

The Town of No Good

My friend, have you heard of the town of No Good,
On the bank of the river Slow,
Where the Sometime-or-other scents the air
And the soft Go-easy grow?
It lies in the valley of What's-the-use,
In the province of Let-er-slide;
It's the home of the reckless I Don't care,
Where the little Give-it-ups abide.
The town is as old as the human race,
And it grows with the light of years;
It is wrapped in the fog of the idlers' dreams,
Its streets are paved with discarded schemes
And sprinkled with useless tears.



The Town of Some Good

My friend, have you heard of the town of Some Good,
On the bank of the river Work,
Where the noise of the hustle fills the air
And high ambitions lurk?
It lies in the valley of Nows-the-time,
In the province of No-delay;
It's the home of the careful ever alert,
Where the big Stick-to-it stay.
The town is as young as the day before,
And it grows in the darkest years;
It is wrapped in sunshine of successful dreams
And praises are sung to its honest schemes
And echoed in Joyous cheers.

Experience has taught thousands that there is no economy in cheap, inferior Y E A S T.

Use FLEISCHMANN'S — it is the best—hence the cheapest.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

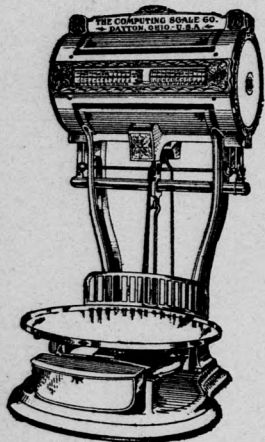
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

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

Here's What It Means

Here's the Danger of Abject Failure From the Careless Loss of One Little ½ 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.

The Computing
Scale Co.
Dayton, Ohio

Moneyweight Scale Co.
58 N. State St.
MASONIC TEMPLE, CHICAGO
Grand Rapids Office, 74 So. Ionia St.
Detroit Sales Office, 148 Jefferson St.

Please mention Michigan Tradesman when writing

Direct Sales
Offices in All
Prominent Cities

Stop Burdening Your Weary Mind



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.

You Should Make Ten Per Cent.

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

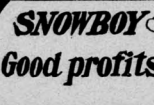
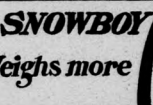
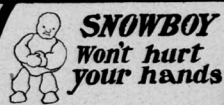
If there's anything BETTER than that which you have had, **YOU WANT IT! THIS IS BETTER—and WE CAN PROVE IT.** All we ask you to do is to inquire. Do that TODAY. Use the attached blank and receive full particulars.

The American Case & Register Co.
Salem, Ohio

The American Case & Register Company, Salem, Ohio, 165 Wilson St.

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

Name Address



We are telling YOUR customers about SNOW BOY
Washing Powder every day.

How much SNOW BOY have you in stock?

Lautz Bros. & Co.

Buffalo, N. Y.

Quick Profits

MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 6, 1911

Number 1459

SPECIAL FEATURES.

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POWER OF NEATNESS.

If there is a single feature which counts for more than all others, especially in a store containing eatables, it is the neatness in the establishment—or the lack of it. It has allured customers when all else drew them elsewhere.

Said a friend recently, "I do like to buy my bread and cakes at Blank's. Everything is so exquisitely neat. True, I walk a whole block past another bakery; but it pays me well. We eat the stuff with a greater relish. In fact, when such goods can be bought at reasonable figures, it does not pay to slave over the fire."

The ways of the merchant are scrutinized even more closely than those of the housewife; for he is, in a measure, a public character. If his ways are slipshod there is a recognition of it, and customers slink back. They want the best, served in the best manner. And this is utterly incompatible with greasy clothing and soiled hands. What if the enforced tidiness does make a little larger laundry bill? It is better to pay it than to lose enough in trade to pay a dozen laundry bills. Sleeve protectors are cheap. Towels and soap are within the reach of all. The satisfaction of making a good showing is worth much.

There is more in habit than one would think. The man who gets up early, sweeps and dusts before any customers arrive, beholds the sun rise and sees that everything is bright and shining has the advantage in every way, and he can do the work of the day better because of the fact. When surroundings and personal apparel deserve a constant apology no one can give their best personal service—to say nothing of the impression made by the goods.

THE POWER OF AMBIGUITY.

A large department store which makes specialties every week and almost every day in the year came out a few days ago with the announcement of a sale of summer dresses at exceedingly low figures. Now a visitor who had but the day before looked over the bargains in left-overs read the advertisement a second time to make sure that the prize was not the contents of the table she had been looking at. There could be no mistake. The wording was plain. It was a new purchase of summer clothing, even although the

season was well advanced, just because they were so beautiful and cheap that the temptation "to us was irresistible, as it will be to you."

She changed her plans for the day in order to make the second trip down town, yet could see nothing there that she had not seen the day before. On enquiring for the "positively new consignment," the clerk nodded to the old tables. Persisting, she was informed that they got no new summer stock in so late in the season. "But the advertisement this morning said you had some new goods in to-day. It was new copy and the wording was to that effect."

"Oh, these are all new goods," was the reply, "but they have been on the tables before."

Here was a simple case of ambiguity, misleading and done intentionally. It is needless to say that the woman walked away wiser and that she caught through this a new feature in a house which she had before deemed thoroughly reliable.

The scheme may have sold more dresses on that particular occasion. But, did it pay?

HOW WE LIVE.

Whether we live or only exist depends largely upon ourselves. We see those surrounded by the most sublime pictures nature has to offer, insensible to these heavenly gifts, and thinking only of how large the potato crop will be. True, scenery alone will not furnish subsistence; but the man who learns to look skyward while he toils renders it something no longer entitled to the old word degrading; and while his crop may be just as prolific as in the old way, his life is rendered less irksome. To be able to make the most of our possibilities we must learn to seize the little grains of sunshine as they are poured forth and convert them into golden nuggets of happiness.

Hall has said: "Remember you have not a sinew whose law of strength is not action; you have not a faculty of body, mind or soul whose law of improvement is not energy." Our divinely endowed faculties were loaned to us for a purpose. It is not ours to render them inert through inaction, but to exercise them sanely in many ways. Man is not born with one idea, neither is he destined to walk in the same path through life. Diversified fields are open on every side. His calling may seem a limited one. He may specialize along a narrow line. Yet his pastime should lead into other ways which will be a revelation as well as a rest.

Every muscle is designed for action, and the recreation which most uniformly calls these into action is regarded as the highest physical culture. Every thought should lead to

intellectual development in the same way. Energy is called for at every step. The power to apply it is given. And if we neglect or refuse to develop the divine gifts, the loss is ours; the fault with ourselves alone. Our best service is a duty which we owe to ourselves as well as to the Divine Master.

The president of the street railway company of St. Louis has awarded \$500 in prizes for essays on the best methods of transporting passengers pleasantly and safely. The first prize for a description of "The Model Motorman" was given to a motorman, who wrote that those who followed his occupation "should be neat and clean and never drink; answer questions politely and briefly, and never be drawn into conversation; stop the car conveniently at crossings for passengers to alight; be cheerful and obliging about opening front door for passengers; should not quarrel with teamsters over right of way; watch for children and others darting across streets from behind vehicles; sound gong and run slowly in passing school houses or children on the street." The man who won the prize for the best essay on "The Model Conductor" wrote that he "should make rides so pleasant passengers will want to ride with him again; call out important streets and transfer points; notify passengers when reaching streets where they have asked to be let off; register fares as soon as collected to avoid disputes; keep bill in sight while making change to avoid disputes as to its denomination; give passengers bills when requested, instead of loading them down with small change; assist aged or infirm persons, children and women with babies in getting on and off cars; watch intoxicated people to see they do not fall off and get hurt."

The automobile is making a great deal of difference in many lines with which it would not ordinarily be regarded as closely associated. It has changed the summer hotel business quite a little and those resorts that are along the line of good highways have enjoyed a material boom in their business. Now it is said that the receipts of the Pullman company are considerably less than before, and the reason assigned is that the class of people who can afford to pay for Pullman tickets are traveling through the country by automobile. They are not doing it for the purpose of saving money, because automobiling is much more expensive than having a state-room in a Pullman car on a limited train. They have more time and opportunity to see the country, and find it a more enjoyable method of traveling when they have leisure. Certainly

the automobile is making itself felt in various ways.

The National Retail Monument Dealers' Association has been holding a convention at Cincinnati and among the subjects discussed was the cost of gravestones. The President of the Association said that the people are demanding better stones with which to mark the graves of their dead, and that thereby it costs more to die than it used to. He said monuments would not cost more than a third what they do if people did not ask for better stones. Either people are getting better wages or pay more attention to the dead than in years gone by. It costs a good deal to live, and now the monument men say it costs more to die. What is a poor person to do?

The boyhood home of Mark Twain in Hannibal, Mo., built by his father in 1839, has been purchased by an enterprising citizen and presented to the city, in order that it may be preserved. It is not a pretentious home, for Mark Twain was a poor boy, but the purchaser and donor of the building says that the life of the famous humorist shows that poverty is rather an incentive than a bar, and he hopes other boys of humble birth and surroundings may be inspired by Mark Twain's life to improve themselves. The idea is an excellent one, and it is intended that the home presented to Hannibal shall be preserved as long as possible.

A decision was recently reached in a North Carolina court whereby the Western Union Telegraph Company was found to be liable for failure to deliver a message which it received for transmission after regular office hours. The decision was to the effect that the company is liable unless the sender is notified that the message can not be promptly delivered, although when accepting it the operator agrees to send it "if there is nothing the matter at the other end of the line," and the receiving office is found to have no means for prompt delivery.

The Chicago Board of Review had an awful shock a few days since, when a woman taxpayer appeared and protested against the assessment made on her property. She was so angry that she told them if they didn't reduce her assessment she would become a suffragette instantly. The threat had the desired effect and the board, after a brief consultation, did as she asked. This is a club which many other women can use in the same way.

Has the undertaker promised you a rebate on the immediate delivery of your body? If not, why are you so active in his behalf?

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Bay City has granted an extension of time from Sept. 1 to July 1 next to the Tittabawassee Power Co., whereby the latter contracts to deliver elec-

tric current in Bay City at 8-10ths of a cent per kilowatt.

from noon until midnight. This would be in violation of a State law and, as the editor of the Escanaba Journal well remarks: "The 300 persons who signed the petitions ought to be ashamed of themselves."

Menominee will entertain the



Picture taken at U. C. T. picnic Saturday, August 26, by W. E. Smith

tric current in Bay City at 8-10ths of a cent per kilowatt.

The week of October 16 is the date set for Jackson's third annual industrial fair. The show is held under the auspices of the Chamber of Commerce, its purpose being the advertising of Jackson-made products.

Saginaw's varied industries will, for the first time, be fully represented at the fourth annual industrial exposition to be held in that city Sept. 22-30.

More than 5,000,000 celery stalks are being shipped out of Kalamazoo daily, which is a record-breaker for that market.

President Taft will visit Bay City Sept. 18 and the programme for the day includes a mass meeting in Wenonah Park and the dedication by the President of the new National Guard armory.

Promoters of the electric road from Battle Creek to Coldwater state that dirt will begin to fly in April. The line will help both terminals, particularly Coldwater, a one-road city.

Secretary Browne, of the Port Huron Business Men's Association, reports that no fewer than five important industries are headed that way and that none of these asks a bonus or the investment of local capital.

Every dog in Jackson must wear a license tag, the city having resolved to enforce the ordinance on this matter.

Ann Arbor has adopted a traffic ordinance. Another reform in contemplation, in connection with the city government, is a purchasing department.

"Again we hold our breath," says the editor of the Manistee Daily News, "while the Board of Trade endeavors to slip the halter over a promising new industry seeking a good location."

Petitions signed by 300 people of Escanaba have been sent in to the city Council asking for an amendment of the pool room ordinance so as to permit these places to remain open until midnight and on Sundays

county fair, Sept. 12-15, with day and night shows.

The Lenawee county fair will be held in Adrian Sept. 25-30, one of the features this year being motor cycle races under the auspices of the Interstate Association.

The twenty-seventh annual fair of the Charlevoix County Association will be held at East Jordan Sept. 12-15.

Work on a big factory for the manufacture of macaroni and similar flour products at Tecumseh has begun. The main building will be 60x435 feet and the plant will be the largest of its kind in the United States.

Hancock has lines out for several new industries, one of these being the Kelley Chair Co., of Grand Rapids.

The Bureau of Information offices, which have been conducted by the Board of Trade of Traverse City with such excellent results this season, will remain open until Dec. 1. After that date the office of the Board will be removed to the Sutherland block.

Experimental Tungsten lights for street lighting are being tried out for street lighting at Grand Haven by the Business Men's Association.

The Board of Public Works of Cadillac has ruled that all shade trees must be trimmed to a height of eight feet from the ground, in order that the city arc lights may do their best work and the trimming must be done before Sept. 12, the opening day of the Northern District Fair. Cadillac is donning her best clothes for the fair and wants to be seen.

Sault Ste. Marie will hold a Horse Show Sept. 19, strictly for farm horses, and it is expected there will be 500 entries. President Taft, Governor Osborn and other notables have been invited.

The Mancelona Broom Co. will remove its plant from Mancelona to Big Rapids. Almond Griffen.

A good remedy for wrinkles—baby smiles.

Grand Rapids 1911 Trade Extension Excursion.

The Grand Rapids wholesalers and jobbers will make their annual Trade Extension Excursion this year over the G. R. & I. north to Mackinaw. They will start at 7 o'clock the morning of September 26 and four days will be taken for the trip. They will travel by a special train of three compartments and one combination compartment and observation cars, two diners, a day coach and a baggage car and will sleep and eat on board. The itinerary has not been completed in all its details yet, but the first stop will be at Rockford, the first night will be spent at Big Rapids, the second at Mancelona, the third at Petoskey, the train pulling out in time to reach Cheboygan for a two hour visit Friday morning. Friday afternoon will be spent at Harbor Springs and the start for home will be in time to catch the last street cars Friday night. The towns to be visited this season are all peculiarly and emphatically Grand Rapids territory—with the exception of Cheboygan—and it is territory the Grand Rapids wholesalers and jobbers have been working for years. The social feature of the trip will be stronger than usual, because not a town will be visited but will have old friends to be met and greeted and ancient acquaintances to be renewed. The wholesalers and jobbers will meet next Monday night at the Pantlind for their annual dinner and details for the trip will then be arranged. It is expected more than fifty will take the trip this year and the number may be double that.

Rough Talk By Preacher.

In speaking at a Seventh Day Adventist meeting at Portland, Ore., recently, the Rev. Luther Warren, of Los Angeles, urged all truth seekers to cast newspaper stories, magazines and novels out of their homes, declaring them to be the chief thing that militate against religion and right living. On the other hand, he urged them to read the Bible or such literature as would lead them to love the Bible.

ing them. They are forced to read them in our schools, or they will not be allowed to graduate.

"From the fairy tales of the cradle we are teaching falsehoods. That is the reason this is an age of skepticism."

"I see people shedding tears over the troubles of the imaginary hero of some popular novel; but who ever sheds a tear when one reads of the toils of the hero of the New Testament? We waste all our tears on the devil."

"I feel more hope for the home I enter to find the whisky bottle on the table than for the home I enter to find its table littered with the devil's lies, in popular novels and magazines."

"The only right way is to throw out of the home every bit of reading that does not make one turn with love to the Bible, which is the only book that has truth."

Kick on the Price of Sirloin.

Daily our ears are assailed by the mournful chant on the high cost of living and on the soaring prices for anything and everything. No one can seriously dispute the statistics which reveal the glaring fact that the general level of prices on foodstuffs and wearing apparel is from 50 to 200 per cent. higher now than ten years ago. And, during this steady procession in the past decade, this country has witnessed the introduction of a greater and a costlier list of luxuries than in any previous period.

It is the American habit, it seems, to acquire everything within one's reach that will conduce to a larger degree of personal comfort. The American wants the best and the latest in articles which enlarge his field of happiness; and it is this habit which has made the nation among the richest in the world.

Coney Islands, moving picture shows, automobiles, steam yachts and motorcycles may be classed as luxuries elsewhere; but here they are necessities. Fully \$400,000,000 go into articles and entertainment in this country each year that another people would save. But his spending habit keeps business alive. The anomaly



Picture taken at U. C. T. picnic Saturday, August 26, by W. E. Smith

In part, he said "Satan has been making millions of lies. Some people call them novels. Books and magazines and newspaper stories are written by the thousands, full of lies, and our children are read-

of the situation is that, while the American will howl down the price of a sirloin, he rarely debates the price of his luxuries.

Greece imports every pound of coal that it consumes.

Makes Better Salesmen



A Separate drawer National Cash Register encourages clerks to sell more goods by giving each one credit for his sales.

This creates a friendly rivalry which results in each man increasing his ability as a salesman.

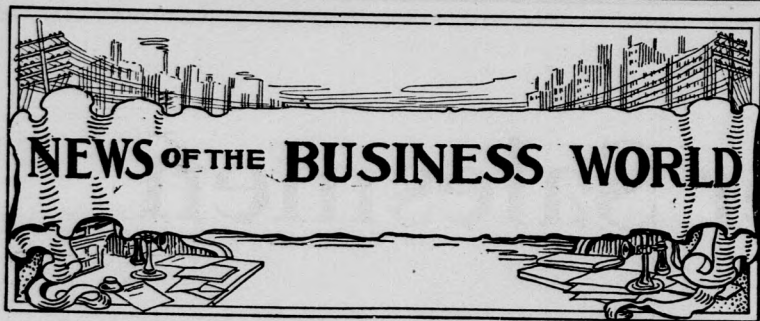
By showing who makes mistakes it makes clerks careful and accurate in handling money and accounts.

Give your clerks an incentive to give you their best efforts by giving them credit for good work.

Write for booklet explaining Multiple-Drawer National Cash Registers

The National Cash Register Company
Dayton, Ohio

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



Movements of Merchants.

Rochester—O. G. Grabel has engaged in the grocery business.

Eastlake—William Rodgers has sold his Home bakery to W. Eaton.

Durand—Jones & Healy are closing out their stock of groceries.

Thompsonville—E. DeLaney succeeds Tanner & Sons in the grocery business.

Boyne City—B. J. Suick has added a line of groceries to his stock of furniture.

Portland—Raymond Jenkins has opened a cigar, tobacco and confectionery store.

Detroit—The Newton Beef Co. has increased its capital stock from \$15,000 to \$100,000.

Big Rapids—Alexander Young, son of A. V. Young, has engaged in the Ye-Boot-er-ee.

Fenton—C. L. Stone, successor to King & King, has changed the name of his store to the "Fair."

Marquette—A. W. Lindstrom will engage in the grocery business on North Third street Oct. 1.

Rochester—Misses Anna and Laura Volz will open a millinery establishment in Horn's store Sept. 14.

St. Joseph—Milo Hyde has sold his interest in the jewelry stock of Gilbert & Hyde, to Joseph R. Gilbert.

Portland—C. N. Smith and Otis Higgins, of Flint, have taken over the meat business of William H. Earle.

Alma—J. M. Montigel & Co., lumber dealers, have dissolved partnership and will retire from business.

Hudson—C. H. Smith and Robert Allen, of Reed City, purchased the A. F. Folsom bakery and will conduct same.

Sheridan—R. E. Lomer has sold his grocery stock to I. C. De Hart and Benj. Heath, who will take possession Oct. 1.

Gladwin—Myers & Engelhart are preparing to put a line of shoes, dry goods, etc., in the Leonard building when completed.

Corunna—Arthur Berry has purchased the meat stock of George Jarvis and will continue the business at the same location.

Hancock—Glass Bros. have purchased the clothing and shoe stock of Joseph Gaberson and the bazaar stock of I. Epstein.

Battle Creek—The capital stock of the T. H. Butcher Co., dealer in men's furnishings, has been increased from \$15,000 to \$40,000.

Owosso—John Lener has engaged in the furniture and upholstering business in the building on West Main street, which he recently purchased.

Battle Creek—S. F. McKay has purchased an interest in the Weick-

genant Grocery Co.'s stock. The business will be continued under its present style.

Detroit—The Detroit Piano Co. has been incorporated with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and paid in in cash.

Vassar—The Vassar Farmers Elevator Co. has been incorporated with an authorized capital stock of \$30,000, of which \$20,610 has been subscribed and \$4,000 paid in in cash.

Port Huron—The Deibolt Gray Co. has engaged in the hardware business with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$3,000 paid in in cash.

Dowagiac—John Newman, the Cushman grocer, has purchased the Thomas Kilborn property, corner Telegraph and East Railroad streets, and will occupy it as a grocery store.

Dowagiac—R. S. Hitt, who purchased the Dowagiac Steam bakery several months ago of Aloise Lieber, has sold it to M. R. Birkholz, of Champaign, Ill., who will continue the business.

Maple Rapids—F. M. Osborn, who formerly conducted a jewelry and bazaar store in this village, has bought the R. H. Hewitt stock of goods, and will re-engage in business here at an early date.

Benton Harbor—O. Kline, who established the City Bakery some time ago, has sold a half interest to F. W. Hawley and the business will be continued under the style of Kline & Hawley.

Union City—Daniel Aach, of Kalamazoo, has leased the Leonard store building recently vacated by the People's Store and will at once place therein a stock of clothing and furnishing goods.

Kalamazoo—A. H. Stulting, for many years well known in the clothing business here, has accepted the position of manager of the clothing department of the Wm. Fishel store, on East Main street.

Arcadia—The Arcadia Clothing Co. has merged its business into a stock company under the same style with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and \$3,500 paid in in cash.

Flint—A new company has been organized under the style of the Bazley Market Co. to deal in meat and provisions, with an authorized capitalization of \$5,000, all of which has been subscribed and paid in in cash.

Houghton—E. R. Hixson has decided to consolidate his two Houghton groceries, continuing the Florence street store in East Houghton and vacating the down town store at Pewabic and Sheldon streets.

Coldwater—George H. Baker has purchased the meat market of the Eaton Grocery Co. on South Monroe street. Mr. Baker had been with the Eaton Grocery Co. for eight months preceding the transfer of ownership.

Greenville—F. W. Horton has succeeded his father, D. D. Horton, in the coal business and he has bought the coal business of S. A. Booth, and combining the two business will run them under the name of F. W. Horton.

Lenox—A new department store has been organized under the style of the Neddermeyer Co., with an authorized capital stock of \$10,000 common and \$5,000 preferred, of which \$3,800 has been subscribed and paid in in cash.

Fife Lake—Louis Morris has sold his dry goods stock to James Jonas, of Charlotte, and will sell his household goods at auction September 9, and will make his future home in Traverse City and also run his store in Kingsley.

Ludington—The dry goods business of the Adam Drach estate has been merged into a stock company under the style of the Adam Drach Co., with an authorized capital stock of \$20,000, all of which has been subscribed and paid in.

St. Johns—John H. Corbit has sold his stock of hardware, farm implements and gasoline engines to Bresien Bros., composed of three brothers, William, Herman and Fred, who come from Chesaning, where they have been contractors, builders and farmers.

Cadillac—E. G. Olander and Chas. Osterberg, proprietors of The Fair, at 202 N. Mitchell street, have leased the store building at 109 N. Mitchell street, now being vacated by H. C. Jorgensen. They will occupy their new quarters about Sept. 10.

Springport—H. Bowersox has sold his grocery business to L. F. Orrison, of Albion. Mr. Orrison is well known here, having been in business here about nine years ago, but for the past eight years he has been working in the store of Mr. Rodenbach, at Albion.

