweet at the factory, then haul it to the station and let it stand in the sun all day. A cheesemaker who will ship cheese or cream in this way is not up to date.

Any wide-awake, up to date cheesemaker can skim the whey and ship the cream without any special instruction in the line of buttermaking. Carefully follow the instructions furnished with a whey separator and, if you are always observing, you will soon be able to run the separator as well as your brother buttermaker. If you want to get all the butterfat there is, do not crowd the separator beyond its capacity. See that your receiving whey tank is large enough so that you will not have to hurry the skimming when drawing the whey from the vat.

Where a cheese factory is owned by the individual and the milk is made into cheese on a commission, for so much per pound, as is the case in so many of the Wisconsin factories, the cheesemaker has no right to skim the whey without the permission of the farmers. The farmers own the cheese and the whey, and they should be consulted as to what shall be done with their property, and the farmers are quite apt

to resent any liberties taken with their property by the cheesemaker. It is an easy matter for the cheesemaker, if he desires to skim the whey, to consult the farmers as he sees them every morning when they deliver the milk and, if he intends to give the farmer what belongs to him, he will encounter little opposition if the subject is presented in its proper light. But, if he is going to skim the whey for his own profit, then the farmer has a just cause for complaint. I speak about this to warn cheesemakers against attempting any such tricks.

I visited a factory not long ago where this was tried, and the owner of the factory is now looking for a buyer. The patrons have lost confidence in the cheesemaker, who is the owner of the factory, and the chances are that if he does not sell before another season a good many farmers will leave his factory and take their milk to neighboring factories. Then the next owner of this factory would have an uphill job on his hands to build up the patronage of the factory to where it is now. From now on this factory will skim the whey

for the farmers' profit as well as for the cheesemaker's. This cheesemaker deliberately stole from the farmers, skimming the whey and putting the profits all into his own pockets. Consequently the position of the cheesemaker is not a desirable one. Among the thirty-five or forty patrons who drove up in the morning there was not one with a smile or a pleasant word for the cheesemaker. No one spoke to him unless absolutely necessary, every one watched him carefully while he was weighing the milk and stopped to see if the weight was put down correctly on the tally sheet, as well as on their own books. In fact, he was being made to feel that they considered him a dishonest man.

I want to urge every cheesemaker to send a cheese to the next scoring contest. These scoring contests are for the benefit of the cheese and buttermakers. Stick to them.

T. A. Ubbelohde.

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OLD TIME MERCHANTS.

Side Lights on the Careers of Local Pioneers.

Written for the Tradesman.

During and for several years following the Civil War Lewis Porter carried a stock of clothing and conducted a customs shop at 15 Canal street. Among his employes were Col. E. S. Pierce, I. L. Crittenden, Capt. Silas Pierce and John Morton. Porter was an active politician and loved the excitement of the campaign. Porter, John R. Stewart, the late Noyes L. Avery and A. B. Turner managed the political affairs of the Republican party in Western Michigan, under the guiding hand of Zachariah Chandler. Porter spent a great deal of time in Washington serving the Government in minor positions, but finally landed a ripe, juicy plum, the postmastership of Washington. Porter sold his clothing business to Colonel Pierce and built the Porter block at the head of Monroe street. Chandler never failed to reward faithful adherents. Avery was given the local postoffice to manage; Turner the office of Collector of Internal Revenue and John R. Stewart the superintendency of the Government building in Grand Rapids during its erection, a job that continued several years.

In the early part of the year 1865 there was but one bank in Grand Rapids—the First National. Later in the year the City National was organized by Ransom E. Wood, Thomas B. and Francis D. Gilbert, William B. Ledyard, R. C. Luce, Henry Fralick, J. Frederic Baars and others. The little store on the northeast corner of Monroe and Ottawa streets was leased and the bank commenced business, with J. Frederic Baars as Cashier. His assistants were Capt. E. H. Hunt and the late Edwin Hoyt. Capt. Hunt is the only survivor of the bankers of 1865. He is still active in the service of the Grand Rapids National City Bank, the successor of the old City National Bank.

For several years before its destruction by fire, nearly forty years ago, Aaron Courtright was the proprietor of the Bronson House, located on the corner now occupied by the Wurzburg store, on the corner of Canal street and Crescent avenue. The building had been in use many years and when Courtright took charge the property was very much dilapidated. Courtright's hotel was the favorite resort of log runners, mill hands and sportsmen of the lower class. The barroom was a very disorderly place and rows and fights were of daily occurrence. Courtright, an active and very powerful rowdy, did not object to the disposition of his guests to fight and often mixed in with the gang himself. Not infrequently the crashing of glass in the windows of the saloon would be caused by the appearance of a man whom Aaron had thrown bodily into the street. Aaron was a bully, ever seeking for trouble and eventually he found his master in a thin, quiet, nervous, wiry little man who put Aaron to bed

one afternoon for a week "just to shew him," the little fellow exclaimed, "that I bore no hard feelings toward him." After the destruction of the Bronson House, Courtright moved to Newaygo and purchased the Brooks House, which he managed during the remainder of his life.

A file of the Grand Rapids Enquirer for 1855 records an accident sustained by Peter Weber, a poor German, while engaging in working upon a building, from which he fell. The Enquirer suggested that a subscription paper be circulated and a fund raised to provide for his necessities. Weber was a thrifty man and did not remain poor very long. For years he managed a small hotel called the Weber House and before his death erected and occupied for a number of years a four-story brick building on Canal street, adjoining the Hermitage.

Valentine Richter, a popular German, was the original proprietor of the Ohio House, having erected the building bearing that name on the northeast corner of Hastings and Canal streets. A daughter manages the establishment successfully. The house has ever enjoyed a good patronage.

The Farmer's Home was a small hotel located on Canal street adjoining Squier's Opera House. It was destroyed by fire and the Carroll building, erected by the Fullers, now covers the site.

The Clarendon Hotel was erected forty years ago and was named the Rasch House by Robert Rasch, who erected it. At the same period a popular restaurant, conducted by a man named J. Bentham, was located on ground adjoining the Hotel Pantlind, on Canal street.

Samuel W. Young, a Hollander, was a successful restaurant keeper, located on Canal street opposite the Winegar Furniture Company's store. He acquired a competency, sold out, engaged in the lumber trade and lost his fortune. One of his sons is John H. Young, the famous artist of New York.

At 17 Canal street William D. Meeker sold dry goods during the Civil War period and a few years following. His daughter was the wife of the late General Israel C. Smith and the mother of M. F. Smith, an officer of the regular army. Meeker died a few years after the war closed.

As a youth, Lester J. Rindge was employed in the dry goods store of John W. Peirce. A man named Whitley was the leading dealer in footwear in the town and, feeling the need of an active, trustworthy energetic young man to assist him in his business, he enquired of Peirce one day where he could find such a man. "Try young Rindge," Peirce remarked. "You will find him reliable and just the man you want." Whitley engaged Mr. Rindge and in a few years recognized his great value to his business by offering him a partnership. The firm of Whitley, Rindge & Co. was organized, from which the Rindge, Kalmbach, Logie & Co. and the Rindge-Krekel Com-

pany spring. Mr. Rindge continues to devote the energy and the intelligence to his business that Mr. Peirce recognized as in the possession of the boy of sixty years ago. Arthur S. White.

Moving Pictures of Big Cheese.

For the first time in history the United States Government has contracted for moving pictures showing the complete construction of an American product.

Secretary James Wilson, of the Department of Agriculture, has recognized the educational possibilities of showing in moving pictures the construction of the 12,000 pound American cheese, to be built in this city for the National Dairy Show, and has contracted with the Selig Polycoppe Co., of Chicago, through N. Simon, the local cheese expert, who will make the mammoth six ton cheese, for 30,000 pictures.

Under the contract the moving picture concern guarantees to exhibit the pictures to over 5,000,000 people and then the pictures will be purchased by the Agricultural Department and placed on file in Washington.

The preliminary work in preparation for the construction of the cheese is under way and within a week or so everything will be in readiness for the actual construction.

Views will be secured of the sanitary dairy farms of Outagamie county, showing the herds of registered Guernsey, Holstein and other pure bred cattle which will furnish the 130,000 pounds of milk required for the big cheese; the process of milking, cooling and caring for the milk, placing it in cans and of the dozens of wagons and automobiles hauling the milk to the various cheese factories; the work of preparing the curd in those factories and transporting it to the Simon plant in this city, and then the work of twenty expert cheesemakers and twice as many experienced helpers in making the gi-

gant cheese will be photographed in detail.

Secretary Wilson expects to witness the manufacture of the cheese himself if possible, but if not will have a representative of the Agricultural Department here, as will also the National Dairy show, various dairy journals and metropolitan newspapers and magazines.

The amount of advertising the city of Appleton and Outagamie county will get out of the manufacture of the big cheese can not be estimated in dollars and cents. The big cheese itself will be viewed by several hundred thousand people, while the moving pictures showing the construction of the fine Outagamie county farms, cattle, etc., will be exhibited in practically every city in the United States as well as in Canada.—Appleton (Wis.) Crescent.

Wonderful Crops in Kansas.

A traveling man from the East, visiting Kansas for the first time, was struck by the prosperity of things in general, and especially by the enormous corn crop and the size of the corn.

Here is what he wrote to his friends at home:

"Most of the Kansas streets are paved, grains of corn being used for cobblestones, while the cobs are hollowed out for sewer pipe. The husk, when taken off whole and stood on end, makes a nice tent for the children to play in. It sounds queer to hear the feed man tell the driver to take a dozen grains of horse feed over to Jackson's livery stable. If it were not for the soft, deep soil here I don't see how they would ever harvest the corn, as the stalks grow up as high in the air as a Methodist church steeple. However, when the ears get too heavy their weight presses the stalk down in the ground on an average of ninety-two feet; and this brings the ear near enough to the ground to be chopped off with an ax."

ESTABLISHED 1891

F. J. SCHAFFER & CO.

BUTTER, EGGS AND POULTRY

396 and 398 East High Street, Opposite Eastern Market

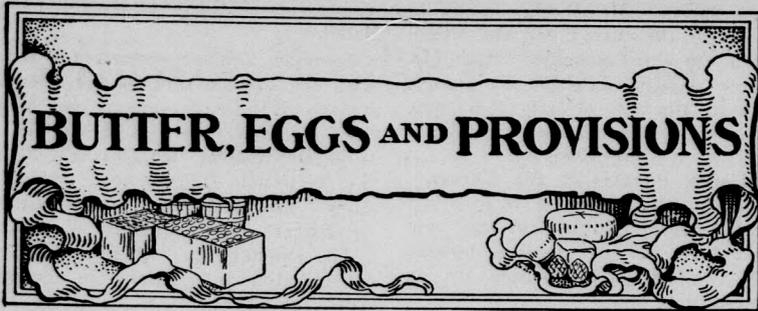
Associate Houses | Ionia Egg & Poultry Co., Ionia, Mich.
| Dundee Produce Co., Dundee, Mich.

Detroit, Mich.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.



How Tea and Coffee Aid the Sick.

Tea and coffee when properly administered to the sick are of great value, but the physician should be consulted as to their use, as they might interfere with the actions of the medicines which the patient is taking. A great deal too much is said against these beverages, which are both stimulating and nourishing, by some people, but, on the other hand, they are also often given in too large quantities, or too frequently.

A little tea or coffee restores invalids quite as much as a great deal; and a great deal of tea or coffee impairs the little power of digestion they have. Yet a nurse, because she sees how one or two cups of tea or coffee restores her patient, often thinks that three or four cups will do twice as much. This is not the case at all. It is, however, certain that there is nothing yet discovered which is a substitute to the patient for his cup of tea; he can take it when he can take nothing else, and he often can take nothing else if he has not tea. It would be very desirable to have the detractors of tea put out what to give a patient after a sleepless night that is better.

If you give it at 5 or 6 in the morning, the patient may even sometimes fall asleep after it, and get, perhaps, his only two or three hours' sleep during the twenty-four. At the same time, you should not give tea or coffee to the sick, as a rule, after 5 o'clock in the afternoon. Sleeplessness in the early night is usually due to excitement and is increased by tea or coffee; sleeplessness which occurs in the early morning is often from exhaustion, and is relieved by tea. When you see the natural and universal craving in the sick for their "tea," you can not but feel that Nature knows what she is about.

Persons about to incur great exhaustion, either from the nature of the service or from their being not in a state fit for it, are frequently advised to eat a piece of bread. If the recommenders would themselves try the experiment of substituting a piece of bread for a cup of tea or coffee, or beef tea as a refresher, they would find it a very poor comfort. When soldiers have set out fasting on a fatiguing day, or when nurses have to go fasting to their patients, it is a hot restorative they want and ought to have before they go, and not a cold bit of bread. If they can take a bit of bread with the cup of hot tea, so much the better, but not instead of it. The fact that there is more nourishment in bread than, in almost anything else has probably induced the mistake. That it is a mistake there

is no doubt. It seems, although very little is known on the subject, that what "assimilates" itself directly, and with the least trouble of digestion, with the human body, is the best under the above circumstances. Bread requires the above circumstances. Bread requires two or three processes of assimilation before it becomes like the human body. The almost universal testimony of men and women who have undergone great fatigue, such as riding long journeys without stopping, or sitting up several nights in succession, is that they could do it best upon an occasional cup of tea—and nothing else.

Let experience, not theory, decide upon this, as other things.

The prune furnishes the paragraphs material for many jokes, but out in California the prune is looked upon seriously. An advertisement recently appeared in a San Jose paper saying: "Wanted—Stanford and California students to help Santa Clara county harvest its 250,000 tons of prunes this year." The prune crop in that state is as bad as the wheat crop in Kansas. There are plenty of prunes, but the laborers are few. An effort is to be made to have the Leland Stanford and California universities give the students a vacation until the last of September, so that the necessary help may be engaged to harvest the prune crop. The San Francisco schools, including the high and grammar schools, will be closed until about October 1, so that the children and their parents can pick prunes, just as they pick hops in this part of the country. The prune growers want 10,000 pickers, 2,500 drivers for trucks and 2,500 more to work in the driers. Between 60,00 and 65,000 acres are devoted to prunes in California.

Why He Stopped.

"I suppose in these days of trolley cars and free delivery, you get a daily paper?" said the grocer to the farmer, who had brought in butter and eggs.

"Yes, I did get a daily for awhile," was the reply.

"Too expensive to keep it going?"

"Oh, no. The cost was not much, but my hired man got to reading it right along."

"And it took him from his work?"

"Not only that, but every time a hot wave was recorded, with people in town being knocked out, the durned kuss would keel over in the field and have to be brought to the house and worked over for the rest of the day. He had worked for me for five years and never complained of the heat, but you see the daily paper gave

him his cue. I got on to the game and stopped it, and Hiram hasn't had a sunstroke since. In fact; the other hot day, when the cabbageheads were bursting under the sun, he came up to a boiled dinner to say that the summer was too cool for a good oat crop."

Ground Feeds
None Better

WYKES & CO.
GRAND RAPIDS

Post Toasties

Any time, anywhere, a delightful food—
"The Memory Lingers."

Postum Cereal Co., Ltd.
Battle Creek, Michigan

COFFEE

Buy your COFFEE direct from the roaster and save the expense of selling.

Fine Santos Coffee 18½c to retail at 25c
Lucky Strike Coffee 2½c to retail at 30c
Coffee Ranch Coffee 24c to retail at 35c
Pure Mocha and Java Coffee 28c to retail at 40c

These are the finest drinking Coffees that grow.

Not over 10 days on any accounts.

Coffee Ranch

J. T. Watkins., Prop. Lansing, Mich.

Swiss Cheese Cutter



Patented Oct. 26, 1909

Size of machine 36 inches long, 10¼ x 9 inches—all up-to-date. Merchants should have one of these cutters. They fill a long felt want and will keep the cheese fresh and clean and make Swiss cheese profitable to the merchant instead of unprofitable. Thirty days free trial. Price, \$20 f. o. b. Rutland. Those interested send their address to

L. J. KUNICK,
Rutland, Illinois.

Also patent is for sale or trade. What have you that is worth \$5,000? Address above.

SUMMER SEEDS

If in need of seeds for summer sowing such as Turnips, Rutabaga, Dwarf Essex, Rape, Sand Vetch, Alfalfa, etc., ask for prices.

Alfred J. Brown Seed Co. Grand Rapids

Roy Baker

General Sales Agent
Michigan, Indiana and Ohio

Sparks Waxed Paper Bread Wrappers
And Weaver's Perfection
Pure Evaporated Egg

Wm. Alden Smith Building
Grand Rapids, Michigan

TRACE Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich.

H. B. Stanz Co.
WHOLESALE DEALERS & IMPORTERS OF
ALL KINDS OF
CHEESE

We have the output of 30 factories.

Brick, Limburger in 1 lb. Bricks, Block Swiss

Write for prices.

Milwaukee, Wis.

Headquarters for all kinds of fruits and vegetables
Our weekly price list free

THE VINKEMULDER CO.

Grand Rapids, Mich.

WANTED---Packing Stock Butter

Ship us your ROLL or PACKING STOCK BUTTER, DAIRY BUTTER and EGGS and receive the highest market price. Prompt settlement. Send for our weekly quotations.

Dairy Farm Products Co. Owosso, Mich.

How a Merchant Meets Mail Order Houses.

At last that bugaboo of the local merchant everywhere, the mail order house, is meeting brisk competition from the home tradesman—and with mail order methods at that.

Just as the Japanese lowered the pride of Russia by using the white man's implements of warfare, so the small town storekeeper, who has felt himself downtrodden by the postal magnates of the big centers, has adopted the usages of his enemy and already is beginning to "cut in."

Catalogues, "Paris fashion" posters, "follow up" letters and price lists—all the pet weapons of the big mail order house by which they command rural trade, have been seized by merchants to keep the money of the countryside at home. The rural free delivery mail routes are now being burdened with the literature of nearby mercantile firms, which clash effectively with gaudy pamphlet outputs of the big city "plants."

"Intensive retailing" is one of the names coined to describe the new system. In results it is claimed that it will beat intensive farming. Certainly the field is as yet raw, and if the inventors have read the American housewife rightly, the reaping will be abundant.

Pretty Pictures His Downfall.

J. B. Sellers is proprietor of the Beehive department store in Jokopolis, Ia. Far from being a beehive, his establishment has more resembled a deserted grotto or a cave of the winds. Mail order competition has cut heavily into his business. His former customers have been assailed by booklets filled with pretty pictures, tempting price figures and "selling arguments," which are as the song of the Lorelei against his own circulars, crudely printed and crudely composed.

The building of the interurban trolley helped him some, enabling farmers' wives to get into town and within reach of his attractive displays of "real goods." But the thrall of the pretty pictures is over them. Also the idea of getting their garments direct from the big city. In turn the wholesaler in the metropolis feels the decline of sales in the Beehive. This is the natural effect, which pinches early. But now the wholesaler, like a husky big brother, comes to the rescue of Mr. Sellers, and by the same blow resuscitates his own total of profits.

The wholesaler, with money at his command and in close touch with the heart of things, is in a position to buy talent and brains. This he does, and soon the machinery which is to accomplish the checking of mail order competition is in motion.

A procession of catalogues, posters, order blanks, "typewritten" letters and "follow up" communications begins to flow toward the clientele of Mr. Sellers in Jokopolis. Every one of his former customers, as well as prospective ones, receives a brand new consignment of merchandising literature more attractive if possible than any that has come before. At first the curious housewife is un-

der the impression that another big mail order firm has obtained her name for its list.

Imagine her amazement when she observes that on the first page of the colored catalogue, right under the Newport girl and her bunch of orchids, is the insignia of the Beehive department store, Jokopolis. She is startled again when she receives a typewritten letter, addressed in her own name, inviting her to examine the stock of Chicago made garments now on display at the Beehive. It is all personal, and the word "you" is underlined.

Perhaps she puts off her visit to the Beehive, through press of household duties. With a jolt she is reminded of her duty to herself and to the fashionable ensemble of the community by a second typewritten missive, which expresses deepest disappointment that she has not called, and urges her, above all things, to be sure and pay her visit at the earliest possible moment. Before she has time to pin on her hat another envelope arrives, containing "picture samples" of fall suitings obtainable at the Beehive. On her way to town on the car she picks up a newspaper and there notices a Beehive advertisement. But it differs from the usual dull announcement in thick, inky type. An attractive "girl" picture takes up most of the space, and the announcement is couched in skillful city department store English.

Time Ripe For Action.

