

The Buyer's Guide for 5, 10 and 25c Merchandise

The success of a 5, 10 and 25 cent department just like any other, depends upon right buying—right selection of goods and right prices.

And to buy right, to be sure of yourself in every particular, you have to keep posted.

In this our catalogue will help you. Its every issue lists no less than 12,000 items to retail at 5 and 10 cents and 3,500 to retail at twenty-five. Its prices are plainly printed and GUARANTEED NET, its descriptions are complete and accurate.

You'll find it a buyer's guide in every sense of the word. An index to the complete market. With it you keep in constant touch and have a working basis for every purchase you make.

It belongs on your desk where you can turn to it quickly. There it will act the part of silent counsellor, position you as to the quality and price of every item you wish to purchase.

Have you our current number? If so, look at it from this new standpoint—The "Buyer's Guide" standpoint. If you haven't it, write us today to send you one. Ask for No. F. F. 927.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS

Sample Houses: Baltimore, Cincinnati, Kansas City, Milwaukee, Omaha, San Francisco, Seattle

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.

Went to the Bottom of Things

ALBANY, N. Y., June 24, 1911.

MONEYWEIGHT SCALE CO.,
514 Broadway, Albany, N. Y.

Gentlemen:—Replying to yours, asking how I like my
DAYTON MONEYWEIGHT ELECTRICAL SCALES,
will say.

About a year ago I decided to equip my two stores with
computing scales, not knowing which was best and hearing
so much talk, I decided to equip one store with DAYTON
and the other with Toledo.

After six months I found out which was the scale for
me, the store equipped with DAYTON'S was making money,
and the one equipped with Toledo's was just holding its own,
so it did not take me long to dispose of the Toledo's and buy
more DAYTON'S.

I am convinced you have the best scale both for time
saving and accuracy. Yours very truly,

HENRY A. STERNFELD,

177 Madison Ave., Albany, N. Y.

OUR 1911 CATALOGUE IS JUST OUT, BETTER SEND FOR ONE

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 mer-
chant'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 del-
inquents.

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.

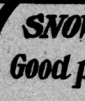
Name Address



SNOWBOY
Won't hurt
your hands



SNOWBOY
Weighs more



SNOWBOY
Good profits



SNOWBOY
Washing powder

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 13, 1911

Number 1460

SPECIAL FEATURES.

Page	
2.	Forty Years Ago.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
10.	Detroit Produce Market.
11.	Books of Account.
12.	Butter, Eggs and Provisions.
14.	Shoes.
16.	Sorry for the Boy.
18.	Saginaw Valley.
20.	Woman's World.
22.	Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.

AWAY UP NORTH.

Itinerary of the Trade Extension Excursion.

The wholesalers and jobbers held their annual dinner meeting at the Pantlind Monday night to discuss plans for the annual Trade Extension Excursion and how to make it most effective. About fifty of the city's representative business men attended and much enthusiasm for the trip was manifested. Wm. B. Holden, chairman of the Wholesalers' Committee, presided and, in opening the meeting, he spoke briefly of the importance of the Trade Extension Excursion, of the benefits to be gained from it and upon the desirability of a large and representative party taking it. The wholesalers have their Merchants' Week in June, when they welcome to Grand Rapids their customers and friends, and the Trade Extension trip is the return visit when trade friendships are strengthened and more of them formed.

S. A. Krause, of the Transportation Committee, briefly outlined the plans for the trip. It is hoped to have sixty to seventy-five wholesalers and jobbers in the party and, with a band of fifteen pieces, they will travel north on the G. R. & I. to Mackinaw and around to Cheboygan, visiting every town along the way. The trip will consume four days and will be taken in a special train of four compartment sleepers, with two diners, a day coach and a combination coach and baggage car attached. Following is the itinerary arranged: Tuesday, Sept. 26.

Leave	
Grand Rapids ...	7.00 a.m.
Arrive	Stop
Rockford	7.35 a.m.—30 min.
Edgerton	8.12 a.m.—10 min.
Cedar Springs ...	8.30 a.m.—1 hour
Sand Lake	9.40 a.m.—30 min.
Pierson	10.15 a.m.—20 min.
Howard City ...	10.45 a.m.—45 min.
Morley	11.45 a.m.—30 min.
Stanwood	12.30 p.m.—30 min.
Big Rapids	1.20 p.m.—2 hours
Paris	3.30 p.m.—20 min.
Reed City	4.05 p.m.—1 hour
Orono	5.15 p.m.—15 min.
Ashton	5.35 p.m.—20 min.
LeRoy	6.05 p.m.—30 min.
Tustin	6.45 p.m.—30 min.

Hobart	7.25 p.m.—10 min.
Cadillac	7.45 p.m.—night
Wednesday, September 27.	
Leave	
Cadillac	6 a.m.—
Arrive	Stop
Lake City	7.00 a.m.—30 min.
Jennings	9.00 a.m.—30 min.
Cadillac	10.00 a.m.—3 hours
Gilbert	1.15 p.m.—10 min.
Manton	1.30 p.m.—35 min.
Walton	2.20 p.m.—20 min.
Fife Lake	2.50 p.m.—40 min.
S. Boardman ...	3.40 p.m.—20 min.
Kalkaska	4.20 p.m.—1 hour
Leetsville	5.30 p.m.—10 min.
Westwood	5.50 p.m.—10 min.
Antrim	6.05 p.m.—20 min.
Mancelona	6.30 p.m.—night
Thursday, Sept. 28.	