Houghton—Isaac Miller, who has been conducting a department store, has merged his business into a stock company under the style of Millers' Department Store, with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Houghton—The Portage Lake Hardware Co. has leased from Joseph Strobel the store room in the Strobel building about to be vacated by H. E. Stewart, general agent for the C. M. & St. P. railway. The store adjoins that already occupied by the company and will exactly double its store and basement space.

Union City—The dry goods firm of Merritt & Balcom, in this city, has been dissolved, although the different lines will be conducted individually by the members of the firm. Mr. Balcom will conduct the dry goods and kindred lines, while Mrs. Merritt has taken over the millinery business, which she will hereafter conduct.

Charlotte—The Ketcham building, occupied by Hubbard & Houghtaling, has been sold to John Tripp, proprie-

tor of the John Tripp Clothing Co. The building was one of the first brick structures put up in this part of the State. It was built and owned by Seth Ketcham, now of Denver, Colorado. Mr. Tripp expects to move his clothing and shoe stock to the newly purchased property as soon as the present lease expires.

Manufacturing Matters.

Owosso—The capital stock of the Owosso Motor Co. has been decreased from \$200,000 to \$100,000.

Detroit—The capital stock of the American Pattern Works has been increased from \$2,000 to \$10,000.

Detroit—The Pingree Co., manufacturer of shoes, has increased its capitalization from \$600,000 to \$650,000.

Charlotte—David Dunkle and Frank Payne, former employes of the Charlotte Manufacturing Co., have opened a meat market in the Triangle building.

Detroit—The Columbia Castings Co. has engaged in business with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed and \$3,000 paid in in cash.

Marquette—M. F. Goldberg has opened a glove factory on Spring street. The latest improved machinery has been installed and it will be operated by electricity.

Spruce—The Spruce Valley Creamery Co. has engaged in business with an authorized capital stock of \$6,000, of which \$3,650 has been subscribed and \$2,500 paid in in cash.

Bay City—The National Motor Truck Co. has been incorporated with an authorized capital stock of \$300,000, of which \$151,010 has been subscribed and \$30,210 paid in in cash.

Bay City—The Bay City Creamery, under a foreclosed mortgage, has been taken over by L. H. Walker, and will be continued under the style of the L. H. Walker Creamery.

Detroit—The Michigan Brass & Foundry Co. has been incorporated with a authorized capital stock of \$30,000, which has been subscribed, \$1,000 being paid in in cash and \$29,000 in property.

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

Buffalo, Sept. 6—Creamery, 23@27c; dairy, 20@25c; poor, all kinds, 14@18c.

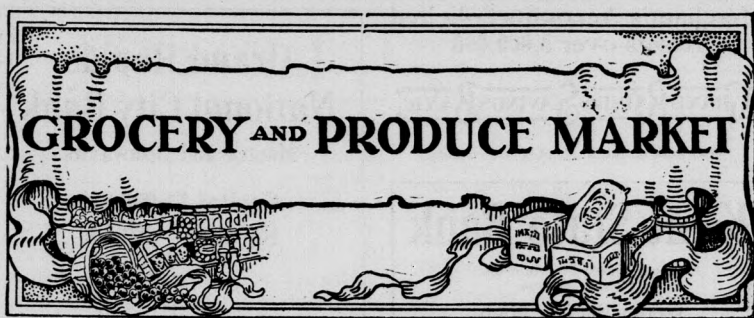
Eggs—Fancy, candled, 21@22c; choice, 19@20c.

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

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

Potatoes—New, 90c@\$1 per bu. Rea & Witzig.

Lightning does many queer tricks, but the latest story of its pranks comes from LaCrosse, Wis., where a woman was frying eggs. She turned to slice some bacon, when there was a deafening crash. After she recovered from her excitement she ran to the stove to turn the eggs, but the lightning had flopped them on the floor, turning them neatly, while the frying pan lay in a corner.



The Produce Market.

Apples—Wealthy, Maiden Blush and Twenty Ounce Pippin, fetch 75c per bu. The crop is large and the market is easy.

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

Beets—60c per bu.

Butter—There is a strong consumptive demand for everything in this line and the market is steady and unchanged. The quality of the butter arriving is showing some improvement both in quality and quantity, but not sufficient to affect prices. Throughout the market is healthy and no radical change is expected in the immediate future. Local dealers hold No. 1 creamery at 25½c. They pay 22c for No. 1 dairy and 16c for packing stock.

Butter Beans—\$1 per bu.

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

Carrots—60c per bu.

Cauliflower—\$1.50 per doz.

Celery—18c per bunch for home grown.

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

Crabapples—Hyslips \$1.25 per bu.

Cucumbers—25c per doz. for hot house.

Eggs—Receipts of eggs are showing fine quality, owing to the better weather. The market is healthy at ruling prices and the receipts are cleaning up daily for actual consumption. No material increase in receipts is likely in the near future and the market seems likely to remain about on the present basis for some little time. Local dealers pay 16c, loss off, del.

Grapes—Worden's fetch 10c for 4 lb. basket and 13c for 8 lb. basket. Worden's in bulk, command \$1 per bu.

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, 75c per crate.

Onions—90c per bu. for home grown. The crop is good in some sections, but the yield is below the average, indicating higher prices later in the season.

Oranges—Late Valencias, \$4.75.

Peaches—Late Crawford and Elbertas, \$1.75@2 per bu.; Prolifics and Ingalls, \$1.25@1.50 per bu. The local crop is large in volume and fine in quality. Demand is stronger, owing to the fact that consumers are now getting in shape to can their winter supplies.

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

Peppers—40c per doz. for red; \$1.25 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 — Lombard, \$1.25 per bu.; German Prune, \$1.65; Damsons, \$1.75 @2.

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

Poultry—Local dealers pay 10c for fowls, and 11c for springs; 6c for old roosters; 10c for ducks; 8c for geese; 12c for old turkeys and 15c for young; broilers, 1¼@2 lbs., 12c.

Radishes—10c per doz.

Squash—30c per bu. for crookneck.

Tomatoes—75c per bu.

Veal—Local dealers pay 6@11c.

Watermelons — Georgia and Indiana command \$2 per bbl.

Bigger and Better Than Ever.

The West Michigan State Fair is scheduled for next week, opening Monday. The entries indicate that the fair will be stronger than ever before in cattle, both milk and beef, with more than 500 head to be shown. There will also be a strong showing of horses, sheep and swine. The fine crop of fruit this year will be reflected in the agricultural and horticultural display and the prosperity of the farmers has encouraged the manufacturers of agricultural implements to make a greater display than ever. The main hall or manufacturers' building, which was almost empty last year, will be well filled this time, which means that the city's commercial interests are back in line, as they ought to be. For entertainment there will be automobile races with two kings of the buzz wagons giving stunts, the Wright biplane will make daily exhibition flights and there will be horse races besides, to say nothing of side shows and attractions. All the indications point to a successful fair, and never has success been more desired or needed. The building of the agricultural hall last year left the Association in debt and the burning of the old grand stand calls for extraordinary expenditures during the coming year. A successful fair will pay the old debt and make the new grand stand easy and, more important still, the Association will be encouraged to go ahead.

The Buick Motor Sales Co. has changed its name to the Grand Rapids Auto Co.

The Grocery Market.

Sugar—Raws are now higher than they have been for years. Refined grades are 6½c in New York for Arbuckles and 6.35c for other brands. It is expected that all refiners will be on a 6½c basis before the day closes. Refiners are rigidly holding buyers down, and supplying only the sugar needed for actual wants. The consumptive demand is fair. Very likely the present stringency will continue until the middle of October at least, when a good part of the trade will begin to be supplied by beet sugar.

Later—Since the above was written, Howell has withdrawn from the market and the American Sugar Refining Co. has advanced its price to 6.40c.

Tea — There is practically no change in the market. Prices remain high and the demand is good. The rejection by the appraisers of 50,000 pounds of colored China tea (principally Gunpowders), which arrived at San Francisco from China recently, will evidently convince the Chinese that this Government will uphold the pure food law and will not permit the entry of colored teas into this country. Importers' and jobbers' stocks of these teas in this country are bare, with no relief in sight until next year. Congous remain firm. India and Ceylon teas seem to be gaining ground. The increase in India exportations from April 1 to July 30 is about 3,500,000 pounds over the same period of last year. Formosas are firm, with good demand, the advances showing 1½@2c over last year. The first crop was exceptionally good and the summer crop, which produces the superior teas, is bringing high prices.

Coffee—The option market on Rio and Santos has boomed remarkably during the past week, and may or may not affect the actual coffee market. Up to the present writing it has not affected the price of actual Rio and Santos coffee to any material degree. Values in Brazil are practically the same as a week ago, and the demand is fair. Mild coffees are exceedingly dull and rule at unchanged prices. Java and Mocha are unchanged and dull.

Canned Goods — Tomatoes are without change. Corn shows no change from last report; demand is light. Peas are still firm, high and quiet. No general price has yet been named on new New York State apples, but one or two packers are reported as willing to take orders at \$2.75 for gallons. This is not a particularly high or a particularly low price. The price for spot goods is about \$1 above that. California canned goods show no change and no activity. Small standard canned goods are unchanged and quiet.

Dried Fruits—Future apricots are still very high, and have sold only in a very small way. Raisins are unchanged for the week, but the situation is strong. Currants fairly active and unchanged. Prunes are unchanged on the formerly reported high basis, and in very light demand. Peaches are high and sales for future delivery

have been very light. The situation shows no change for the week.

Syrups and Molasses—Glucose is without change and compound syrup is likewise unchanged and dull. But a small movement is reported in sugar syrup, which rules at unchanged prices. Molasses is dull at ruling prices.

Cheese—In consequence of the make of cheese being lighter than usual for the season, stocks are reported smaller than a year ago and prices have advanced about ¼c over last week. At the present time the quality of the cheese arriving is very fine, as the weather has been favorable for producing a high quality article.

Fish—Cod, hake and haddock are unchanged in price and quiet, though steady to firm. Domestic sardines are inclined to be weaker, and some holders have sold during the week at the same price delivered as has been ruling f. o. b. This is equivalent, in the case of Philadelphia, to a concession of 13½c. The demand is fair. Imported sardines are unchanged and dull. As reported elsewhere, prices on new Alaska salmon have opened during the week on a basis much higher than last year. The pack is short and the situation very strong. Not a packer on the coast has any surplus to sell. Mackerel, generally speaking, is steady, with but trifling changes in price. The demand is fair.

Provisions—Hams are unchanged and in seasonable demand. Pure and compound lard are firm at an advance of ¼c, owing to improved consumptive demand and a reported shortage in hogs. Dried beef, canned meats and barrel pork are unchanged and in fair demand.

Buchanan Business Men Plan Celebration.

Buchanan, Sept. 5—Buchanan is figuring on another stunt for Sept. 20—a one day celebration to be called a Harvest Jubilee.

Business men are taking hold with customary vim and want to have it eclipse anything ever yet attempted in the burg.

Messrs. C. H. Baker, M. L. Hamlin, C. F. Pears, A. M. Worthington, W. A. Palmer, D. L. Boardman and Sig Desenberg were authorized to go ahead with it.

There will be a flood of light parade. An effort will be made to have every automobile in Buchanan and vicinity in line, and invitations will be extended to Niles and other towns to participate.

During the day there will be automobile races, slack wire performances, a balloon ascension, band concerts, etc., and in the evening the town will be ablaze with light.

A new company has been organized under the style of the Wilson Cloak & Suit Co., with an authorized capital stock of \$10,000, all of which has been subscribed and \$7,500 paid in in cash. Those interested are Julius M. Baer, Flora Baer and Abraham Berlinger, all of Chicago. The business office is located at 128 and 130 Monroe street, this city.

Obstinacy in others is the same as firmness in yourself.



Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Gas & Elec. Co. Com.	57	60
Am. Gas & Elec. Co. Pfd.	43	44
Am. Lt. & Traction Co. Com.	233	238
Am. Lt. & Traction Co. Pfd.	105	108
Cities Service Co. Com.	74 1/2	75 1/2
Cities Service Co. Pfd.	78	79
Citizens Telephone Co.	92 1/2	93 1/2
Com. Savings Bank	158	161
Com. wealth Pr. Ry. & Lt. Co. Com.	57	59
Com. wealth Pr. Ry. & Lt. Co. Pfd.	89	90
Dennis Bros. Salt & Lbr. Co.	90	
Denver Gas & Elec. Co. Bonds	92 1/2	94
Fourth National Bank	180	185
Furniture City Brewing Co.	95	98
General Motors Com.	42	43
General Motors Pfd.	80	82
Globe Knitting Works, Com.	125	136
Globe Knitting Works Pfd.	100	101
Grand Rapids Brewing Co.	201	210
G. R. Gas Light Co., Bonds	100	101
Grand Rapids Ry. Co. Bonds	100	101
G. R. National City Bank	158	165
Grand Rapids Savings Bank	165	
Holland Sugar	17 1/2	17 3/4
Kent State Bank	250	252
Lincoln Gas & Elec. Co.	30	32
Macey Company Pfd.	95	99
Michigan Pacific Lbr. Co.	99	12 1/2
Mich. State Tele. Co. Pfd.	106	107 1/2
Michigan Sugar Co. Com.	196	198
Old National Bank	66	67
Pacific Gas & Elec. Co. Com.	88	90
Pacific Gas Elec. Co. Pfd.	210	
Peoples Savings Bank	97	98 1/2
Sag. City Gas Bonds	18 1/2	19
St. Louis Sugar Com.	52 1/2	55 1/2
United L. & R. Co. Com.	80	83
United L. & R. Co. 1st Pfd.	70	
United L. & R. Co. 2nd Pfd.		

Big Things and Big Corporations.

Are pygmies more virtuous than giants? Is there intrinsic evil in being big; innate goodness in being little?

Such seems to be the gospel of most of the critic-reformers of things corporate. The big corporations bulk darkly on their horizons, as did the windmill on Don Quixote's. The milder crusaders would split them into sections; the bolder would smash them into smithereens. Now comes the latest and most surprising advocate of disintegration, and from the same state as the Chief Justice—President Farrar of the American Bar Association. He, too, would set up the test of the needle's eye and let only the tiny live.

It is true that he sanctions the corporation as a necessary principle. But the great big corporation gets no mercy. The keynote of his criticism runs:

"The economic advantages, if any, that flow from these vast aggregations of capital are drowned in the firm belief that they exercise too much political power, selfishly and unscrupulously bar the door to private enterprise, cramp the industrial freedom of individuals, destroy equality of opportunity and extinguish all hope and hence all ambition for industrial independence and autonomy."

The thing to do is to "break them up;" to destroy the "existing crop without hope of successors." "Monopoly comes by virtue of size, organization and strength." The animus against mere size, per se, is the controlling emotion, fortified foren-

sically by some of the dark deeds of some of the big corporations in the past. It is not even excellent to have the giant's strength.

What does this doctrine of dissolution mean? In a word it urges that evolution reverse itself. We may find in political history a partial parallel to this economic current. Not going back to the cave or stone ages of individual license, or even to the family or tribal unit, it is not so remote historically since government was measured successively in units of cities, duchies and states. All these have been swallowed up in a relatively few great nations. Who criticizes the size or power of any of them?

Were a crazy statesmanship ever to draw fanciful bounds to national bigness—in the temper of some corporation-critics—we might imagine European jealousy of ourselves taking an anti-trust form. We appear likely to be soon a concentric cluster of fifty nations. Why should not the old Powers decree at The Hague that we were menacing the world by our bigness, that nations must not exceed a certain size, and that we must divide if we pass the 100,000,000 or 200,000,000 mark? Such fear of the power of bigness would be little less consistent than the kindred fear of corporations.

The nation is the sum of the people's will and strength and support, coalescing and expanding indefinitely. A corporation—of the big type—is likewise the inevitable stream of innumerable rills of resource and endeavor. It flows in the justifying channel of efficiency of conservation of power and elimination of waste. To send all the nation's workers a step back toward the old cottage or small-shop systems would be akin to sundering our civic ties.

The corporation, of course, is not

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Main Office Fountain St.
Facing Monroe

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Surplus and Profits - 250,000

Deposits
6 Million Dollars

HENRY IDEMA - - - - President
J. A. COVODE - - - - Vice President
A. E. BRANDT - - - - Asst. Cashier
CASPER BAARMAN - - - - Asst. Cashier

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with us easily by mail. Write us about
it if interested.

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National City Bank

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BRANCH
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PEOPLES SAVINGS BANK
OF GRAND RAPIDS, MICHIGAN

RESOURCES		Condition May 15, 1911	LIABILITIES	
Loans		\$1,796,212 34	Capital Stock	\$ 100,000 00
Banking House		35,000 00	Surplus	100,000 00
Cash and Clearing House Items		131,604 98	Undivided Profits	15,517 26
Deposits with Reserve Agents		271,622 67	Deposits	2,018,922 73
		\$2,234,439 99		\$2,234,439 99
Savings Department Reserve 18%			Commercial Department Reserve 27%	

Savings Department Reserve 18 %

Commercial Department Reserve 27 %

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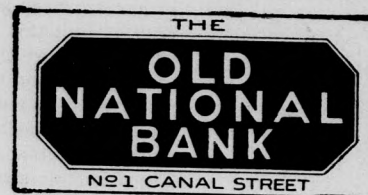
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JOHN W. BLODGETT, Vice Pres.

L. Z. CAUKIN, Cashier
J. CLINTON BISHOP, Asst. Cashier

This bank pays 3 per cent. on Savings Certificates if left 6 months, and 3 1/2 per cent. if left one year.
On Savings Books we pay 3 per cent. if left three months and compound the interest semi-annually. We solicit your patronage.

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Surplus
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a larger interest return. 3 1/2 % if left one year.

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Continental and Commercial
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GEO. B. CALDWELL, Manager Bond Department.

Financial

like the state supreme, but is a creature. The sane thing to do is not to smash it, or lame it, but to regulate it. It has been newly fashioned, and more or less in the dark. Only recently has the highest court laid down commandments for its ethical behavior. To supplement this moral code by statute is a task of the near future—progressing beyond the destructive crudities of the Sherman law. Nor is a great deal of enactment necessary. The essential need is everlasting publicity—that the investor be not fooled, and that the public may have knowledge specifically of costs and of profits, to the end that in the public interest costs may be reduced and profits measured, or even properly enlarged. Beside that, forbid campaign contributions from corporations, thereby cutting the chain of corporate dominance in politics and legislation.

The biggest as well as the smallest corporation may be held subject to this discipline. The bigger it is the more readily and attentively will its conduct be noted, where sly little fellows might evade. We should in fact foster, not discourage, natural bigness, and also in aggregated endeavors in corporations and combinations of corporations, that the individual man be more potential through the intelligent union of his work with the work of his fellowmen. Ours is a big country—despite many who have feared to grow—and it requires big implements.—Boston News Bureau.

The Get Together Spirit.

One of the country's leading captains of industry says of the general situation: "As I see the situation, the tea grounds are slowly sinking to the bottom of the cup. The clear, dreg-free liquid is gathering at the top. In short, the situation is beginning to clear. A lot of the terrible things that it seemed might happen will not happen. There will in all human probability be no European war, and the labor situation will right itself without radical strike outbreaks. Of course, poor trade conditions are likely to obtain for months, but we are far from approaching the calamity which nervous souls have dreaded.

"To my mind the worst feature of the business life of this country today is the spirit of 'knocking' the other fellow. The man who has is jealous of the one who has more. The little fellow craves the where-withal to ape his more affluent neighbor. There is infinitely too much of the spirit of 'Keeping up with Lizzie,' and the worst feature is that it has bred a national mental characteristic of saying hateful, spiteful things about our business neighbors and associates. All this is destructive. Business can only prosper through exchange of mutual confidence and confidence never yet flourished in a sink-hole of envy and narrow prejudice. What we need is more of the spirit of all pulling together.

A national 'boosters' club' would restore national prosperity inside of twenty-four hours.

"The railroad employes, numbering over 1,000,000, would, if men thought aright, be endeavoring to build up the business of their roads instead of measuring the world with the yardstick of union recognition. The big banker would give the little banker a lift; the big merchant would consider the protection of the country retailer an integral part of his own business. Of course, this sounds Quixotic, but it is just because we have got so far away from this frame of mind and find it hard to see any good in each other that we also find it nearly impossible to see any good in the general business situation. Let us have more of the spirit of live and let live."

A Little Matter of Hogs.

A professor who spent his vacation at a farm house was asked whether he wouldn't come again. He sent a letter to the farmer, in which he said: "My dear Mr. Simpkins, I don't intend to spend my vacation with you this year for several reasons, among which I might say, first, that we don't like your servant girl, Mary; second, the hog pen is entirely too close to the house from a sanitary point of view." Mr. Simpkins sent a reply to the professor, in which he said: "My dear professor, Mary has went, and we haven't had a hog on the place since you were here last summer."

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THE
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GRAND RAPIDS, MICH.

WE WILL

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Securities of BANKS, TELEPHONE, INDUSTRIAL AND
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We Only Issue Plain, Understandable
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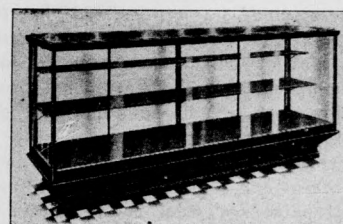
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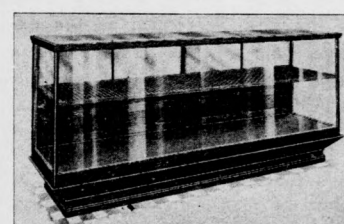
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"House Warming"



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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 6, 1911

THE NEW BOARD OF TRADE.

The Grand Rapids Board of Trade will soon enter upon a new season of activity, with Martin Charles Huggett, the new Secretary, as the executive officer. Mr. Huggett is a relative by marriage of Senator William Alden Smith and for several years has been his Secretary, and it was largely through Senator Smith's friends that he secured the place at a salary of \$4,000 a year. Mr. Huggett has not had previous experience in Board of Trade work and his administration will be followed with interest, no doubt, to see if experience is absolutely essential to success. For two years or more we have heard little else than the importance of having experienced men in charge of such work, and it has even been suggested that some of the colleges should add board of trade work to their curriculum that there might be a supply of trained men constantly in the making. It is possible that those who have been most earnest in urging the importance of training are themselves commercial executives and, as such, may be interested in exalting the value of the services they render. But Grand Rapids is going into the new season with an entirely new executive with no previous experience, and it will be interesting to note what are the results. If Mr. Huggett has more than the usual amount of common sense, the ability to get men together and make them work and a reasonable degree of modesty, it is possible the experience and training we have been hearing so much about will never be missed.