And that is the way Mr. Sellers succeeds in stirring up trade among the strongest adherents to mail order goods in his district. The catalogues and circulars he secures in big shipments from his wholesalers. Before these are sent from headquarters the address of the Beehive is printed on every one of them. Advertising "cuts" for newspapers and even lantern slides for moving picture theaters are supplied by the "big brother" in the city.

"It is high time that such action was taken in behalf of the country merchant," said a Chicago sales manager. "That the mail order houses have sabred the business of the local merchant right and left can be shown by figures. Last year 9,000 general stores went out of business in the small towns of America, in addition to 3,000 establishments doing a strictly dry goods business. This is not a keynote of business depression. Far from it. It is merely a statistical tribute to the sales efficiency of the mail order houses, proving that the printed word is stronger than the spoken word and that its business grasp is infinitely longer and stronger."

One of the epigrams of a wholesale woman's tailoring company in this regard is that "the fight to-day is not with the cost of mail but with the power of the mail."

James Kells.

If you allow flies to flock into your place of business your trade will fly from you—a hint to restaurant keepers and food venders.

It Made a Difference.

A North Missouri justice of the peace is deeply impressed with the responsibilities of his office. The northern line of fence on his farm is also the boundary of Missouri and Iowa. One day the justice saw his son and his hired man fighting near it, and he ran to them, shouting: "I demand peace in the name of Missouri!" Just then the combatants clinched and fell against the fence. The fence couldn't stand the strain and broke. As the two toppled into Iowa the squire whooped. "Give him h—, son; I've lost my jurisdiction"



Mr Grocerman: Your interests are ours, too. Sell **MAPLEINE** (A distinctive flavoring) Better than real maple. Made from aromatic roots and herbs which have absorbed the richest elements from sunshine and soil—mountain air and ocean breeze. Many flavors blended and mellowed into one, that's Mapleine. Makes home-made sugar syrup better than real maple at a cost of 50c per gallon. Can be used anywhere a flavoring is desired. Advertised everywhere—nice profit, demand steady and growing. Order from your jobber today, or Louis Hiffer Co., 4 Dock St., Chicago, Ill. CRESCENT MFG. CO., SEATTLE, WASH.

G. J. Johnson Cigar Co.

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

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
Manufactured by Wells & Richardson Co. Burlington, Vt.

Hart Brand Canned Goods

Packed by
W. R. Roach & Co., Hart, Mich.

Michigan People Want Michigan Products

Wanted—Butter, Eggs, Veal, Poultry and Huckleberries

F. E. Stroup, Grand Rapids, Mich.
References:—Commercial Agencies, Grand Rapids National Bank, Tradesman Company, any wholesale grocer Grand Rapids.

ISEBELL'S SEEDS WE WANT YOUR SUMMER ORDERS

We make a great specialty of supplying Michigan storekeepers with our HIGH GRADE SEEDS IN BULK.

Drop us a card and we will have our salesmen call and give you prices and pointers on how to make money selling seeds. Do it quick.

S. M. ISEBELL & CO. :: Jackson, Mich.

W. C. Rea **Rea & Witzig** A. J. Witzig

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.
"BUFFALO MEANS BUSINESS"

We make a specialty of live poultry and eggs. You will find this a good market. Ship us your poultry and eggs.

REFERENCES—Marine National Bank, Commercial Agencies, Express Companies, Trade Papers and hundreds of shippers.

Established 1873

Established 1876

We Sell Medium, Mammoth, Alsike, Alfalfa Clover, Timothy Seeds

SEND US YOUR ORDERS

Moseley Bros.

Both Phones 1217

Wholesale Dealers and Shippers of Beans, Seeds and Potatoes
Office and Warehouse, Second Ave. and Railroad

Grand Rapids, Mich.

Huckleberries and Blueberries

Want to arrange for regular shipments

We have the trade and get the prices

Both Phones 1870

M. O. BAKER & CO.

TOLEDO, OHIO



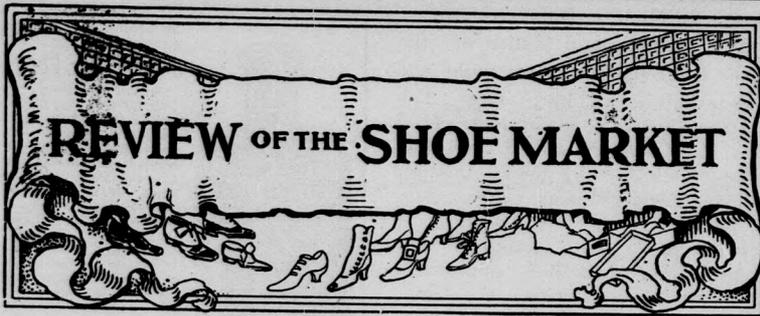
Trees Trees Trees

FRUIT AND ORNAMENTALS

A Complete Line

GRAND RAPIDS NURSERY CO.

418-419 Ashton Bldg., Desk B :: Grand Rapids, Mich.



Some Very Essential Things About Heels.

What They Are Made Of.

The heels of shoes are made from quite a wide variety of materials and combinations. In the first place, we have heels of solid leather, which may be solid sole leather, making a very heavy heel, or they may be made of belting leather, which makes a lighter heel, or of upper leather, which makes a still lighter heel. In either event, these heels are made from pieces.

The ordinary sole leather pieces that are too small for soles, insoles, half soles, taps or counters, are cut into heel lifts; and the scrap from factories making leather belting is also cut up into heel lifts for making what is known as "belting" heels. Upper leather pieces, consisting of the small scraps from the upper leather cutting room are extracted prior to being cut into heels. The usual method of extracting is to put the upper leather pieces into a closed tank of gasoline, which will extract the oils and chemicals used in tanning and leave the thin pieces of leather free from all tanning agents and suitable for use in making heels.

Three Best Qualities of Heels.

Now these are the three very best qualities of leather heels, the upper leather or the "belting" heel being preferred on women's shoes particularly, because of their being lighter than sole leather heels. Neither one of them, however, will wear as well as a sole leather heel, providing the wearer is one of those individuals who will not have the heels repaired when the top lift is worn through. When this condition of wear is reached, the "belting" heel and the upper leather heel do not offer very much resistance, because the material of which they are made is a great deal more soft and yielding than the sole leather heel.

We see, therefore, that the upper leather heel and the "belting" heel are not in demand because of their wearing qualities but simply because they are light in weight and in deference to the prejudice against making heels, particularly on medium to good grades of shoes, of anything but solid leather.

To one who understands the construction and the wear of heels, this solid leather prejudice does not seem to be very well founded for the reasons just stated that the upper leather heel, and the "belting" heel, although made of solid leather, are much softer than the sole leather heel, but will not stand as much wear.

Still less well founded is this prejudice if it is so strong as to be satisfied when assured that a heel is made of all leather without understanding the real conditions. In the three heels already referred to, each are made of solid leather, although some portions of the leather is very much inferior to others. For instance, a sole leather heel is certain to be made of the very poorest portions of the sole leather, and if among the sole leather scraps there is a piece of good quality, it will be cut into a top lift and not into a heel lift, and the same is true of belting pieces and upper leather pieces, with regard to quality.

The Tops Must Give Service.

Upper leather pieces consist mainly of flanks and shins, coarse and stretchy pieces and scarred pieces that are unfit to use in shoes. Therefore, we see that even heels made from solid leather are often made from the poorest of leather, all except the top lift, which is the one thing about a heel that really has to stand service in wear. But when we come to the heel that is made of "all leather," or so claimed, we do not necessarily find solid leather, but such a heel may be made from skivings or pasted stock, or pancake. Just where the claim of all leather would end, and the condition of shoddy begin, would depend upon the elastic conscience of the claimant. Pasted stock is usually composed of thin skivings well laid together and made into cakes under pressure. It is all leather, except the paste or cement which holds it together.

The same is true of tannery skivings, which are thicker skivings as a rule and are cemented together in sheets under pressure. These, too, are all leather except the paste or cement.

"Pancake" and "Pieced" Heels.

Pancake is usually composed of thinner skivings and leather sweepings, put together with paste, with little regard for the way in which the thin layers are related to each other, and pressed into cakes. When cut into heels, pancake stock shows very open and coarse and very readily swells when exposed to moisture. Unquestionably the pancake heel is the poorest heel that was ever made, and probably is more responsible than any other type of heel for the prejudice against shoddy in heels, and yet the pancake heel is all leather, except for the "fake" bargain shoe stores it often happens that the only life of leather in the heel would be the top lift.

Then we have combinations of leather board with solid leather, tannery skivings or pasted stock, but not much solid leather is used with pancake because the pancake is too poor. It is believed that the poor-

Mayer HONORBILT

FINE SHOES FOR MEN
A SNAPPY LINE

CHAMPION
TENNIS SHOES
SOLD BY
DETROIT RUBBER CO.

Bath Caps Water Wings, Etc.

Ayvad's Water-Wings



Learn to Swim by One Trial.

Get our illustrated 1911 bathing circular, full of excellent values. Write today.

Goodyear Rubber Co.

W. W. Wallis, Mgr. Milwaukee, Wis.
IN BUSINESS SINCE 1853

"Buy 'em where they have 'em"



We ship orders the day
received

Simmons
Boot & Shoe Company
Toledo, Ohio

Our "Bertsch" Line of Goodyear Welt Shoes for Men

with its constant additions of new lasts is easily becoming one of the strongest and most popular lines on the market.



We show here our No. 961 Gun Metal, built over our last No. 26. (This last by the way is one of the most popular lasts we ever put out). We make this shoe in all leathers and it is perfectly finished in every detail. The same exacting care is exercised in finishing the small essential details and in having only highest quality linings, facings, eyelets, etc., as we use in selecting the only absolutely first quality leather for the uppers and bottoms of the shoe.

We would like to send you on "suspicion" a case of these trade winners to convince you of their superiority. Drop us a card today.

They Wear Like Iron

HEROLD-BERTSCH SHOE CO.
MAKERS OF SHOES

Michigan agents for the famous Wales Goodyear (Bear Brand) Rubbers
Grand Rapids, Mich.

ness of the pancake stock has created much unjust prejudice against the use of leather board. There is this difference between pancake and leather board: Pancake is simply a mass of fine skivings and sweepings thrown together with paste on the "hit-or-miss" plan, while leather board is made by grinding up leather scrap and mixing it, usually with wood pulp.

While wood pulp is not looked upon very highly, the product when made certainly does have an even texture which admits of a good finish, which is not the case with pancake stock. Speaking of wood pulp we are reminded that a very large proportion of our highest priced women's shoes carry heels that are made of wood, meaning the high wood heels that are usually covered with leather to match the uppers. It is not easy to see why there should be quite so much prejudice against the use of a material in heels partly composed of wood pulp, while in other heels, on shoes of much higher grade and price, the call is for a wood heel.

Prejudices Against Some Makes.

Neither is there much apparent reason why a retail shoe dealer should be prejudiced against the use of a reasonable substitute for leather in that portion of the heel which does not receive hard usage, while at the same time he will be content with an "all leather" assurance, even although such an assurance may be used to cover heels made in whole, or in large part, from tannery skivings, pasted stock or even pancake stock.

The writer, who knows something from actual experience about the different methods of producing heels, and who realizes the necessity of a careful selection of values in the materials used in constructing heels, to the end that they shall have the maximum of service, with the minimum of cost, that essential values may be placed in other portions of the shoe, would say that for a shoe for his own wear he would be perfectly satisfied with a heel made of leather board except the two lifts next the top lift, and these two lifts he would have of a superior quality, as far as heel lifts go, and he would rather have these heels made with a cheap base and a high-grade top next to the top lift than to have money spent in any other way on the heels of his shoes.

What the Quality Depends On.

If there is any margin of saving to be made on a heel of this quality over a solid leather heel, the writer would like to have that saving invested in a high quality of sole and upper. Heels made from pasted stock or tannery skivings cost more and consequently do not permit of as much quality being put into the lifts of solid leather that are usually used next to the top lift. In building heels, like any other business, the quality of the heel depends not only upon the amount of money that is allowed to build it, but also upon the selection and combination of mate-

rials designed to make a good value heel for a certain priced shoe.

The opinion is expressed that if retail shoe dealers in general knew more about heels, the materials they are made of and the way they are built, and why, it would be to their advantage in buying their shoes, because they could more intelligently discriminate between the different qualities of heels as applied to the different grades of shoes. At the present time there is a great deal of prejudice upon this matter, much of which is founded upon a very poor conception or understanding of the real value of the heels.—Shoe Retailer.

The Uses and Abuses of Aviation.

To those who look upon the tragedies of the air as exploits of foolhardiness, differing little from the sickening casualties of the automobile track, a word of suggestion may be given.

In all the record of human progress some toll of human life must be taken. Without experiments, without the self-sacrifice of pioneers in all advanced movements, the world would stand still and civilization would be the mere repetition of thousands of years.

The introduction of steam was attended by forebodings and criticism. Rapid railway and ocean travel was condemned at the outset as a useless waste of life, a criminal perversion of natural laws. Hygienic and medical laws were changed only after stubborn resistance from those who were governed by timidity, conservatism or superstition.

The conquest of the air is as sure as the establishment of the steam railway, the automobile, the telegraph and the telephone. But it can not come until many experiments have been made and, unhappily, many lives have been devotedly offered up by the pioneers of progress. This is an inexorable, an unavoidable, attending circumstance. It is possible only to minimize the fatalities by the constant exercise of the greatest caution, and to develop the airship not simply as a sport, with its foolish rivalry, but as a well-planned, well-considered step toward the accomplishment of a great end.

The real contributor toward the perfection of travel through the air is he who enters on a contest of speed and endurance only after he has practically the absolute assurance that the conditions surrounding him are as favorable as human knowledge can determine. Fatalities or accidents brought about by recklessness and foolhardiness are simply detrimental to the end and aim of the true disciples of aviation.

Has a King Beaten.

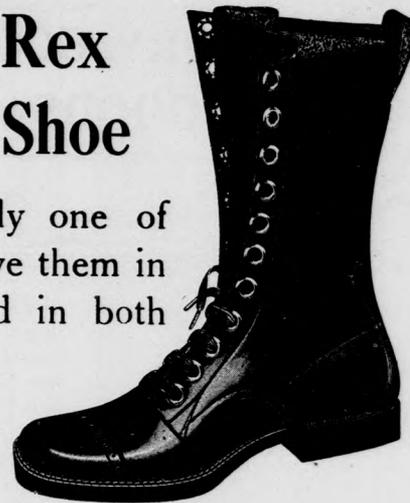
"Now, children," said the school teacher, "can any of you tell me of a greater power than a king?"

"Yes, ma'am," cried the little boy, eagerly.

"Very well, Willie, you may tell the class," replied the teacher.

"An ace," was the unexpected reply.

A Rouge Rex High Cut Shoe



But this is only one of them. We have them in all heights and in both black and tan.

If your trade demands shoes of service-giving quality, Rouge Rex Shoes will meet your requirements.

A card will bring our salesman with samples.

HIRTH-KRAUSE COMPANY

Hide to Shoe Tanners and Shoe Manufacturers

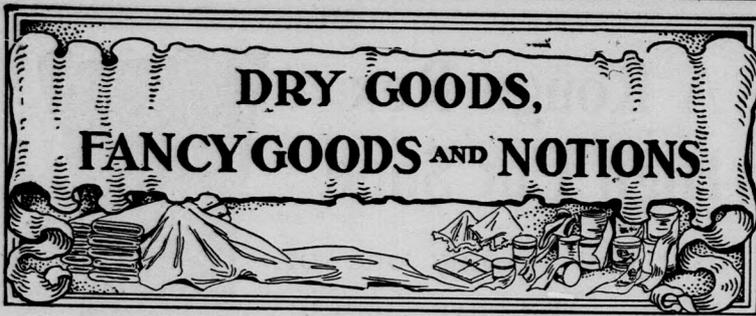
Grand Rapids, Mich.



The Uplift To Your Business

of the soothing effects of pure foot comfort sets in motion a word of mouth advertising in praise of you and your shoes that has a tremendous value. Combine the foot comfort with long hard wear and—well, order a case of No. 319 blucher or 366 1/2 bal.

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



Straight Lines Now the Vogue in Corsets.

Straight figure lines prevail, without any exception, in Paris. The new corset is being made lighter and more supple than ever, and the waist line is less confined, the hips more tightly bandaged and the back flatter.

Unquestionably the corset industry has arrived at a new era. For successive seasons the tendency has been toward the development of the new figure line—which has now been attained. Corsetmakers have this season "arrived," as it were, and not only know what they are trying to do but have actually succeeded in doing it.

Every movement in corsetmaking to-day is a reversion to the classic idea, the molding of the figure on natural lines and an entire getting away from the artificial. In correcting the line of the figure, the corsetmakers have also had to correct the poise of the body.

With the corset of the last few years the hips have been thrown back, the chest forward and the abdomen raised. This resulted in a straight line in front, but threw the figure into a decided curve at the back. This was the first step away from the old-fashioned wasp waist; but this figure, being no more artistic or natural than the wasp waist, could not stand more than temporarily. The line of beauty called for still further advances toward the ideal. The unnatural curve at the back was doomed.

Poise For Body Changed.

This meant a new poise for the body, a poise which brings the shoulders on a line with the hip bones, which naturally through the action of the muscles lifts the abdomen, expands the diaphragm and restores the body to its natural beautiful lines. The fashionable woman now, instead of leaning forward and stumbling over her toes, walks erect with back flat, the chest out and curving gently, the diaphragm fully expanded, the abdomen high but receding in line with the curve of the hips.

The poise of the figure is perfectly illustrated in the classic dancing figures seen on Greek and Roman vases and in the beautiful sculptured figures famous in the history of art. The torso, correctly poised, has just the curve of a slightly drawn archer's bow. It is indescribably beautiful and graceful as well, because it expresses action and life always and never rigidity.

Few corsetmakers understand this principle as yet. Only a few know

the real science of what they are trying to attain, but there are some leaders who do know, and they have set the fashion in corseting which others are blindly striving to follow.

The difficulty, of course, in to-day's corseting lies in the correcting of faults which are the direct result of previous bad corseting. It is not to be expected that women who for many years have had their figures compressed into unnatural lines can at once acquire new lines. It is true, however, that these defects may be modified.

New Standard of Beauty.

But the real work of the corset manufacturer of the present day is gradually to lead toward the ideal, correcting the faults of poise and figure in older women in so far as possible, and giving for the figures of young women the new and more classic lines in corsets. Women with heavy figures can never be molded into sylphlike lines, but the new generation of women growing up may be corseted properly and according to the new standard of beauty.

Corset materials grow more and more beautiful and for the coming season a most splendid variety of silk brocade and satin faced coutil is offered. Many of the new patterns are floral; the majority are in a single tone; that is, pink, pale blue, lavender or white. Occasionally one sees a high novelty in a white ground sprinkled with a colored design in simulation of embroidery.

Owing to the present effort to make the corset as light as possible, there are certain novelties in transparent effects. These materials look something like silk bolting cloth. The filling thread, however, is twisted and crimped, giving to the surface somewhat the appearance of a granite weave. These new materials are handsome and are said to have all the qualities for a good corset fabric.

Brocade a Great Novelty.

Another great novelty is a rich brocade in fleur-de-lis pattern, on the background of which are woven narrow waving lines in color—pink or blue—on the white ground.

The great popularity of silk serge in dress goods has resulted in the presentation of this tissue in new corset materials. These are woven with embossed figures in color and are exceptionally handsome. Silk batistes, too, are employed freely. There is quite a fancy for using materials of this character that simulate embroidery designs.

Heavy satin brocades, which are among the most expensive of corset

materials, are being shown in large patterns similar to dress goods brocade. These are mostly used in pure white or pink, or in pink and white combined.

Rene Barrere.

The Girl's Handicap.

In her pretty new frock sister Mabel as she sat on the front step and watched some boys playing on the sidewalk.

After a time one little boy came up to talk to her and to admire, in his rough little way, her bright, shiny shoes and pink sash.

"See my nice square-cut waist," exclaimed the girlie, "and my nice coral beads: Don't you wish you wuz a girl?"

"No, sir-ee," replied the boy. "I wouldn't want to be any girl at all, because lookie how much more neck you haf to wash."

Slow Going.

"Sorry, but Miss Wombat has gone walking. She has been gone about half an hour."

"Too bad. I suppose I couldn't overtake her now."

"Oh, but you might. She was wearing a very extreme hobble gown."