One of the Board of Trade questions which will be taken up at an early date, probably, is that of a complete reorganization. With the dues at \$10 a year, the Board now has a membership of about 1,200, and a large proportion of the membership, never coming in contact with the actual work done and knowing little or nothing of the results accomplished, look upon it as a gentle "touch," and—to be entirely honest in the matter—some of them are not far wrong. The reorganization plan, when presented, will, no doubt, pro-

pose an increase in the membership dues to \$25 or even \$50 as the first and most important step. This will naturally cause a marked shrinkage in the membership, but those who are left will be the live, active aggressive men who do things and who will value their opportunities to serve the public interest. The Board would then be a compact body of workers instead of a top heavy organization in which the disposition is to let somebody else do the work. The matter of keeping the Board in closer touch with the people could be arranged, it is suggested, by admitting delegate members from the various trade organizations. The retail grocers, for instance, could have a delegate, paying the regular dues and having as much of a voice in the proceedings as any other member and would be expected to represent the retail grocers in whatever might be done. The lumbermen, the wholesalers, the builders and contractors, the furniture manufacturers—in fact, all organizations of trade and business—could be represented in the same way. This matter of a reorganization will, undoubtedly, be taken up early in the season, but probably nothing will be done until the close of the present fiscal year in February. The matter is very important and should be discussed from all points of view before action is taken. The present organization, it may be admitted, is not ideal. The city has outgrown it and the experience of other cities has pointed to better ways.

IRISH HOME RULE.

When the British Parliament reassembles in October it is practically certain that the Liberal government will redeem its pledge to the Irish Nationalists by introducing the promised home rule measure. It is also reasonably certain that the bill, if satisfactory to the Nationalists and meeting the approval of the Radicals and Laborites, who form part of the Liberal coalition supporting the ministry, will pass the House of Commons before the fall session closes. That the House of Lords will reject the measure and maintain its opposition for the full limit of two years is equally certain, but under the new law limiting the veto power of the lords the measure must eventually become law unless the present ministry is defeated on some other proposition before the two-year limit expires.

But while a home rule bill is certain, the framing of such a bill will be found to be full of embarrassments. Scotland, and probably Wales, will demand control of purely local matters and the granting of legislatures of their own. The ministry is also likely to be confronted by the same difficulties that confronted Mr. Gladstone in determining just what part Irish representatives will play in imperial legislation and just what control the imperial government will reserve over Irish affairs. The control of the customs and of foreign relations will present some embarrassments quite aside from the op-

position that is certain to be encountered from the Unionists.

While the new Irish home rule bill will no doubt resemble in many respects the measure which Gladstone endeavored to pass, it is pretty certain to contain many modifications and improvements. Separatist sentiment is less radical in Ireland than it used to be and economic conditions in the Emerald Isle have also greatly improved. The land question, which was so serious a matter in the days of Gladstone, has been in a large measure solved by the land legislation of recent years. It ought, therefore, to be possible to formulate a home rule bill that will meet general Irish approval and at the same time disarm in a great measure the English opposition to any change in the existing relations of the various parts of the empire towards each other.

While the curbing of the veto power of the lords has removed the main obstacle to the passage of a home rule bill, there is still enough virility in the Unionist party to make it certain that the bill when introduced will be stubbornly fought at every stage.

PENNSYLVANIA'S SHAME.

While one of Pennsylvania's citizens is about to embark for the Fatherland to join his wife who has been faithful and true during the twenty-seven years when he was unjustly imprisoned for murder, another dark crime is being perpetrated within the limits of the state. To the man who has been so deeply wronged by a Commonwealth—wronged of the best years of his life—and, worst of all, a good name, she refuses to attempt a pecuniary recompense—a moral one being, of course, entirely out of the question. Carnegie has pensioned Toth \$40 per month as a small recognition of the wrong, and as this will not keep himself and wife here, he joins her in the Motherland, Hungary, where she has existed during the long years of his incarceration for a crime which he had nothing to do with.

Now a deed so cruel that even barbaric nations could scarce exceed it in brutality is enacted almost at the doors of the staid old Quaker city of Philadelphia. Those who were a part in its enactment satisfy their conscience with the defense that the victim deserved it. But two wrongs never make one right; and any act of violence unpunished is sure to breed others of its kind. The revolution in Mexico was but a growth of lawlessness. The forcible wresting from legal hands of any matter, public or personal, can not but prove a curse to the people.

Tardily, Governor Tener is coming to the front with the order to let no guilty man escape. The entire affair from beginning to end must be deeply deplored by every law abiding citizen. That a people who have been for generations famed for their quiet, peaceful dispositions should so far forget themselves as to become participants in what must be known as the Coates

ville horror but emphasized the folly of acting according to impulse in a critical time.

THE AUTOMOBILE TRADE.

When the hand workers in the cotton mills in Nottingham, England, in 1812, broke up and threw out of the windows the newly-installed spinning and weaving machinery it was the act of people who believed that machinery would work the ruin of all the laboring classes in the population.

The millions of skilled workers constantly employed in designing, improving and manufacturing innumerable mechanical appliances for every possible purpose of industrial production are a striking commentary on the vindictive hatred with which labor-saving machinery was greeted only a century ago. If the hostility of the hand workers to machinery had been able to prevent its use in the business of life the people of the twentieth century would be truly in a semi-barbarous condition, instead of enjoying the highest civilization and a fair degree of comfort and refinement.

It might have been supposed that the use of machinery has limits which would soon be reached, but so far from that there are urgent demands for mechanical appliances for which the business of the world is suffering, and every day these needs are realized.

One of the most recent mechanical appliances to come into general and extensive use is the automobile, or motor car. According to trade statistics, 20,000, worth \$40,000,000, were built in 1904. In 1910 there were built 185,000, worth over \$242,000,000.

A recent investigation discovered approximately 675,000 autos registered in the United States, and without doubt a goodly portion of these still have vitality enough to last several years. This is particularly true in the agricultural regions where utility is more desired than style. The farmers are expected to take up the slack in production every year, and in many instances are quite willing, but the rural "stocking" does not grow any more easily or rapidly to meet more esthetic tastes than does that of the city dweller.

Cars last longer these days than formerly and most new designs are not sufficiently different from the preceding year's to encourage buying unless heavy allowances are made for the old machines. Manufacturers have been going ahead almost every season, 1911 being the exception, enlarging their factories and turning out as many machines as possible irrespective of past performances as well as future.

The use of automobiles is only limited by the extension of the country roads. Everybody who is able to have one wants an automobile, and the country people are showing great activity in making roads so that they may join the ever-growing procession of automobilists.

Chivalry is a polite name for a square deal.

FOOD AND HEALTH.

There is an old proverb to the effect that one man's meat is another man's poison, and, therefore, it is unwise, to say the least, to propose to bring up the entire population on the same diet.

The nature of the work, the amount of physical exertion and the degree of exposure to heat, cold and wet must make great differences in the amount and character of the food required by each individual. Then there are habits and customs that also affect the health of individuals, so that in attempting to account for and to regulate the physical condition of individuals each must be considered personally. Nevertheless, there are general rules that may be applied in a multitude of cases, because all human beings are organized on the same general plan.

We are constantly called on to notice great changes in the character of the diseases that are the chief foes of human health. Perhaps consumption, or tuberculosis, is as common as ever, but there are others known as degenerative, such as heart and kidney diseases and arterio-sclerosis, the latter disease of the blood vessels resulting from indiscretions in habits and diet, which so weaken the vessel walls that when excessive business strain, worry or excitement of any sort occurs increasing the blood pressure, the result may be a rupture of the vessel and the occurrence of apoplexy—a common cause of death of many of our most prominent professional and business men.

These affections, which were, apparently, little known to the ancients, are largely charged by Dr. Norman E. Ditmann, writing in Harper's Weekly, to alcoholic drinks. It should be known that wines and beers, strictly fermented liquors with only a small percentage of alcohol, were known and largely consumed by the Greeks and Romans, but distilled or spirituous liquors were entirely unknown in Europe until the twelfth century of the Christian era, and did not come into use as a beverage before the fifteenth.

Thus it came about that spirituous liquors and tobacco got into use at a very late period, and they have been working on the human system only for some four or five centuries, and it is not strange that diseases practically unknown to the ancients, such as Bright's disease, and appendicitis, should have become every-day occurrences. Then it is possible that the habitual consumption of several chemical substances used as preservatives of food products put up in airtight cans has also operated to bring into common life diseases that were previously mere curiosities, if known at all.

During the past year the consumption of alcoholic liquors (whisky, brandy, gin, beer and wine) in the United States was 1,917,737,286 gallons. Excluding children under 15 years of age, the average consumption per capita was twenty-nine gallons.

According to the medical writer

mentioned above, this large consumption of alcoholic beverages may explain a large part of the degenerative diseases in this country, and the relation between alcohol and heart and Bright's diseases is suggested by the nearly parallel rise and fall of the alcohol consumed and disease mortality in New England. The present generation of Americans are far heavier drinkers than their parents, for since 1880 the per capita consumption of alcoholic beverages has increased more than 110 per cent.

An excess of meat diet is also held to be injurious. According to an estimate by the United States Department of Agriculture, during one year (1906) 16,753,295,000 pounds of meat products were consumed in the United States, costing \$2,345,461,000, and that one-half of this meat was not required as food to keep our bodies well nourished, we appreciate the extent of a waste amounting in one year to \$1,172,730,500. Such an amount deducted from our annual household budget could not fail to reduce the high cost of living materially.

It is held by some of the medical authorities that when an excess of meat is consumed, a part of the excess is converted by intestinal bacteria into poisonous products which irritate and over-burden the kidneys and liver and give rise to a train of symptoms, the forerunners of the degenerative diseases known as the symptoms of auto-intoxication. These are headache, mental depression, lassitude, weakness and lack of endurance—a chain of symptoms quite common among Americans.

The consumption of an excess of meat being wasteful and harmful, how much meat should a man of average weight (154 pounds) consume? While no measure can be fixed in this case upon any rule of averages, it is not to be doubted that the ordinary family could thrive on much less meat than is commonly used and save money.

ALL FOR A HAT.

Sharing the attentions of many ardent admirers who professed to be deeply in love with her, the daughter of a West Virginia citizen braved on of the severest storms of the summer early in the morning recently to elope with her fiancé, of the same vicinity, but just as they were about to board a train for Hagerstown, Md., they were arrested by a policeman, who had been wired by the girl's father to stop them. The runaways had driven twenty-five miles over rough and rugged mountain roads, through a drenching rain, in murky darkness. Several times they lost their way, but brilliant flashes of lightning enabled them to get on the right road. The girl was persuaded to return home when her father promised to buy her a new hat. Much as the "lady in the case" admired her beau, she "passed him up" for a hat. And still these "darlings" tell the lords of creation they are not fickle.

Many a widow gets busy and marries a man because he does not want her to.

WORDEN GROCER COMPANY**The Prompt Shippers**

Grand Rapids, Mich.

MACAULEY SAID

Those inventions which have abridged distance have done the most for civilization.

USE THE BELL

And patronize the service that has done most to abridge distance

AT ONCE

Your personality is miles away

Every Bell Telephone is
a long distance station.

**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.

Detroit Produce Market

Production of Market Milk.

Of all branches of the dairy business the production of a high grade article of market milk is the most exacting.

Certified milk has its place and is fast becoming an important factor in the milk trade of all the larger cities; but the question of improving the quality of the market milk is of far more interest, for the reason that it concerns the larger number of consumers and the larger number of producers.

Among the conditions that control the value of market milk are the health of the cows, the care of the milk, the quality of the milk, the flavor and taste, the color and the general appearance of the milk.

In actual practice I have found these conditions so closely related that it is difficult to tell where one leaves off and the other begins. And all of the conditions must be right if we produce a good, wholesome grade of milk.

The cows that are producing milk must be in good physical condition and have healthy surroundings and healthy attendants. They should have an abundant supply of pure water and clean wholesome food, and some form of succulence at all times when being fed a heavy ration of grain feeds. Corn ensilage will provide this in economical form.

The herd should be tested for tuberculosis at least once every year and examined frequently for other diseases and derangements, such as tumors, garget and skin diseases.

That diseases may be transmitted in milk is an undisputed fact, hence care should be exercised in all the work and equipment that pertains to it.

There must be regularity in feeding and milking, governed according to the time of trains, the distance to deliver and the size of the herd.

Market milk is produced at a price where a man must have cows that will give a large quantity regardless of quality, although it should at all times be reasonably good.

W. M. Kelly.

Flies and Tuberculosis.

The impression is becoming quite general that the co-called typhoid fly is a carrier of the typhoid germs only. This is a wrong idea. The fly is not a carrier of any disease in the sense that the germs develop within the body of the fly. On the contrary, the fly carries germs upon its body by virtue of the germs adhering to its coat. In some cases the fly may devour disease germs, which will leave the body of the fly through

the alimentary canal unimpaired. In this latter case the "fly speck" may become a dangerous thing.

The tubercle germ may adhere to the body and legs of flies, as well as typhoid or pneumonia germs, and be transplanted upon the skin or in the food of a healthy individual; or the germ can be swallowed by the fly and voided, without loss of virulence, upon foodstuffs prepared for human consumption.

Some poor sick mortal expectorates upon the street. This material will soon be circled by flies walking in and eating of it. The result is that the germ of tuberculosis, present in the expectorations of consumptives, is successfully carried from place to place, with always a possibility of disastrous results.

The fly is dangerous, no matter from what point of view he is looked upon. His usefulness in the world has not been discovered. The mass of people must realize the significance of the crusade against the fly. There should be no stopping until the fly is exterminated in the United States. Each one can help a little, which in the aggregate will help very much.

John F. Nicholson.

A Valuable Sausage Wrapper.

An autograph of the Czar, Peter the Great, has been discovered by a St. Petersburg professor of history in peculiar circumstances. The professor is exceedingly fond of sausages and never fails when his cook returns from her morning's shopping to visit the kitchen to make sure that his sausages are of the best quality. As he was examining a fresh arrival the other day he was struck by the wrapping, a very old paper inscribed with old-fashioned manuscript. Leaving the sausages without another glance, he went to his study and deciphered the paper, which he soon recognized as a letter in Peter the Great's handwriting. On making enquiries, he learned that the sausagemaker had recently purchased for 10 shillings a large bundle of very old papers sold by the administration of the Ural mines. The professor promptly bought the remainder for double the price, and he hopes to make his fortune through further valuable discoveries.

High Retreat.

Goodly—When work is over you should seek things that are elevated. Gamely—That's just how I spend my evenings.

Goodly—Ah, I'm glad to hear it. Reading the standard works of the highest authors, I presume.

Gamely—No; sipping lemonade on the roof garden.

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.

Just what you have been looking for—
A reliable place to ship your **Poultry**

At market prices ruling day of arrival

NO COMMISSION

PROMPT RETURNS

We want your shipments

Let them come and we will do the rest

Poultry



Poultry

Schiller & Koffman

323-327 Russell Street
DETROIT

(Weekly quotations furnished on request)

Cash Butter and Egg Buyers

HARRIS & THROOP

Wholesalers and Jobbers of Butter and Eggs

777 Michigan Avenue, near Western Market—Telephone West 1092

347 Russell Street, near Eastern Market—Telephone Main 3762

DETROIT, MICH.

Egg Cases and Fillers

Direct from Manufacturer to Retailers

Medium Fillers, strawboard, per 30 doz. set, 12 sets to the case, case included, 90c.

No. 2. knock down 30 doz. veneer shipping cases, sawed ends and centers, 14c.

Order NOW to insure prompt shipment. Carlot prices on application.

L. J. SMITH

::

Eaton Rapids, Mich



The Cigar

You and your father used to smoke

**GREEN
SEAL**

Ask for the
New Standard Size
3 for 25c

or the Regalia Straight Ten Size

**Detroit Cigar
Manufacturing Co.**
Detroit, Mich.

BOOTH COLD STORAGE DETROIT, MICH.

A perfect cold storage for Poultry and all kinds of Fruits and Produce. Eggs stored with us usually sell at a premium of 1/2c per dozen. Liberal advances. Railroad facilities the best. Absolutely fireproof. Correspondence solicited.

Takes Two Weeks To Cure a Prune.

Prunes, and all other fruits to be dried are, in California, cured on shallow wooden drying trays which are placed on the drying ground and allowed to remain there day and night without protection until the fruit is fully cured. Usually these trays are about 3x6 feet in dimensions and they are set directly upon the ground, although in some cases a support about a foot high is built upon which the tray may be rested. Before being put on the trays the prunes are usually graded as to size by a mechanical contrivance, and after this preliminary grading are dipped in a weak lye solution to crack the skins, which facilitates the curing process.

It requires from ten days to two weeks to cure prunes in the sun. When the fruit is sufficiently dried it is taken to the sweatroom and subjected to a process of handling which saves it from subsequent damage after storage and at the same time equalizes the moisture in all of the individual fruits, giving the whole mass an even and uniform appearance. All cured fruit will draw damp if stored in a mass without previous sweating, and this sweating is merely permitting the damping to take place under conditions of control. Sometimes the fruit is heaped in small piles on the floor of the sweat room and turned occasionally, or it may be placed in shallow boxes and dumped from one receptacle to another at intervals. From one to three days are required to complete the operation.

From the sweat room the prunes are taken to the packing room and there graded, finished and packed ready for shipment. Prunes are graded according to the number required to make a pound; thus 20-30s require from twenty to thirty prunes to the pound; 30-40s from thirty to forty prunes per pound, and so on, grades ranging to as small as 100-120s. This grading is done by a machine with riddles one above another, each with a slight incline, and a spout on the side to carry off the fruit of a certain grade as it comes along.

Prunes are "finished" by exposing to steam or immersion in hot water for an instant to soften them. The packing is usually done by women workers who put the fruit in twenty-five or fifty pound boxes, each box containing but one size of fruit. The first layer is flattened by hand or machinery and each piece laid in the box with precision; then the box is filled without special arrangement and when full is conveyed to a pressing machine which presses the fruit closely without, however, crushing it. The box cover is then nailed on and finally is turned bottom side up, stamped and labeled, the original bottom, in which the first fruit was packed, thus becoming the top when the box is opened, so that the flattened or "faced" fruit, as it is commercially called, is seen first.

The same general process is followed in curing all kinds of fruits in California. That is, they are grad-

ed, placed on trays in the sun, cleaned, sweated and packed in the same manner. In the case of peaches or apricots, which must be pitted and halved, the fruit goes from the orchard to the cutting sheds, where the nimble-fingered women perform the work with a rapidity that is simply marvelous. These fruits, which are cut open, are treated with a sulphuring process which consists simply of subjecting the fruit when first placed upon the trays to the fumes of burning sulphur for forty or fifty minutes to prevent oxidation and preserve the bright color of the fruit.

California fruit packing houses are models of cleanliness and are fitted with every possible mechanical convenience to facilitate handling of the fruit and to make attractive the products that go out to the markets of the world. Nature has been generous to the California fruit grower. Size and quality and delicious flavor are fundamentally natural attributes, but practical gratitude for these blessings has not been wanting and orchardists have made of their industry a science unsurpassed in any part of the world. Trees are studied, cultivated and sprayed, the fruit carefully handled at all stages and attractively packed and every effort made to preserve the natural qualities that have made California dried fruits popular the world over.—Eleanor Elizabeth Reber in Twin City Commercial Bulletin.

Farmers To Sell To Consumers.

A committee of the Pennsylvania State Grange met at Sunbury, Pa., and set on foot plans which if successful will result in the sale of the members' farm products direct to consumers. The plan is for the Association to receive the farm products of its members and distribute them to Association stores in the large centers of population. Auto trucks will be the carriers and the Association will be operated on the percent. system. The main object of the Association is to lower the cost of farm products for the benefit of both farmer and consumer, by dispensing with the middle men, who it is claimed, receive the greatest profit and are largely responsible for the high cost of living. The scheme still has to be adopted by the Grange.—Grocery World.

Somehow you never expect much from the man whose fingers are yellowed by smoking cigarettes.

Considering the way that most of us live, it is no wonder none of us get an encore.

The Clover Leaf Sells



Office 424 Houseman Bldg.

If you wish to locate in Grand Rapids write us before you come.
We can sell you property of all kinds.
Write for an investment blank.

"The Favor of the Trade"

Does your business have it? Do you enjoy the goodwill of your trade? You say "yes"—but, consider the matter impersonally. Is your business growing? For growth is the sure sign that your business possesses a goodwill.

The various products of the National Biscuit Company enjoy the favor of the trade throughout these United States—they enjoy the goodwill of over one hundred millions of people.

Mr. Dealer—in the past twelve years hundreds of millions of In-er-seal packages have been sold, to say nothing of the inconceivable quantities of National Biscuit Company products sold from the famous glass-front cans.

Have you shared—do you share—will you share—in these immense sales?

**NATIONAL
BISCUIT
COMPANY**

Mr. Bread Merchant

If you wish to sell the BEST BREAD that will give general satisfaction and prove a regular rapid repeater, order Figola Bread from us today.

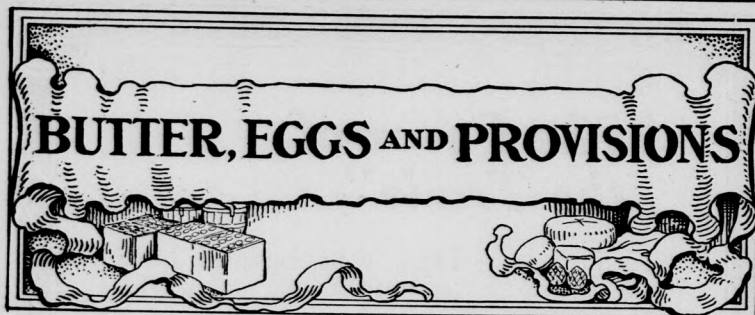
City Bakery Co., Grand Rapids, Mich.

\$ Dollars for You

Mr. Grocer, in pushing **HOLLAND RUSKS**. Good for Breakfast, Lunch and Dinner. **Holland Rusks** are so appetizing served with fruits and cream. Urge your customers to try them. We employ no salesmen. We put the quality in our goods. Jobbers and retailers like to sell them because they are repeaters. Order a sample case. Five case lots delivered. Advertising matter in each case.

Holland Rusk Co. Holland, Mich.





Conserving the Strength of the Soil.

Written for the Tradesman.

In a recent interview James J. Hill, a keen observer and an incisive thinker, handed out some information that is calculated to make the thoughtful reader wonder what this country is coming to if the American farmer does not change his tactics.

"When the most fertile land in the world," says Mr. Hill, "produces so much less than that of poorer quality elsewhere, and this low yield shows a tendency towards steady decline, the situation becomes clear. We are robbing the soil.

"Take the case of wheat, the mainstay of single-crop abuse. Many of us can remember when New York was the greatest wheat-producing state in the Union. The average yield of wheat per acre in New York for the last ten years was about 18 bushels. For the first five years of that ten-year period it was 18.4 bushels, and for the last five years 17.4 bushels. Farther west, Kansas takes high rank as a wheat producing state. Its average yield per acre for the last ten years was 14.16 bushels. For the first five of those years it was 15.14 and for the last five years 13.18.

"Up in the Northwest, Minnesota wheat has made a name all over the world. Her average yield per acre for the same ten years was 12.96 bushels. For the first five it was 13.12, and for the last five it was 12.8. We perceive here the working of a uniform law, independent of location, of soil and of climate. It is the law of a diminishing return due to soil-destruction. Apply this to the country at large, and it reduces agriculture to the condition of a bank whose depositors are steadily drawing out more money than they put in.

"Nature has given us the most valuable possession ever committed to man. It never can be duplicated, because there is none like it upon the face of the earth. And we are racking and impoverishing it exactly as we felled the forests and are now rifling our mines. Our soil, once the envy of every other country, the attraction which draws millions of immigrants across the seas, gave an average yield for the whole United States during the ten years beginning with 1896 of 13.5 bushels of wheat per acre. Austria and Hungary each produced 17 bushels per acre; France 19.8; Germany 27.6, and the United Kingdom 32.2 bushels per acre."