BECKER MAYER & COMPANY CHICAGO
BEST MADE CLASSY CLOTHING

SWATCHES ON REQUEST

The Man Who Knows Wears "Miller-Made" Clothes

And merchants "who know" sell them. Will send swatches and models or a man will be sent to any merchant, anywhere, any time. No obligations.

Miller, Watt & Company
Fine Clothes for Men Chicago

THE IDEAL CLOTHING CO.
TWO FACTORIES.
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.



Did You Know

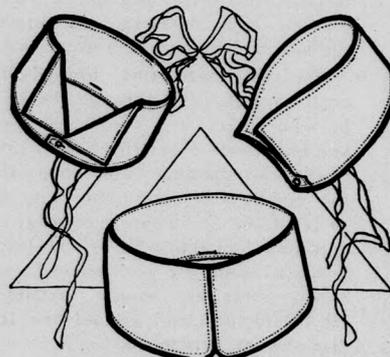
That we show a splendid line of popular price furs—all new fresh goods made up in the latest styles. Angora, Coney, Thibet, Lamb, Opossum, etc.

Children's sets 75 cents up to \$2.50
Ladies' sets \$2.50 up to . . . 11.00
Separate muffs \$1.50 up to . . . 9.00

Our salesmen are now showing the line.

Paul Steketee & Sons

Wholesale Dry Goods Grand Rapids, Mich.



A New Collar Pul Easy Brand

We have just added to our collar stock the popular PUL EASY BRAND in six leading shapes at 90 cents per dozen. These are packed one dozen of a size in a box. Sizes are 14½ to 17½.

PUL EASY styles are made with a hook lock band, which insures a perfect setting collar that cannot gap in front. The ingenious manner in which the strip between the band and top of the collar is constructed and applied, not only prevents the scarf from coming in contact with the collar button but allows unobstructed sliding space for same.

Slidewell Brand

We also have in our line for those that will buy the better quality, the above well known brand. This we carry in eight of the best selling shapes. Price \$1.10 per dozen. Look over our line when ready to fill in.

GRAND RAPIDS DRY GOODS CO.
Exclusively Wholesale :: Grand Rapids, Mich.

We close Saturdays at one o'clock

TRAVERSE CITY.

Her Experience in Community Development Work.

Traverse City, Aug. 23—Traverse City's Board of Trade has carried on one of the most unique advertising campaigns in the history of this State, if not in the Middle West, and it stands alone in this advanced step of pushing publicity. It has called two public meetings and has raised a booster fund for \$3,000, and has hired the writer, who has been actively engaged in the book business here for the last thirty years, to take charge of the work.

A committee was appointed to plan a building, which is most attractive and is one of the first to be erected devoted exclusively to publicity matters in this part of the country. It is built at the foot of Cass street, fronting on Grand Traverse Bay, and is so constructed that a forty-piece band frequently gives concerts on the roof. On deciding to employ a paid secretary the Board also arranged with a large advertising agency to carry on a most systematic advertising campaign in thirty-three of the largest papers in ten different states in the South and Southwest, pooling its funds with four of the largest railroads having interests in this part of the State.

The Board issued 5,000 summer booklets describing all the resorts in this region and 8,000 fruit and agricultural booklets devoted to the exploiting of the fruit and farm lands in this and adjacent counties. As the enquiries came in for these booklets they were replied to with a personal letter, which was so unusual and so complete in detail that it attracted the attention of the enquirer and held him and brought the very best results.

This Bureau directs visitors to the private homes in the city, to the nearby resorts, plans side trips for them, gives information concerning the railroads and steamboat lines, turns all enquiries for real estate over to those agents, all fruit land prospectors to the Development Bureau; carries on a free employment bureau that already has taken care of hundreds of applicants, looks after all Board of Trade matters and industrial propositions, handles all the booklets of all the railroads and boat lines in the country, the resorts in this region, all advertising matter that is gotten out by those who are exploiting the lands in this part of the State and answers hundreds of questions asked not only by the visitors but local people.

It is the publicity headquarters of all this region. The Board of Trade is constantly being congratulated for this most progressive step so far in advance of anything ever planned by such an organization. Here are a few statistics to prove the assertion:

In the ten weeks that this work has been carried on there have been 504 enquiries from forty-four different states, 5,412 summer and other booklets have been given out over the counter or sent by mail to enquirers of the different railroads and

steamboat lines; there have been 2,328 callers, 1,409 telephone calls have been answered, 904 letters written, 1,276 pieces of mail have been received, seventy-three positions have been filled through the Free Employment Bureau, besides the thousands of questions that have been answered of which no account has been kept.

It is the biggest and most successful advertising project that the Board of Trade ever has undertaken, and the results are so manifest that it will now become a permanent institution.

The present Board of Trade is the outgrowth of the Business Men's Association that was formed in 1886 and was carried on until it was permanently organized as a Board of Trade in 1899, with C. E. Hale as Secretary, since which time the following gentlemen have filled that important office: Thomas Smurthwaite, J. W. Hannen, W. H. Umlor, M. S. Sanders, H. Montague and now M. B. Holley, who is the first paid secretary that it ever has had. The work was growing so fast that it was found that a paid officer was absolutely necessary. Former Mayor A. V. Friedrich was one of the active presidents, as were former Mayor John R. Santo and W. H. Umlor, Judge of the Recorder's Court. John G. Straub, of the firm of Straub Bros. & Amiotte, candy manufacturers, is the present head.

We have now 318 members, divided into four different classes: A—business men and professional men who pay \$10 a year dues; B—traveling men and farmers, who pay \$5; C—clerks and other wage earners, who pay \$2 a year, and D—young men under 21 years who want to be identified with such an organization and who pay \$1. We have also some lady members and they pay \$5, and members of the secret societies pay \$2. In this way every class is represented.

A novel plan for attendance at the Directors' meetings is for the Secretary to issue a call for a 6 o'clock dinner in one of the nearby cafes, and when smoking time comes to adjourn to the office of the Bureau of Information and there discuss important business matters. These informal gatherings are held every ten days, and in this way no matter is overlooked and urgent questions are given prompt attention. Mr. Straub, the new President, is a live wire and keeps all the various committees on the job all the time. The Secretary is constantly on the lookout for any little improvement that can be made for the betterment of the city, and many important matters have been seen to that in the old way would have received scant attention by reason of lack of time. The Industrial Committee has several important matters under consideration that will put Traverse City in the front. The Board of Trade stands for industrial progress, the city beautiful, civic improvement, the glad hand for everybody and every man a booster.

M. B. Holley, Sec'y.

We have a lot of choice buckwheat suitable for seed. Write for prices.

Watson-Higgins Milling Co.
Grand Rapids, Mich.

Evidence

Is what the man from Missouri wanted when he said "SHOW ME."

He was just like the grocer who buys flour—only the grocer must protect himself as well as his customers and it is up to his trade to call for a certain brand before he will stock it.

"Purity Patent" Flour

Is sold under this guarantee: If in any one case "Purity Patent" does not give satisfaction in all cases you can return it and we will refund your money and buy your customer a supply of favorite flour. However, a single sack proves our claim about

"Purity Patent"

Made by
Grand Rapids Grain & Milling Co.
194 Canal St., Grand Rapids, Mich.

Just as Sure as the Sun Rises

VOIGT'S CRESCENT FLOUR

Makes the best Bread and Pastry

This is the reason why this brand of flour wins success for every dealer who recommends it.

Not only can you hold the old customers in line, but you can add new trade with Crescent Flour as the opening wedge.

The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

Make Crescent Flour one of your trade pullers—recommend it to your discriminating customers.



Voigt Milling Co.

Grand Rapids Mich.

We Have No Branch Houses

Our business is all done under

One Roof, One Expense One Management

The constantly increasing volume keeps us **VERY** busy attending to this one plant. We have no time to establish or worry about branch houses, but concentrate our efforts on the main chance. We think we can serve our trade better with one complete stock than several indifferent ones scattered about.

Judson Grocer Co.

Wholesale Grocers

Grand Rapids, Mich.



News and Gossip of Interest to Business Men.

No Boat; No Excursion.

Saginaw's Board of Trade did not hold its quarterly conference Wednesday aboard the good ship Rutherford B. Hayes; in fact, did not hold it at all. The event had been carefully planned; the commissary department had gathered its supplies and forces for the occasion; the orchestra was hired; the crowd stood on the dock, and all needed was the boat. But the looked for never came. She left her dock at Bay City on time, headed for Saginaw, but had not proceeded far when the vacuum pump broke. The engineer fainted twice in his efforts to locate the trouble and had to be taken away. When the extent of the damage was finally located the boat was again tied up at dock and the waiting ones at Saginaw found out what was the difficulty by diligent use of the telephone. President Cimmerer, of the Board, adjourned the meeting to the auditorium, where A. Patriarche, Vice-President of the Pere Marquette Railroad, gave an interesting talk on transportation problems and a motion was carried to adjourn the quarterly conference. Later, the Committee in charge met and decided to hold the outing on Wednesday, Aug. 30, at Wenona Beach, going in special open cars.

Michigan Municipal League.

The convention of the Michigan Municipal League will be held at the City Hall, Saginaw, Sept. 21, 22 and 23. Delegates will be present from every city in the State and the local committee is busy making entertainment arrangements. A visit to the coal mines of Saginaw county is one of the features promised. E. J. Schreiter, Secretary of the League, was in the city for a conference with Secretary Joseph P. Tracy, of the Board of Trade, Mayor Stewart and City Clerk Wm. F. Jahnke.

Macadam Road To Flint.

Acting in conjunction with the Flint Board of Commerce, the Saginaw Board of Trade is actively engaged in prosecuting the project of a macadam road between this city and the Genesee county capital. There is a strong and energetic special committee of leading business men in charge of the proposition at this end of the combination, consisting of the following: J. P. Beck, chairman; H. A. Savage, John F. O'Keefe, William G. Jamieson, G. E. Seeley, Emmett L. Beach, W. H. Klenke, Frank Wolfarth, J. W. Grant, Walter S. Eddy, Dr. A. S. Rogers, Dr. W. L. Slack,

John McAvoy, Louis Germain and G. S. Garber.

At Flint a meeting was held Wednesday afternoon, at which there were present representatives of the townships of Genesee, Mt. Morris and Vienna and the villages of Mt. Morris and Clio, the County Road Commissioner and the Executive Committee of the Board of Commerce, Flint. It was agreed to push the project of the macadam road and to enlist the co-operation of all the various authorities concerned.

It is agreed by the business men of both cities concerned and by those of the intervening villages that a good macadam road will be one of the best trade developers that could be established. It will be of inconceivable benefit to farmers and others hauling heavy loads and is looked upon as one of the soundest propositions yet advanced in its bearings upon general business and the prosperity of the various municipalities concerned.

The township of Bridgeport, at this end of the line, has already started upon the road improvement, and voted a liberal sum for the initial work. The Saginaw special Committee is also engaged in an active campaign, and it is hoped that before the snow flies the road will be well advanced, if not completed.

Visit From Caro Business Men.

A large party of Caro business men, under escort of F. F. Rainsferd, Secretary of the Caro Fair Association, made an automobile run to Saginaw Friday, reciprocating the recent visit of the Wholesalers' and Manufacturers' Association, of this city. They came fifty-five strong, in eleven automobiles, and had a pleasant run, traveling via Reese. Upon arrival, they visited the various business establishments and wholesale houses of Saginaw, and everywhere they went left literature boosting the Caro fair, to be held August 28 to Sept. 1, inclusive. The first named date has been set apart as "Saginaw Day," and arrangements are contemplated to run a special train from this city to the fair, under the auspices of the Board of Trade.

Business Notes.

George B. Morley, President of the Second National Bank, is appointed a member of the State Fire Relief Commission by Governor Osborn.

A large addition is being built by the old established tannery firm of F. W. and F. Carlisle to the premises on North Washington avenue. The

addition is to the leather warehouse.

Increased business on this division of the Pere Marquette has necessitated the appointment of a third trainmaster, the billet being awarded to G. M. McLaughlin, who has been station agent at Flint. John Anderson, trainmaster, has been appointed to have charge of the Saginaw yards and the terminals at Saginaw and Bay City.

J. J. Lambert, Linwood, general storekeeper, has added a shoe department to his stock.

B. E. King, formerly of Saginaw, and now a member of the lumbering firm of Dunham & King, Drummond Island, Georgian Bay, was in the city this week purchasing supplies from local houses.

Business visitors to the city during the week include:

L. P. Larsen, Olsen.
W. J. Harrison, Tuscola.
W. E. Hause, Rhodes.
Grant Sanborn, Judd's Corners.
C. Haist, Kilmanan.
H. T. Phelps, Owendale.
Joe Shaltry, Birch Run.
L. Hubinger, Birch Run.
J. F. Devall, Clifford.
W. K. Frost, Clio.
J. S. Pearce, Chapin.
A. E. Toner, Kinde.
E. Herbert, Owendale.

J. W. Brady

A New Gould Story.

George Gould was making one of his last trips as President of the Missouri Pacific. His private car was laid out on a siding for some reason or other, and he got out to stretch his legs. An old Irishman was tapping the wheels. Gould went up to him.

"Morning. How do you like the wheels?"

"Not worth a darn," said the Irishman.

"Well, how do you like the car?"

"It's good enough for the wheels."

"What do you think of the road?"

"It matches the car."

Gould looked at the old chap for a minute.

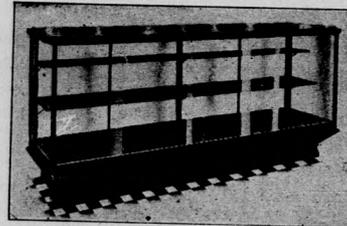
"Maybe you don't know who I am?"

"Yes, I do," retorted the Irishman. "You are George Gould, and I knew your father when he was President of the road. And, by gosh, he's going to be President of it again!"

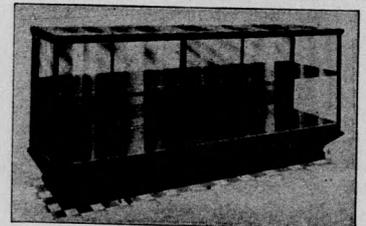
"Why, my father is dead," said Mr. Gould.

"I know that," replied the Irishman "and the road is going to hell."

Symons Brothers & Company
Wholesale Grocers
Saginaw :: Michigan



No. 81 Display Case



No. 84 Cigar Case

Saginaw Show Case Co., Ltd., Saginaw, W. S., Mich.
We make all styles Catalogue on request



HENNING'S HORSE RADISH AND SUMMER SAUSAGE

Quality and price right

Order through your jobber

CHAS. W. HENNING & SONS, Mfrs.
SAGINAW, MICH.

Always Reliable

Phipps, Penoyer & Co.

Wholesale Grocers

Saginaw

:::

Michigan

THE MURDER LEAGUE.

Are Trades Unions Above the Ten Commandments?

The oppression of class over class has ever been the most odious form of tyranny. When one class attempts to enforce its mandates by terrorism the doom of oppression is sealed. In political, social and industrial history there are many instances which prove the inexorable operation of a law of civilization—a law which decrees defeat and ruin to any band of men which selects secret violence as its weapon of offense.

By its attitude in the McNamara case the American Federation of Labor has put in peril the cause of trade unionism in America. Through the folly of its leaders the Federation seems not only to apologize for assassination but appears also as an advocate and defender of secret murder.

Never before in America has a great association, numbering millions of moral and sensible citizens, been so betrayed by its leaders. The violent partisanship of the Federation officers has hurried them headlong into a position where they stand at bay, defying law, religion and even civilization itself. The mass of its own members can not follow into this slough of fanaticism in which the leaders are wallowing.

Americans regard assassination, and have for generations regarded it, with that loathing which is in harmony with their bold and direct qualities. The machinery of justice has never protected the assassin in America as it has in some countries; but has pursued him with tireless zeal until it has destroyed him with its vengeance. Some of our noblest and our bravest have perished by the secret daggers and the cowardly bullets of murderous tools, and the public conscience has always recoiled in horror from the deed. As the American character is not favorable for the formation of murderous conspiracies, so also does the perpetuation of that character demand the punishment of the murderers. The whole structure of our social, political and industrial systems demands the protection of the minutest rights of every citizen, and no organized association can ever succeed in this country in terrifying the guardians of those rights. The officers of the Federation have committed the gravest tactical blunder in all the history of trade unionism.

The arrest of McNamara was the signal for them to proclaim that all labor must rush to the defense of McNamara and his associates. They outlined the duty of all labor in such a way that the whole power of the Federation is now exerted in retarding the administration of justice and in shielding the offenders.

The Los Angeles affair is not a reflection on organized labor. Criminals are found in every organization, and no society, secret or public, has yet succeeded in preserving itself free from their contamination.

The hysterical outbursts of the leaders of the Federation against Burns will certainly find no sympathy from the hundreds of thousands of thoughtful members who know right

from wrong. It is the object and the interest of every law-abiding person that crime should be punished, and no member of a labor union who deems himself a good citizen would desire anything else but a fair and impartial trial for the prisoners accused of this dastardly crime.

The officers of the Federation have not contented themselves with the assumption that McNamara and associates are innocent. They have also declared with passionate vindictiveness that the prisoners are themselves the victims of a conspiracy.

When the known facts are examined in cold blood the public will see the futile untenability of the attitude of Gompers and his fellow-contenders.

There have been many of these dynamite cases destructive to life and property. These explosions have been admitted by agents of the Structural Iron Workers' Union to be the work of design. They have been directed largely against those employers and contractors who have incurred the hostility of the Iron Workers' Union. Almost without exception, only those employers who have had trouble with this union were the victims of these explosions. These outrages have given every evidence of having been cunningly, calculatingly and maliciously planned. They have been executed with callous disregard of human life, whether innocent or guilty perished. They were clearly the work of men of mental resource and of hard hearts. Who were these men? Is it sane to say that they were in the employ of the very men whose property they destroyed and whose lives they took? Did the employers "frame up" a conspiracy to destroy their own property and get themselves murdered? The supposition is absurd. The dynamite crimes were certainly committed by men with an object in view, and the object was to coerce and terrify the contractors and employers who did not accede to the demands of the Structural Iron Workers' Union.

These crimes would destroy our civilization and our nation if not stamped out remorselessly. There can not exist freedom in any place where it is safe for one band of men to rule another by murder and threats of murder.

It is the duty of all citizens to aid in the arrest and punishment of criminals. Surely the officers of the Federation do not contend that as labor leaders they are beyond doing their plain duty as American citizens? The most potent service the leaders of labor can do for trades unions is to denounce crime when committed by their members and to aid the law in discovering the criminals and in punishing them.

The position taken by those hot-headed leaders who defend outrage arrays trades unions on the side of assassination. There is no instance in history where assassination has aided a cause. History, on the contrary, teems with incidents where assassination has been the precursor of ruin to its apologists.

It is to be hoped that wiser men will restrain the course of those labor leaders whose heads seem to have

been turned by the terrible rapidity of events which mark a crisis in our history.

A Change of Mind.

He was a senator who believed in reciprocity. He talked it and argued it and was satisfied that his constituents wanted it. Then a gentleman came to Washington and had an interview with him and said:

"Mr. Blank, your constituents are opposed to reciprocity."

"Far from it, sir," was the reply.

"You do not know the feeling in your own district, sir. Behold the proofs!"

And he shoved the Senator a letter from a blacksmith and a second from a cooper, in which they said reciprocity would ruin the United States, and the Senator was requested to oppose it tooth and toenail.

"Why, it seems that I was mistaken," said the Senator after perusing the letters.

"Of course you were," smiled the other. "You gentlemen come down

here to save the country, and the first you know you are right on the verge of ruining it. Senator, how much stock do you own in the Glad Hand Harvester Company?"

"Not a cent's worth."

"Another mistake of yours. Here is \$20,000 worth which the Board of Directors voted you some time since for being a poet and a statesman. Take it, my friend, and draw 30 per cent. dividends on it to sooth your old age."

And the Senator saw that he had been all wrong from the start, and he thanked the blacksmith and the cooper and took the stock and became known as an honest, conscientious man who did not propose to see his native country go to the dogs if he could help it.

Two things may look alike and yet be actually different. The customer may not know this, and that is why he thinks the price of one is higher than the other.

It Satisfies
Holds trade and makes new customers
St. Laurent Bros. Pure Peanut Butter
All size glass. Tin and fiber pails. Also preparers of the famous Valley Brand Salted Peanuts. Order through your jobber.
ST. LAURENT BROS., BAY CITY, MICH.

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SAGINAW, MICHIGAN
Samico, Uncle Sam, Upper Crust, King K, Blue Bird Flours
Mill Feeds, Seeds and Grains
Bread made from SAMICO won first premium in 1909 and 1910 at Michigan State Fair. Detroit

SCHUST BAKING CO., Saginaw, Mich.
Mfrs. of Crackers and Fine Cookies
Not in the Trust
Our goods are the best and prices lowest. Why not write today for a price list
Branches—Grand Rapids, Bay City, Flint

Our Brands of Vinegar
Have Been Continuously on the Market For Over FORTY YEARS
Think of it—FORTY years of QUALITY
We cannot afford to dispense with QUALITY in the make of our Vinegar, and you cannot afford to handle any Vinegar that lacks QUALITY. Order from your jobber. SPECIFY AND SEE THAT YOU GET
"HIGHLAND" Brand Cider and White Pickling
"OAKLAND" Brand Cider and White Pickling
"STATE SEAL" Brand Sugar
They will please both your customers and yourself.
Oakland Vinegar & Pickle Co. Saginaw, Mich.







What College Education For Girls Will Do.

Written for the Tradesman.

In a previous article I endeavored to state as clearly and fairly as possible the benefits that a girl may herself derive from a college education and the largess which she will be able to confer upon those near to her and upon society in general by virtue of her well-improved opportunities.

But there are other sides to this college question, and it is only fair that these also should come in for full consideration. There are some things a college education will not do, which many well-meaning people persist in thinking it ought to do. It is high time that the delusions in the popular mind regarding it should be swept away. In treating of these I shall make special application to girls, although much that will be said is true with reference to boys as well.

One of these delusions is that a high degree of mental cultivation will in some way insure financial welfare. How often do we hear this remark from the lips of a hard-working father or mother: "We can not leave our children much money, so we are determined they shall have a good education. Then we think they will be able to get along."

As a result of this reasoning it not infrequently happens that a young woman finds herself with a college diploma and the right to place A. B. or M. A. after her name, when what she more immediately needs is a good-paying situation and the skill to perform the work satisfactorily.

Give the college credit for all it will do: Breadth of view, mental grasp and culture—all these are good things, in their way and place invaluable things—but let it be clearly understood that a college education alone, unaccompanied by manual, technical or professional skill and training, does not equip a girl to earn her own living. There is no use saying or thinking that it will, for it won't.

Sometimes it is pitiful to see a college graduate looking for a position. Her sheepskin, which has cost so much in time and money, counts for so little. Some girl who never went beyond the eighth grade at school, who chews gum and says "ain't" and "hain't" and otherwise mangles the King's English, but who has had actual experience in office or store or factory, may be better fitted to fight the battle of life and to supply her present needs of

food and clothing than is she with a university degree.

"Can not the college girl teach?" some one asks. If she is a teacher, she can. But if she chances to lack the peculiar abilities of the efficient instructor, either in the imparting of knowledge or in the government of her pupils, then although she may have half a dozen diplomas stacked one on top of another, superintendents and school boards will turn down her applications and give the positions at their disposal to normal graduates or others, less highly cultured than she, but who can point to successful work in the school room.

A girl needs some knack of brain or fingers or of both that commands good pay. It is not fair to her to let her lack this, nor can it properly be said that her education is completed until she has this most important knowledge. Generally speaking, it is better, in my estimation, that a girl have some training along this line, and some experience in actually earning her living, before she begins a college course proper at all.

The helplessness of the college graduate who has no practical skill has, perhaps, been made sufficiently plain; now in all fairness it should be said that once having acquired technical ability, the highly educated girl has distinct advantages over the girl who has practical skill but lacks the broader culture. The latter is seldom able to get beyond a small salary and a restricted line of work; while for the former far wider opportunities and better paying positions are ever open.

I have spoken of college training as giving not technical skill but rather a wider intellectual range, a clearer, deeper vision, a freer use of the mind. This is what it does for those who have "ears to hear," as it were. In candor it must be admitted that not every girl who goes to college receives this mental awakening. One sees graduates who carry away from their Alma Mater no sacred fire. True, they have passed the required subjects; but lessons and lectures seem to have produced in them a kind of mental ennui, they have no zest for knowledge, no pleasure and enthusiasm in thought and study.

I trust the number of such is not large in proportion to the whole number of college women; nevertheless this condition is, I believe, far more frequent now than it was twenty-five or thirty years ago. Then the girl who went to college had a serious purpose. She really wanted the work. Now it has become so much the thing for girls to take a



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Get our prices and samples for store and house awnings.

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High Class

Lemon and Vanilla

Write for our "Promotion Offer" that combats "Factory to Family" schemes. Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to

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Manufacturers of Guaranteed Grain Distilled Vinegar

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Don't Pay a Fancy Price for Vinegar

SEND US AN ORDER TO-DAY FOR

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COMPOUND

GRAIN, SUGAR AND GRAPE VINEGAR

The price is 13½ cts. per gallon with one barrel free with each fifth barrel shipped this season

F. O. B. Kalamazoo, Lawton, Grand Rapids, Saginaw, Jackson, F. O. B. Detroit, Alpena, Traverse City or Bay City.

STOCK ALWAYS ON HAND AT THESE POINTS

An Ideal Pickling and Table Vinegar
Satisfaction Absolutely Guaranteed

Lawton Vineyards Co.

::

Kalamazoo, Mich.

NOTICE

Now is the open season for

NIBBLE STICKS

We furnish bait with every box. It catches 'em every time. Use nothing but the ORIGINAL NIBBLE STICKS made by

PUTNAM FACTORY, National Candy Co.

Grand Rapids, Mich.

college course that many are sent who have no appreciation whatever of the opportunities placed before them. To some of these college means merely an opportunity for social conquest, a place to wear good clothes and have a good time, with just enough study to escape "flunking."

Whether the trouble is with the colleges, or because parents persist in sending the wrong kind of girls to college, it is hard to say. Certain it is that there are some cases where, if the parents have to make any great sacrifices to give the girl the college training, the results do not justify the expenditure. That was a very sensible and hard-headed father who refused to "put a five thousand dollar education on a five dollar boy."

There are some girls, nice, bright and practical girls, by no means to be classed in the same category as the five dollar boy, who nevertheless "find themselves" and come to usefulness and mental development in the work and ways of real life, rather than in the realm of ideas. On such a college education, in its intellectual aspects at least, must be regarded as in some degree wasted.

In speaking of what it will not do for a girl, it must be said that a college education will not supply the lack of correct home training, begun in very early childhood and continued along through the teens and even into the twenties. The influences of a good home will round out the personality and develop the gentle and womanly qualities of her nature better than any college curriculum can do.

Occasionally it may happen that a young person who has not had the best of early surroundings, at college comes under the influence of some exceptional teacher or of a high-minded associate, and, in consequence, makes a start in the right way; but such good fortune is not to be depended upon.

If parents shirk their duty and fail to implant correct principles in her mind, if training in morals and manners, courtesy and refinement is neglected, if good habits are not formed while her nature is plastic and impressionable, they can not expect to make up for their neglect by giving the girl an expensive college education. There can be no doubt that the tendencies in college life that are most to be deprecated are nothing more nor less than the natural cropping out of wrong and defective early home training.

As one college woman puts it: "We all have seen girls 'spoiled by going to college.' In my opinion the spoiling began farther back."

Quillo.

Just a Little Trouble.

"Yes, I have returned from vacation," replied Jones, "and perhaps you have heard that there is a little trouble at the house. Don't think it will amount to much, but sorry it happened."

"Your wife did not go to the country with you?" was asked.

"No. She did not feel like it. I went alone, and never was a more in-

nocent man away from home for two weeks. Told everybody straight from the shoulder that I had a wife and four children. No sitting in the soft moonlight for me while the whippoorwills sang."

"But there was trouble?"

"Oh, yes, just a little. My wife says she shall ask for a separation, but it may not go that far. On the last day of my stay we all had our photos taken in front of the hotel."

"I see, and you stood next to some woman?"

"The photographer posed me between two of them. Couldn't help myself, you know. Didn't want to be there, but art must be consulted. Yes, right between two women, and a third back of me, with her hand on my shoulder in a caressing way. I didn't know it was a caressing way until the picture was out."

"And your wife was foolish enough—?"

"Yes, she was. Said I must have had a mash on the whole three. I have argued with her that it was all the fault of the lights and shadows and that photographer, but she won't believe it. She pretends even that she can see a happy grin on my face. I was an ass to get into that group, and the artist was an ass for sending a copy to my house, instead of the office, but I'm in hopes it will all blow over. Only a bit of trouble, but really—"

"Why don't you promise not to take another vacation alone for the next five years?"

"Just what I've done, only made it for life, and that's the reason I'm hopeful it will be nothing serious. Three women and a grin on my face. Those country photographers ought to be jailed to the last one!"

Many a kind word is spoken in jest.

The women of New Jersey are now liable to arrest if they wear the plumage of song and ornamental birds which live in that state and as well of many kinds seldom seen there. The new law went into effect the first of the month, and any woman caught wearing on her hat plumage from one of the protected wild birds is liable to arrest and a fine of \$20, with an increase in this amount if she has feathers from more than one bird. The law is far more drastic and sweeping in its application than the one in this State, which punishes only the dealers. New Jersey has gone farther and intends to punish women who wear forbidden plumage. An interesting question now comes up. How is a New Jersey constable or

policeman to recognize the real from the artificial plumage? The feathers of barnyard fowls are transformed into birds of paradise and aigrettes are sometimes made of fiber. This will puzzle the officials and experts may have to be hired to determine whether the feathers on the hat of a woman offender are real or made from the coat of some bird which does not come under the law. A woman living in New York and wearing a hat bearing the forbidden plumage is liable to arrest if she visits New Jersey. Consequently those contemplating a trip to some resort in that state better examine their hats before they start.

Man in his true happiness involves the happiness of others.

IMPORTED FROM HOLLAND



We cannot make money for you by the cheapness of our price—**BUT WE CAN HELP YOU MAKE FRIENDS BY THE SATISFACTION** which accompanies every sale of



There are many similar wafers in style and appearance, but none have ever been made to equal the perfect quality of FROU-FROU, yet it costs the consumer less and pays you a better profit than the ordinary kind.

Ask for samples and the address of our nearest distributor.

BISCUIT FABRIEK "DE LINDEBOOM"

AMERICAN BRANCH
Grand Rapids, Mich.

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

HAND SAPOLIO

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

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



How To Fight Mail Order Competition.

One of the best suggestions we have heard of, as an effective method of fighting catalogue house competition, is for the local dealer to order several articles from each of the leading catalogue houses, display them in his show window, and in the same window exhibit similar articles taken from his own stock, with a comparison of quality, prices, etc. It is an admitted fact that what sells the goods of a catalogue house is the catalogue, not price nor quality.

Ninety per cent. of the shipments made by catalogue houses go to country towns and villages and 10 per cent. to cities. Let us discuss the 90 per cent., as that is what the dealer is interested in. To begin with, the farmer is seldom located within walking distance of his local hardware store, and during many months of the year it is a real hardship for him to make a trip to town. What does he do? He follows the line of least resistance. He consults the catalogue which has cost the catalogue house over a dollar a copy to print but which they are pleased to mail, postage free, to the farmer.

Years ago, when you and I were boys, before the catalogue house was thought of, it was with the family Bible with its multiplicity of colored pictures, that we whiled away the hours of a rainy Sunday. We listened with bated breath while mother read of the wonderful experience of Daniel in the lion's den, of Jonah, who spent three days in the belly of a whale, and heard with equal interest of that historic meeting between David and Goliath. Now all this is changed. The family Bible has been relegated to a place under the table, and only opened semi-occasionally to enter the name of the new baby, or perchance to inscribe the day and date on which Mary was married.

In its place we find the mail order catalogue, and it is certainly an interesting book that could thus easily supplement the family Bible. Instead of a picture of David going forth to battle with Goliath, we find, for instance, an attractive picture of a refrigerator, accompanied by a wonderful description, which makes so many claims for this refrigerator that after reading it one could almost make himself believe that the refrigerator could lay a hard boiled egg. Following the description is the price—\$9.98. The figure nine, indicating the dollar, is in heavy, bold type, while the 98 cents is in small, inconspicuous type. The impression made upon the mind of the pros-

pective buyer is that the cost of the refrigerator is \$9, and in nine cases out of ten he will tell the dealer that he saw such and such a refrigerator in So-and-So's catalogue quoted at \$9—and he is honest about it, too. He has overlooked the 98 cents, which is 10 per cent. of the cost, and has also overlooked the freight, which is easily 10 per cent. more. In addition, he fails to add the loss of time consumed in making several trips to the freight depot to see if his refrigerator has arrived, and he also overlooks the hauling, which adds another 5 per cent., as the dealer would willingly deliver the refrigerator if asked to do so. Here we have a total of \$2.50 added charges, not counting his time, making the cost of the refrigerator \$12.50. Yet in his own mind the buyer believes he has bought a refrigerator for \$9.

He is not through yet, for upon uncrating the refrigerator he finds it has been damaged in shipping—not seriously, however—but on account of having been shipped in a car containing miscellaneous shipments it has been transferred once or twice en route, from one car to another, and has become badly scratched. Does he make a complaint to the catalogue house? Perhaps yes. But if he does it is a perfunctory letter, to which he receives a stereotyped reply, and then he drops the matter. If his dealer delivered a refrigerator scratched or damaged in any way he would promptly refuse to accept it, and in this he would be justified, but what is sauce for the goose should also be sauce for the gander.

In addition to paying 25 per cent. more than he originally intended, he has bought a pig in a poke. When he visits his hardware store to buy a refrigerator, does he ask the dealer to show him a picture of it? No, indeed, he wants to see the refrigerator itself, and if the dealer shows him a catalogue he will persist that he wishes to see the refrigerator, and a sale is lost if the dealer has not the refrigerator to show. This is what the dealer has to contend with, and we might write a thousand pages on the subject and hardware associations might pass a thousand resolutions, but the conditions would remain practically unchanged.

The dealer is face to face with a condition, and unless he is in a position to successfully offset the growing influence of the catalogue house his business is sure to suffer—gradually perhaps—but it is the steady drip, drip of the water which

finally wears away the stone, and the hardware dealer can not change the law of nature.

Would it not be well for the hardware merchant to adopt the policy suggested in the opening paragraph of this article, send to the catalogue house, through one of his local customers, and procure several items; place them in his show window in the condition in which they are received—scratched or broken as the case may be—and hang a large sign in the window showing the prices quoted by the catalogue house, with freight and hauling added. Then in the same window display similar articles taken from his own stock, with prices, delivered to the farmer, and watch the result. It would add interest to display for the dealer to get out a circular letter to all his customers asking them to call and see the exhibition. We feel certain if a dealer will do this that he will not only have an interesting window exhibit but will have a display that will bring many dol-

lars into his store which would otherwise go to the catalogue house.

Waste no pride upon yourself for being strong, until you have been attacked at your weakest point.

ROBIN HOOD

AMMUNITION (Not Made by a Trust)

Ask for special co-operative selling plan. Big Profits

Robin Hood Ammunition Co.
Bee St., Swanton, Vt.

A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies

Michigan Distributors for Welsbach Company

99-103 Congress St. East, Detroit

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Catalog or quotations on request

Mr. Retailer—Just a word to tell you that we absolutely stand behind every roll of OUR TRAVELERS ROOFING.

Clark-Weaver Company

32 So. Ionia Street

Grand Rapids, Mich.

The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

Foster, Stevens & Co.

Wholesale Hardware

10 and 12 Monroe St.

:: 31-33-35-37 Louis St.

Grand Rapids, Mich.

Talk BRYAN Plows To Your Trade

Take the time to read about them in our Implement Catalog which describes both the walking and riding plows.

You will discover many excellent features which belong exclusively to the BRYAN—features that appeal to every practical farmer.

The season for fall plowing will soon be here. Better be prepared with a good stock and a good knowledge of its "Talking Points."

Have you the latest Implement Catalog? A post card will bring it quickly.



BROWN & SEHLER CO.

Grand Rapids
Mich.

"SUN BEAM"

GOODS

Are Made

To Wear

Larger Profits in Every-Day Conservation.

The inventor of a typewriter, when told that the users of the machine were asking for various improvements, said, "Well, I hope it won't die of improvement, like Mr. Jones. Mrs. Smith met Mrs. Jones one day and said, 'So your husband died, Mrs. Jones.' 'Yes,' said the widow. 'And what did he die of?' 'He died of improvement.' 'Why, how was that?' 'Well, you see, the doctor came every day and said he was improving. Then he died.'"

The inventor had made a good machine, and he took pride in it. But the users thought it could be bettered and it has been bettered.

Many manufacturers have found themselves in the same position as the inventor. Some of them have heeded the voice of progress and made the improvements demanded by their customers. They are getting the trade and the profits. Those who are too conservative to make changes, who think that their products are good enough for the consumer and need no improvement, are falling behind. Not all new things are good, but the man who gives a fair trial to everything that seems worth trying will sooner or later find something of value.

With the conversationalist pounding on one side and the efficiency engineer banging away on the other, some of our manufacturers have an idea that they are between the devil and the deep sea. But conservation and efficiency are in reality the best friends of the manufacturer. If there are wastes, they can be utilized or eliminated. The railroads are finding that they can vastly increase the length of life of track ties by treating them with creosote. It costs something, of course, but not as much as the frequent renewal of the ties. Here is a step toward the conservation of the timber supply. And the railroads, for all their profession of inability to lessen costs, will find other ways of reducing expenses. The halcyon days of waste and extravagance are past; now comes the age of economy through efficiency.

The chemists' part in this work of improvement is a large one. Through the work of the chemist two blades of grass have been made to grow where one grew before; wastes have been turned into profitable articles of commerce; the quality of all kinds of goods has been improved and the efficiency of manufacturing processes greatly increased. Yet the work of the chemist has only begun. New discoveries are being made every day; old principles are being applied in new ways; value is being found in things hitherto supposed worthless.

Of course this is not the work of a moment. The chemist is not a wizard with a magic wand. He is just a hard worker, with a large fund of specialized knowledge and the ability to apply it. He comes into the factory to help the man who has all he can do to keep the place running, who has not the specialized knowledge of the chemist, nor the time to make use of it.

With the chemist to aid him in working out his problems there is still hope for the manufacturer—and even for the railroads.

Farmer Not a Natural Mail Order Buyer.

The farmer is not a natural mail order buyer. The farmer is simply a sane, normal human being, and no sane and normal human being is a natural mail order buyer. The natural way is to see things before you buy them, and while it is probably true that farmers have heretofore bought more by mail than any other class, they have done so simply because their local dealers either did not keep in stock the things they wanted, tried to hold them up in price or did not have sufficient business sense and energy to get the business that was theirs for a little effort. You manufacturers who sell to dealers can recognize a lot of country dealers in this latter class.

The average farmer knows his own dealer, is interested in his own town, hates to take the trouble to order things by mail, hates to pay local freight rates and does like to see what he buys before he buys it. Right here is where you manufacturers and your country dealers who are losing sleep on account of mail order competition can greatly benefit yourselves by taking a trip through the country districts and learning for yourselves that the things I am telling you are true. You will then probably decide to use farm papers to induce farmers to buy your goods from local dealers, and if you do this, and also educate your dealer in business-getting methods, your sleep will be undisturbed and the great mail order nightmare will depart forever from your Ostermoor.

It is gratifying to note that an increasing number of manufacturers are recognizing these facts and that as a consequence 75 per cent. of the advertising now carried in good farm papers is to promote the sale of goods handled by dealers.

J. A. Davidson.

The Departed.

The other day a friend fell dead, all unpremeditated; the undertaker to him sped, and shortly had him crated. And just a day or two before I stood with him and wrangled; we argued politics and swore, and got our theories tangled, said the rudest kind of things—I never could forget it; and now that he's equipped with wings, how deeply I regret it! For we were friends for many years, our friendship was unbroken; he left, and ringing in his ears were harsh words I had spoken. At night I seem to hear his tread, when starlight gleams and dances; he comes and stands beside my bed, and heaves reproachful glances. He breathes a streak of fire and smoke, until I am scared, already, and says: "My friend, until you croak, remorse will be your steady. We stood beside the public dump and talked of things forgotten; you called me leatherhead and chumps, and said my brains were rotten. And while I sit upon a cloud with folks of princely titles, you'll mingle with the worldly crowd and grief will rend your vitals." The hearts of myriads of men are sad and almost broken, because they can't call back again the unkind words they've spoken. The foolish words in anger buried may tinge your life with sadness; but kind words never in this world brought anything but gladness.