Now statistics like these are certainly not conducive to an optimistic and roseate view. They are plain, blunt facts—and they hurt. Mr. Hill is not one whit less patriotic because he has called our attention to these deplorable facts. Certainly he must be presumed to wish quite as heartily as anybody else that these things were not so; but a fact is a fact, no matter how much it grieves us to admit it.

The American custom of seeding a given field to the same crop year by year, never giving the soil a chance to recoup; and, not unfrequently, as in the case of wheat and other crops, burning the stubble—is a perennial source of amazement to expert agriculturists of older and wiser countries. They look upon this custom—and rightly so—as a foolish and destructive policy. And they are frank to predict that, if it is kept up long enough, it will plunge the whole country into inevitable ruin.

The prodigality of the American people is a topic to give one the willies. The way we cut down, burn up and utterly destroy our natural resources is enough to give one an acute case of ingrained pessimism. The pressing, practical question is, Where is this thing going to stop? Will we keep right on extravagantly wasting our resources—deaf to warnings and blind to solid, substantial arguments for moderation and sanity, until ultimately the whole country will be plunged into hopeless ruin and desolation? Sometimes it looks as if something like this were absolutely inevitable—and yet it is pleasanter to assume that we'll get wiser as we get older; and by and by settle down to a rational basis in the use of our natural resources.

Concerning Mr. Hill's statement of the law of a "diminishing return due to soil-depletion," there is this, however, to be said, namely, that the proper preparation of wheat land has much to do with the yield. A farm bulletin has recently been issued by the Agricultural Department of the Kansas State Agricultural College, which shows this quite conclusively. The bulletin is entitled, "How to Grow Wheat in Kansas." It starts with a forceful illustration of an increase of wheat yield from 4½ bushels to 38½ bushels per acre, due wholly to differences in preparing the land before seeding. The experiment and comparative results are set forth by the bulletin in detail; I will merely quote a few excerpts. The experiment involved eleven methods of preparing the land.

Land disked, but not plowed, cost \$1.95 per acre for preparation, and

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

Swiss Cheese Cutter



Patented Oct. 26, 1909

Size of machine 36 inches long, 10½ 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.

COFFEE

Our coffee is roasted the day you order it and is the finest you ever tasted. Compare these prices with what you are paying:

Fine Santos Coffee 18½¢ to retail at 25¢
Lucky Strike Coffee 22½¢ to retail at 30¢
Coffee Ranch Coffee 24¢ to retail at 35¢
Pure Mocha and Java Coffee 28¢ to retail at 40¢

Not over 10 days on any account

Coffee Ranch

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

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

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.

The Diamond Match Company PRICE LIST

BIRD'S-EYE.

Safety Heads. Protected Tips.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots \$3.35
Lesser quantities \$3.50

BLACK DIAMOND.

5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots \$3.35
Lesser quantities \$3.50

BULL'S-EYE.

1 size—10 boxes in package, 30 packages (300 boxes) in 2½ gr. case, per case 20 gr. lots \$2.35
Lesser quantities \$2.50

SWIFT & COURTNEY.

5 size—Black and white heads, double dip, 12 boxes in package, 12 packages (144 boxes) in 5 gross case, per case 20 gr. lots \$3.75
Lesser quantities \$4.00

BARBER'S RED DIAMOND.

2 size—In slide box, 1 doz boxes in package, 144 boxes in 2 gr. case, per case in 20 gr. lots \$1.60
Lesser quantities \$1.70

BLACK AND WHITE.

2 size—1 doz boxes in package, 12 packages in 2 gr. case, per case in 20 gr. lots \$1.80
Lesser quantities \$1.90

THE GROCER'S MATCH.

2 size—Grocers 6 gr. 8 boxes in package, 54 packages in 6 gross case, per case in 20 gr. lots \$5.00
Lesser quantities \$5.25
Grocers 4 1-6 gr. 3 box package, 100 packages in 4 1-6 gr. case, per case in 20 gr. lots \$3.50
Lesser quantities \$3.65

ANCHOR PARLOR MATCHES.

2 size—In slide box, 1 doz in package, 144 boxes in two gross case in 20 gr. lots \$1.40
Lesser quantities \$1.50

BEST AND CHEAPEST PARLOR MATCHES.

2 size—In slide box, 1 doz. in package, 144 boxes in 2 gr. case, in 20 gr. lots \$1.40
Lesser quantities \$1.70
3 size—In slide box, 1 doz. in package, 144 boxes in 3 gr. case, in 20 gr. lots \$2.40
Lesser quantities \$2.55

SEARCH-LIGHT PARLOR MATCH.

5 size—In slide box, 1 doz in package, 12 packages in 5 gr. case, in 20 gr. lots \$4.25
Lesser quantities \$4.50

UNCLE SAM.

2 size—Parlor Matches, handsome box and package; red, white and blue heads, 3 boxes in flat packages, 100 packages (300 boxes) in 4 1-6 gr. case, per case in 20 gr. lots \$3.35
Lesser quantities \$3.60

SAFETY MATCHES.

Light only on box.

Red Top Safety—0 size—1 doz. boxes in package 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots \$2.50
Lesser quantities \$2.75
Aluminum Safety, Aluminum Size—1 doz. boxes in package, 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots \$1.90
Lesser quantities \$2.00

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

THE VINKEMULDER CO.
Grand Rapids, Mich.



We have the output of 30 factories.

Brick, Limburger in 1 lb. Bricks, Block Swiss

Write for prices.

Milwaukee, Wis.

produced 4½ bushels of wheat per acre. The crop, when sold, returned \$1.47 per acre over the cost of preparation of ground.

Land plowed three inches deep (too shallow) September 15 (too late for best results) gave a yield of 14½ bushels, a return of \$8.52 per acre after paying for the labor required to prepare the ground.

Land plowed a proper depth (seven inches) Sept. 15 (too late) produced 15¾ bushels per acre and gave a return of \$9.08 per acre after deducting the cost of preparation.

Land disked July 15, to stop the waste of moisture, plowed seven inches deep September 15 (too late for the best results, even when land had been previously disked) produced 23½ bushels per acre, showing a return of \$14.50 per acre after paying the cost of preparation.

Land plowed August 15, worked sufficiently to preserve soil mulch thereafter, yielded 27¾ bushels per acre, with a net value of \$18.29 per acre.

Land listed July 15 (the right time), five inches deep, worked down level at once, to avoid waste of moisture, gave 35 bushels per acre, from which there was left \$24.35 after paying cost of preparation.

Land plowed July 15 (the right time) seven inches deep (the right depth), gave a yield of 38¾ bushels per acre, the highest yield in the experiment. And after paying for the cost of preparation there was left \$25.74 per acre, the largest net return of any method under trial.

Now the illuminating thing about this experiment is that this variable yield was produced on the same land with the same weather conditions, and the results here tabulated prove conclusively that the difference in yield is due wholly to a difference in the method of preparing the soil prior to seeding.

Obviously, therefore, the Kansas State Agricultural College has shown the farmers of Kansas how to "grow wheat in Kansas." What the Kansas Agricultural College has done for Kansas farmers, other agricultural colleges in other states should be performing a similar service for their farmers.

This experiment throws an interesting sidelight on the general theme of robbing the soil. Perchance the soil is stronger and more productive than the average yield (under present methods of soil preparation) would lead us to infer. If so, then we are losing millions every year because we are blundering along in an inexperienced manner.

One thing, however, is evident, and that is that our State Agricultural Colleges are of inestimable value to the practical farmer. They teach him not only how to rotate his crops so as to prolong the life of the soil, but also how to prepare the soil for the reception of the seed, so that the yield will be greatest. And in this service—which is rendered free to him who is enterprising enough to avail himself of it—there is ground for hoping that better farming conditions will ultimately prevail in this country.

Chas. L. Philips.

Hats Off To the Farmers.

Written for the Tradesman.

One must be careful how he talks about "hayseeds" nowadays, and it will be safer if we drop the word entirely in its application to farmers. Farm journals are full of advertisements of automobiles, hot water heating systems, bath room and toilet fixtures and the like, the manufacturers reporting amazing developments with the rural trade in all the modern appliances that heretofore have been confined to the city home.

Instruction in agriculture in the public schools of Michigan is just getting under way and excellent results are bound to follow. Some of the other states are ahead of us along these practical lines. The University of Wisconsin has graduated a large number of young men in agriculture in recent years, who are now earning on the average annual incomes of \$1,253 apiece, a showing that other departments of this school will find it hard to duplicate. Scientific agriculture is truly a wide and fascinating field for the young man, and it is a remunerative one as well.

The Ohio State Board of Agriculture will take up the work inaugurated by the agricultural boards of New York and New Hampshire in pushing the "back to the land" movement by gathering and publishing information about abandoned farms and good farm lands for sale. Under a new law in Ohio assessors must report abandoned and untilled acreage and the State Board of Agriculture will get in touch with the owners of these lands, and descriptions of the farms, including prices, will be published in the Board's monthly bulletin.

The Ohio Board will also open a Farm Labor Bureau in Columbus to aid the farmers in the help problem. Idle men will be shown that there is plenty of work at good wages right at home and they need not go to Kansas or the Dakotas for jobs.

In New York six and a half million dollars worth of so-called abandoned farm land has been sold through the agency of the State Board, much of it going to city people.

Almond Griffen.

An Incentive.

Mrs. B.—What a beautiful lawn you have?

Mrs. W.—Yes; my husband keeps it that way.

Mrs. B.—He must be very industrious.

Mrs. W.—Yes. He never misses a day with his lawn mower, although I could scarcely get him to touch it until the neighbors began to complain about the noise it made.

He Made the Sale.

"Yes, the property is cheap enough. Why do you want to sell it?"

"You won't give me away?"

"No."

"Well, sir, it's because I'm the only man in this neighborhood that does not move in high society, and I'm lonesome."

The good merchant is a good detective. He finds out all he can about customers.

There is no surer way of losing a friend than by getting into an argument.

Take care of the little things. The boy grows up to be a man.

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.



The Flavor de Luxe MAPLEINE

Original and Distinctive

Flavors Cakes, Candies, Icings, Puddings, Ice Cream, Etc., and makes a Table Syrup better than Maple at a cost of 50c a gallon.

Sells on Merit

Backed up by Advertising

See Price List.

Order a supply today from your jobber, or the Louis Hilfer Co., 4 Dock St., Chicago, Ill.

CRESCENT MFG. CO., SEATTLE, WASH.



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

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

Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

ISBELL'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. ISBELL & 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.

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

Both Phones 1217

Grand Rapids, Mich.

Wanted—Peaches and Grapes

Also advise what you have in Winter Apples

Both Phones 1870

M. O. BAKER & CO.

TOLEDO, OHIO



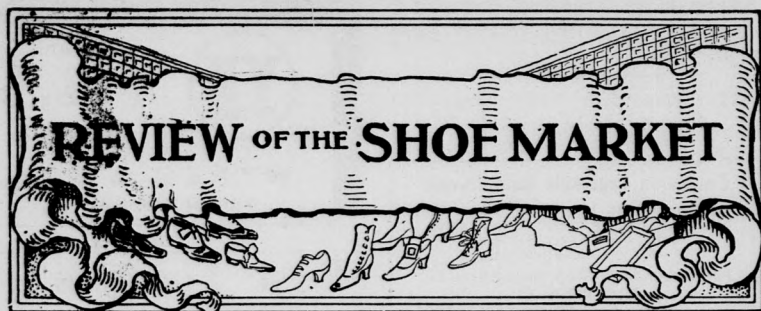
Trees Trees Trees

FRUIT AND ORNAMENTALS

A Complete Line

GRAND RAPIDS NURSERY CO.

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



Ancient and Present Day Shoe Precepts.

Time was when shoe stores succeeded in spite of themselves, and all one had to do was to rent a shop, buy a shoe stock, hire a clerk ("not experienced" preferred), hang out a shingle and let'er go Gallagher! That was not yesterday. It isn't to-day and probably won't be to-morrow.

True, even now we follow the same procedure—with the exception that we must rent the best store in the best location in our city, gather together the best products of the best shoe manufacturers of the land, employ the best help and most experienced shoe fitters that money can hire, hang out the most attractive sign obtainable, over the best arranged and trimmed windows of the busy thoroughfare, before we can hope to have even a fighting chance for retail shoe business success!

You old chaps of the peg-cutting age had a cinch as shoe merchants, compared to your grandchildren, the merchants of to-day. In fact, your griefs and troubles of then are the few real pleasures of the business to-day.

Widths and half sizes you knew little about, and a few hundred pairs of EE's, in plain toe effects, made a complete shoe store, which to some of you then seemed like a "colossal aggregation."

You sat on your comfortable(?) shoemaker's bench and told the customers to play with the cat awhile until you finished hand-stitching the sole on a shoe, as you were afraid the wax would become chilled.

To-day it is a different story. Thousands and tens of thousands of dollars are necessary to completely stock a modern shoe store. Widths and half-sizes and styles galore seem very necessary. Store system and the greatest possible and intelligent attention are expected by the customer who enters your store or department, and that instantly, which leads me up to a few present day suggestions:

Have each customer met as they enter your store—yes, met with a most cordial, "How do you do" and "Glad to see you" manner. Put a smiling faced salesman on the job and see that he does not have a canary bird voice or just as bad—that "all important" air.

Don't begin by asking a customer, "What do you want to 'git' or buy?" Make it easy for them. Ask what you may show them and then exhibit a willingness to do so.

Don't keep asking a customer, "How do you like this?" Rather avoid interrogations (after you get the idea

of the particular kind of footwear wanted) and talk on the assumption that the shoe will be liked. For instance, "This shoe will supply the comfort you need, and, I think, is well adapted for your wants. This shoe is a very classy creation and is pleasing our dressy trade."

If you decide a customer's "kick" is unreasonable don't lose your head. Just say as sweetly as you can that you are sorry, but that you can not allow the claim. On the other hand, if you intend to adjust the claim, make an allowance, do so without tear accompaniment—and with expression and words that assure the customer you are doing it because you want to. An allowance grudgingly given is like a cow kicking over the well filled bucket of milk, and had better not be given at all.

Don't make any promises on repair goods as to time of delivery, and no guarantees on patents, and you will find increased pleasures in the shoe business.

Don't be afraid to ask a profit on your shoes—the old idea of "in business for health" won't work in these days of expensive merchandising. Buy from few houses and be "somebody's customer."

You can not expect the help to dress beyond their incomes, but you

Mayer Martha Washington
COMFORT SHOES
TRADE WINNERS

American Rubber Co.'s
Fine Specialties
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

Foster, Stevens & Co.
Wholesale Hardware



10 and 12 Monroe St. :: 31-33-35-37 Louis St.
Grand Rapids, Mich.

School Shoes



What preparation have you made to supply the boys and girls in your locality with good, strong shoes for school wear?

Remember that the school children of today will be the heads of families tomorrow, and early impressions are lasting.

PLAYMATE shoes for the girls and ROUGE REX shoes for the boys will make them permanent friends of your store. They have the fitting and wearing qualities that please.

Many of our best customers send in a sizing order every Monday morning so as to lose no sales. Get the habit—it pays.

HIRTH-KRAUSE CO.
Tanners and Shoe Manufacturers
Grand Rapids, Mich.

can expect them to be clean, neat and to have their shoes carry a shine.

One simple shoe sale, made in a courteous manner, often leads to a lifetime customer.

It is so easy to be obliging to the average customer and it pays so well in the end that you always should practice it.

A shoe store's best reputation is that of having a willing and pains-taking sales force.

If a merchant is a success as a shoe salesman and fitter of footwear, let him have his sales force follow his method and line of argument.

If a young or inexperienced salesman is a failure on account of the neglect of the merchant or sales manager to properly instruct him, the fault does not lie with the salesman.

Shoe storekeeping is not one round of pleasure, unless you find that pleasure through unusual interest in your business and unusual profit earning in its success.

In finding fault, as a merchant, manager or clerk, always follow closely with a suggestive remedy.

Running a retail shoe business on the "shoe profit" plan is like putting a horse in a treadmill—it does not get very far, or advance very fast—and in time it can not hold your own.

Merchants who are too busy to read the trade journals of their lines, will some day fall far enough behind the informed, journal-reading trade, to have lots of time—and less business.

Would you like to go back to the peg-cutting age,

When widths were few and plain toes the rage?

Would you like to go back when less styles made less grief?

Blamed if I would—nor you—that's my belief.

—Boot and Shoe Recorder.

The Proportion of Welts to McKays.

It is stated, on good authority, that out of approximately two hundred and sixty million pairs of shoes produced in the United States annually, probably not more than eighty million pairs are Goodyear welts, leaving approximately one hundred and eighty million pairs made by other processes, such as McKay sewed, Standard screwed, pegged or turned.

Probably not many of our readers realize that two-thirds of the shoe business of this country is done upon the cheaper methods of fastening the sole and upper together.

We have come to look upon the Goodyear welt as the shoe of comfort for our own wear and apparently we do not give much thought to the fact that two-thirds of the consumption of shoes is on other lines than welts. This does not mean that Goodyear welt shoes are not gaining in public favor, however, because while Goodyear welts now form 30 per cent. of the total output of shoes, it should be remembered that the Goodyear method of making shoes has not been in operation a third as long a time as other methods of fastening.

Twenty years ago the Goodyear

welt was a new proposition and was very gingerly accepted by shoe manufacturers. The machines, at that time, were very crude and inefficient compared with the later models now in use. Besides that, there has been great development in other machines forming a part of the present Goodyear system of machinery, and assisting the principal Goodyear machines to make possible the present high standard of Goodyear welt shoemaking.

Again, while it is sometimes said that the basic patents on the principal Goodyear machines have expired, it is true that the models now in use that are nearly or quite twice as efficient, as the old models contain numerous important improvements, each of which constitutes a patented invention without which the machines of to-day would be like the machines of twenty years ago. Each and all of these improvements and additional machines have been available for the shoe manufacturers' use as fast as they were completed.

Old and obsolete models have been "junked," and the newer machines put in their places, and it has been this progressive policy that has made it possible for the Goodyear welt shoe to now represent at least 30 per cent. of the total volume of shoes and to gain this position in a comparatively short space of time.

The facts cited herein are worthy of consideration by shoe retailers, and by the public in general, in connection with the present agitation in some portions of the trade on the shoe machinery question, together with the fact that there has been some attempt to regulate shoe machinery by legislation, and the further fact that there is now pending an investigation by the federal authorities.—Shoe Retailer.

A Kind Parent.

"They say Mandy Dimples has eloped with that city chap who has been hangin' round her so long."

"Is ol' man Dimples chasin' 'em?"

"Chasin' 'em! He lent 'em \$20 to pay expenses."

BECKER, MAYERS & COMPANY CHICAGO
VIRKING OGDEN GRADUATED VIRKING SYSTEM
EST. 1842 MADE IN U.S.A. CLASSY CLOTHING

SWATCHES ON REQUEST

We are manufacturers of

Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

Grand Rapids, Mich.

The 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 Manufacturing of Shoes is a Most Interesting Process

And if you are a shoe merchant or a shoe clerk a most interesting one. When you visit the West Michigan Fair Sept. 11 to 15 visit us also, and let us learn you all we can about modern shoe construction and incidentally point out the superior features of our brand of footwear.

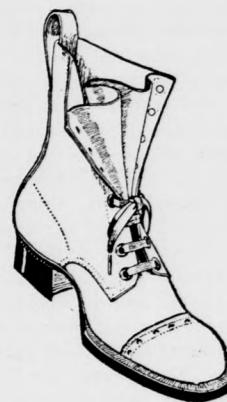
Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Stock Up Now for Fall on the

H. B. Hard Pan

The Sturdy, Strong Shoe for Men Designed to Withstand the Hardest Kind of Service.



We make line in Blucher or Bal cut, lace or congress, plain toe or with tip, single, double or three sole, high or low cut. When it comes to a "big line" this one is surely a winner. There is a shoe for every purpose and they DO wear.

Most of our customers already have their fall orders shipped them, but we made up a big stock and can ship at once most everything in our line.

Order now, or if you are not now selling the H. B. Hard Pans, drop us a card and we will send our salesman with his samples to show you the line.

They Wear Like Iron

Herold-Bertsch Shoe Co.

Makers of Shoes :: Grand Rapids, Mich.



Retailers Better Off Than Manufacturers.

The large buyers who have been in Eastern markets during the last few weeks, and whose operations have been expected to determine the trend of conditions, and the probabilities for fall and winter retail trade, have at least shown to the world that trade conditions are improving, and that the tone of business is decidedly more brilliant than it was a year ago. The only deterrent feature seemed to be the fact that some of these buyers refused to purchase as heavily as expected, and as largely as they are willing to confess business warrants, because they are of the opinion that prices for cotton goods will be revised on a lower basis. This is because they base their ideas upon the outlook for a large cotton crop. It may be that this will have some effect upon the raw cotton market, and, in some degree, upon manufacturers, but by the time the retailer has been reached the probability is that any slight reduction will have been lost, and that he will pay about the same range of figures as prevailed a year ago. Those who are looking for an immediate effect upon the market for finished fabrics by reason of reduced prices for raw cotton forget that mills have been through two years of very high cotton prices, followed by two more years of dull business and that they will likely claim some benefit to themselves from a more advantageous raw cotton market. They desire to recoup themselves for the four years of weary waiting, and their side of the question at least merits consideration if their statements are true. They have not been able to make the finished fabric respond to the higher raw markets, and now feel that any reduction in the latter should be coming to them.

It is as certain as anything can be that a much larger volume of business is going to be done this fall than for several years, and the refusal of jobbers to buy until satisfied as to values will not interfere with this merchandising. The persistency with which small orders are being placed for immediate delivery and the regularity with which the movement of merchandise on order is keeping up give color to the belief of merchants that trade is not nearly as poor as some buyers would have the trade think. Brown and bleached cottons will undoubtedly be revised, as well as many other domestics if cotton values grow more favorable, but to assume that the revision will be on anything like the

plane that large buyers talk about is not in keeping with the best judgment of leading merchants. Considerable interest attaches to the character of the reports that will be made in the market by retailers during this month. If the precedent of the last half year is followed, it will turn out that retailers have been forced to accept a shrinkage of net profits, but in no such ratio as merchants and mills have been forced to operate in the past half year. The next cotton report and the retail reports referred to may be sufficient to start business on a healthier level, but, in any case, the feeling in the market is that buyers have overshot the mark refusing to purchase, with the idea that with light stocks in hand they can force a revision that will spell bankruptcy for half the mills and half the merchants in the country.

A tour of the leading dry goods jobbers, who have prepared for the fall and winter trade, shows that these wholesalers are confidently of the opinion that it is going to be a splendid season for dress goods. Pile upon pile of new goods, of various qualities, weaves and designs, provide for the varying taste and desire of a multitude of retailers and their customers, who must be pleased, and who are going to purchase much more liberally than they did a year ago. It will be a dress goods season, and dress goods are going to be called for in quantities of unusual magnitude, if present indications are fulfilled. While the wealth of variety exhibited allows any taste to be satisfied, there are some things which are expected to lead in the demand, and for which sumptuous preparations have been made.

Plaids are being shown in all qualities, and with a great degree of attention to patterns and colorings, proving that plaids are more than likely to be leaders. These goods are of exceptional value and will be big sellers. The same patterns are found in a variety of colorings, and there are many other designs.

Serges are being shown in various colors and patterns and of all qualities. Both the French and storm serges are made to retail at prices varying from 50 cents up in all wool goods. Serges are not only in favor for one-piece and jacket suits but they are also being taken in somewhat heavier weights for outer garments in both plain and reversible styles, some of the new reversible novelties having fancy striped back of black and white in combination with either blue, green, red or black.

Special attention is being given by buyers to serges and chevots in plain and novelty weaves. Woolens in heavy weights are being featured strongly in an unusual variety of styles and patterns. More attention is being given to rough faced materials than for several seasons, and for this reason zibeline novelties are looked upon as good. Rough weaves are coming strongly into favor in both plain and novelty weaves, most of them in the form of stripes or stripes and figures combined. Stripes in woven colors predominate, mostly in inconspicuous designs.

It is said that producers of wool fancies to sell at popular prices are running overtime, and manufacturers of fancy woolen dress goods have a large amount of orders.

Advance orders placed by leading retailers are for serges, chevots, wool velours, ratines and for various satin-faced weaves, including what is called peaux de gazelle, a fabric which is made out of a fine, lustrous wool.

Scotch fabrics, English tweeds and other rough fancy materials made up in dark grounds, illuminated with colors, very often with knotted yarn effects at intervals on the surface, are all good. Reversible materials are in strong position both in Europe and in this country. High-class Paris dressmakers are using them freely.

Stick To One Brand.

It is a mistake for a small merchant to carry in stock a variety of brands of such goods as have to be fitted; for example, gloves, hose, corsets, etc.

Take corsets, for instance. There are a dozen different brands which are standard, and one is practically as good as another. If you only carry one of these brands you can have it in an assortment of shapes and be able to fit twice as many customers as you could by doing as many retailers do and carry four or five different makes.

The merchant in the small town who tries to carry too many differ-

ent makes is almost sure to get too big a stock on hand. Once in awhile you will lose a customer who is wedded to some special make of corset which you do not carry, and who refuses to take any other make. But to offset this, you can more perfectly fit those who do buy and make satisfied customers of them.

By confining yourself to one brand you can buy enough of that brand to control it for your town. At the end of the season you have a much cleaner stock and have not had, at any time, as much money invested as your competitor who is carrying short lines of four or five brands. You can advertise and push your own brand and get the full benefit of the advertising.

White Goods.

A tremendous demand has developed for piques and poplins, in wide welts, the vogue for heavy white goods for skirts having produced this demand. Few narrow welts are called for, and they are comparatively neglected. The turn to these heavy goods has been so sudden and unexpected that the market has been left almost bare and a continuation of the run will result in a hopeless attempt on the part of jobbers to fill orders. Light weight goods have been pushed out of the running for skirting purposes and are called for but little. Voiles continue to be popular for light dresses and waists. They have been the leading sellers this summer and are still moving freely.

The average man is more polite to people he never expects to meet again than to those whose good will is really worth cultivating.

When a widower marries a milliner or a dressmaker he is probably figuring on getting back part of what his first wife spent.

Most women are as modest as the styles will permit.

It is more blessed to receive than it is to deceive.

Imperial Apron Gingham

This Gingham is a full Standard Count, large line of patterns, pure indigo dye and full width.

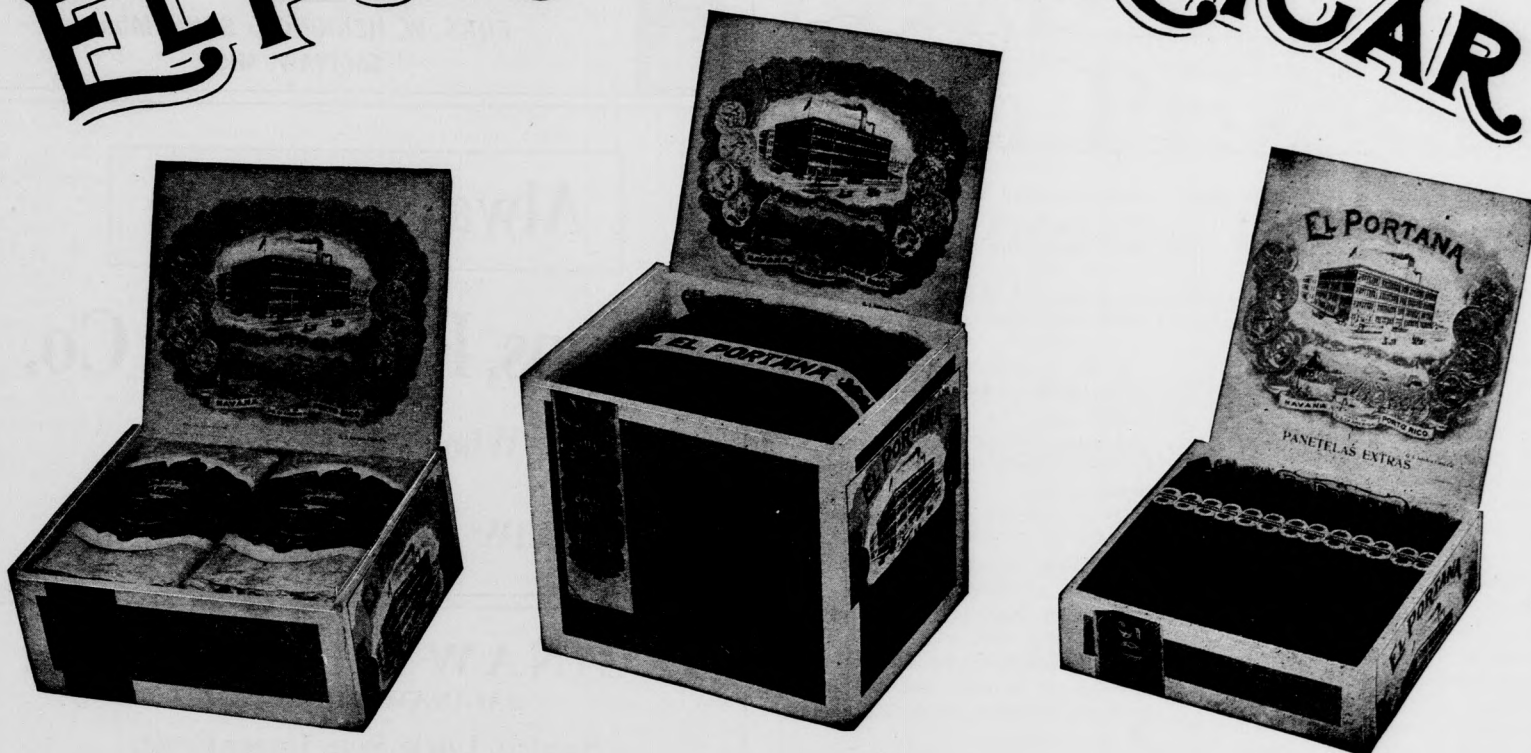
Special price, 6½c yard.

Grand Rapids Dry Goods Co.

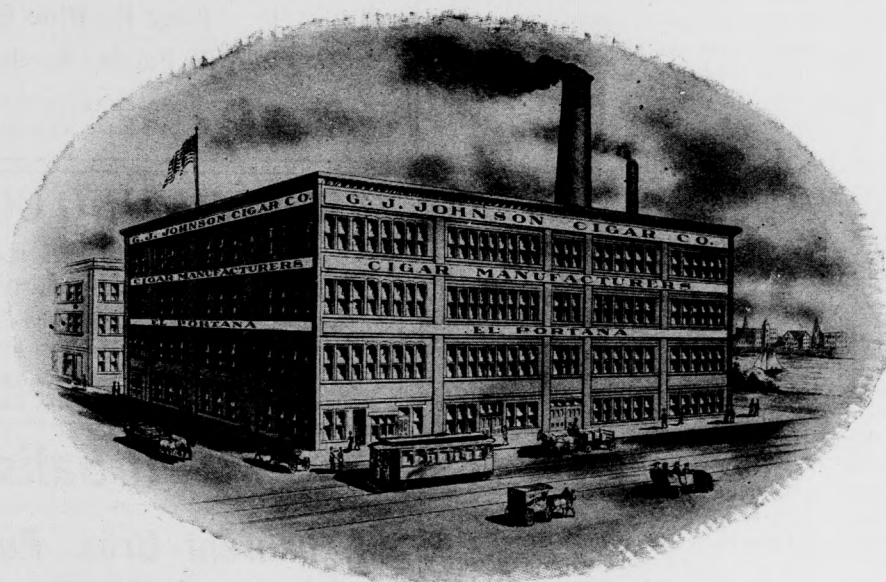
Exclusively Wholesale :: Grand Rapids, Mich.

We close Saturdays at one o'clock

EL PORTANA 5c CIGAR



"In a
Class by
Itself"



Manufactured
Under
Sanitary
Conditions

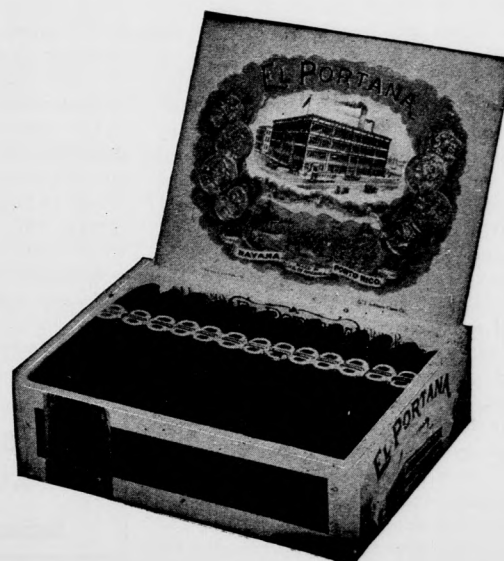
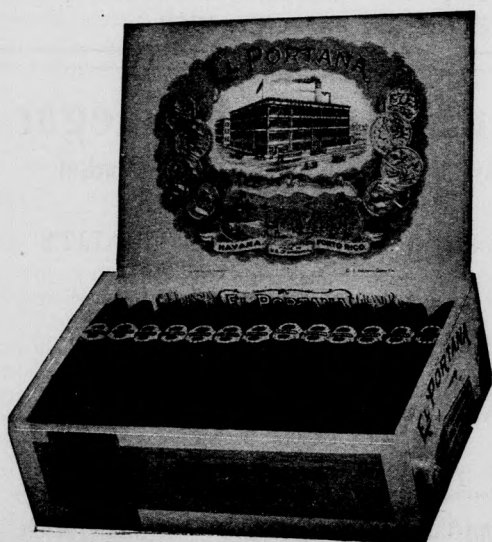
Made in

Five Sizes

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.





News and Gossip of Interest to Business Men.

Board of Trade Conference.

The quarterly Conference of the Saginaw Board of Trade, held at Wewona Beach, Wednesday afternoon, August 30, was among the most successful events ever given under the auspices of the representative and flourishing body in question. Over 200 members of the Board left Saginaw on open cars at 1 o'clock, and made a fine run to the Beach, some fifteen miles distant, the weather and other conditions being ideal for the outing.

Arriving at the Beach, the entire party marched to the Casino, where, with President John A. Cimmerer occupying the chair, a most interesting programme was given. The general topic was transportation and transportation facilities and needs and each speaker adhered largely to this interesting subject. Among other things Mr. Cimmerer said in his opening remarks:

"The Saginaw Board of Trade is an organization of business men. It is organized to do business. It is not a religious organization. It knows no party, no creed, no craft, no section and no person in particular. It has only one object, one purpose and one actuating motive, and that is Saginaw."

Mr. Cimmerer reviewed the lumber history of Saginaw and proceeded to talk of its development of coal and brine, as well as its general development along diversified industrial lines. He pointed to the appropriation of \$700,000 for river improvement—work on which is now under way—and spoke of the future, when the completion of the work will have again placed Saginaw on the map as a port at which important maritime operations and commerce would be carried on.

J. P. Beck, chairman of the Committee on Transportation, was then introduced and spoke of the advantages Saginaw enjoys by reason of its fine facilities for moving merchandise and produce. He showed that the city is served by twelve radiating lines of railroad, embraced in four systems, the Pere Marquette, the Michigan Central, the Grand Trunk and the Detroit & Mackinac. He also referred to existing electric or interurban lines, the Saginaw & Flint, with its direct Detroit connection, and the Saginaw-Bay City line. Surveys by the Lansing & Northwestern on a new interurban from Owosso to Saginaw, and by the Saginaw & Flint, for extension to Bay City, and from Saginaw to Caro, were also re-

ported upon by Mr. Beck. Projected extension of the Grand Trunk system from Ashley to Muskegon was referred to, and the movement for a union passenger station and for a down town central ticket office received attention.

J. W. Symons, chairman of the Rivers and Harbor Committee, enlarged upon the future of Saginaw, which he held to be assured by the public spiritedness of its people and business men.

W. H. Klenke delivered a spirited address upon the topic of "Going After New Members," in which he advanced valuable suggestions.

Secretary Joseph P. Tracy intimated that the next step for Saginaw to take would be the annexation of the Bay as its own, and the putting it to the uses for which it is intended by nature.

The meeting unanimously adopted a set of resolutions presented by Edward Schust and embodying the following heads:

Transportation lines on the river and connecting waters.

Electric railroad connection to the Thumb territory, via Caro to Harbor Beach.

Through Pere Marquette service between Saginaw and points north of Port Huron.

Through passenger service on the Michigan Central between Saginaw and points on its Owendale-Vassar branch.

Down town central ticket office for all roads.

Union passenger station.

Saginaw Industrial Exposition.

Preparations and arrangements for Saginaw's Fourth Industrial Exposition and Land Show are well advanced and the big event will take place under the auspices of the Wholesalers' and Manufacturers' Association at the Auditorium Sept. 22-30. The great central section of the vast main hall of the Auditorium, one of the finest public buildings in Michigan, has been taken by the automobile companies manufacturing machines in Saginaw, of which there are several, and companies making accessories and appliances in this city in connection with the auto industry will also exhibit in this space. Another big section has been taken by manufacturers of glass and glass products, and here will be shown the

Symons Brothers & Company

Wholesale Grocers

Saginaw :: Michigan



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

SAGINAW MILLING CO.

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

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.

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.



wares of a new group of Saginaw industries, including plate glass, glass bottles and receptacles of all kinds, fine cut glass and tableware, optical glasses and down to the finest lenses. Machinery for making these various articles will also be shown in operation. Leather manufactures, hosiery, corsets, waists, gowns, etc., all made in Saginaw, will be exhibited. Candies, cigars, meat products, wood working plants, pianos, machinery and all and sundry branches of the industrial arts will be represented, and present indications are for the most successful exposition yet held in the city. The Land Show will be of special interest to farmers and others, and will contain an exhibition of the products of Michigan lands open for settlement, with all available data to guide intending settlers, while at the same time men of prominence in agricultural work will be present to lecture to the gatherings that are expected, the programme being one of unusual excellence.

Visit Country Fair.

Saginaw business men enjoyed a rather novel experience Friday, when, under the auspices of the Wholesalers' and Manufacturers' Association, a special train took an excursion party of over 400 to the Caro Fair by the Michigan Central Railroad. The Fair people designated the occasion as "Saginaw Day" and special attractions marked the event. About every wholesale house and manufacturing establishment in the city were represented on the excursion, and many of the retailers also went along and had a pleasant outing.

Business Notes.

Orrin W. Munger, an early settler and prominent business man of St. Johns and Clinton county, is dead, aged 76 years. He was long engaged in the dry goods business and was also a large purchaser of wool from the farmers of Clinton and Gratiot counties. He was a member of the Legislature in 1863.

City traveling men who cover the territory tributary to Saginaw were guests at a banquet given by the Wholesalers' and Manufacturers' Association Saturday afternoon, at the Hotel Vincent, and a most enjoyable time was spent.

In connection with the Board of Trade movement for newer and better signs for Saginaw, City Engineer Roberts has notified Secretary J. P. Tracy that he has placed an order for 1,000 new street signs. Business men are responding splendidly to the Board's appeal.

W. B. Merston, prominent manufacturer of Saginaw, has been named a delegate to the National Conservation Congress at Kansas City, Mo., Sept. 25, 26 and 27, by Governor Osborn.

A delegation from the Saginaw county special Committee on Good Roads, with members of the Board of Trade of Saginaw, attended public meeting held at Bridgeport and Birch Run Saturday and Monday nights in the interests of the macad-

am road which is projected from Saginaw to Flint. There was a large attendance and substantial aid promised the project.

Manager Mandy, of the Welch Auto Co., of Detroit and Pontiac, announces that the merchandise and machinery of the company have been moved to Saginaw and installed at the Marquette Motor Works, where active operations in car manufacturing are being carried on, with an increased force.

J. P. Beck, of the Board of Trade, and County Road Commissioner John Ederer attended the State Good Roads convention at Lansing as Saginaw's representatives.

Saginaw retailers share in the general consternation at the sky rocket movement of the sugar market, noted during the week.

The Schmidt-Vogt Co. held its formal opening of the new abattoir, just erected and equipped, on Thursday, the establishment being visited by thousands. Julius Vogt and Henry M. Schmidt are the principals of the company, and Emil Saley, formerly with Armour, Chicago, is superintendent. The concern is equipped as are the best and most modern of the Chicago packing houses, differing only in point of capacity, and will slaughter and handle wholesale meats of all kinds, under the name, "Queen Brand."

Among business visitors to Saginaw houses during the week were L. J. Heinlein, Vassar; Walter Campbell, Gailford; A. Birch, Wheeler; Peter Ryan, Merrill; Henry Sheldon, Elmer; B. T. Hutchinson, Alabaster; Mr. Yawger, of Yawger & Pearsall, Hale. J. W. Brady.

New Foods From "Useless" Fish.

Experts in the United States are giving careful study to the methods in vogue in certain fish factories in Northern Europe, with a view to the economical preparation of products from fish that hitherto Americans have regarded as useless.

Among these is the preparations of fish pastes from fish that have no commercial value either as fresh or salted food, but which, at the same time, possesses a high nutritive value. It is said that the flesh of both the shark and the whale (which latter can not, of course, be properly classified as a fish) are largely utilized for the preparation of a fish extract that resembles in some respects the popular extracts of beef, being at the same time far cheaper. All fishy flavor is eliminated by chemical processes, and the extract is valuable for the foundation of soaps and in general cookery.

Whale meat is nutritious, but its excessive amount of fat renders it unpalatable to most persons. So this fat is removed before the extract is boiled down to a syrupy consistence and sealed in jars.

In many of the fish factories of Norway a "fish meal" is made that is eaten extensively by the natives of Northern Europe. In these several ways fish which were formerly rejected as being unfit for food are being utilized to the advantage of many.

\$2,500.00 In Prizes

To Increase Oatmeal Consumption

185 Prizes, Ranging from \$100 Down
Open to Grocers and Their Clerks

THE Quaker Oats Company starts its Fall advertising with a new innovation. See the October magazines and women's publications. They come out about September 25th.

We offer there 185 prizes, totaling \$2,500.00. There are five prizes of \$100.00 each, ten of \$50.00 each, etc. They are offered by us to those who send the best letters, illustrating the good which people get from eating oatmeal.

You men who sell oats should have a chance at those prizes.

Be sure that you see those announcements.

And notice this when you read such announcement: The object of our advertising—as it has been for years—is to increase the oatmeal consumption. We are not merely after existing trade. Nine-tenths of our aim is to increase the sale of oatmeal.

A recent house-to-house canvass which we made in twelve cities shows that two-thirds of all families are now using oatmeal. About half of them use it daily. Our object now is to bring this greatest of all foods into constant, universal use.

And that is for the good of all.

The Quaker Oats Company is doing more than all others to nurture the trade in oatmeal. It has done more than all others to make people like oatmeal.

Quaker Oats is, beyond any question, the finest oat food in existence.

By quality, by advertising and by right business methods we are constantly building the trade in oatmeal. If you believe that these efforts are good for you—and good for all—we ask you to help.

The Quaker Oats Company
CHICAGO



Why Do We Hear So Little of the Fathers?

Written for the Tradesman.

As matters now stand, mothers certainly are getting the best of it. Their toil and troubles, their brooding care and watchful solicitude, their affection and sympathy—all are held up for universal commendation. A halo of sentiment surrounds their heads. A vast quantity of poetry, some of it not so poor in quality, is written in their praise and all the high honors of parenthood are showered upon them. Mother's Day, when everyone is expected to wear a white carnation, rapidly is coming into nation-wide observance.

Nothing but good can result from giving fitting recognition to the love and devotion of mothers. No one can find any fault with this. But how about the fathers? It is some work to be a good father and a long job and a steady one and entirely without salary or other financial emoluments. What is even worse, no particular glory attaches to it.

The prime qualification of a good father is utter self-abnegation. It is not so hard to exercise self-denial, even of the extreme sort, if we can be placed on some kind of a pedestal for doing it. Most of us are willing to work for a cause—to die for it if need be—if only we can have our names and pictures in the papers and pose as heroes and benefactors. This is human nature.

Now a father—just a plain, common father—may self-abnegate as much as a foreign missionary (he has very ample opportunities along this line), but no one thinks anything about it, it is all taken as a matter of course.

Since one gets little or no credit for being an extra good father, it very naturally has come about that the average man, who it must be acknowledged is a somewhat inert creature when considered morally and spiritually, neglects all but the more urgent of his paternal duties. He provides food and clothing, but he fights shy of organizing himself into a Fathers' Meeting and spending his scant leisure discussing the relative merits of corporal punishment and moral suasion or the comparative values of the various brands of infants' food. He prefers to read his paper or fan a baseball game.

The reason we do not have more good fathers is because we do not make more fuss over those we do have. It is high time fathers were promoted to some of the ornamental branches of parenthood, so to speak.

I am convinced that if the great

body of intelligent men would take up the study of "The Boy" in the same thorough-going way that earnest, conscientious women are now making a study of "The Child," something would happen. That something would be that well-to-do fathers would become acquainted with their own boys and spend as much time as possible in sympathetic companionship with them; they would give careful oversight to their education and training and, as a result, the sons of our best families would pan out better than many of them now are doing.

The grown man is always singing the praises of mother's pies and mother's molasses cookies and mother's matchless tenderness. If he rises to eminence and power, he ascribes it all to mother's influence. Far be it from me to depreciate this in the least. Give to mother's love their full meed of praise and honor; but didn't father have anything to do with it? Doesn't he deserve a little credit for the formation of your character?

You remember how you could hoodwink mother, and when you got into any scrapes she always thought the other boys were all to blame. Were there ever such travesties of punishment as those whippings of mother's, administered at such long intervals and only when she felt it to be her bounden duty, and so softly and gently and with tears streaming from her loving eyes? But you could not pull the wool over father's eyes—not a bit of it. He could see clear through all your deviltry, because he had been right there himself. When he called you to the woodshed to square matters, it was not his eyes that the tears streamed from. Don't you think those sterner episodes had something to do with making you what you are and that father should be given honorable mention as one of the indispensable factors contributing to your success?

Time was when fathers were considered of more account than they are now. Scarcely a great nation of antiquity but the father held the most exalted place in the family. Under the patriarchal form of government the fathers were the rulers, and we have but to turn the pages of old Jewish history to learn the esteem in which they were held. When Aeneas, one of the Trojan heroes and afterward founder of the Roman empire, was escaping from Troy after its capture by the Greeks, although his wife Creusa became separated from him and was lost in the

Henry Smith
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Both Phones
GRAND RAPIDS, MICH.