Walt Mason.

In a certain parish in one of the counties of Ireland the congregation at the Episcopal church numbered only six. The rector and the Roman Catholic priest were very good friends. One day the bishop of the diocese announced his intention of visiting the parish. Of course, the parson was in serious concern lest his lordship should discover the smallness of his flock. Meeting the parish priest he told his trouble. "Let that not grieve your soul," replied Father Ryan, "begorra, as soon as mass is over, I'll send the boys along to the church."

Degrees of morals can be measured by the degrees of the thermometer

STEEL STAMPING

ALL KINDS

Patented articles made and sold on royalty basis

GIER & DAIL MFG. CO. LANSING



TRADE WINNERS

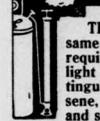
Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

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

ABUNDANT LIGHT AT SMALL COST



THE AUTOMATIC LIGHT. Operated the same as electricity or city gas. No generating required. Simply pull the chain and you have light of exceeding brightness. Lighted and extinguished automatically. Cheaper than kerosene, gas or electricity. Write for booklet K. and special offer to merchants. Consumers Lighting Co., Grand Rapids, Mich.

Snap Your Fingers



At the Gas and Electric Trusts and their exorbitant charges. Put in an American Lighting System and be independent. Saving in operating expense will pay for system in short time. Nothing so brilliant as these lights and nothing so cheap to run. Local agents wanted everywhere.

American Gas Machine Co. 103 Clark St. Albert Lea, Minn.

Walter Shankland & Co. Michigan State Agents

66 N. Ottawa St. Grand Rapids, Mich.

Established in 1873

Best Equipped Firm in the State

Steam and Water Heating Iron Pipe Fittings and Brass Goods Electrical and Gas Fixtures Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

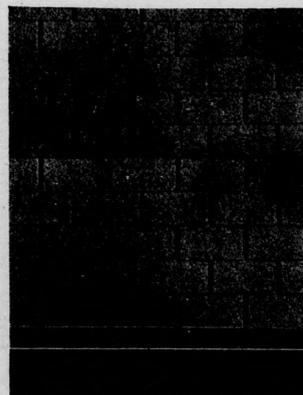
Acorn Brass Mfg. Co.

Chicago

Makes Gasoline Lighting Systems and Everything of Metal

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES
AN HONEST PRODUCT AT AN HONEST PRICE

PHOTOGRAPHIC SECTION REPRODUCED



Reynolds Slate Shingles After Five Years Wear

Our Price is Reasonable

We Invite Your Inquiries

For Particulars Ask for Sample and Booklet

We Are Ready and Anxious to Serve You



Wood Shingles After Five Years Wear

Manufactured by H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.

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Executive Committee—James F. Hammell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

The Question of Promotion.

The question, "How shall I earn a promotion?" or "Why was some other man on the force promoted in preference to me, in spite of the fact that I have been longer with the company?" is frequently heard from salesmen and solicitors in all lines of business. The answer to this question relates to the production of results on the part of the salesman or solicitor. The man who can produce the most results is scheduled for the highest and quickest promotion, without reference to the length of time he has been in the employ of his company, or any personal feeling on the part of his manager. Some firms may make exceptions to this rule, but such exceptions are rare and are not particularly creditable to the firm that makes them. Influence, length of service, or pull, will not win promotion with most concerns. The work that a man does will speak for itself. If he seeks promotion his results should show better than the results of the rest of the men. If they do not, there is no good reason why he should be selected for promotion in preference to the other man.

If a man has demonstrated his ability to produce business personally there remain but two factors to be considered in selecting him for an executive position. First, has he the necessary tact to get along with men? Second, can he get men to do what he was doing personally as a solicitor? If he can, he has executive capacity and is splendidly equipped, because he not only knows how to do the thing himself but possesses the tact, personality and force to get other men to do the things he wants done.

Success in producing such satisfactory results as will make a solicitor eligible for promotion to an executive position is not a difficult problem for analysis. Many factors there are that enter into the make-up of a successful solicitor, but paramount of them all is just the plain, ordinary, element work. This does not mean merely fluttering around and stirring up of large noises, but persistent and fixed application. Many times salesmen splendidly equipped mentally, with pleasing personalities, make miserable failures because they lack the power of definitely planning their work and the persistence necessary to follow the plans they make for a reasonable number of hours each day. Again and again we see men who have very scant educational equipment and poor personalities outstrip others who are far their superiors in everything but industry.

With any trading instinct at all, I believe it is not difficult for any man to learn to sell goods or to solicit successfully. The valuable suggestions and selling helps given by almost every large business house to its salesmen will give men a broad, comprehensive grasp on the selling end of the business. But while you can furnish a salesman with ideas and tell him how the best man did this, that and the other thing, you can not make him a worker. That is where he must show his own capacity. Unless he possesses sufficient ambition, energy and self-control to equip himself, working persistently towards a standard that he has fixed for himself, he would be better off in some other field than that of salesmanship. No appliances have been invented by which one can inject into a man a love for work, or pride in the ranking he may take in the organization of which he is a part.

If a salesman is a good worker and has the common sense to take suggestions and ideas from more experienced men, he will rarely fall short of producing business highly satisfactory to his company and to himself.

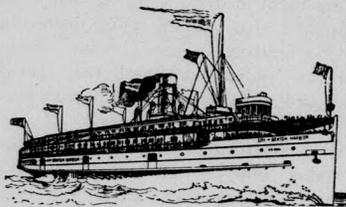
It is a well founded fact that many men never fully realize their own powers, because they have never completely centered them on one thing long enough to produce large results. To my mind the greatest obstacle in the way of permanent success to many solicitors and salesmen is the habit of drifting from one concern to another, imagining that the next thing is going to be so much easier and more profitable to sell. I know any number of brilliant, hard working salesmen who through indulgence of this "floating" habit have sacrificed everything. Their mania for trying "the other

thing" has cost them dearly. They drift aimlessly from one concern to another and they fail to accumulate any money for future protection. They fail to make any real, permanent progress because they are no sooner located with one concern when along comes some one with a proposition iridescent in its promises of great opportunities and fabulous earnings, and off they go, only to find, in a vast majority of cases, that they were better off with the old concern. Men of this class eventually become utterly demoralized and unable to connect with any except the most questionable propositions, because well established concerns take very little stock in a "floating" salesman. F. C. McLaughlin.

The question of "endurance" means partly how long you can get the world to endure you.

Hotel Cody
 Grand Rapids, Mich.
 A. B. GARDNER, Mgr.

Many improvements have been made in this popular hotel. Hot and cold water have been put in all the rooms.
 Twenty new rooms have been added, many with private bath.
 The lobby has been enlarged and beautified, and the dining room moved to the ground floor.
 The rates remain the same—\$2.00, \$2.50 and \$3.00. American plan.
 All meals 50c.



Chicago Boats
 TWICE DAILY
 G. & M. Line and G. R. & Holland Interurban

Day Trip, Leave - - - 7:40 A. M.
 Night Trip, Leave . . . 8 and 9 P. M.

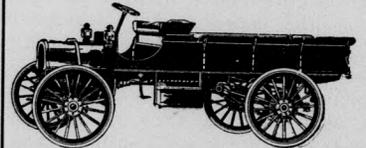
The Breslin

Absolutely Fireproof
 Broadway, Corner of 29th Street

Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths. Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

"CAFE ELYSEE"
 NEW YORK

Chase Motor Wagons



Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

Adams & Hart
 47-49 No. Division St., Grand Rapids

Increase Your Sales of

BAKER'S
Cocoa and
Chocolate



ANY GROCER who handles our preparations can have a beautifully illustrated booklet of chocolate and cocoa recipes sent with his compliments to his customers entirely free of charge.

Registered, U. S. Pat. Off.

Ask our salesman or write
Walter Baker & Co. Ltd.
 DORCHESTER, MASS.

Smoke a

Green Seal

And Contented You'll Feel Especially if it's the

NEW STANDARD
 3 for 25c Size

Or the REGALIA Straight Ten

Detroit Cigar
Manufacturing Co.

Detroit, Mich.



News and Gossip of the Traveling Boys.

Frank Ewing, who has represented Foster, Stevens & Co. for a number of years, has purchased a hardware store in Grant and on Sept. 1 will quit the road and take personal charge of the business. Frank will be sorely missed by the local Council, U. C. T., as well as by his hosts of friends in Grand Rapids and on the road. He is a fine example of the latter day traveling man, genial, honest and temperate. The boys wish you success in your new venture, Frank.

P. Steketee & Sons have purchased a new suit case for Con Broene. No, we do not know whether P. S. & S. know of it or not. Con does.

Louis Koster, of Grand Haven, was in Grand Rapids on his way home Friday night. Would like to tell the real time, but F. S. is reading this column and Louis is a good friend of ours.

Don't forget the U. C. T. picnic at Manhattan Saturday. All resident traveling men, whether members or not, are cordially invited. Bring along the basket and join in the festivities.

Wade Slawson has purchased a drug store in Galesburg and intends moving there as soon as he can get his business affairs in shape. Another sterling member of the U. C. T. to be lost to 131. Success to you, Wade.

U. C. T. again received a whaling at Sparta Saturday. Score: Sparta, 7; U. C. T., 0. Weak hitting by the travelers caused their downfall.

Lou Miller offered a pair of silk hose as a prize for the winner of the plump ladies race at the Traverse City U. C. T. picnic, held at Alden recently. On close inspection of the hose, the winner declared they were too small, so Lou presented her with two pair of lisle hose instead (samples, we presume). Would advise Uncle Sam to check over Miller's hosiery samples very carefully.

Gene Scott, while making his Northern trip, intended taking the M. & N. E. R. R. train at Traverse City which leaves at 3:25 p. m. for Provemont, but in some way he strolled down to the G. R. & I. depot and sat around until after 4 o'clock, when he stepped up to the ticket window and enquired of the agent how late the train was. The agent calmly informed him there was no train until the next morning for Provemont, but the M. & N. E. R. R. had a train which left about an hour before. "Well," said Scott, "that's one on me, for I thought I was at the M. & N. E. R. R. depot." Moral: Take a 'bus hereafter when in Traverse City, Gene.

Ned Carpenter has taken his wife with him on his Northern trip. Ned stated specifically, "It is my own wife I'm taking." No one ever suspected otherwise.

Bill Hazelton says: "It is better to have had and lost than never to have had any at all."

Perhaps Art Davenport could make arrangements with the railroad company to check his auto along with the trunks.

Big Chief Firzloff, of Manistee, who has been touring the country for the past two years, has at last settled down and gone to work.

Theron Straight, a former Grand Rapids boy, and now representing the United Mercantile Agency, with headquarters in Baltimore, was in town this week. Theron, who was a former drug clerk, has made good with a vengeance on the road.

Bill Logie was too busy to eat in Bay City last week so he hid himself to the Wenona and devoured three club sandwiches to tide him over until he had time to eat.

Charlie Perkins is working the eighteen hour shift this week.

Entries for the fat man's race, to be held at the U. C. T. picnic Saturday, are coming in fast. The latest to be received are Walter Lawson, G. K. Coffee, Fred May, Oscar Levi and Mr. Spurrier.

J. M. Goldstein.

Late State Items.

Metamora—N. J. Barber and son, Chester, have purchased Henderson Bros.' stock of dry goods and groceries and are taking inventory, preparatory to taking possession. Mr. Barber is erecting a cement store, which he will occupy as soon as finished.

Battle Creek—George C. Sterling, one of this city's foremost citizens and business men for many years, was instantly killed by the Michigan Central Wolverine Tuesday. Mr. Sterling owned a fine home on West Van Buren street, whence he was making a short cut to the business district, via the railroad right of way, when he was struck by the flyer. His body, thrown 50 feet, was so mutilated that identification was reached only through papers and the tailors' mark on his clothing. He was a shoe merchant here for years, but of late had been traveling for various shoe houses. He was also senior partner in the mercantile house of Sterling Brothers' Co. He was a member of the Athelstan Club and a communicant of St. Thomas' Episcopal church.

Cadillac—After having been in the clothing business here for four months W. H. Selkirk has filed a trust mortgage in favor of F. O. Gaffney for the benefit of his creditors. Mr. Selkirk in a preliminary report says his obligations are about \$11,000 and his assets \$6,000. However, the report does not include the obligations of a bank in this city and another bank in Boyne City. In addition to the stock of goods in the store, Mr. Selkirk has other assets in Charlevoix; also a house and lot, a piece of standing timber and a farm ownership shared by Mrs. Selkirk, who agrees to put her interest in with her husband's. That property is regarded as being worth about \$10,000. In spite of that belief, it is probable that not more than 25 cents on the dollar will be realized. The first meeting of creditors will be held August 25. L. B. Bellaire has been placed in charge by the trustee and inventory is now being taken. The leading creditor is L. Black & Co., of Rochester, N. Y.

Begin To Save Something.

Your salary may not be very large, young man, but if you make up your mind to do it, you can save something out of it. And do not fool it away on doubtful investments. Pick out a good building and loan company and buy some of the monthly payment stock. You will be surprised how a small payment every month and putting it away where it will grow will not only make you a capitalist some day but it will help you in the matter of getting a better job than the one you have. It is true no doubt that the Money Power is sort of hogging things in this country, getting control of the great enterprises and all that, but just now it is hardly worth your while to spend a great deal of time worrying over that. To begin with your worrying won't affect the Money Power a great deal and in the second place it is wise to become something of a money power in a small way yourself. And you can save something if you really make up your mind that you will.

You may smoke. Perhaps only three cigars per day. That is only 15 cents per day, but it amounts to \$4.50 per month, which will pay the monthly assessments on three one hundred dollar shares of building and loan stock that will mature in five years. In other words, if you just save your little cigar money and put it where it will grow, in five years you will have three hundred dollars in cash and to say the least you will be just as well off physically and morally as if you had smoked the three cigars per day for the five years. You can take a five year series that will cost you fourteen dollars per month and give you one thousand dollars cash at the end of the five years. Now a young fellow with a good steady job and one thousand dollars in cash isn't in bad shape and almost any young man who has his health can accumulate that much if he tries.—Merchants Journal.

Worked His Way To Superintendent Three Times.

Written for the Tradesman.

A. M. Nichols, who resides on Calkins avenue, a Vermonter by birth, is 72 years old. He is employed by the city as an inspector of street improvements. For many years he was engaged in the railroad business, commencing as a telegraph operator and in his later years filling such important offices as superintendent, freight traffic manager and train dispatcher. Mr. Nichols came to Grand Rapids in 1861, having been appointed local agent of the Detroit & Milwaukee Railroad. In discussing his duties, Mr. Nichols said: "The road was built and owned by the Great Western of Canada. It was the only line located north of the Michigan Central, running trains across the State and we enjoyed a very heavy business. Our facilities for handling freight and passengers were quite limited, but such as we had we operated overtime all the year." The passenger coaches were small and cheaply built and would not be tolerated by the public or railroad man-

agement to-day. Many of the coaches were lined with bird's-eye maple and the spaces above the windows filled with advertisements in frames. Mr. Nichols, in discussing the business of the road, further said: "We handled great quantities of gypsum in the rock from the mines of Grand Rapids. At certain periods of the year acres of ground near the depot would be covered with rock awaiting shipment. Every little town had a mill where the rock was ground and sold to the farmers, who used the same for fertilizing their land." In the year 1863 Mr. Nichols resigned his position and entered the Union army and served the Government until the close of the war between the states. He returned to Grand Rapids and resumed his former position with the railroad company in 1866 and continued in that service several years, when he resigned and was succeeded by Robert W. Corson, now and during many years past, with the Beerky & Gay Furniture Co. Mr. Nichols filled the office of General Freight Agent of the Chicago & West Michigan and the Detroit, Grand Rapids & Western railroads (both of which are now a part of the Pere Marquette system) more than a decade and resigned to engage with H. H. Porter in building and operating the Chicago & Eastern Illinois Railroad. "Thrice I have worked my way to the superintendency of railroads," Mr. Nichols reminiscently remarked, "only to be turned loose when the roads were sold out and absorbed by other railroad systems. My children and grandchildren often tell me I ought to stop working and take life easy. I could not do so. I have always been an active, busy man and idleness would kill me. I am strong physically and determined to work at some useful employment so long as I have strength to do so."

Arthur S. White.

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

Buffalo, Aug. 23—Creamery, 23@27c; dairy, 20@25c; poor, all kinds, 14@18c.

Eggs — Fancy, candled, 21@22c; choice, 19@20c.

Live Poultry — Fowls, 14@15c; ducks, 14@16c; turkeys, 12@14c; broilers, 15@16c.

Beans — Marrow, \$2.50; medium, \$2.50; pea, \$2.50; red kidney, \$3.25; white kidney, \$2.65.

Potatoes—New, \$2.75@3 per bbl. Rea & Witzig.

Clerical Changes at Benton Harbor.

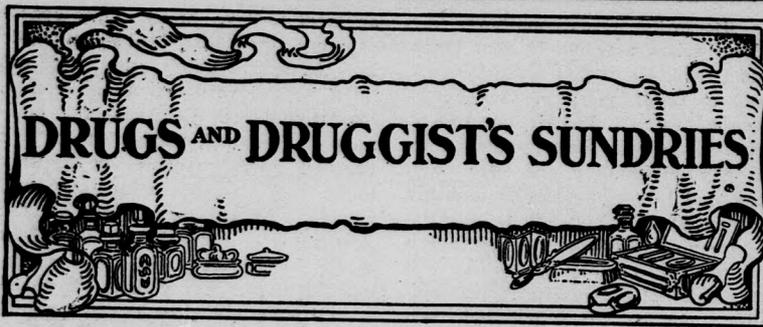
Wm. Kennedy has accepted a position with the C. J. Peck Furniture Company.

Miss Emma Matrau has accepted a position at the Trick Bros.' store.

Miss Bertha Totzke has accepted a position at the C. L. Young & Co.'s store.

W. F. Clements, of Saginaw, has taken a position as watchmaker and engraver with the Pauley Jewelry Co.

O. J. Cook, dealer in groceries and meats at 570 South Division street, has filed a petition in bankruptcy. Assets, \$832.23. Liabilities, \$2,701.59.



Michigan Board of Pharmacy.
 President—Wm. A. Dohany, Detroit.
 Secretary—Ed. J. Rodgers, Port Huron.
 Treasurer—John J. Campbell, Pigeon.
 Other Members—Will E. Collins, Owosso; John D. Muir, Grand Rapids.

Michigan Retail Druggists' Association.
 President—C. A. Bugbee, Traverse City.
 First Vice-President—Fred Brundage, Muskegon.
 Second Vice-President—C. H. Jongejan, Grand Rapids.
 Secretary—Robt. W. Cochrane, Kalamazoo.
 Treasurer—Henry Riechel, Grand Rapids.
 Executive Committee—W. C. Kirchgessner, Grand Rapids; R. A. Abbott, Muskegon; D. D. Alton, Fremont; S. T. Collins, Hart; Geo. L. Davis, Hamilton.

Michigan State Pharmaceutical Association.
 President—E. W. Austin, Midland.
 First Vice-President—E. P. Varnum, Jonesville.
 Second Vice-President—C. P. Baker, Battle Creek.
 Third Vice-President—L. P. Lipp, Blissfield.
 Secretary—M. H. Goodale, Battle Creek.
 Treasurer—J. J. Wells, Athens.
 Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

Grand Rapids Drug Club.
 President—Wm. C. Kirchgessner.
 Vice-President—O. A. Fackboner.
 Secretary—Wm. H. Tibbs.
 Treasurer—Rolland Clark.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

The A. Ph. A. in Good Financial Condition.

St. Louis, Mo., Aug. 22—Judged from the viewpoint of the Treasurer, the success of the American Pharmaceutical Association during a fiscal year is measured by the growth of the cash balance, the increase in membership and the condition of the special funds. This is the first time since 1900 that a fiscal year has occurred without an annual meeting. This condition has eliminated from our current expenses some of the items incident to an annual meeting and adds several hundred dollars to the apparent prosperity for the year. The available cash assets have increased \$1,953.25 since my last report and amount to \$5,701.98. This open account in the International Bank of St. Louis draws 3 per cent interest on the daily balance and is compounded monthly. The amount on hand has not been considered sufficient to justify withdrawing a portion for investment in bonds.