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We will send you complete, with Original Bill and Duplicate Copy, Printing, Reproduction and Rebound, 5,000 Original Bills, 5,000 Duplicate Bills, 100 Sheets of Carbon Paper, 2 Patent Leather Covers. Write this to have you give them a trial. We know if once you use our duplicate system, you will always use it. No charge for mail in for return charges alone. For descriptive circular, samples and lowest prices on these quantities, address **THE ORDER-THOMSON CO.** 1125 W. State St., Detroit, Mich. Agents Wanted.
NOTE:—In placing orders, do not forget to furnish copy of printing desired. It takes from 10 days to 2 weeks to execute orders.

**AWNINGS
TENTS
FLAGS & COVERS
SAILS & RIGGING**
COAL BAGS
HORSE COVERS

Cog Gear Roller Awnings

Are up to date. Send for catalog.

Get our prices and samples for store and house awnings.

The J. C. Goss Co., Detroit, Mich.

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless

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

FOOTE & JENKS, Jackson, Mich.

YOU HAVE MADE A MISTAKE when you buy a Christmas line without first seeing our samples. If our salesmen do not call on you write us and we will see that one does.

THE WILL P. CANAAN COMPANY
105 N. OTTAWA ST. GRAND RAPIDS, MICH.

MILWAUKEE VINEGAR COMPANY

Manufacturers of Guaranteed Grain Distilled Vinegar

Sold by all Jobbers

MILWAUKEE, WIS., U. S. A.

Don't Pay a Fancy Price for Vinegar

SEND US AN ORDER TO-DAY FOR

Robertson's
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.

confusion, it is mentioned that he bore his aged father Anchises on his shoulders and succeeded in getting him to a place of safety.

I have lately been much interested in a picture showing a cross section of a great Cunard liner. It is like a huge several-story hotel put under water. On one floor are the elegantly furnished drawing rooms, and next below are the first-class state rooms, also palatial in their appointments. Next is the first-class dining room and below that the second-class state rooms. Down farther comes the steerage dining saloon with its hundreds of immigrants seated at table. Below all these, below the store rooms filled with boxes and barrels of supplies and hung with dressed beeves and hogs, below even the cargo and the baggage, down in the very bottom of the hold are the boiler rooms and the furnaces, and here, stripped to the waist on account of the intense heat, are the stokers, the men who tend the fires.

They occupy a most important position in seafaring economy, for it is by their efforts that the ship is kept going. But there are no gold-braided uniforms for them and we never hear of their taking any particular pride in their positions. There seems to be no esprit de corps among stokers.

In the average American family in comfortable circumstances, father stokes. It is by the toil of his body or brain that the household is kept going. Under present conditions we can not well let father off from stoking, but would it not be well to bring him up to the drawing room more frequently and make something of him?

The poets should get busy and write some verses about fathers. Perhaps we might have a *Fathers' Day*. Once attention was turned to the subject, it would not be difficult to give fathers a place of honor in popular estimation, and a chance to supply some of the ideas and ideals of the family life, as well as the means for its material subsistence.

Quillo.

Is Chivalry the Real Name After All?

A few years ago a sweet woman died.

She left two little girls and a fine, stalwart son behind her.

When she had been dead a year or so her husband married again.

He married a pretty woman, with exceedingly bright eyes and the most fascinating lisp in the world.

The woman with the bright eyes was very poor when the man married her. She was a seamstress, and had never had quite enough food in her life, and it made her very unhappy to have to sew pretty clothes for other women when she knew she could wear them so becomingly herself.

So she married the man—for he was very rich.

And he bought the woman who had married him diamonds, and two automobiles, and emeralds, and a fine house in town and a beautiful country place, and because he was very rich and powerful the woman who

had known his first wife came and visited the second wife, and she went into that strange place called "society."

But she had a great deal of time on her hands, and so she flirted with the man's fine, sturdy son, and she introduced the man's sweet, innocent daughter to people she would much better never have known; and she entertained very shady people indeed at the great place in the country—and the man who had married her loved her so that he would not believe his own eyes. But one day the half-grown boy did believe his eyes and killed a man who was visiting the woman who had married his father. And then there was a trial. And the boy's life hung upon the testimony of the woman who had married his father.

And the lawyers on both sides of the case agreed not to put the woman on the stand. "She is a woman, after all," they said. And the woman made her bright eyes very big and lisped beautifully when she thanked them; and the papers in the town where all this happened printed fine editorials on "the chivalry of the American bar."

The boy?

Oh, well, his case is not settled yet; and what's the difference? His mother is dead, anyhow.

Chivalry?

I wonder if that's the real name for such things as this?

I hope not.

I have always believed that chivalry was the sentiment that made men protect the innocent and the weak.

I can not see why it should be called into effect to protect the wicked and the strong, do you?

"After all she is a woman."

Very pretty, gentlemen.

It is a pity the lady in question did not remember that fact just a little sooner herself, isn't it?

Winifred Black.

She Was Taller.

Jessie—I suppose he fell in love with you first thing.

Tessie—No; he didn't fall. He just reached up and kissed me.

Only the feminine passion for getting things cheap can explain some women's choice of a husband.

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.

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

Watson-Higgins Milling Co.
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.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO.

You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.



Private Cost Marks Invite Suspicion and Distrust.

Experience has determined that the best results in business follow from the one-price plan. Where a scale of prices is maintained it is never maintained. This may appear like a paradoxical statement, but its truth has been abundantly determined in experience. The tendency is always to give the lowest price as a special inducement every time a sale is made with difficulty. Friends put in a claim to be on a par with the most favored customers. Other men who know that more than one price is made, even when they get the best price, always entertain a suspicion that some other man has been more favored than they have been. A price scale leads to distrust and makes trouble; there can not be any doubt about that.

Business at its best is filled with enough of trouble and worry without voluntarily adding to them by the futile attempt to maintain a two or three price scale. Those men who have been the longest in the implement business have convinced themselves that the ideal plan is to have one price, and when time is asked make the distinction between cash and time price one of interest on the note. Misunderstandings are avoided and every man knows that he is buying just as cheaply as every other man, and that if he asks the favor of credit he is giving something in return for it.

This introduces the subject of marking goods. A few years ago it was almost a universal custom for business men to have a secret price mark and to mark all of their goods with that mark. There are some who continue to follow that practice to this day. Those who do this are at an evident disadvantage. They are inviting suspicion and distrust. If a price mark must be interpreted to the customer, how is he to know that every interpretation will be the same? He will have a right to suspicion that if some other and possibly more desirable customer asks for an interpretation of the same cabalistic signs that his interpretation may be different. Even although the dealer inviolably keeps to the one price system, and persists in marking these prices in hieroglyphics, his customers will suspect him of deception.

No business man can afford to invite this. His every move should be so frank and devoid of duplicity, or even the suspicion of duplicity, that every customer may confidently know

that he is getting as good a price as any other man whatsoever.

The only way this can be attained is by using plain figures and conspicuously displaying them. Don't leave it for the clerk or for yourself to enlighten the probable customer as to what the selling price of a tool may be. Mark it, mark it plainly, so there can be no mistake. With the obvious advantages of such a system before every business man as evidenced by the great merchants of the country, it is a mystery why some men will persist in adhering to the obsolete secret price mark. If you are addicted to that habit, stop it at once. You will observe a difference in the attitude of your trade at once.

It is all-important in these days of intense competition to foster and encourage confidence and mutual respect. If you, at the very outset of a trade, conceal the essential thing of that deal, the price, by hiding it under a marking system that no one but you or your clerks can understand, you are preventing the growth of that mutual confidence that is the life of trade. You may rigidly adhere to the one price system, but if you use a secret price mark you can never succeed in making your customers believe it. You lose their confidence at the very outset, and, once lost, confidence is the last thing to be regained. A business without confidence is foredoomed to failure.—Implement Age.

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.

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.

A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies

Michigan Distributors for
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99-103 Congress St. East, Detroit

Telephones, Main 2228-2229

Catalog or quotations on request

A Corking Calendar of Startling Stunts

West Michigan State Fair

Grand Rapids, Sept. 11, 12, 13, 14, 15

A Rare Week of Rare Attractions

The "BIG SHOW" of the year, and the BIGGEST in our history

Education, Inspiration and Amusement, Something for Everybody

The Wright Biplane

Will be in daily flight. The sight of a century! First "Aviation Meet" in the history of Western Michigan! See the daring "Bird Men" cleave the clouds! This is the most famous aeroplane in the world! It will carry passengers, too! Want a ride? This is the machine that carried Johnstone to a height of **TWO MILES** at Belmont Park! You **MUST** see this wonderful exhibition!

THE RACING CARD

TUESDAY, SEPTEMBER 12.

2:19 Trot.....Purse \$500

2:13 Pace.....Purse \$500

2:24 Pace.....Purse \$500

THURSDAY, SEPTEMBER 14.

2:10 Pace.....Purse \$500

2:15 Trot.....Purse \$500

2:24 Trot.....Purse \$500

FRIDAY, SEPTEMBER 15.

2:16 Pace.....Purse \$500

2:20 Pace.....Purse \$500

2:30 Trot.....Purse \$500

\$18,000 Premiums

Have attracted the finest and most complete exhibits we have ever shown. Every inch of show space has been taken. Premium offerings in agriculture, industry, vehicles, implements, stock, automobiles, etc., etc.

See the World's Motor Speed Kings

The Greatest Automobile Races on Any Michigan Track

Burman, who holds the world's record for a mile, and Harroun, the world's long-distance champion, will be the stellar attractions—with others of almost equal sensational merit. It's worth the price of admission to see Oldfield's 200 H. P. "Blitzen Benz" shattering track precedents.

See the Dare-Devils Shatter Records and Precedents

BAND CONCERTS DAILY

By the Furniture City Band, the Ramona Band, the Second Regiment Military Band, the Press Newsboys Band, the Pythian Band, and the Grand Rapids City Band.

The \$50,000 Live-Stock Show Alone is Worth Going Miles to See

And There Will Be a Thousand Other Attractions for You

REDUCED RATES ON ALL RAILROADS

The Power of Hard Work.

Much has been said about efficiency in business. Much will be said about it in days to come. Many a man will spend days and sleepless nights in trying to devise ways whereby he can attain efficiency, and by means of which he may enjoy the emoluments that efficiency will bring to him. For when all is said and done success in business resolves itself into efficiency, and into efficiency alone. A successful business must have been an efficient business—the one is the measure of the other.

It is a singular trait of human nature that men are prone to look for hidden directions and difficult courses, neglecting perfectly obvious and easy roads. There is a popular misconception to the effect that success in any enterprise—social, political, business or mental—is to be obtained only by virtue of severe travail and difficulty; and this is true in a qualified sense. It is true that success can not come to any one in any walk of life unless unusual exertions are expended to attain that success. At the same time it by no means follows that there should be any difficulty in divining the particular methods to be employed. Men think that the road to success is an unusual one, and that it is a difficult one to discover. Rather the truth lies in the fact that the road is a perfectly plain one, and that the only difficulty lies in the keeping in it.

Every man who has ever been a success in any direction of endeavor will assert that he has attained his end rather by the devotion of sheer hard work than by the employment of any other means. Men are disinclined to believe this from their inherent desire to see in the prosecution of success measures and attainments different from those employed in the conduct of ordinary business. That this is a mistaken view of the matter is certain. It is always a test of the validity of any solution that it is general, in other words, that it contains common factors or methods that apply to innumerable examples of like nature. It is a fact that every instance of success has been attended by the virtue of hard work, therefore hard work is a common factor in every case of success. We are rather inclined to believe that hard work is about the only factor that is common to every case. It follows inevitably then that hard work must be undergone if success is to come.

This justifies the statement made above that difficulty of some kind must be encountered. But it reveals the comforting fact that the difficulty lies in a direction so common and so well understood that no man need shy at it; every man knows instantly what hard work is, and practically every man is abundantly able to apply it. A writer on business topics said recently that "there is no better talent or genius than the power to do hard work. Hard work, intelligently directed, is success in any business." This coupling in apposition of talent, genius and hard work, making them, if not synonymous

terms, at least terms of equal import and effect, is eminently correct. Talent, without the power of application, comes to naught. Genius, without the power to apply its discoveries by means of labor, is futile. Hard work, even in the absence of either talent or genius, can accomplish much. Of the three, if there is any degree of comparison, hard work is the best. It has produced more in the history of the world than have the other two combined.

This is comforting doctrine to the young man especially. It tells him that he need waste no time in repining because he is not a genius in business. He need spend no time trying to ascertain whether he has a talent for business. All he has to do is to get busy, and day after day apply himself to the best of his strength. Hard work is the panacea for the power of working hard, other things being equal, will make a success. One qualification only to the broad assertion of this doctrine is necessary. The hard work must be intelligently directed. If the young business man doubts the intelligence possessed by himself to direct his business, he can always borrow from the experience of older men, and by association with the acknowledged successful men in his line of endeavor he can supply his own deficiencies. Is it not patent where this suggestion leads?—Implement Age.

Scouting at Home.

"So, you wish to be a boy scout, Earlie?"

"Yes, dad."

"Well, those tall weeds in the back yard would make excellent cover for an enemy. I think it would be good military tactics for you to cut 'em down."

The Standpatter.

"What is a standpatter?"

"A standpatter is a man who does not want a new deal."

"And why do people desire a new deal?"

"In the hope that some of them will get a chance to stand pat."

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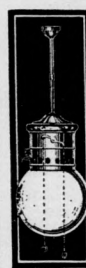
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The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

West Michigan State Fair Visitors

Every dealer throughout the state should visit this fair, which will be even bigger and better this year than ever before.

We extend to the trade a cordial invitation to make free use of our down town store and our exhibit tent at the grounds, as headquarters.

We will exhibit from our entire lines of Collars, Harnesses, Robes, Blankets, Saddlery Hardware, Implements, Fur and Waterproof Clothing, Trunks, Suit Cases, Bags, Etc., and we promise to all visitors ample proof of the quality and quantity of the famous SUN BEAM goods.

Don't forget the place—Grand Rapids.

Don't forget the dates, September 11 to 15.

Don't forget the

BROWN & SEHLER CO.

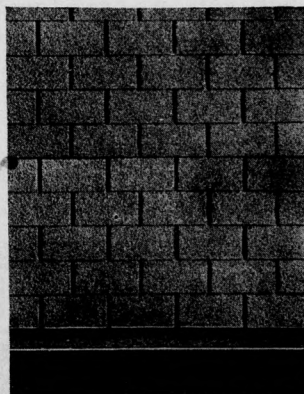
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Fair Grounds—Exhibit Tent, Implement Section

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Wood Shingles After Five Years Wear

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It Was a Nightmare.

"That," remarked Homer Tuttle, "is about as near as anybody will ever come to seeing a real ghost. I don't believe in 'em. But I do believe in dreams, and I can prove there's something in 'em, too. Whenever I struck New Orleans I used to visit a poolroom, where I scraped acquaintance with a chap named Jackson, who was picking the winners day after day.

"He told me that sometimes he dreamed about the way races were going to come out, and always won when he played those dream tips. One day he came in and said: 'I had a dream last night in which I heard somebody yell: "Jessie R. wins by a neck!"' Never heard of the skate, did you?"

"I never had, either; but, strange to say, on the next card that was posted there was a horse named Jessie R., and she was twenty-to-one. Say! Maybe we didn't get aboard; I with my last lone five spot for first place, and he with a twenty for the same.

"Then the man in the window began to call the race. Jessie R., nowhere; not even in the stretch. I began to kick myself for a fool to bet on a dream—and then came, 'Jessie R. wins—by a neck!'

"'Jackson, old man,' I said, 'the next time you have a dream, don't forget me, and I'll do the square thing. Eat a Welsh rare-bit and some mince pie before you go to bed. Don't worry about dyspepsia. You'll have money enough to get the best doctors in the world.' I felt that if Jackson could only keep on dreaming we'd both be millionaires.

"As luck would have it, he did not have another dream until after the button business called me on to the next town, though, if I could have been sure he'd do some more dream-

ing I'd have thrown up my job and stayed.

"I didn't see him again for a couple of months. Then I met him in the same poolroom, and the first thing he said was, 'I had a dream last night. I dreamed the chap in the window called out, 'Hotstuff wins by a nose.'"

"Did we play it? We did—to our last cent. It was an right-to-one shot, and we put every penny on first place. Pretty soon the old boy in the window begins to call the race. We didn't hear Hotstuff among the leaders, and I began to worry, for I didn't have but a nickel left in the world; but Jackson says:

"'Never fear, old sport. My dreams have never failed me yet. They are the sure goods. You can depend on 'em every time.'

"Then we heard, 'Hotstuff in the stretch!' and my heart began to beat gain. Then, 'Hotstuff wins by a nose!'—and Jackson and I fell into each other's arms and yelled for joy.

"'Jacky,' I cried, 'I'm going to quit selling buttons this very day, and you and I will follow the races in a private car.'

"Just then I hear the window go up with a bang, and the chap behind it yells out, 'Hotstuff disqualified!'

"We went out into the cold, cold world, and sat on a park bench to think it over. 'You're a fine dreamer, you are,' I said.

"'Well, says Jackson, 'I took your tip about what to eat, and that was a Welsh rarebit dream. I guess it must have been a nightmare.'

"For the next week I lived on three dollars and fifty cents, borrowed money, including room rent and food—so you can imagine what I ate."

Outsied the Ring.

He stood at the foot of the stairs for ten minutes before he could muster up enough courage to ascend to the office of the dentist.

"What is it?"

"Toothache."

"Get into the chair!"

"But—but—"

"Get in!"

"I just called to ask if—"

"Yes, I know. Tooth is loose and must come out."

"But I can't stand it. That is—"

"Open your jaws."

"Easy, now—"

"Tooth is out. A dollar, please. By the way, what is your profession?"

"A prize fighter"

A man does not have the virtues of Christ because he knows where to read about them; as well try to feed upon a cook book.

Virtue is its own reward—and a lot of people are waiting until it is increased.

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.

The Breslin

Absolutely Fireproof

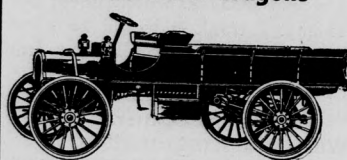
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Most convenient hotel to all Subways and Depots. Rooms \$1.50 per day and upwards with use of baths. Rooms \$2.50 per day and upwards with private bath. Best Restaurant in New York City with Club Breakfast and the world famous

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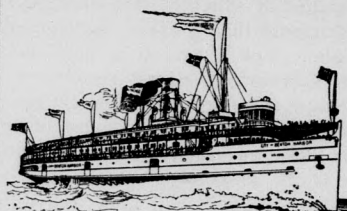


Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

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The McCaskey Register Co.
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 The one writing method of handling account of goods, money, labor, anything.
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FROU-FROU

is as good as money, skill and long experience can possibly make it—there is no better wafer in the Universe.



IMPORTED FROM HOLLAND

After experimenting for years we have backbone enough to demand a fair price for the time, labor and experience it cost us to bring FROU-FROU up to its present high state of perfection. Don't lose sight of the fact, however, that the nearest likeness ever produced is only a crude imitation, and still it costs you and your customers as much if not more than



Send for samples, prices and the address of our nearest distributor.

BISCUIT FABRIEK "DE LINDEBOOM"

AMERICAN BRANCH
 Grand Rapids, Mich.

News and Gossip of the Traveling Boys.

Art Borden, formerly with the Fletcher Hardware Co., has changed positions and is now District Manager of the Anderson Tool Co., of Anderson, Indiana. Art will open a local office at once. We wish him success because—well, every one knows why who is acquainted with him.

Wm. Fitzgibbons, with the Grand Rapids Dry Goods Co., broke his arm last Friday. Bill was to be initiated into the U. C. T. on Saturday, which makes it doubly tough.

A. B. Boyce, the man of mystery, with Edson, Moore & Co., says: "It's hard luck enough to be a married man, without being reminded of it during business hours."

O. W. Stark, Dick Amerson and Sam Seely went on a fishing trip recently. Before they started fishing, they agreed they were to have a drink whenever they caught a fish. They do say the drinks they took were much larger than the fish they caught, as fishing was very poor.

Manley Jones, E. A. Clark, Chas. F. Aupperle and Carleton Bosworth joined the U. C. T. Saturday night. No bones broken.

H. B. Wilcox, "Pill Peddler for Peck's," has been spending ten days at Crystal Lake. He fished every day and for his labor got one sunfish, two blue gills, one perch and a letter from home.

Fred Read, manager of the Stearns, Ludington, is advertised in a Detroit paper as "the best natured landlord in Michigan." We think he's the biggest crab. He could have escaped this for a good cigar.

Gard Wallace, who until recently traveled for M. M. Stanton & Co. and made his headquarters in Grand Rapids, has accepted a position with Cohen Bros. & Co., Milwaukee. Gard will cover the western half of Michigan for them. This territory was recently covered by the late Dick Moore.

Vacuum cleaners run through the G. R. & I. coaches on the northern division wouldn't cause any ill feeling from the traveling men.

Louis Praeger found some beautiful(?) oranges on a P. M. train the other day. But, then, what's the use, the boys have guyed him enough about this.

Free lunch and ladies invited at the next meeting of the U. C. T.

Glad to see the communication signed U. C. T. regarding the increasing of rates by the hotels in Alma, St. Louis, Clare and Mt. Pleasant. The columns of the Tradesman are open to the traveling men and it will print any communications which concern their welfare. Get busy, boys! Seems to us like a mighty poor time to advance rates and it is up to the boys whether the hotels can make it stick or not.

Some of the U. C. T. ladies seem jealous at the mention their "hubbies" get in this column. We will mention the ladies, too, if they will do something funny or out of the ordinary. Who will be first?

The Tradesman has temporarily reduced the subscription price to \$1

a year to increase its circulation. The traveling men should take advantage of this offer.

A. F. Smith was at the head of the K. U. on labor day.

There was a big batch of applications read off at the last meeting of the U. C. T. Was your name on one of them?

Charley Roth, who covers the Middle West for the Macey Co., is one of the shrewdest and brightest boys on the road, but he sometimes slips a cog just the same. During the heated term he was a guest at the Sto'away cottage (owned by E. A. Stowe) at Neahtawanta. He was very much enamored with a couple of Seattle girls who were guests at the cottage and who made his life miserable by the pranks they played on him. When the time came for him to leave—and he naturally deferred that event as long as possible—he sought to even up things with the girls by tying their bath stockings in hard knots. Imagine his consternation and chagrin to learn—a few days later—that he had exercised his revenge on a gentle old lady whose hair has been whiten-

Dislike To Think Grocers Are Dishonest.

Bay City, Sept. 5—A discussion regarding the advisability of securing a set of standard weights and measures for the city and establishing a sealer of weights and measures was again started in the Council last night when the Comptroller reported that the weights and measures would cost \$346.87. Alderman Wood wanted them bought at once and declared that the charter provides that the city must own them. Ald. Watt offered several bets to back up his contention that all the grocers and butchers in the city are honest and asked that a committee of three be appointed to investigate the condition of the scales and measures in the local stores. Aldermen Mercer, Brennan and Compau were appointed.

Alderman Watt said he would furnish an automobile to take the committee to the stores and would furnish the scales. Alderman Mundy said that if Alderman Wood was appointed on the committee and went to his store he would throw the Fourth warder out.



Group taken at U. C. T. picnic by W. E. Smith.

ed by the winters of nearly eighty years. Charley is disconsolate and the girls are hilarious over his mistake.