The number of new members during the period from one annual meeting to another is reported by the Secretary of the Council at the closing session of each annual meeting. It must be remembered that it has been fifteen months since the last meeting and that only nine months intervened between the 1909 and the 1910 meetings. The Treasurer's records show 258 new members, compared with 406 the previous fiscal year. This decrease of 148 is explained by the fact that no annual meetings occurred in the period cov-

ered. The special membership campaign for the past year cost \$197.82, compared with \$637.96 the previous year. The membership roll is as follows:

Active members	2,353
Life members	107
Life members, old style	24
Honorary members	3
Total	2,490

The schedule of fees for life membership requires revision, as some fees are decidedly to the disadvantage of the Association.

The special funds in the hands of the Treasurer are of two kinds: One class is the property of the Association and the other class of funds is held in trust to be expended, under specific conditions. The five permanent funds which are the property of the Association have increased \$1,069.63 since my last report. Life membership fees amount to \$75 and the contributions to the endowment fund, \$17. With these two exceptions, the growth of the permanent funds is from interest on the amounts reported one year ago. The number of funds held in trust has been augmented by the Hallberg memorial fund, which was started February 16, 1911. The three trust funds amount to \$8,424.61. This is an increase of \$4,499.87 during twelve months. Of this amount \$4,320.80 has been subscribed and the remainder, \$179.07, is interest.

The Association now holds \$15,701.08 in bonds and cash; \$29,623.37 of permanent funds and \$8,424.61 of trust funds. The total amount is \$53,749.06.

The collection of the dues is a duty which demands constant attention. I have for three years followed the plan of prompt and systematic requests for payment and I find that members who, according to the old records, were at times delinquent for three or four years now pay promptly.

The addendum to the Treasurer's report was provided for by a motion adopted at the 1903 meeting. The first addendum appears on page 35 of the proceedings for 1904. It must be remembered that my statements necessarily refer to the condition of the finances and membership, July 1, 1911. Owing to the date of the 1911 meeting, important changes have occurred since the close of the fiscal year. This is my third annual report and I must again thank the officers and members for loyal support in the discharge of my duties.

Henry M. Whelpley, Treas.

Price Control by Manufacturers.

Price protection as between a manufacturer and the wholesale and retail trade has been reduced to a question of patent rights. Recent court decisions would seem to deny the right of a manufacturer to control the price at which his product shall be sold after it leaves his hands, but those decisions are understood to apply only to cases which are not protected by patents. The courts have repeatedly upheld the right of the manufacturer to control prices under his patents, and the United States statute clearly defines and prescribes that the patentee, or his legal successors or assigns, shall have the right to control the making, using and vending of such patented articles, and that, in so doing, he is clearly within the rights granted by the statute, to say who shall manufacture his goods and who may be permitted to sell them and the price at which they may be sold.

The contrary decision has reference rather to unpatented specialties as to trade agreements between manufacturers and jobbers, or both, to regulate prices. These are declared to be agreements in restraint of trade within the meaning of the "anti-trust act." The difference between the price control of a patented and an unpatented article appears to be that the former is authorized, while the latter is not.

A. Parker Nevin, Esq., general counsel for the National Association of Manufacturers, in an article on the Miles case, written for the American Hardware Manufacturers' Association, says:

"The Supreme Court held that the conditions and restrictions placed upon the sale of the goods could not be justified on the theory that the goods were proprietary medicines manufactured and produced under a secret process, and also discussed the question as to whether a manufacturer is entitled to control the prices on all sales of the product of his own manufacture. The courts held that whatever right the manufacturer has to extend his control beyond his own sales, depends not upon an inherent power incident to production or original ownership, but upon agreements, and that the agreements in question, in the case being considered, were designed to maintain prices and to prevent competition between retail dealers. The court also held that the validity of agreements to prevent competition and to maintain a standard of prices is not to be determined by the circumstance of whether the goods were produced by one or more manufacturers, or whether they had been previously owned by one or many. Complainant having sold its product at prices agreeable to itself, the public, according to the decision, is entitled to whatever advantage may be derived from subsequent competition.

"It is interesting to note that Justice Holmes, in a dissenting opinion, suggested that the Medical Company might have accomplished the result it desired in a way that would be beyond successful attack. According to Justice Holmes' dictum, if the Medical Company had made the retail

dealers its agents in law as well as in name, and also retained the title until the goods left their hands, the Medical Company, as owner, would be acting within its right."

Jackson Druggists Sore Over New Law.

Jackson, Aug. 15—Jackson druggists are somewhat up in the air over the law passed by the last Legislature requiring a disc with serrated edge to be placed on the cork of every bottle containing poison put out by apothecaries, since the law went into effect August 1, and notices of it have been received from the State Health Department. It is the manner in which the notice reaches them that now angers the druggists. The following is the way it is made up:

The envelope in which the notice comes bears the return card of Chas. A. Hervey, designated as manufacturer of "Hervey's Sure Bottle Alarm."

The stamp on the envelope bears the perforation "M," which marks all stamps purchased by the State Board of Auditors—thus the State pays the postage.

Inside the envelope is a copy of the law, act 270, public acts of 1911. On the back of the sheet containing the statute is an advertisement, with cuts and price quotations for "Hervey's Sure Bottle Alarm."

Accompanying the sheet as described is another slip printed as follows:

Michigan Department of Health,
 Office of the Secretary, Lansing,
 Michigan.

The device herein described, a sample of which is enclosed, has been approved by the Michigan State Board of Health as complying with requirements of act 270, public acts, 1911.

(Signed)

Robert L. Dixon, M. D.,
 Secretary State Board of Health.

Exhibit 3, contents of the envelope, is a small, circular tin disc with serrated edges, supposed to be a sample of "Hervey's Sure Bottle Alarm."

The State, it is said, not only pays the postage on the envelope containing the sample of the bottle alarm, but it pays the manufacturers of the device for the samples so dispatched to every druggist, some 4,000 in Michigan, if the provisions of the act are complied with in detail.

A Permanent Cure.

The various rulings of the commissions and departments at Washington are oftentimes thought to be arbitrary and unnecessary. No less a personage than David Starr Jordan joked about the laws of the International Fisheries Commission.

"The fish there have no chance," he lamented; "they have as hard a time of it as the whites in the interior of China. A druggist there said to a clerk one day:

"Didn't I see a foreign devil come out of here as I came down the street?"

"Yes, sir," the clerk meekly responded. "He wanted a permanent cure for headache."

"And you sold him—"
 "Rat poison, sir!"

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including categories like Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrupus. Prices are listed in cents per unit.



Our New Home

Corner Oakes and Commerce

Only 300 feet from Union Depot

Our Holiday line of Samples will be on display Sept. 5 to Oct. 15 in our new building. A larger and more complete assortment than ever before. Please reserve your orders for us.

Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

They Will EAT More and BUY More Groceries If you sell them LOWNEY'S COCOA



Instead of Coffee and Tea

You may make more at first on tea and coffee, but you want your customers to have good appetites. The answer is Lowney's Cocoa. It is appetising, wholesome and strengthening. Your Lowney's Cocoa customers will be your best customers.

IT'S UP TO YOU



6

7

8

9

10

11

Soda Crackers N. B. C. 1 00
 Soda Crackers Select 1 00
 S. S. Butter Crackers 1 50
 Uneda Biscuit 50
 Uneda Jincer Wayfer 1 00
 Uneda Lunch Biscuit 50
 Vanilla Wafers 1 00
 Water Thin Biscuit 1 00
 Zu Zu Ginger Snaps 50
 Zwieback 1 00
In Special Tin Packages.
 Festino 2 50
 Nabisco, 25c 2 50
 Nabisco, 10c 1 00
 Champagne wafers 2 50
 Sorbeto Per tin in bulk 1 00
 Nabisco 1 00
 Festino 1 75
 Bent's Water Crackers 1 40
CREAM TARTAR
 Barrels or drums 33
 Boxes 34
 Square cans 36
 Fancy caddies 41
DRIED FRUITS
Apples
 Sundried 12@13
 Evaporated 12@13
 California 14@16
 Citron 15
 Corsican 15
 Imp'd 1 lb. pkg. 10
 Imported bulk 9%
Peaches
 Muirs—Choice, 25 lb. bx 9%
 Muirs—Fancy, 25 lb. b. 11
 Muirs—Fancy, 50 lb. b. 10%
Peel
 Lemon American 13
 Orange American 13
Raisins
 Connosiar Cluster 3 25
 Dessert Cluster 4 00
 Loose Muscatels 3 Cr 7
 Loose Muscatels 4 Cr 7
 L. M. Seeded 1 lb. 3 1/2 @ 9
 California Prunes
 L. M. Seeded 1 lb. 9 @ 9 1/2
 Sultanas Bleached 12
 100-125 25lb. boxes 11 1/2
 90-100 25lb. boxes 12
 80-90 25lb. boxes 12 1/2
 70-80 25lb. boxes 13
 60-70 25lb. boxes 13 1/2
 50-60 25lb. boxes 14
 40-50 25lb. boxes 14 1/2
 1/2 c less in 50lb. cases
FARINACEOUS GOODS
Beans
 Dried Lima 3
 Med Hand Picked 2 45
 Brown Holland 3 20
Farina
 25 1 lb. packages 1 50
 Bulk, per 100 lbs. 4 00
 Original Holland 2 45
 Packed 12 rolls to container
 3 containers (36 rolls) 2 85
 5 containers (60 rolls) 4 75
Hominy
 Pearl, 100 lb. sack 1 75
 Maccaroni and Vermicelli
 Domestic, 10 lb. box 60
 Imported, 25 lb. box 2 50
Pearl Barley
 Chester 4 50
 Empire 5 00
Peas
 Green, Wisconsin, bu. 90
 Green, Scotch, bu. 3 90
 Split, lb. 04
Sage
 East India 5
 German, sack 5
 German, broken pkg. 5
Tapioca
 Flake, 100 lb. sacks 6
 Pearl, 130 lb. sacks 6
 Pearl, 36 pkgs. 2 25
 Minute, 36 pkgs. 2 75
FISHING TACKLE
 1/4 to 1 in. 6
 1 1/2 to 2 in. 7
 2 to 3 in. 9
 3 to 4 in. 11
 4 to 5 in. 15
 5 to 6 in. 20
Cotton Lines
 No. 1, 10 feet 5
 No. 2, 15 feet 7
 No. 3, 15 feet 9
 No. 4, 15 feet 10
 No. 5, 15 feet 11
 No. 6, 15 feet 12
 No. 7, 15 feet 15
 No. 8, 15 feet 18
 No. 9, 15 feet 20
Linen Lines
 Small 20
 Medium 26
 Large 34
Poles
 Bamboo, 14 ft., per doz. 55
 Bamboo, 16 ft., per doz. 60
 Bamboo, 18 ft., per doz. 80
FLAVORING EXTRACTS
Foote & Jenks
 Coleman Vanilla
 No. 2 size 14 00
 No. 4 size 20 00
 No. 3 size 36 00
 No. 8 size 48 00
 Coleman Terp. Lemon
 No. 2 size 9 60
 No. 4 size 18 00
 No. 3 size 21 00
 No. 8 size 36 00
 Jaxon Mexican Vanilla
 1 oz. oval 15 00
 2 oz. oval 28 20
 4 oz. flat 55 20
 8 oz. Sat 100 00

Jaxon Terp. Lemon
 1 oz. oval 15 20
 2 oz. oval 28 20
 4 oz. flat 55 20
 8 oz. nat 100 00
Jennings (D. C. Brand)
 Terpeness Extract Lemon
 No. 2 Panel, per doz. 75
 No. 4 Panel, per doz. 1 50
 No. 6 Panel, per doz. 2 00
 No. 3 Taper, per doz. 1 50
 2 oz. Full Measure doz. 1 25
 4 oz. Full Measure doz. 2 40
Jennings (D. C. Brand)
Extract Vanilla
 No. 2 Panel, per doz. 1 25
 No. 4 Panel, per doz. 2 00
 No. 6 Panel, per doz. 3 50
 No. 3 Taper, per doz. 2 00
 1 oz. Full Measure doz. 90
 2 oz. Full Measure doz. 2 00
 4 oz. Full Measure doz. 4 00
 No. 2 Panel assorted 1 00
 Crescent Mfg. Co.
 Mapi-line
 2 oz. per doz. 3 00
 Michigan Maple Syrup Co.
 Kalkaska Brand
 Maple, 2 oz., per doz. 2 25
FRUIT JARS
 Mason, pts, per gro. 4 85
 Mason, qts, per gro. 5 20
 Mason, 1/2 gal, per gro. 7 60
 Mason, can tops, gro. 1 65
GELATINE
 Cox's, 1 doz. large 1 75
 Cox's, 1 doz. small 1 00
 Knox's Sparkling, doz. 1 25
 Knox's Sparking, gr. 14 00
 Nelson's 1 50
 Knox's Acid'd. doz. 1 25
 Plymouth Rock, 125 75
 Plymouth Rock, Plain 90
GRAIN BAGS
 Amoskeag, 100 in bale 19
 Amoskeag, less than 19 1/2
GRAIN AND FLOUR
 Wheat
 Red 34
 White 36
 Winter Wheat Flour
 Local Brands
 Patents 5 25
 Second Patents 5 00
 Straight 4 60
 Second Straight 4 20
 Clear 3 90
 Flour in barrels, 20c per
 barrel additional.
 Lemon & Wheeler Co.
 Big Wonder 1/2 cloth 4 50
 Big Wonder 1/4 cloth 4 50
 Worden Grocer Co.'s Brand
 Quaker, paper 4 30
 Quaker, cloth 4 40
 Wykes & Co.
 Eclipse 4 40
 Lemon & Wheeler Co.
 White Star, 1/2 cloth 5 40
 White Star, 1/4 cloth 5 30
 White Star, 1/8 cloth 5 20
 Worden Grocer Co.
 American Eagle, 1/2 cl 5 40
 Grand Rapids Grain
 & Milling Co. Brands
 Purity, Patent 5 00
 Seal of Minnesota 5 60
 Sunburst 5 60
 Wizard Flour 4 60
 Wizard Graham 4 60
 Wizard Gran. Meal 3 80
 Wizard Buckwheat 6 00
 Rye 4 80
Spring Wheat Flour
 Roy Baker's Brand
 Golden Horn, family 5 40
 Golden Horn, bakers 5 30
 Wisconsin Rye 4 65
 Judson Grocer Co.'s Brand
 Ceresota, 1/2 s 6 40
 Ceresota, 1/4 s 6 30
 Ceresota, 1/8 s 6 20
 Lemon & Wheeler's Brand
 Windgold, 1/2 s 5 60
 Windgold, 1/4 s 5 50
 Windgold, 1/8 s 5 40
 Worden Grocer Co.'s Brand
 Laurel, 1/2 cloth 5 85
 Laurel, 1/4 cloth 5 75
 Laurel, 1/8 & 1/4 paper 5 65
 Laurel, 1/4 cloth 5 65
 Voigt Milling Co.'s Brand
 Voigt's Crescent 4 70
 Voigt's Flourignt 4 70
 Voigt's Hygienic 4 70
 Graham 4 20
 Voigt's Royal 5 10
 Wykes & Co.
 Sleepy Eye, 1/2 s cloth 6 00
 Sleepy Eye, 1/4 s cloth 5 90
 Sleepy Eye, 1/8 s cloth 5 80
 Sleepy Eye, 1/4 s paper 5 80
 Sleepy Eye, 1/8 s paper 5 80
 Watson-Higgins Milling Co.
 Perfection Flour 5 00
 Tip Top Flour 4 70
 Golden Sheaf Flour 4 20
 Marshall's Best Flour 5 50
 Perfection Buckwheat 3 80
 Tip Top Buckwheat 2 80
 Bader Horse Feed 24 00
 Alfalfa Horse Feed 24 00
 Kafr Corn 1 80
 Hoyle Scratch Feed 1 60
Meal
 Bolted 3 40
 Golden Granulated 3 60
 St. Car Feed screened 28 00
 No. 1 Corn and Oats 28 00
 Corn, cracked 27 50
 Corn Meal, coarse 27 50
 Winter Wheat Bran 25 00
 Middlings 28 00
Dairy Feeds
 Wykes & Co.
 O P Linseed Meal 38 00

O P Laxo-Cake-Meal 35 60
 Cotonseed Meal 29 00
 Gluten Feed 27 00
 Brewers Grains 26 00
 Hammond Dairy Feed 23 50
Oats
 Michigan carlots 44
 Less than carlots 46
Corn
 Carlots 70
 Less than carlots 73
Hay
 Carlots 17 00
 Less than carlots 19 00
HERBS
 Sage 15
 Hops 15
 Laurel Leaves 15
 Senna Leaves 25
HIDES AND PELTS
Hides
 Green, No. 1 10
 Green, No. 2 9
 Cured, No. 1 11 1/2
 Cured, No. 2 10 1/2
 Calfskin, green, No. 1 13
 Calfskin, green, No. 2 11 1/2
 Calfskin, cured No. 1 14
 Calfskin, cured No. 2 12 1/2
Pelts
 Ouz Wool 30
 Lambs 25 @ 30
 Shearlings 15 @ 35
Tallow
 No. 1 5
 No. 2 4
Wool
 Unwashed, med. 13
 Unwashed, fine 18
HORSE RADISH
 Per doz. 90
JELLY
 5 lb. pails, per doz. 2 25
 15 lb. pails, per pail 55
 30 lb. pails, per pail 95
JELLY GLASSES
 1/2 pt. in bbls, per doz 15
 1/2 pt. in bbls, per doz. 16
 8 oz. capped in bbls,
 per doz. 20
MAPLEINE
 2 oz. bottles, per doz. 3 00
MINCE MEAT
 Per case 2 85
MOLASSES
 New Orleans
 Fancy Open Kettle 42
 Choice 35
 Good 32
 Fair 20
 Half barrels 2c extra
MUSTARD
 1/2 lb. 6 lb. box 18
OLIVES
 Bulk, 1 gal. kegs 1 10 @ 1 20
 Bulk, 2 gal. kegs 95 @ 1 10
 Bulk, 5 gal. kegs 90 @ 1 05
 Stuffed, 5 oz. 1 30
 Stuffed, 8 oz. 1 35
 Stuffed, 14 oz. 2 25
 Pitted (not stuffed)
 14 oz. 2 25
 Manzanilla, 8 oz. 90
 Lunch, 10 oz. 1 35
 Lunch, 16 oz. 2 25
 Queen, Mammoth, 19
 oz. 3 75
 Queen, Mammoth, 28
 oz. 5 25
 Olive Chow, 2 doz. oz.
 per doz. 2 25
PICKLES
 Beutel's Bottled Pickles
 8 oz., per doz. 90
 10 oz., per doz. 95
 16 oz., per doz. 1 45
 24 oz., per doz. 1 90
 32 oz., per doz. 2 35
Medium
 Barrels, 1,200 count 7 75
 Half bbls., 600 count 4 50
 5 gallon kegs 2 25
Small
 Barrels 9 00
 Half barrels 5 25
 5 gallon kegs 1 90
Gherkins
 Barrels 11 00
 Half barrels 5 00
 5 gallon kegs 2 75
Sweet Small
 Barrels 13 50
 Half barrels 5 50
 5 gallon kegs 3 00
PIPES
 Clay, No. 216, per box 1 75
 Clay, T. D., full count 6 70
 Cob 90
PLAYING CARDS
 No. 90 Steamboat 85
 No. 15, Rival, assorted 1 75
 No. 20, Rover, enam'd 2 00
 No. 572, Special 1 75
 No. 98 Golf, satin fin. 2 00
 No. 808 Bicycle 2 00
 No. 632 Tom'n' wheat 2 25
POTASH
 Babbitt's 4 00
PROVISIONS
Barreled Pork
 Clear Back 17 50 @ 18 00
 Short Cut 18 50
 Short Cut Clear 16 00
 Bean 15 00
 Brisket, Clear 23 00
 Pig 23 00
 Clear Family 26 00
Dry Salt Meats
 S P Bellies 14
Lard
 Pure in tierces 10 @ 10 1/2
 Compound lard 8 1/2 @ 9 1/2
 80 lb. tubs, advance 9 1/2
 60 lb. tubs, advance 9 1/2
 50 lb. tubs, advance 9 1/2
 20 lb. pails, advance 9 1/2
 10 lb. pails, advance 9 1/2