J. M. Goldstein.

Coldwater Reporter: Last week John Hach started out on the nineteenth year of service as a traveling salesman for the Tappan Shoe Co. Mr. Hach has long been identified on the road as a thoroughly up-to-date salesman and has done much towards making a demand for the Tappan products throughout the country. His connection with the company began before the factory was situated in Muncie, Ind., and he has seen the business grow from a small beginning. On the road this salesman is well known and prominently, too. He is an ardent U. C. T. member and assisted largely in promoting the local council of that order. Through this work he has become acquainted throughout the entire country with commercial salesmen of the highest and best class. Mr. Hach is at present visiting the trade in Ohio. He reports good sales for this season.

"You can't do it," replied the Fourth warder.

Mayor Woodruff said that the grocers wanted their scales and weights tested to protect them in buying. Alderman McMillan said that a number of people had complained to him regarding the weight of coal.

An ordinance regulating the storage of inflammable rubbish and gasoline, naphtha and other similar products was referred to the ordinance committee. An ordinance to prohibit nuisances caused by dense smoke, soot, cinders and other deleterious material went to the same committee.

Recent Happenings in Hoosierdom.

Evansville — The Vulcan Steam Shovel plant, now in course of construction, will begin operations about Dec. 1, employing 700 men, the most of whom will have to come here from other cities and rent or buy homes here.

Terre Haute—The Warren Water Heater Co., manufacturer of the Undertank, a gas water heater, with a factory in Sheldon, Ia., has located its offices here. The offices were moved to Terre Haute on account

of a continued increase in Eastern trade, and it was decided to get closer to the market.

Warren—Articles of incorporation have been filed by the Granger Electric and Manufacturing Co., with a capital stock of \$50,000. The object of the corporation is to manufacture and sell electric irons, toasters and similar articles.

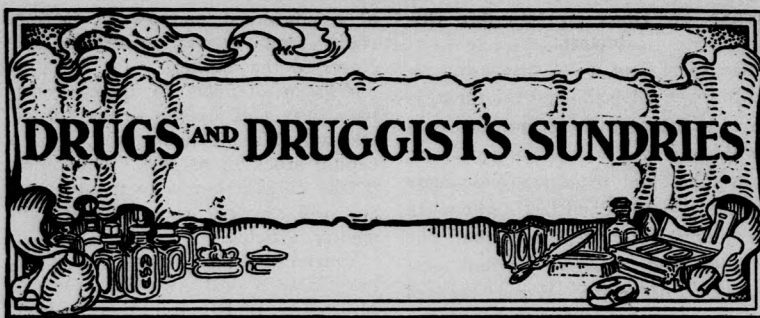
Vincennes—The Board of Trade has closed a deal with the American Motor Co., of Brockton, Mass., whereby the plant will locate in Vincennes. It manufactures motorcycles and automobiles and employs 350 men at a weekly payroll of \$2,000. The plant costs the Board of Trade ten acres of land in South Vincennes for a site and a \$25,000 bonus.

Manistee Advocate: Chas. Bradley, of Elmira, N. Y., arrived yesterday from Milwaukee. His mission is demonstrating Union Leader Tobacco and he is at Clement & DeCair's store. He is seven feet four inches tall. His father, Henry Bradley, is seven feet and one inch. He has a brother, 17 years old, six feet four inches and weighs 280 pounds. Mr. Bradley says his brother will soon be the largest of the family. Chas. Bradley is 19 years old and says he has not grown any in three years. His mother is five feet ten inches tall. He traveled with the Barnum show for two seasons. His father is in the same line of work and only makes one day stands in the larger towns. Mr. Bradley reaches nine feet two inches. If you don't believe it, just go to Clement & DeCair's store and measure the height of a postage stamp pasted on the wall. His traveling partner, M. F. Reed, shares his bed with him, which is usually the longest bed in the hotel.

At a meeting of the Board of Directors of the Michigan Knights of the Grip, held in the office of Secretary F. M. Ackerman, at Lansing, last Saturday, arrangements were made for the annual convention to be held in Detroit December 27 and 28. A committee appointed by the last convention reported out a sick benefit proposition for members, which was discussed and will be recommended to the knights. This provides for sick benefit for all members who desire it. The new members must pay an assessment of \$2 under the sick benefit and also an assessment of \$2 under the death benefit, but the yearly dues of \$1 covers both—the two funds. Sick and death benefit will be entirely separate. The organization, which has about 1,200 members, already has a death benefit for members.

A Battle Creek correspondent writes: Herbert Sager, who has been traveling for the Taylor Bros. Co. this summer, has accepted a like position with the Blackburn Candy Co., of Chicago, to begin next week. His territory includes Southern Ohio and Indiana.

Montana broke all her records for coal production last year by mining 2,920,970 short tons.



Michigan Board of Pharmacy.
President—Wm. A. Dohany, Detroit.
Secretary—Ed. J. Rodgers, Port Huron.
Treasurer—John J. Campbell, Pigeon.
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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.

Placing Pharmacy on a Professional Footing.

In order to place pharmacy on a professional footing we must do the following:

1. Raise the standard of preliminary education, beginning with two years high school education at least, making mathematics compulsory (50 per cent. of American pharmacists are not able to figure out simple examples, as, for instance, making a 10 per cent. solution of aqua ammoniac from a 26 per cent. solution).

2. Only a registered pharmacist should have the right to open a pharmacy, which should be under his personal supervision.

3. Restrict cutting of prices on prescriptions and stop giving away presents and trading stamps.

4. Raise the course in pharmacy from two years to three years and have only one degree for pharmacist, namely, Phar. D. The degree of Ph. G. is as ridiculous as the degree of any elementary school would be. Physicians, dentists, veterinarians, all have one degree, Doctor of—.

5. Restrict the number of drug stores according to the growth of population. Unless we do this, pharmacy will never amount to anything. Just look back fifteen or twenty years to what medicine, dentistry, veterinary and law were then and what they are to-day. Is it not because they are continuously raising the standard of their professions, while pharmacy is fast asleep?

I have heard remarks to the effect that pharmaceutical colleges are afraid they will not have enough stu-

dents. If this is the truth, I think the college officials greatly mistaken. First of all, one college is quite sufficient for New York, and, second, the harder the requirements are to become for a pharmacist the less competition will we have and a better class of people will then be in the field of pharmacy. Some pharmacists will say that as it is mighty hard to get a clerk now, what will it be when the standards are raised? In answer I will say this—that fully 50 per cent. of the proprietors to-day are not making as much as the ordinary clerks do, and in addition to that are prisoners in their stores. They do not see their families and do not know that they are alive. Would it not be better for them to close up their shops and go clerking? They would certainly make the same salary, if not more, with no worry.

Is it any wonder that pharmacy is the worst paying proposition in this country to-day? Look at those in it. A great number of them are merely tradesmen with no education. Why, ten years ago it was, and even now it is, easier to become a pharmacist than a bricklayer, plumber, blacksmith or tailor. This is the reason why some pharmacists have no professional pride, self-respect nor ethics. They are isolated from the world and all they know is the store. Some of them do not even read the daily newspapers, not to mention drug journals. According to their ideas, belonging to any pharmaceutical organization is "madness."

Therefore I will repeat: "Let us all take a hand in it and put pharmacy on a professional basis and this will be its only salvation. A. L. Merin.

Liquid Aromatic Shampoo Soap.

In a paper read before the Pennsylvania Pharmaceutical Association, P. Henry Utech describes the preparation of a soap which he has found to be a profitable specialty. He says:

The preparation which we have been most successful in exploiting is one which we have named Liquid Aromatic Shampoo soap. The formula is one suggested by Wilbert some years ago, with but slight modification. Numerous experiments were carried out with the ordinary fixed oils, such as linseed, sesame, marga olive oil and mixtures of these with cottonseed oil, but all were found to be objectionable for some reason or other.

The formula we now use is as follows:

Sodium hydroxide 80 gms.
Potassium hydroxide 80 gms.
Cottonseed oil 1,000 cc.

Alcohol 500 cc.
Water 2,500 cc.

Dissolve the hydroxides in 500 cc. of water. After solution has been effected, add the alcohol and, finally, the cottonseed oil, in several portions and shake thoroughly. Allow to stand for several hours, shaking the mixture occasionally, until thoroughly saponified. Finally add water sufficient to make 2,500 cc.

To the soap liquid thus prepared add:

Potassium carbonate 30 gm.
Terpineol 12 cc.
"Evergreen A" sufficient to produce a grass-green color.

This soap can be made at a cost of about 75 cents a gallon. Dispense it in four-ounce bottles at 25 cents. The trade packages of similar products seldom contain more, and retail at 50 cents—a good talking point. By putting a little personal push back of this product it can be made into a very profitable specialty.

The Drug Market.

Opium, Morphine and Quinine—Are unchanged.

Celery Seed—Has advanced.

Oil Cloves—Is higher.

Cloves—Have advanced.

Oil Lemon—Is higher.

Oil Bergamot—Is higher.

Oil Bay—Has advanced.

Rochelle Salts and Seidlitz Mixture—Have declined.

Sugar Milk—Is higher.

Balsam Tolu—Has advanced.

Lycopodium—Stocks are reduced and prices remain high.

Good Things in Store For Michigan Druggists.

Traverse City, Sept. 5—The coming annual meeting of the M. R. D. A., to be held at Flint, promises to be the best in the history of druggists' meetings in Michigan. Among the good things will be an address by Judge Errant, of Chicago, the attorney of the National Association of Retail Druggists. Also one by Hon. Colin P. Campbell on Legislation.

The Flint druggists are planning for a good time and it seems as though every druggist in the State should plan to get away from business for two days at least and go to Flint for October 3 and 4. The membership of the Association continues to grow and one member has sent in forty applications since the last meeting. "On to Flint" is the "war cry" until Oct 3.

C. A. Bugbee, Pres.

Perfumed Ammonia Water.

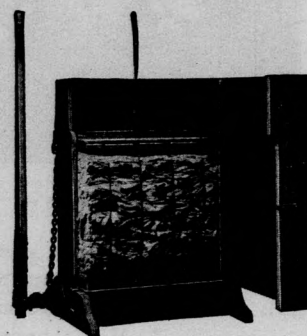
1.

Stronger ammonia water. 6 ozs.
Lavender water 1 oz.
Soft soap 10 grs.
Water, enough to make. 16 ozs.

2.

Soft soap 1 oz.
Borax 2 drms.
Cologne water ½ oz.
Stronger ammonia water. 5½ ozs.
Water, enough to make. 12 ozs.

Rub up the soap and borax with a portion of the water until they are dissolved, strain and add the other ingredients. In place of the lavender and cologne waters other perfumes may be used.



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.

WHOLESALE DRUG PRICE CURRENT

[illegible]

Our New Home

Corner Oakes and Commerce

Only 300 feet from Union Depot

Our Holiday Samples are now on display in our new building. The most complete line ever shown by us. Please make us an early date and get the first selection and best service.

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



GROCERY PRICE CURRENT

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

ADVANCED

Tomatoes

DECLINED

Spring Wheat Flour

Index to Markets

By Columns

		1		2	
		ARCTIC AMMONIA		Oysters	
		12 oz. ovals 2 doz. box 75		Cove, 1lb. 85@ 90	
		AXLE GREASE		Cove, 2lb. 1 65@1 75	
		Frazier's		Plums 1 00@2 50	
		1lb. wood boxes, 4 doz. 3 00		Pears in Syrup	
		1lb. tin boxes, 3 doz. 2 35		No. 3 cans, per doz. 1 25	
		3 1/2 lb. tin boxes, 2 doz. 4 25		Peas	
		10lb. pails, per doz. 6 00		Marrowfat 95@1 25	
		15lb. pails, per doz. 7 20		Early June 95@1 25	
		25lb. pails, per doz. 12 00		Early June sifted 1 15@1 80	
		BAKED BEANS		Pineapples	
		Beutel's Michigan Brand		Pie 90@1 25	
		Baked Pork and Beans		No. 10 size can pie 3 20	
		No. 1, cans, per doz. 45		Pumpkin	
		No. 2, cans, per doz. 75		Grated 85@2 50	
		No. 3, cans, per doz. 85		Sliced 95@2 40	
		1lb. can, per doz. 90		Fair 85	
		2lb. can, per doz. 1 40		Good 85	
		3lb. can, per doz. 1 80		Fancy 1 00	
		BATH BRICK		Gallon 2 50	
		English 95		Raspberries	
		BLUING		Standard @	
		Sawyer's Pepper Box		Salmon	
		No. 3, 3 doz. wood bxs 4 00		Warrens, 1 lb. Tall 2 30	
		No. 5, 3 doz. wood bxs 7 00		Warrens, 1 lb. Flat 2 40	
		Sawyer Crystal Bag		Red Alaska 1 75@1 85	
		Blue 4 00		Pink Alaska 1 30@1 40	
		BROOMS		Sardines	
		No. 1 Carpet 4 sew 4 00		Domestic, 1/2 Mus. 3 25	
		No. 2 Carpet 4 sew 3 75		Domestic, 3/4 Mus. 3 50	
		No. 3 Carpet 3 sew 3 50		French, 1/2 Mus. 7 14	
		No. 4 Carpet 3 sew 3 25		French, 3/4 Mus. 18@23	
		Parlor Gem 4 50		Shrimps	
		Common Whisk 1 10		Dunbar, 1st, doz. 1 35	
		Fancy Whisk 1 35		Dunbar, 1 1/2, doz. 2 35	
		Warehouse 4 50		Succotash	
		BRUSHES		Fair 85	
		Solid Back, 8 in. 75		Good 85	
		Solid Back, 11 in. 95		Fancy 1 00	
		Pointed Ends 85		Fancy 1 25@1 40	
		Stove		Standard	
		No. 3 90		Fancy	
		No. 2 25		Good 1 15@1 20	
		No. 1 1 75		Fair 1 10@1 15	
		Shoe		Fancy 1 40	
		No. 8 1 00		No. 10 3 25	
		No. 7 1 30		CARBON OILS	
		No. 4 1 70		Perfection 9	
		No. 3 1 90		D. S. Gasoline 13	
		BUTTER COLOR		Gas Machine 20	
		Dandelion, 25c size 2 00		Deodor'd Nap'a 12	
		CANDLES		Cylinder 29 @34 1/2	
		Paraffine, 6s 8		Engine 16 @22	
		Paraffine, 12s 8 1/2		Black, winter 8 1/4 @10	
		Wicking 20		CATSUP	
		CANNED GOODS		Columbia, 25 pts. 4 15	
		Apples		Snider's pints 2 35	
		3lb. Standards @1 00		Snider's 1/2 pints 1 35	
		Gallon 3 20@3 50		CEREALS	
		Blackberries		Breakfast Foods	
		2 lb. 1 50@1 90		Bear Food Pettijohns 1 95	
		Standards gallons @5 00		Cream of Wheat 36 2lb 4 50	
		Beans		Egg-O-See, 36 pkgs. 2 85	
		Baked 85@1 30		Post Toasties T No. 2	
		Red Kidney 85@1 30		24 pkgs. 2 80	
		String 70@1 15		Post Toasties T No. 3	
		Wax 75@1 25		36 pkgs. 2 80	
		Blueberries		Apetiao Biscuit, 24 pk 3 00	
		Standard 1 30		18 pkgs. 1 90	
		Gallon 6 50		Grape Nuts, 2 doz. 2 70	
		Clams		Malta Vita, 36 1lb. 2 85	
		Little Neck, 1lb. 1 00@1 25		Mapl-Flake, 24 1lb. 2 70	
		Little Neck, 2lb. @1 50		Pillsbury's Vitos, 3 dz. 4 25	
		Clam Bouillon		Ralston Health Food	
		Burnham's 1/2 pt. 2 25		36 2lb. 4 50	
		Burnham's pts. 3 75		Shred Wheat Food, 24	
		Burnham's qts. 7 50		pkgs. 3 00	
		Cherries		Shred Wheat Biscuit,	
		Corn		36 pkgs. 3 60	
		Fair 90@1 00		Kellogg's Toasted Corn	
		Good 1 00@1 10		Flakes, 36 pkgs in cs 2 80	
		Fancy @1 45		Vigor, 36 pkgs. 2 75	
		French Peas		Voigt Corn Flakes 4 50	
		Monbadon (Natural)		Washington Crisps	
		per doz. 2 45		36 pkgs. 2 80	
		Gooseberries		Rolled Oats	
		No. 10 6 00		Rolled Avena, bbls. 5 60	
		Hominy		Steel Cut, 100 lb. sks 2 75	
		Standard 85		Monarch, bbls. 5 30	
		CANNED MEATS		Monarch, 90 lb. sacks 2 50	
		Lobster		Quaker, 18 Regular 1 45	
		1/2 lb. 2 40		Quaker, 20 Family 4 00	
		1 lb. 4 25		Cracked Wheat	
		Picnic Tails 2 75		Bulk 3 1/2	
		Mackerel		24 2lb. pkgs. 2 50	
		Mustard, 1lb. 1 80		CHEESE	
		Mustard, 2lb. 2 80		Acme @14 1/4	
		Soused, 1 1/2 lb. 1 80		Bloomingdale @15	
		Soused, 2lb. 2 75		Carson City @15 1/2	
		Tomato, 1lb. 1 50		Hopkins @12 1/2	
		Tomato, 2lb. 2 80		Riverside @15 1/2	
		Mushrooms		Warner @15 1/2	
		Hotels @ 16		Leiden @15 1/2	
		Buttons, 1/2s @ 14		Limburger @14	
		Buttons, 1s @ 23		Pineapple @40	
		Yeast Cake 12		Sap Sago @20	
				Swiss, domestic @13	

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Soda Crackers N. B. C. 1 00
Soda Crackers Select 1 00
S. S. Butter Crackers 1 50
Uneda Biscuit 50
Uneda Jinjer 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.
Per doz.
Festino 2 50
Nabisco 2 50
Nabisco 100 1 00
Champagne Wafer 2 50
Per tin in bulk
Sorbetto 1 00
Nabisco 1 75
Festino 1 50
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
Coriscan @15
Currants @10
Imported @9
Peaches @9
Muir's Choice, 25 lb. bx 9 1/2
Muir's Fancy, 25 lb. b. 11
Muir's Fancy, 50 lb. b. 10 1/2
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. 8 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
1/4 c less in 50lb. cases
FARINACEOUS GOODS
Beans
Dried Lima 8
Med Hand Picked 2 45
Brown Holland 3 20
Farina
25 lb. pkgs 1 50
Bulk, per 100 lbs 4 00
Original Holland Rusk
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. 2 90
Green, Scotch, bu. 2 90
Split, lb. 04
Sage
East India 5
German, sacks 5
German, broken pkg. 5
Tapoca
Flake, 100 lb. sacks 6
Pearl, 130 lb. sacks 5
Pearl, 36 pkgs 2 25
Minute, 36 pkgs 2 75
FISHING TACKLE
1/4 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 8
1 3/4 to 2 in. 11
2 in. 15
2 1/2 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 25
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 24 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. oval 55 20
1 oz. nat 100 00

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Jaxon Terp. Lemon
1 oz. oval 10 20
2 oz. oval 16 80
4 oz. oval 33 00
5 oz. oval 63 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.
Maple
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. 5 00
Mason, qts. per gro. 5 35
Mason, 1/2 gal. per gro. 7 75
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 Sparkling, gr. 14 00
Knox's Acidu'd. doz. 1 25
Oxford 75
Plymouth Rock Phos. 1 25
Plymouth Rock, Plain 90
GRAIN BAGS
Amoskeag, 100 in bale 19
Amoskeag, less than 19 1/2
GRAIN AND FLOUR
Wheat
Red 84
White 86
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, 25c per barrel additional.
Lemon & Wheeler Co.
Big Wonder 1/8 cloth 4 50
Big Wonder 1/4 cloth 4 50
Worden Grocer Co.'s Brand
Quaker, paper 4 10
Quaker, cloth 4 20
Wykes & Co.
Eclipse 4 40
Lemon & Wheeler Co.
White Star, 1/8 cloth 5 40
White Star, 1/4 cloth 5 30
White Star, 1/2 cloth 5 20
Worden Grocer Co.
American Eagle, 1/4 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 80
Wizard Gran. Meal 3 60
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, 1/8 6 40
Ceresota, 1/4 6 30
Ceresota, 1/2 6 20
Lemon & Wheeler's Brand
Wingold, 1/8 6 20
Wingold, 1/4 6 10
Wingold, 1/2 5 90
Worden Grocer Co.'s Brand
Lorrel, 1/8 cloth 5 95
Lorrel, 1/4 cloth 5 85
Lorrel, 1/2 & 1/4 paper 5 75
Lorrel, 1/2 cloth 5 75
Voigt Milling Co.'s Brand
Voigt's Crescent 4 70
Voigt's Flourlogit 4 70
Voigt's Hygienic 4 70
Graham 4 20
Voigt's Royal 5 10
Wykes & Co.
Sleepy Eye, 1/8 cloth 6 00
Sleepy Eye, 1/4 cloth 5 80
Sleepy Eye, 1/2 cloth 5 80
Sleepy Eye, 1/4 paper 5 80
Sleepy Eye, 1/2 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 60
Perfection Buckwheat 3 80
Tip Top Buckwheat 2 80
Eagler Dairy Feed 24 00
Alfalfa Horse Feed 26 00
Kaffir 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

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O P Laxo-Cake-Meal 35 00
Cottonseed 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
Old Wool @ 20
Lambs 25 @ 50
Shearings 15 @ 35
Tallow
No. 1 @ 5
No. 2 @ 4
Unwashed, med. @ 18
Unwashed, fine @ 13
HORSE RADISH
Per doz. 90
JELLY
5 lb. pails, per doz. 2 25
15 lb. pails, per doz. 55
30 lb. pails, per doz. 95
JELLY GLASSES
1/2 pt. in bbls, per doz 15
1 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 22
Fair 20
Half barrels 2c extra
MUSTARD
1/2 lb. 6 lb. box 18
OLIVES
Bulk, 1 gal. kegs 10 @ 1 20
Bulk, 2 gal. kegs 95 @ 1 10
Bulk, 5 gal. kegs 90 @ 1 05
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 35
Stuffed, 14 oz. 2 25
Pitted (not stuffed) 2 25
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 75
Queen, Mammoth, 28 oz. 75
Olive Chow, 2 doz. cs. 5 25
per doz. 2 25
PICKLES
Beutels Bottled Pickles
8 oz., per doz. 95
10 oz., per doz. 1 45
16 oz., per doz. 1 90
24 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 04
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 7 50
5 gallon kegs 3 00
Clay, No. 216, per box 1 75
Clay, T. D., full count 60
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't whist 2 25
POTASH
Babbitt's 4 00
Barreled Pork
Clear Back 17 50 @ 18 00
Short Cut 16 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 Belles 14
Lard
Pure in tierces 10 @ 10 1/2
Compound lard 8 1/2 @ 9
80 lb. tubs 1/2 advance 1/2
60 lb. tubs 1/2 advance 1/2
50 lb. tins 1/2 advance 1/2
20 lb. pails 1/2 advance 1/2
10 lb. pails 1/2 advance 1/2