5 lb. pails, advance 1
 8 lb. pails, advance 1
Smoked Meats
 Hams, 12 lb. av. 16 1/2 @ 17
 Hams, 14 lb. av. 16 @ 16 1/2
 Hams, 16 lb. av. 15 1/2 @ 16
 Hams, 18 lb. av. 15 @ 15 1/2
 Skinned Hams, 17 @ 17 1/2
 Ham, dried beef sets 18
 California Hams 9 1/2 @ 10
 Picnic Boiled Hams 15
 Boiled Hams 24 @ 24 1/2
 Berlin Ham, press'd 9 @ 9
 Minced Ham 10 @ 10
 Bacon 14 1/2 @ 15
Sausages
 Bologna 8
 Liver 7 1/2 @ 8
 Frankfurt 9 @ 9 1/2
 Pork 11
 Veal 11
 Tongue 11
 Headcheese 9
Beef
 Boneless 15 00
 Rump, new 16 00
Pig's Feet
 1/2 bbls. 95
 1/4 bbls., 40 lbs. 1 90
 1/4 bbls. 4 00
 1 bbl. 8 00
Tripe
 Kits, 15 lbs. 90
 1/4 bbls., 40 lbs. 1 60
 1/2 bbls., 80 lbs. 3 00
Casings
 Hogs, per lb. 35
 Beef, rounds, set 17
 Beef, middles, set 85
 Sheep, per bundle 60
Uncolored Butterine
 Solid dairy 11 @ 14
 Country Rolls 11 @ 18
Canned Meats
 Corned beef, 2 lb. 3 50
 Corned beef, 1 lb. 1 85
 Roast beef, 2 lb. 3 50
 Potted Ham, 1/2 s 90
 Deviled Ham, 1/2 s 90
 Deviled Ham, 1/4 s 90
 Potted tongue, 1/2 s 50
 Potted tongue, 1/4 s 90
RICE
 Fancy 6 @ 6 1/2
 Japan Style 4 1/2 @ 5 1/2
 Broken 2 1/2 @ 3 1/4
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 3 00
 Arm and Hammer 3 00
 Wyandotte, 100 lbs 3 00
SAL SODA
 Granulated, bbls. 80
 Granulated, 100 lbs. cs. 90
 Granulated, 36 pkgs. 1 20
SALT
 Common Grades
 100 3 lb. sacks 2 40
 60 5 lb. sacks 2 25
 28 10 lb. sacks 2 10
 56 lb. sacks 2 25
 28 lb. sacks 1 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 95
 Medium, fine 1 00
SALT FISH
Cod
 Large whole 7 1/2
 Small, whole 7
 Strips or bricks 7 1/2 @ 10 1/2
 Pollock 5
Halibut
 Strips 15
 Chunks 16
Holland Herring
 Y. M. wh. hoop, bbls. 11 00
 Y. M. wh. hoop, 1/2 bbl. 6 00
 Y. M. wh. hoops, kegs 75
 Y. M. wh. hoop Milchers
 kegs 85
 Queen, bbls. 11 00
 Queen, 1/2 bbls. 6 75
 Queen, kegs 65
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. 16 50
 Mess, 40 lbs. 7 00
 Mess, 10 lbs. 1 85
 Mess, 8 lbs. 1 50
 No. 1, 100 lbs. 15 50
 No. 1, 40 lbs. 6 60
 No. 1, 10 lbs. 1 70
 No. 1, 8 lbs. 1 40
Whitefish
 100 lbs. 9 75
 50 lbs. 5 25
 10 lbs. 1 12
 8 lbs. 92
 100 lbs. 4 65
 40 lbs. 2 10
 10 lbs. 75
 8 lbs. 65
SEEDS
 Anise 10
 Canary, Smyrna 4 1/2
 Caraway 10
 Cardamom, Malabar 1 00
 Celery 15

Hemp Russian 4 1/2
 Mixed Bird 4
 Mustard, white 10
 Poppy 9
 Rape 6
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
 Maccabay, in jars 35
 French Rappie in jars 43
SODA
 Boxes 5 1/2
 Kegs, English 4 1/2
SPICES
Whole Spices
 Allspice, Jamaica 13
 Allspice, large Garden 11
 Cloves, Zanzibar 20
 Cassia, Canton 14
 Cassia, 5c pkg. doz. 25
 Ginger, African 9 1/2
 Ginger, Cochin 14 1/2
 Mace, Penang 70
 Mixed, No. 1 16 1/2
 Mixed, No. 2 10
 Mixed, 5c pkgs. doz. 35
 Nutmegs, 75-80 30
 Nutmegs, 105-110 20
 Pepper, Black 14
 Pepper, White 25
 Pepper, Cayenne 22
 Paprika, Hungarian 45
Pure Ground in Bulk
 Allspice, Jamaica 12
 Cloves, Zanzibar 23
 Cassia, Canton 13
 Ginger, African 13
 Mace, Penang 9
 Nutmegs, 75-80 35
 Pepper, Black 16
 Pepper, White 30
 Pepper, Cayenne 22
 Paprika, Hungarian 45
STARCH
 Corn
 Kingsford, 40 lbs. 7 1/4
 Muzzy, 20 lb. pkgs. 5 1/4
 Muzzy, 40 lb. pkgs. 5
 Kingsford
 Silver Gloss, 40 lbs. 7 1/4
 Silver Gloss, 16 3lbs. 6 1/4
 Silver Gloss, 12 6lbs. 8 1/4
 Muzzy
 48 lb. packages 5
 16 lb. packages 4 1/2
 12 6lb. packages 6
 50lb. boxes 2 1/2
SYRUPS
Corn
 Barrels 25
 Half barrels 28
 20lb. cans 1/2 dz. in cs. 1 65
 10lb. cans, 1/2 dz. in cs. 1 60
 5lb. cans, 2 doz. in cs. 1 70
 2 1/2lb. cans, 2 dz. in cs. 1 75
Pure Cane
 Fair 16
 Good 20
 Choice 25
 Michigan Maple Syrup Co.
 Brand
 Kalkaska, per doz. 2 25
TABLE SAUCES
 Halford, large 3 75
 Halford, small 2 25
TEA
 Japan
 Sundried, medium 24 @ 26
 Sundried, choice 30 @ 33
 Sundried, fancy 36 @ 40
 Regular, medium 24 @ 26
 Regular, Choice 30 @ 33
 Regular, fancy 36 @ 40
 Basket-fired medium 30
 Basket-fired, choice 35 @ 37
 Basket-fired, fancy 28 @ 32
 Nibs 40 @ 3
 Siftings 10 @ 12
 Fannings 14 @ 15
Gunpowder
 Moyune, medium 28
 Moyune, choice 32
 Moyune, fancy 40 @ 45
 Pingsuey, medium 25 @ 28
 Pingsuey, choice 30
 Pingsuey, fancy 40 @ 45
Young Hyson
 Choice 30
 Fancy 40 @ 50
Oolong
 Formosa, fancy 45 @ 50
 Formosa, medium 25 @ 26
 Formosa, choice 32
English Breakfast
 Medium 25
 Choice 30 @ 35
 Fancy 40 @ 60
India
 Ceylon, choice 30 @ 35
 Fancy 45 @ 55
TOBACCO
 Fine Cut
 Blot 1 45
 Hiawatha, 16 oz. 60
 Hiawatha, 1 oz. 56
 No Limit, 8 oz. 1 72
 No Limit, 16 oz. 3 40
 Ojibwa, 16 oz. 40
 Ojibwa, 5c pkg. 1 85
 Ojibwa, 5c 47
 Petoskey Chief, 7 oz. 1 90
 Petoskey Chief, 14 oz. 3 80
 Sweet Cuba, 5c 5 70
 Sweet Cuba, 10c 11 10
 Sweet Cuba, 16 oz. tins 5 00
 Sweet Cuba, 16 oz. foil 4 50
 Sweet Cuba, 16 oz. bxs 4 80
 Sweet Cuba, 1/2 lb. 2 25
 Sweet Burley, 5c 5 76

Sweet Mist, 1/2 gr. 5 70
 Sweet Burley, 24 lb. cs 4 90
 Tiger, 1/2 gross 6 00
 Tiger, 5c tins 5 50
 Uncle Daniel, 1 lb. 50
 Uncle Daniel, 1 oz. 5 22
Plug
 Am. Navy, 15 oz. 28
 Drummond, Nat Leaf,
 2 & 5 lb. 60
 Drummond Nat. Leaf
 per doz. 95
 Battle Ax 37
 Brazer 37
 Big Four 31
 Boot Jack 86
 Bullion, 16 oz. 46
 Climax Golden Twins 48
 Days Work 37
 Derby 28
 5 Bros. 63
 Gilt Edge 50
 Gold Rope, 7 to lb. 58
 Gold Rope, 14 to lb. 58
 G. O. P. 36
 Granger Twist 46
 G. T. W. 37
 Horse Shoe 43
 Honey Dip Twist 45
 Jolly Tar 40
 J. T., 8 oz. 35
 Keystone Twist 48
 Kismet 43
 Nobby Spun Roll 58
 Parrot 28
 Peachey 40
 Picnic Twist 45
 Piper Heldsick 69
 Redicut, 1 1/2 oz. 30
 Red Lion 38
 Sherry Cobbler, 10 oz. 26
 Spear Head, 12 oz. 44
 Spear Head, 1 1/2 oz. 47
 Spear Head, 7 oz. 28
 Square Deal 43
 Star 44
 Standard Navy 24
 Ten Penny 81
 Town Talk 14 oz. 30
 Yankee Girl 32
Smoking
 Sweet Core 24
 Flat Car 32
 Warpath 26
 Bamboo, 16 oz. 25
 1 X L, 5lb. 27
 1 X L, 16 oz. pails 31
 Honey Dew 47
 Gold Block 44
 Flagman 44
 Chips 41
 Kilm Dried 27
 Duke's Mixture 41
 Duke's Cameo 43
 Myrtle Nav 44
 Yum Yum, 5c per gro 5 80
 Yum Yum, 10c per gro 11 50
 Yum, Yum, 1lb. pails 39
 Cream 38
 Corn Cake, 2 1/2 oz. 26
 Corn Cake, 1lb. 21
 Flow Boy, 1 1/2 oz. 39
 Flow Boy, 3 1/2 oz. 39
 Peerless, 1 1/2 oz. 39
 Peerless, 1 1/2 oz. 39
 Air Brake 36
 Cant Hook 30
 Country Club 32-34
 Fore-X-XX 30
 Good Indian 30-32
 Self Binder, 16oz. box 20-22
 Silver Foam 24
 Sweet Marie 22
 Royal Smoke 42
TWINE
 Cotton, 3 ply 25
 Cotton, 4 ply 25
 Jute, 2 ply 14
 Hemp, 6 ply 12
 Flax, medium 24
 Wool, 1 lb. bales 8
VINEGAR
 Highland apple cider 22
 Oakland apple cider 17
 Robertson's Compound 13 1/2
 Robinson's Cider 16
 State Seal sugar 13
 40 grain pure white 10
 Barrels free
WICKING
 No. 0 per gross 30
 No. 1 per gross 40
 No. 2 per gross 50
 No. 3 per gross 75
WOODENWARE
Baskets
 Bushels, wide band 1 10
 Bushels, wide band 1 15
 Market 40
 Splint, large 3 50
 Splint, medium 3 00
 Splint, small 2 75
 Willow, Clothes, large 8 25
 Willow, Clothes, small 6 25
 Willow, Clothes, me'm 7 25
Butter Plates
 Wire End or Ovals
 1/2 lb., 250 in crate 30
 1 lb., 250 in crate 30
 1 lb., 250 in crate 35
 3 lb., 250 in crate 40
 3 lb., 250 in crate 50
 Churns
 Barrel, 5 gal., each 2 40
 Barrel, 10 gal., each 2 55
Clothes Pins
 Round Head
 4 inch, 5 gross 45
 4 1/2 inch, 5 gross 50
 Carthons, 20 2 1/2 doz. bxs. 55
Egg Crates and Fillers
 Humpty Dumpty, 13 dz. 30

Special Price Current

- 12**
- No. 1 complete 40
 - No. 2 complete 28
 - Case No. 2 fillers, 15 sets 1 35
 - Case, medium, 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 80
 - No. 2 pat. brush holder 85
 - Ideal No. 7 85
 - 12lb. cotton mop heads 1 45

- Pails**
- 2-hoop Standard 2 00
 - 3-hoop Standard 2 35
 - 2-wire Cable 2 10
 - Cedar all red brass 1 25
 - 3-wire Cable 2 30
 - Paper Eureka 2 25
 - Fibre 2 70

- Toothpicks**
- Birch, 100 packages .. 2 00
 - Ideal 85

- Traps**
- Mouse, wood, 2 holes 22
 - Mouse, wood, 4 holes 45
 - Mouse, wood, 6 holes 70
 - Mouse, tin, 5 holes 65
 - Hat, wood 80
 - Hat, spring 70

- Tubs**
- 20-in. Standard, No. 1 7 50
 - 18-in. Standard, No. 2 6 50
 - 16-in. Standard, No. 3 5 50
 - 20-in. Cable, No. 1 8 00
 - 18-in. Cable, No. 2 7 00
 - 16-in. Cable, No. 3 6 00
 - No. 1 Fibre 10 25
 - No. 2 Fibre 9 25
 - No. 3, Fibre 8 25

- Washboards**
- Bronze Globe 2 50
 - Dewey 1 10
 - Double Acme 3 10
 - Single Acme 3 10
 - Double Peerless 3 75
 - Single Peerless 3 25
 - Northern Queen 3 25
 - Double Duplex 3 00
 - Good Luck 2 75
 - Universal 3 00

- Window Cleaners**
- 12 in. 1 65
 - 14 in. 1 50
 - 16 in. 2 30

- Wood Bowls**
- 13 in. Butter 1 60
 - 15 in. Butter 2 25
 - 17 in. Butter 4 15
 - 19 in. Butter 6 10
 - Assorted, 13-15-17 3 00
 - Assorted, 15-17-19 4 25

- WRAPPING PAPER**
- Common Straw 2
 - Fibre Manila, white 3
 - Fibre, Manila, colored 4
 - No. 1 Manila 4
 - Cream Manila 3
 - Butchers' Manila 2%
 - Wax Butter, short c't 13
 - Wax Butter, full count 20
 - Wax Butter, rolls 19

- 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

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
2 lb. cans 13 00
5 lb. cans 21 50

13 CIGARS
Johnson Cigar Co.'s Brand



- S. C. W., 1,000 lots 31
- El Portana 32
- Evening Press 32
- Exemplar 32
- Worden Grocer Co. Brand Ben Hur
- Perfection 35
- Perfection Extras 35
- Londres 35
- Londres Grand 35
- Standard 35
- Puritanos 35
- Panatellas, Finas 35
- Panatellas, Bock 35
- Jockey Club 35

COCOANUT
Baker's Brazil Shredded



- 10 5c pkgs., per case 2 60
- 36 10c pkgs., per case 2 60
- 16 10c and 38 5c pkgs., per case 2 60

COFFEE
Roasted
Dwinell-Wright Co.'s B'ds



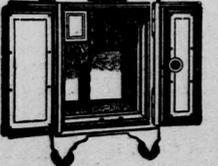
- White House, 1lb.
- White House, 2lb.
- Excelsior, Blend, 1lb.
- Excelsior, Blend, 2lb.
- Tip Top, Blend, 1lb.
- Royal Blend
- Royal High Grade
- Superior Blend
- Boston Combination

JENNINGS
CONDENSED PEARL MILK
BLUING



- Small size, doz. 40
- Large size, doz. 75

SAFES



Full line of fire and burglar proof safes kept in

14

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 Brand



- 100 cakes, large size. .6 50
- 50 cakes, large size. .3 25
- 100 cakes, small size. .8 55
- 50 cakes, small size. .1 95

Gowans & Sons Brand.



- Single boxes 3 00
- Five box lots 2 95
- Ten box lots 2 90
- Twenty-five box lots .. 2 85

- J. S. Kirk & Co.**
- American Family 4 00
 - Dusky Diamond 50 8 oz 2 80
 - Dusky D'nd 100 6 oz 3 80
 - Jap Rose, 50 bars 3 60
 - Savon Imperial 3 00
 - White Russian 3 60
 - Dome, oval bars 3 00
 - Satinet, oval 2 70
 - Snowberry, 100 cakes 4 00

- Lautz Bros. & Co.**
- Acme, 30 bars, 75 lbs. 4 00
 - Acme, 25 bars, 75 lbs. 4 00
 - Acme, 25 bars, 70 lbs. 3 80
 - Acme, 100 cakes 3 25
 - Big Master, 72 blocks 2 85
 - German Mottled 3 50
 - German Mottled, 3 oxs 3 45
 - German Mottled, 10 bx 3 40
 - German Mottled, 25 bx 3 35
 - Marseilles, 100 cakes .6 00
 - Marseilles, 100 cks 5c 4 00
 - Marseilles, 100 ck toll 4 00
 - Marseilles, 1/2bx toilet 2 10

- Proctor & Gamble Co.**
- Lenox 2 00
 - Ivory, 6 oz. 4 00
 - Ivory, 10 oz. 6 75
 - Star 3 85

Tradesman Co.'s Brand



- Black Hawk, one box 2 50
- Black Hawk, five bxs 2 40
- Black Hawk, ten bxs 2 25

- A. B. Wrisley**
- Good Cheer 4 00
 - Old Country 3 40

- Soap Powders**
- Snow Boy, 24s family size 3 75
 - Snow Boy, 60 5c 2 40
 - Snow Boy, 30 10c 2 40
 - Gold Dust, 24 large 4 50
 - Gold Dust, 100-5c 4 00
 - Kirkoline, 24 4lb. 3 80
 - Pearline 3 75
 - Soapine 4 10
 - Babbitt's 177 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 30
 - Rub-No-More 3 85

- Scouring**
Enoch Morgan's Sons
- Sapallo, gross lots 9 00
 - Sapallo, half gro. lots 4 50
 - Sapallo, single boxes 2 25
 - Sapallo, hand 2 25
 - Scourine Manufacturing Co
 - Scourine, 50 cakes 1 80
 - Scourine, 100 cakes ... 3 50

Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York

Chicago St. Louis

Minneapolis

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.



Don't Write!
USE THE
LONG DISTANCE SERVICE
OF THE
MICHIGAN STATE
TELEPHONE CO.

The McCaskey Register Co.

Manufacturers of
The McCaskey Gravity Account Register System

The one writing method of handling account of goods, money, labor, anything.

ALLIANCE, OHIO

For Dealings in
Show Cases and Store Fixtures

Write to
Wilmarth Show Case Co.
Grand Rapids, Mich.