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5 lb. pails 1/2 advance 1
8 lb. pails 1/2 advance 1
Smoked Meats
Hams, 12 lb. av. 16 1/2 @ 17
Hams, 14 lb. av. 16 1/2 @ 16 1/2
Hams, 16 lb. av. 15 1/2 @ 16
Hams, 18 lb. av. 15 1/2 @ 15 1/2
Skinned Hams, 17 1/2 @ 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
Bacon 14 1/2 @ 15
Sausages
Liver 8
Frankfort 7 1/2 @ 8
Pork 9 @ 9 1/2
Veal 11
Tongue 11
Headcheese 9
Beef
Boneless 15 00
Rump, new 16 00
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 65
Sheep, per bundle 80
Uncolored Butterine
Solid dairy 11 @ 14
Country Kolls 11 @ 18
Canned Meats
Corned beef, 2 lb. 3 50
Corned beef, 1 lb. 1 85
Roast beef, 2 lb. 3 50
Roast beef, 1 lb. 1 85
Potted Ham, 1/2 50
Deviled Ham, 1/2 50
Deviled Ham, 1/4 50
Potted tongue, 1/2 50
Potted tongue, 1/4 50
RICE
Fancy 6 @ 6 1/2
Japan Style 4 1/2 @ 5 1/2
Broken 2 1/2 @ 3 1/2
SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's, large, 1 doz. 4 50
Durkee's, small, 2 doz. 5 25
Snider's, large, 1 doz. 2 35
Snider's, small, 2 doz. 1 35
SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 00
Wyandotte, 100 1/2 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 1/2 lb. sacks 2 10
56 lb. sacks 2 10
28 lb. sacks 17
Warsaw
56 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20
Solar Rock
56 lb. sacks 24
Common 95
Granulated, fine 1 00
Medium, fine 1 00
SAL FISH
Cod
Large whole 7 1/2 @ 7 1/2
Small, whole 7 @ 7
Strips or bricks 7 1/2 @ 10 1/2
Pollock 5
Halibut
Strips 15
Chunks 16
Holland Herring
Y. M. wh. hoop, bbl. 11 00
Y. M. wh. hoop, bbl. 6 00
Y. M. wh. hoops, kegs 75
Y. M. wh. hoops, kegs 85
Queen, bbls. 11 00
Queen, 1/2 bbls. 5 75
Queen, kegs 65
Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 3 25
No. 10 lbs. 3 25
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

10

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
Maccaboy, in jars 35
French Rapple 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, Cochina 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45
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 12
Ginger, African 18
Mace, Penang 75
Nutmegs, 75-80 25
Pepper, Black 16
Pepper, White 30
Pepper, Cayenne 22
Paprika, Hungarian 45
STARCH
Corn
Kingsford, 40 lbs. 7 1/2
Muzzy, 20 lb. pkgs. 5 1/2
Muzzy, 40 lb. pkgs. 5
Gloss
Kingsford
Silver Gloss, 40 lbs. 7 1/2
Silver Gloss, 16 lbs. 6 1/2
Silver Gloss, 12 lbs. 8 1/2
Muzzy
48 lb. packages 5
16 lb. packages 4 1/2
12 lb. packages 6
50 lb. boxes 2 1/2
SYRUPS
Corn
Barrels 25
Half barrels 28
20 lb. cans 1/2 dz. in cs. 1 60
10 lb. cans, 1/2 dz. in cs. 1 60
5 lb. cans, 2 doz. in cs. 1 70
2 1/2 lb. 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 40 @ 3
Nibs 28 @ 32
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 @ 60
Formosa, medium 25
Formosa, choice 32
English Breakfast
Medium 25
Choice 30 @ 35
Fancy 40 @ 60
India
Ceylon, choice 30 @ 35
Fancy 45 @ 50
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. 1 85
Ojibwa, 5c pkg. 1 85
Ojibwa, 5c 47
Petoskey Chief, 7 oz. 1 90
Petoskey Chief, 14 oz. 3 80
Sterling Dark, 5c 5 76
Sweet Cuba, 5c 5 70
Sweet Cuba, 10c 11 10
Sweet Cuba, 16 oz. tins 5 00
Sweet Cuba, 16 oz. foil 4 00
Sweet Cuba, 16 oz. bxs 4 00
Sweet Cuba, 1/2 lb. 2 25
Sweet Burley, 5c 5 76

11

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. 60
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
Bracer 37
Big Four 37
Boot Jack 37
Bullion, 16 oz. 46
Climax Golden Twins 46
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 35
Keystone Twist 44
Kismet 48
Nobby Spun Roll 48
Parrot 23
Peachey 40
Picnic Twist 45
Piper Heldsick 69
Redicut, 1 1/2 oz. 38
Red Lion 30
Sherry Cobler, 10 oz. 26
Spear Head, 12 oz. 44
Spear Head, 14 1/2 oz. 44
Spear Head, 7 oz. 47
Square Deal 23
Star 43
Standard Navy 43
Ten Penny 21
Town Talk 14 oz. 30
Yankee Girl 32
Smoking
Flat Car 24
Warpath 25
Bamboo, 16 oz. 25
I X L, 5 lb. 27
I X L, 16 oz. pails 31
Honey Dew 46
Gold Block 46
Flagman 46
Chips 31
Kiln Dried 21
Duke's Mixture 46
Duke's Cameo 46
Myrtle Navy 44
Yum Yum, 5c per gro 5 90
Yum Yum 10c per gro 11 50
Yum, Yum, 1 lb. pails 39
Cream 38
Corn Cake, 2 1/2 oz. 26
Corn Cake, 1 lb. 21
Plover Boy, 1 1/2 oz. 39
Plover Boy, 3 1/2 oz. 39
Peerless, 1 1/2 oz. 35
Peerless, 1 1/2 oz. 39
Air Brake 39
Country Club 32
Forex-XXXX 32
Good Indian 26
Self Binder, 16oz. box 20-23
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 13
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 1 00
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, mem 7 25
Butter Plates
Wire End or Ovals.
1/4 lb., 250 in crate 30
1/2 lb., 250 in crate 30
1 lb., 250 in crate 30
2 lb., 250 in crate 35
3 lb., 250 in crate 40
5 lb., 250 in crate 50
Churns
Barrel, 5 gal., each 2 40
Barrel, 10 gal., each 2 55
Clothes Pins
Round Head 45
4 inch, 5 gross 45
4 1/2 inch, 5 gross 50
Cartons, 20 2 1/2 doz. bxs 55
Egg Crates and Fillers
Humpty Dumpty, 15 ds. 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

Palls

2-hoop Standard	2 00
3-hoop Standard	2 35
2-wire Cable	2 10
Cedar all red brass	1 25
2-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
Kat, wood	80
Kat, spring	75

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 75
Double Acme	3 75
Single Acme	3 15
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 85
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 1/2
Wax Butter, short c't 13	20
Wax Butter, full count 20	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
1lb. cans	4 80
3lb. cans	13 00
5lb. cans	21 50

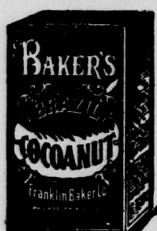
13	
CIGARS	
Johnson Cigar Co.'s Brand	



S. C. W., 1,000 lots	31
El Portana	33
Evening Press	32
Exemplar	32
Worden Grocer Co. Brand	
Ben Hur	
Perfection	35
Perfection Extras	35
Londres	35
Londres Grand	35
Standard	35
Puritans	35
Panatellas, Finas	35
Panatellas, Bock	35
Jockey Club	35

COCOANUT

Baker's Brazil Shredded



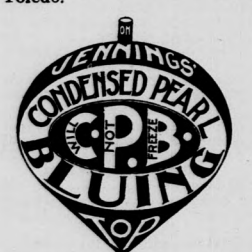
10 5c pkgs., per case	2 60
36 10c pkgs., per case	2 60
16 10c and 36 5c pkgs., per case	2 60

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	.....
Distributed by Judson Grocer Co., Grand Rapids;	
Lee & Cady, Detroit; Symons Bros. & Co., Saginaw;	
Warner, Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.	



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

SAFES



Full line of fire and burglar proof safes kept in

stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Reaver Soap Co.'s Brand



100 cakes, large size	6 50
50 cakes, large size	3 25
100 cakes, small size	3 35
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

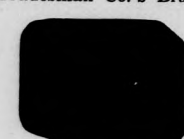
Lautz Bros. & Co.

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, 50 x 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, 1/2 bx toilet	2 10

Proctor & Gamble Co.

Lenox	.....
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. Wisley

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
Kirkolline, 24 4lb.	3 80
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseline	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	
Sapolio, gross lots	9 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 40
Sapolio, hand	2 40
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

Wilmarth Show Case Co.

Show Cases
And Store Fixtures

Jefferson and Cottage Grove Avenues
Grand Rapids, Mich.

ELEVATORS

Hand and Power
For All Purposes

Also Dumbwaiters
Sidewalk Hoists

State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.

Sidney Elevator Mfg. Co. :: Sidney, Ohio

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.

THE biscuit form of **Shredded Wheat**, combined with its fine flavor and *nutritiousness* made it an instantaneous success. Our advertising has been unique—besides magazines, newspapers, car cards, sampling and demonstration,

We've Used Niagara Falls to Advertise

Shredded Wheat
IT'S ALL IN THE SHREDS

Each year, thousands of visitors to the Falls have gone through our factory. They've seen every detail in the process of manufacture from the golden grain to the finished biscuit. Our sanitary methods have given them confidence in its purity and wholesomeness. They have gone home and told their friends about **Shredded Wheat**, and as a result **Shredded Wheat** is *better known* and therefore *easier to sell* than any other cereal food. Take advantage of this and keep **Shredded Wheat** prominently displayed—you'll have lots of sales, and every sale means good profit to you. **Shredded Wheat pays.**

The
Shredded Wheat Company
Niagara Falls, N. Y.



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.

Good farm in Kingman County, Kansas, to exchange for stock of merchandise. Geo. V. Smith, 158 N. Market St., Wichita, Kan. 644

Factory Site—150 horse water power, on railroad, near county seat. Virgil Nash, Allegan, Mich. 643

For Sale—Or trade, drug store in Indiana country town. Address Wm. H. Rupp, Hoagland, Ind. 642

For Sale—National cash register in A1 condition, original cost \$525. Used three years, easy payments. J. V. Zuber & Co., Fessenden, N. D. 641

Wanted—Several good, clean stocks of general merchandise in exchange for improved farms in Central and Northern Iowa. For further information write Iowa Realty Co., Emmetsburg, Iowa. 640

To Exchange—I will trade general merchandise for cash register, computing scales, floor scales, small safe. Address Lock Box 87, Olney, Ill. 637

For Sale—A first-class stock of groceries in best county seat town in Kansas. Will invoice 7 to 8 thousand. Sales last year over 80 thousand. Will reduce stock to suit purchaser. Business established over 40 years. Reason for selling, other business. Address A. B. C., care Michigan Tradesman. 638

Do you want to purchase any line of high class business in the West? If so, Write us. Members Portland Realty Board. Address Portland Investment & Realty Co., Yeon Bldg., Portland, Oregon. 639

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

Township bonds for sale, \$5,000 for building State Reward road, in Greenwood township, Wexford County, Michigan. For particulars enquire of John Bell, Township Clerk, Baxter, Mich. 634

For Sale—A first-class bakery and property. Address 124 S. Franklin street, Greensburg, Ind. 630

For Sale—Good paying, well established dry goods and shoe business in city of 46,000 inhabitants in Central Eastern Michigan. Best location in city. Stock about \$10,000, fixtures \$600. Store building 50 ft. front, 40x54 long, also five room house in rear of store. Six fine living rooms over store, all with gas, sewer, water and electric lights. A bargain for \$7,000. \$6,500 will buy it, 1/2 cash, balance easy payments. Stock can be reduced to suit buyer. Don't write unless you mean business. Address No. 628, care Tradesman. 628

Completely furnished hotel and restaurant for sale, everything in first-class condition. Best location in city. Feed from 500 to 600 people a day and take in from \$75 to \$105 daily. Rent very reasonable. Price, \$2,500. Good place for anyone to make money. Owner leaving city. Enquire J. A. P., 324 Cherry street, Toledo, Ohio. 635

Canada Farm Bargains

320 acres improved near town, black soil, good buildings, a large portion ready for drill next spring, half crop payments. Also half section of clean raw land for \$20 per acre.

BROWN & PHILLIPS.

Regina, Sask.

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

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

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

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

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

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

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

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-Griser Advertising & Sales Co.
907 Ohio Building Toledo, Ohio

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

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

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

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

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—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

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

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

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

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

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

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

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

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

HELP WANTED.

Wanted—Married clerk who speaks Holland to work in general store in country town. Wages, \$40 per month. Address No. 636, care Michigan Tradesman. 636

Wanted—An experienced clerk, one who can speak German, for general store. Not too good to work but a hustler. Burns & Kibler, Persia, Iowa. 627

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 A1. 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 Co-Operative Real Estate Company, L 371 Marden Bldg., Washington, D. C. 443

Want ads. continued on next page.

STEEL STAMPING ALL KINDS

Patented articles made and sold on royalty basis

GIER & DAIL MFG. CO. LANSING



We Manufacture

Public Seating Exclusively



Churches We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.

Schools The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.

Lodge Halls We specialize Lodge Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

BUSINESS CONDITIONS.

Bank Statements, Old National Lease Slump in Stocks.

The bank statements have been called for, showing conditions at the close of business September 1, and it is expected they will be out this afternoon. Considerable interest attaches to what the showings will be. Under normal conditions there ought to be a substantial increase in the deposits, representing the cashing in of the fruit crop and the growth of the family savings during the summer months, and there usually is an expansion in the loans and discounts, indicating what the merchants and manufacturers are doing in preparation for the fall and winter activities. There is an old saying, however, that all signs fail in dry weather, and this summer has been dry. The prolonged furniture strike has been part of the drouth. Unsatisfactory conditions in general business have had their influence here. The possibilities of widespread labor troubles are felt in Grand Rapids as well as in other parts of the country, and what the bank statements ought to show may be just the other way. The banks, while feeling the uncertainty, have had a fairly good season and those that declare quarterly dividends will have their usual melon cutting on October 1. The Commercial Savings, in fact, has already declared its quarterly 2 per cent., and has transferred \$10,000 from undivided profits to surplus. This will put the surplus at \$50,000, or 25 per cent. of the capital and there will still remain about 10 per cent. in undivided. The Fourth and Peoples at 2½ per cent. and the Kent State at 2 per cent. are the other quarterly dividend payers, but they have not yet acted. That they will meet the expectations of stockholders as usual may be put down as a certainty.

The plan to finance the building of a new hotel to replace the Pantlind has not yet been perfected. In a general way, the idea has been to organize a hotel company to take over the property, build the hotel and manage it. The financing of the project, no doubt, will involve the issuing of mortgage bonds to be taken by business men, manufacturers, the banks, capitalists and others interested in giving the city better hotel facilities or who may desire a tolerably safe investment. The carrying through of the plans will make a material change in the Old National's statement. The hotel property is now carried on the books as the home of the Bank and as an asset of \$266,776.73. If it is taken over by the hotel company the Old National will drop out of the landlord banks and become a tenant and the "banking house, furniture and fixture" account will drop down to a comparatively nominal figure. The Bank will, of course, hold its old corner—the corner it has occupied for more than fifty years—but it will be under a lease. There may be some interesting points in connection with this lease. In the old days the bank held a ninety-nine year lease of its

quarters from Martin L. Sweet. Later the Bank acquired the property and the point that may be raised is whether the old lease can be revived or whether a new lease will be necessary. The old lease would mean an abiding place for fifty or sixty years, which would be very nice, while a new lease with the hotel corporation might be only for the twenty years of its corporate existence, and then renewal. There is no possibility of controversy arising, but there are some interesting questions that might be raised.

Since the slump in the stock market there has been considerable investing by local capitalists in the listed stocks and preference has been given, it is stated, to those of substantial and known value, like New York Central, Union Pacific, Atchison, United States Steel, etc. This movement has diverted interest from the local securities, and even the best of the local have dragged. This, no doubt, will continue until the stock market goes up again, and then those who have been putting their money into the standard and listed securities will "clean up" and will then have more money than ever for nearby enterprises. One of the advantages of the listed securities is the ease with which they can be converted. However good may be the locals, it is often difficult for the holder to get his money out should he need the money. There are some notable exceptions, of course, but, as a rule, the local stocks are notoriously slow, and this detracts seriously from their attractiveness as investments and makes some people cautious about taking hold of them. This condition is probably unavoidable, but it is unfortunate, because it is the direct cause of a great deal of Grand Rapids money going out of town.

Vegetables and Produce To Be Sold by Weight.

Toledo, Sept. 5.—If the grocers and hucksters of Toledo keep their agreement no more groceries, vegetables or other produce will be sold by measure in this city and the dealers will adhere strictly to the new law which provides that all such commodities must be sold by weight or numerical count.

During the last few days W. W. Kelchner, City Sealer of Weights and Measures, has secured the signatures of more than 500 grocers and hucksters of Toledo to an agreement by which the dealers bind themselves to buy and sell only by weight, beginning September 15.

"Most of the grocers and other dealers in the city," said Kelchner Friday, "have been complying with the new law since it went into effect a few weeks ago, but I have had considerable trouble recently with several hucksters on the Superior street market. In many cases the measures used by these hucksters were short. When I asked why they did not obey the law they told me that the grocers with whom they dealt refused to buy or sell except by measure. The hucksters said that

they could not sell exclusively by weight and hold their trade.

"I did not believe these statements to be true," said Kelchner, "as I had talked with most of the grocers in Toledo and found, with only one or two exceptions, that all were heartily in favor of the new law. In order to convince any skeptical persons that Toledo grocers wish to buy and sell only by weight I circulated the agreement and nearly every dealer in the city signed it."

Kelchner said that the new law will be strictly enforced and that any dealer who is detected in selling any of the tabooed commodities by measure will be prosecuted.

The number of pounds to the bushel for staple commodities is as follows:

	lbs.
Irish potatoes	60
Sweet potatoes	50
Onions	55
Dried peaches	33
Dried apples	22
Apples	48
Tomatoes	56
Peaches	43
Turnips	60
Carrots	50
Beets	56
Beans	60
Peas	60
Wheat	60
Rye	56
Oats	32
Clover seed	60
Timothy seed	45
Hemp seed	44
Millet seed	50

Buckwheat	50
Hominy	60
Flax seed	56
Barley	48
Malt	34
Hungarian grass seed	50
Lime	70
Bituminous coal	80
Cannel coal	70
Corn, shelled	56
Corn, on ear	68

The cradle must go. The Chicago Department of Health has had its field nurses investigating the extended use of the self-rocking cradles and declares they should be done away with. These cradles can be wound up and will keep rocking for half an hour. According to one doctor, they cause a baby to get seasick, and contract nervous diseases. The old fashioned cradle and the new fangled kind are condemned alike.

BUSINESS CHANCES.

For Sale or Rent—Good store building, double front, with living rooms above; only one other store in town. Price right. W. B. Alfke, Owner, Lily, S. D. 649

For sale or exchange for farm, stock shoes and dry goods. Address Merchant, care Tradesman. 647

Wanted—To rent store in small town or city for shoe stock. Address No. 648, care Tradesman.

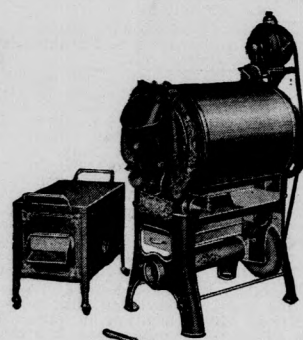
For Sale—Clean stock of general merchandise, including buildings in country town in the Thumb of Michigan. Inventories \$3,000. Reason for selling, failing health. Can reduce stock. Address Lock Box 107, Colling, Michigan. 646

A complete drug stock for sale at a great bargain or will exchange for real estate or will take an automobile as part payment. Can be seen at our store. We also have a full line of new and second-hand store fixtures. Michigan Store & Office Fixtures Co., 519 N. Ottawa St., Grand Rapids, Michigan. Both phones 1846. 645

Do You Handle Coffee

Would a 200% increase in your coffee trade with perhaps five cents additional profit per pound interest you? You can just as well have it as not.

We can put you in the coffee business RIGHT. We are doing it for thousands of progressive merchants as fast as we can make the machines.

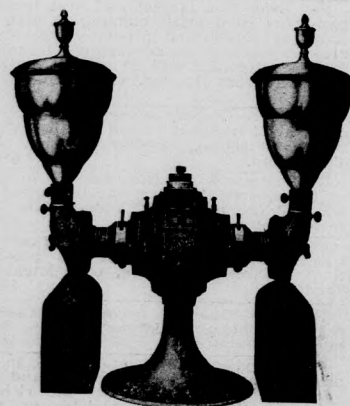


One of several styles

Our ROYAL SYSTEM not only includes the ROYAL Electric Coffee Mill and Roaster, but the aid of our Service Department, which is in the hands of experts.

If you believe that you could handle from three to five times the amount of coffee trade you now have, our complete booklet will interest you. Write for it today.

We also manufacture Electric Meat Choppers and Meat Slicers.



The Mill that CUTS the Coffee

The
A. J. Deer Company

172 West Street

HORNELL, N. Y.

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
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**The Words of
The Wise Merchants**

Getting in the "Cheap Class"

B. H. ALBEE

In the "Grocers' Review"

"Shun price-cutting as you would the plague. Let your customers understand that everybody is always treated just the same in your place; that you are selling a good grade of goods for a fair price, which yields you a reasonable profit. No man or woman wants you to do business for nothing. They don't themselves. But if you are foolish enough to offer them something lower than they can obtain the same thing elsewhere, then you have established the fact that you are more or less cheap."

Mr. Grocer, the *only* flaked food sold in America which does *not* go to the price-cutter at a *lower* price than to the average buyer, is

Kellogg's

"Won its FAVOR
through its FLAVOR"





PURE SALT IN THE PACKAGE THAT PROTECTS

Here's How We Induce Your Customers to Buy Shaker Salt

In all our advertising this year we offer to users of SHAKER SALT a genuine cut glass shaker for two trademarks cut from the SHAKER boxes and 10 two cent stamps. See big circular enclosed. Many thousands of women are sending for these shakers every month—buying SHAKER SALT to get them too.

SPECIAL OFFER

Now we want to connect up your store with our advertising. You help us, we'll help you. That's Team work. On receipt of your order for two cases (24 cans retailing at 10c in each case) for SHAKER SALT at \$1.60 per case we will send you carriage prepaid, two of our genuine, imported cut-glass salt shakers free, on condition that you use them in your store or in your window in making a display in connection with SHAKER SALT. These shakers have cut-glass caps—no metal of any kind.

With each order we will also send one of our beautiful seven color, four piece window trims. You can make a most attractive window-display by putting in the window trim and placing some SHAKER SALT with the cut-glass salt shakers in the window. After you have made the display the shakers are yours.

Hundreds of grocers who have used this window display have told us of their greatly increased sales as a result.

We will send you, besides, a neatly printed poster calling attention to our offer that will catch the eye of every woman passing your window. It means money in your till to co-operate with our advertising because we help you sell SHAKER SALT and SHAKER SALT pays you a profit of 50%. Send your order to us today.

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Manufacturers of the Purest Salt in the World

CUT OUT THIS SPECIAL COUPON

With 2 cases of Shaker Salt (24 cans retailing at 10c each, \$1.60 per case) also ship me 2 genuine all cut-glass salt shakers FREE.

Name _____ Address _____

My Jobber's Name _____

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Mark X in

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Mail Coupon to Diamond Crystal Salt Co., St. Clair, Mich.



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