The Biggest Seller

A NUMBER of causes have combined to make **Shredded Wheat** the biggest seller among cereal foods. Our magazine, newspaper and street car advertising, our demonstrations and sampling campaigns have made **Shredded Wheat** well known and therefore easy to sell. Thousands of visitors to Niagara Falls have gone through our factory and have seen **Shredded Wheat** being made under sanitary conditions and have advertised it to their friends. But, by none of these means could we have built up such an enormous sale if **Shredded Wheat** had not been so nourishing and satisfying. People who eat it once always eat it, which means once you start your customers they will always buy it. Start as many as possible, because there's good profit for you in every sale of

Shredded Wheat

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 at a Bargain—Best grocery and meat market in city 1,800. Doing an annual business of \$20,000. Stock and fixtures will inventory about \$3,000. Can be reduced to suit purchaser. Satisfactory reasons for selling. No trades. Cost of doing business less than 10%. Address No. 620, care Tradesman. 620

For Sale—A first-class stock of general merchandise near Grand Rapids, in the best farming community in the state. Fine location and pleasant place to live, buildings for sale or rent. Address L, care Tradesman. 621

Drug store for sale or exchange. What have you got to trade? Central Michigan, county seat town. Druggist, care Tradesman. 619

Take Notice—You can buy grocery stock with market fixtures included, at the large discount of 25% from invoice. In good town where you can make some money. Will invoice about \$2,000. Also drug stock in this city. Do not fail to see me. Too much on my hands, must go. F. E. Holt, 519 N. Ottawa St., Citiz. 1846. 617

For Sale—In a good country town, a store building with living rooms in rear. Address M, Care Tradesman. 616

For Sale—Established general store; best location; good cash trade; liberal discount; ill health reason for selling. Address Box 35, Defiance, Ohio. 615

Two good improved farms in Ward county, N. D., close to Ryder, one of 160 acres, other 320 acres, to exchange for merchandise stocks. N. W. Baker Land Co., 332-334 Boston Block, Minneapolis, Minn. 614

For Sale—Complete stock dry goods, groceries, shoes, \$7,000. Michigan town of 1,400. Large payroll. Old business. Snap. Going West. No trade. Address No. 613, care Michigan Tradesman. 613

For Sale—A moneymaking live business, 100 miles south of Chicago. Annual sales \$25,000. \$4,000 general merchandise and store buildings \$3,500. Population 400. Address Box 83, Thomasboro, Ill. 612

Drug stock for sale in city of 7,000 inhabitants in northern part of state. Stock is new and clean. Will invoice about \$3,500. Address Snap, care of Tradesman. 611

For Sale—Only drug store in small Southern Michigan town, surrounded by some of the best farming country in state. Old established business, inventorying \$1,700. Good reason for selling. Address Drugs, care Tradesman. 610

Elegant corner hardware store in suburb of Chicago; great building locality; tin shop in connection; modern building; rent \$45; business of \$15,000 yearly cash. Old stand. Price \$6,000 cash. Addison, Crilly Building, Chicago. 609

Small jewelry business, fixtures and small stock; good run bench work; needs stock jewelry; low rent; nice place to live. For particulars write E. L. Hawks, Box 254, Galesburg, Mich. 608

Fully equipped modern steam laundry, cheap. St. Clair, Michigan; population 3,000. Address W. L. Larama, St. Clair, Mich. 605

For Sale—Will take some land for \$4,000 well assorted general merchandise in Northern Michigan. Good farming country. Don't write unless you want to do business. Lock Box 40, McBain, Mich. 604

Clerks—Add to your income handling our sales books in your home town. We make all styles. Write us, Battle Creek, (Mich.) sales Book Co. 603

Drug store for sale, established 15 years. Reason for selling, have other business. For particulars address No. 602, care Tradesman. 602

Healthy, Wealthy, Wise—Use paper cups to advertise. Write Veau Novelty Co., Thompsonville, Michigan. 601

Sanitary, Effective, Reasonable in Price—Paper advertising cups. The Veau Novelty Co., Thompsonville, Mich. 586

For Rent—Large, roomy brick store building, centrally located. It has been occupied as boot and shoe store for the past fifteen years, but also good opening for clothing, drug, grocery or harness business. It is located in the growing and prosperous manufacturing city of Grand Ledge, Michigan, population 3,000. Fine surrounding country. Address A. Barnes, Dentist, Grand Ledge, Mich. 600

For Sale—A drug store in Kalamazoo, Michigan. Best location in the city. Address Pharmacist, 449 Academy St., Kalamazoo, Mich. 595

For Sale—Shoe stock in a live manufacturing town of 10,000 population. Stock invoices about \$5,000. Can be reduced. Elegant location. Rent reasonable. Must be seen to be appreciated. Liberal discount. I wish to leave the state. Address No. 597, care Michigan Tradesman. 597

Wanted—Good second-hand McCaskey, American or other Simple 300 accounts system. Witte's Cash Store, Granton, Wis. 594

Well improved farm with good buildings for sale or trade. Address Geo. E. Conrad, Cutcheon, Missaukee Co., Mich. 593

For Sale—Up-to-date stock of merchandise and fixtures, in county seat, 5,000 population. Stock consists of groceries and crockery. Address W, care Tradesman. 591

For Sale—Established grocery, stock and fixtures; invoice \$2,000; can reduce; well located in Cedar Rapids, Iowa; long lease. For particulars write F. W. Dammour, Jr., Cedar Rapids, Iowa. 590

Reo 5 passenger touring car in fine condition, for sale at a bargain, 1909 model. Top, windshield, speedometer, will demonstrate. Box 815, Grand Ledge, Michigan. 588

First-class bakery and restaurant. Reputation of fifteen years. Modern two-story brick building, 30x140 feet; city \$0,000. Only two bakeries on same street. Monthly business \$3,000, all counter trade, no wagon. Tile flooring in store and dining room; mission wood finish, furniture to match. Am owner of building and business; will sell business at invoice; may amount to \$5,000. Closed on Sundays. Good lease to right party. Chas. Schober, 27 East Superior St., Duluth, Minn. 582

For Sale—Restaurant and lunch room in city of 2,000. Address Brown & Ray, Washington, Ill. 576

Valuable residence with electric light and bath, in good town, to exchange for merchandise. Address No. 575, care Tradesman. 575

For Sale—First-class drug store in a Northern Indiana town of about 600 population. Good business. Will sell or trade for the right kind of real estate. Invoice about \$3,000. Reason for selling, failing health. Address O. C. K., 176 Hillsdale St., Hillsdale, Mich. 572

For Sale—Drug stock. Thriving country town and splendid large territory. No opposition or cut rates. Cash business \$7,000 annually. Owner wishes to retire by October 1. Address Box 86, Lum, Mich. 569

For Sale—The largest and best located two-story solid brick building in Merrill. Business established fifteen years. Must give up business on account of ill health. Parties interested will do well to investigate. Address No. 568, care Tradesman. 568

For Sale—Grocery stock and fixtures, doing good business. Good location. Good reason for selling. Address No. 566, care Tradesman. 566

Grocery stock for sale, located in city of 12,000, store building can be rented or will sell the property. Address No. 555, care Tradesman. 555

LISTEN, MR. MERCHANT

We are ready, right now, to conduct a business building, profit producing advertising campaign, that will increase your cash sales from three to six times, dispose of old goods, and leave your business in a stronger, healthier condition than before.

Comstock-Grisier Advertising & Sales Co.
907 Ohio Building Toledo, Ohio

If you want to trade your store or city property for farm land, write us, stating what you have; it's fair value and where you want your land. We can get you a trade. Interstate Land Agency, Decatur, Ill. 550

For Sale—Good clean stock hardware in Central Michigan, town of 600 population. Address Hardware, care Michigan Tradesman. 545

For Sale—230,000 acres; Coahuila, Mexico; water plenty; good pasture; soil rich; products: corn, wheat, cotton, variety fruits; per acre 75c. Advertise bargains only. Al Hodge, Dallas, Texas. 534

Special Sales—Mr. Merchant, why not put that sale on to-day? Get rid of your odds and ends, and accumulations. Personally conduct all my own sales. W. N. Harper, Port Huron, Mich. 544

For Sale—General hardware store doing a thriving business. Address No. 543, care Michigan Tradesman. 543

For Sale—A long-established shoe business in Lansing, Michigan. Best location. Valuable five year lease. Stock in good shape. Invoice about \$7,000. Will take good unincumbered real estate to the value of \$5,000. Balance cash. Good reason for selling. Address Box 395, Lansing, Mich. 537

For Sale—One 300 account McCaskey register cheap. Address A. B., care Michigan Tradesman. 548

For Sale—Stock of general merchandise and fixtures which can be reduced to about \$6,000 in good manufacturing town of 1,300. Monthly pay roll of factories \$10,000. Yearly business \$30,000, best location and enjoying best trade. Two good summer resorts 2½ and 4 miles distant. Good market town. An AI opportunity for a live one. Write No. 530, care Tradesman. 530

For Sale—The entire stock of The Loudon Clothing Co., at Manistee, Mich., consisting of men's and boys' clothing, hats, caps, and furnishing goods. Cheap. Investigate. Must be sold by August 1. Roy S. Loudon, Assignee. 527

Our 13 yellow reasons digested in 13 minutes saves 1300% on Florida land investment. Just opened 500 ac. richest muck in Sanford celery delta at \$50. Flowing wells, irrigation, proven district, rail and water transportation. Title Bond & Guarantee Co., Sanford, Fla. 496

Write us for plans and prices on a rousing ten-days' sale. Address Western Sales Company, Homer, La. 411

Safes Opened—W. L. Slocum, safe expert and locksmith. 62 Ottawa street, Grand Rapids, Mich. 104

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

I pay cash for stocks or part stocks of merchandise. Must be cheap. E. Kauer, Milwaukee, Wis. 92

Cash for your 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, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 984

HELP WANTED.

Wanted—Experienced salesman acquainted with and calling on the dry goods trade, to carry up-to-date line of children's, misses and Junior wash dresses, on liberal commission. Quality of merchandise, prices and style AI. The C. W. Powell Mfg. Co., Ypsilanti, Mich. 606

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

Local Representative Wanted—Splendid income assured right man to act as our representative after learning our business thoroughly by mail. Former experience unnecessary. All we require is honesty, ability, ambition and willingness to learn a lucrative business. No soliciting or traveling. This is an exceptional opportunity for a man in your section to get into a big paying business without capital and become independent for life. Write at once for particulars. Address E. R. Marden, Pres. The National Cooperative Real Estate Company, L 371 Marden Bldg., Washington, D. C. 443

SITUATIONS WANTED.

Wanted—Position in general store, have had experience as manager. Best of references. Address No. 613, care Tradesman. 613

Position Wanted—As manager and shoe buyer in retail store, by experienced middle aged gentleman. AI references. Address No. 607, care Tradesman. 607

Want ads. continued on next page.

Here is a Pointer

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

Michigan Tradesman

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 21—With every reason for believing that coffee will continue to advance, the fact remains that buyers are showing mighty little interest beyond the daily routine. They insist that a "corner" exists of the tightest sort, but they believe, apparently, that it will come to an end if consumption continues to decline, so they are buying from hand to mouth, hoping to have only the smallest amount on hand when the collapse comes. Meantime the supply here is moderate and the whole trade is waiting to see what will turn up. In store and afloat there are 2,189,990 bags, against 3,110,504 bags at the same time last season. In an invoice way Rio No. 7 is quoted at 13 $\frac{3}{4}$ c. There is no more interest shown in mild grades than in Brazilian and quotations remain practically without change.

Sugar is firm and granulated remains at 5.75c, less 2 per cent. From present indications it would seem as if the beet men were to have an inning this season, as it is reported they are already doing business for October delivery at 5.55c, less 2 per cent.

Teas have been in better call during the past few days and holders are confident as to the future. Congous, Japans and Indias are all doing fairly well and prices are firmly maintained.

Nothing of interest can be found in the rice market. Advices from the South are all firm, as supplies are not yet in full movement. A big crop is looked for and a decline will occasion no surprise. Prime to choice domestic, 4 $\frac{3}{8}$ @4 $\frac{3}{4}$ c.

Spices are firm and the tendency all along the line is toward a higher level. Cables advise an upward movement and, while sales are small in individual cases, the buyer does not haggle. Singapore black pepper, 11@11 $\frac{1}{4}$ c; white, 17@17 $\frac{1}{2}$ c; Zanzibar cloves, 17@17 $\frac{1}{4}$ c.

Molasses is dull and, until the season is further advanced, there will be little, if anything, done save the routine trading. No changes have been made in quotations since last report.

The packing of tomatoes is now on in earnest and the reports which come to hand are to the effect that there will be enough goods to meet all requirements and then some. Goods of desirable sort are moving at 80c for standard 3s and it is likely that canners will find a good margin at this, or even at 77 $\frac{1}{2}$ c they will be safe. The market is not yet settled and trading is not large. Corn is well sustained, but orders are not numerous. Peas are in good demand for top grades, but the supply is meager. Other goods are practically without change.

Butter has advanced 1c since last report and seems to be pretty well fixed at 28c for creamery specials. Extras, 2c; firsts, 24@25 $\frac{1}{2}$ c; factory, 30@31c.

Cheese is quiet and about un-

changed. Whole milk, new, colored, specials, 12 $\frac{3}{4}$ c.

Eggs are firm, with best Western stock quoted at 25c. This seems to be very top and most of the arrivals work out at 21@22c, with not a little at 20c.

Manufacturing Matters.

Grand Haven—The Famous Manufacturing Co. has moved its plant here from Grand Rapids.

Detroit—The capital stock of the Loizer Motor Co. has been increased from \$2,000,000 to \$3,000,000.

Sparta—Charles H. Jackson, doing business under the style of the Sparta Milling Co., has uttered a trust mortgage securing all creditors.

Brighton—B. W. Doyle, of Detroit, has purchased the local butter factory from J. H. Gamble. Mr. Doyle will build a \$20,000 addition to the plant.

Carland—The Fairfield Machine Co. has engaged in business with an authorized capital stock of \$4,000, of which \$2,400 has been subscribed and paid in in property.

Holland—The Holland Rod & Bait Co. has increased its capital stock from \$45,000 to \$50,000 and changed its name to the Holland Sporting Goods Manufacturing Co.

Detroit—The Climax Motor Parts Co. has engaged in business with an authorized capital stock of \$50,000, of which \$25,100 has been subscribed, \$100 being paid in in cash and \$25,000 in property.

Evert—A new company has been organized under the style of the Evert Light & Power Co., with an authorized capitalization of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

Ionia—The Grand River Butter Co. has been organized to manufacture and sell butter, cheese and other milk products, with an authorized capital stock of \$5,000, of which \$2,800 has been subscribed, \$800 being paid in in cash and \$2,000 in property.

Muskegon Heights—Adam Pyle, pattern manufacturer, has merged his business into a stock company under the style of the Pyle Pattern & Manufacturing Co., with an authorized capital stock of \$15,000, of which \$9,000 has been subscribed, \$260.99 being paid in in cash and \$8,739.01 in property.

Alma—A new company has been organized under the style of the Stopple Kook-Kit Co., to manufacture, buy and sell cooking appliances and other hardware specialties, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$500 paid in in cash and \$500 in property.

Sault Ste. Marie—The Soo Novelty Co. has engaged in business for the purpose of manufacturing and selling a certain patent device called an ironing board, also other articles of merchandise. The company has an authorized capital stock of \$18,000, of which \$9,000 has been subscribed and \$1,800 paid in in cash.

Belding—Chas. H. Stout has sold his cigar factory to Claude Ross and Ed. Carpenter, who have already taken possession. Mr. Ross is a

young cigarmaker who formerly worked for Mr. Stout and has a number of friends in this city. He comes to Belding from Lansing, where he has recently sold out a factory which he was operating there.

Manistique—The Northwestern Leather Co.'s tannery is running full blast, turning out 1,200 sides every twenty-four hours and employing a small army of men. Mr. Bowers, the Superintendent, is steadily adding to and improving both machinery and buildings. A steam trap that throws water from the boiler feed heater to the bleach house, a distance of 200 feet, is one of the most recent installations.

Getting Ready For Flint Meeting.

The annual meeting of the Michigan Retail Druggists' Association will be held at Flint Oct. 3 and 4. The Nominating Committee appointed at the last convention has just named a ticket for the election, suggesting three names for each office, from which the selections will be made by the Association. The nominees are:

For President, D. D. Alton, of Fremont; F. C. Curtis, of Flint and C. H. Jongejan, of Grand Rapids; First Vice-President, J. D. Gilleo, of Pompeii; C. H. Koon, of Muskegon, and John A. Robinson, of Lansing; Second Vice-President, E. E. Miller, of Traverse City; G. S. Layerer, of Bay City, and Grant Stevens, of Detroit; Secretary, R. W. Cochrane, of Kalamazoo; Treasurer, W. C. Wheelock, of Kalamazoo; C. A. Werner,

of Saginaw, and Gus Merz, of Monroe; members of the Executive Committee, C. A. Abel, of South Haven, and C. A. Bugbee, of Traverse City.

The Boys Behind the Counter.

Petoskey—Joseph Friend, who has been connected with the S. Rosenthal & Sons department store for the past eight years in the carpet and advertising departments, has resigned his position there, to take effect as soon as Moses Rosenthal returns from his Eastern buying trip, and will go to Chicago, where on Sept. 1, he will take a position with the J. V. Farwell & Co., wholesale dry goods and carpet dealers. The new position carries with it an increase in salary, and after a few months' work in their store, Mr. Friend expects to take a position on the road as one of the company's traveling salesmen at a still larger salary.

BUSINESS CHANCES.

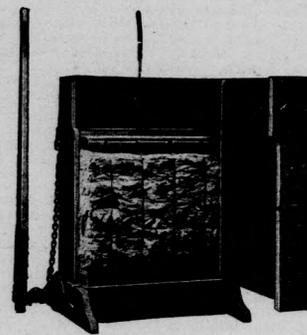
For Sale—Store and living rooms, at Charlesworth, Michigan. Good location on railroad, only store within six miles of as good farming country as there is in Michigan. Easy terms. See or write C. D. Stringham, Eaton Rapids, Mich. 622

Wanted—A small McCaskey Account Register. Address Burns & Kibler, Persia, Iowa. 624

Wanted—Mills to manufacture shingles, ties and lath, in Northern Minnesota, timber good. Five to six year run guaranteed. Address Minnesota Shingle, Tie & Lath Co., Gen Del., Superior, Wis. 623

Wanted—Retail shoe store, have store building in good Michigan town, also Oklahoma farm and some cash to exchange. Address Haley, care Tradesman. 625

Merchandise sale conductors. A. E. Greene Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549



The Paper Mills Want Your Waste Paper

And Will Pay Good Cash for it if Properly Baled

☐ You have no idea how much Waste Paper you sweep out and burn in a year.

☐ Why don't you send for a **HANDY** Baling Press—try it for thirty days—and find out for yourself how much money you can make on your Waste Paper.

☐ It will pay a good part of all your rent.

☐ No experience necessary. Simply dump the paper into the **HANDY PRESS** every evening, and when it is full, pull down the lever and press it down.

☐ A child can do it.

The Handy Paper Baling Press

is the greatest of them all. Strongly built—handsome in appearance and is built in five sizes, \$40, \$50, \$65, \$75 and \$85.

WRITE FOR PARTICULARS

THE HANDY PRESS CO.

251-263 So. IONIA ST., GRAND RAPIDS, MICH.

Solve Your Delivery Problems As Hundreds of Other Merchants Have Solved Theirs



What does your present delivery system cost you by the month—figuring stable board, shoeing, repairs of harness and wagons, and wages of drivers? How many miles do your delivery wagons cover every day? Figure up—and write us. We will estimate how much International Commercial Cars will save you—based on our figures on what Internationals are doing under similar conditions. Or figure it out yourself and see how much

International Commercial Cars

will save you. Here are some of the facts:

One International Commercial Car will take the place of three horses, three wagons, three sets of harness, three barn stalls and two extra drivers. It works 24 hours a day and every day, if necessary, regardless of weather or road conditions. Its solid tires add to its economy and dependability—no delays, puncture expense or blowouts. Its wheels afford high clearance. Its air cooled engine does away the danger of freezing. Its simplicity and strength make it easy to understand and operate.

Let us tell you what International Commercial Cars are doing for many other progressive merchants. Then you can draw your own conclusions.

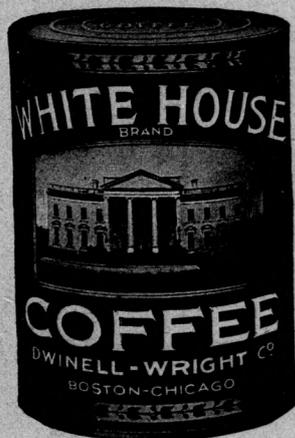
INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

85 Harvester Building, Chicago, U. S. A.

Give 'em a Chance

That's What They're Waiting For



Our persistent claims of superiority for our superb "White House" Coffee are *substantiated wherever and whenever* people can have an opportunity to *compare* it with any other brand that may be offered. GIVE YOUR CUSTOMERS THE OPPORTUNITY. "WHITE HOUSE" WILL MEET IT SQUARELY—AND WIN OUT.

Symons Bros. & Co.

Wholesale Distributors, Saginaw



WORDS OF
The Wise Merchants

Mr. Grocer, the *only* flaked food sold in America which allows you to buy *one* case at a time at the *bottom* price—and is sold to *all* buyers alike—is

"Won its FAVOR
through its FLAVOR"

Kellogg's



Fresh Goods

J. W. RITTENHOUSE

Official Organizer for the Pennsylvania Retail Merchants' Association

"Some time ago I assisted in adjusting a fire loss for a grocer. Among the stuff set aside for adjustment of loss sustained was a lot of breakfast food supposed to be damaged by smoke. I opened several packages and found them not damaged by smoke—but decidedly stale.

"Among the Cereals put out as damaged by smoke, none of which had the least trace of smoke, were Kellogg's Toasted Corn Flakes, three other advertised brands and others, not one of them crisp and fresh but Kellogg's Toasted Corn Flakes. Why? Kellogg's was the only Cereal there not bought in quantity. Single case purchases kept it on the shelf fresh, crisp, wholesome and appetizing. From every standpoint, considering quality, capital or warehouse room, the square deal policy is the best and only policy for the Grocer."

Don't Lose Your Profits



See That the Bottom Hoop is Strong

A National Cash Register system will stop the leaks through which profits escape. Let us show you how.

The National Cash Register Company
Dayton, Ohio

Salesrooms: 16 N. Division St., Grand Rapids; 79 Woodward Ave., Detroit