Leave	
Mancelona	8.30 a.m.
Arrive	Stop
Alba	8.45 a.m.—30 min.
Elmira	9.30 a.m.—30 min.
Boyne Falls	10.15 a.m.—40 min.
Boyne City	11.15 a.m.—2 hours
Walloon Lake ...	2.00 p.m.—20 min.
Clarion	2.30 p.m.—10 min.
Petoskey	3.00 p.m.—eve
The evening will be spent at Petoskey and the train will leave about 1 o'clock for Cheboygan.	
Friday, Sept. 29.	

Leave	
Cheboygan	9.00 a.m.
Arrive	Stop
Mackinaw City ..	9.30 a.m.—30 min.
Levering	10.25 a.m.—40 min.
Van	11.10 a.m.—20 min.
Pellston	11.40 a.m.—45 min.
Brutus	12.35 p.m.—30 min.
Alanson	1.15 p.m.—30 min.
Harbor Springs..	2.15 p.m.—90 min.
Kegonsa	4.00 p.m.—15 min.
By way of Petoskey and Alba:	
East Jordan	6.30 p.m.—4 hours
thence to Grand Rapids, arriving here at 6.35 on Saturday.	

R. D. Prendergast, in charge of the commissary department, gave every assurance that good meals would be served enroute and on time. It will be a "dry" excursion, as in former years, no liquors being carried. An informal discussion and exchange of ideas followed, with remarks by Guy W. Rouse, Lee M. Hutchins, E. A. Clements, A. B. Merritt, Frank E. Leonard, Walter K. Plumb, Heber A. Knott, A. J. Brown, Harold Sears, Henry J. Vinckemulder, Wm. P. Carroll, C. J. Litcher and others. The importance of having as many of the heads of houses along as possible was dwelt upon, that the party may be representative of Grand Rapids in the highest degree. The advantage of having two representatives was spoken of by several of the wholesalers who based what they said upon their own experience in former trips.

The benefits to be gained were discussed and it was recalled that in the five years since the last trip was taken through this territory all the towns have grown in population and business capacity, that many changes have taken place among the business men and in conditions and that there will be much to see and learn. With only one line of railroad into this territory this city used to be the only base of supply, but, as the country has settled up and new roads have been built, Milwaukee, Chicago, Detroit, Saginaw and Toledo are striving strongly for a share and Grand Rapids must look after its trade and keep in close touch with it or suffer. The trip will not be wholly for the benefit of the individuals who make up the party, but will be for Grand Rapids and Western Michigan and the good to follow will be felt all along the line.

At the close of the meeting a list of wholesalers and jobbers not present was read and referred to committees in the hope that they could be interested in joining the excursion. More sleepers will be secured if the party is large enough to warrant it.

Success Due To His Own Efforts.

Peter Doran, who died a few days ago, was one of the best known commercial lawyers in Grand Rapids, with a large practice and a wide circle of friends. Born in Canada about 65 years ago, Mr. Doran came to Grand Rapids as a young man. He taught school in the country for several years, worked for John Caulfield and then studied law and was admitted to the bar. He won his own legal education and all that he attained in life was due to his own efforts and abilities. He had courage, resolution and industry and in all his doing was honest and above board. For years he was active in local politics, chairman of the Democratic city committee, member of the State committee and holding other positions of party trust. He was a shrewd manager and, under his control, the Democratic party won successes. His political activity ceased with the advent of Bryanism. As an illustration of his strength of character, Mr. Doran as a young man was inclined to conviviality. One night he carried it to excess. Never after that night was he known to take intoxicating liquors of any kind. He mingled freely with those who drank, often sat at tables when liquors were served, but he never touched intoxicants of any kind himself. In the law Mr. Doran made a specialty of business law and collections and was notably successful in this branch.

Mr. Doran died after a very brief

illness. He suffered a stroke of apoplexy and did not regain consciousness. He left a considerable estate. It is not known that he had any relatives.

Cut Off at the Threshold of Life.

President William H. Anderson, of the Fourth National Bank, and wife have the sympathy of the entire community in the death of their only son, Roger Anderson, last Sunday. The son, an only child, was 20 years old in April last. He was born in this city, attended the city schools and then was sent to the preparatory school at Dobb's Ferry. He was making splendid progress in his studies and was within two weeks of graduation when ill health compelled him to return home. That was two years ago. Gradually he failed, virtually fading away, all that science and the loving and tender ministrations of his parents could do proving ineffective in staying the progress of the disease. He returned Friday from spending the summer in the mountains of Vermont and Sunday the end came peacefully and quietly as though going to sleep. The funeral Tuesday was largely attended, with the service conducted by Bishop McCormick. Roger Anderson was still too young to have made a place for himself in the activities of the world, but he gave every promise of a useful and honorable career. He had high ideals, noble aspirations and generous impulses and to have him cut off at the very threshold of life is the saddest of blows for the parents who idolized him.

Will Manufacture Chemicals.

The Carpenter Chemical Co., which was recently organized in Grand Rapids with a capital stock of \$55,000—\$30,000 preferred and \$25,000 common—has elected the following officers:

President—R. E. Carpenter.
First Vice-President—E. A. Stowe.
Second Vice-President—Henry Smith.
Secretary and Treasurer—C. S. Udell.

The corporation will probably lease the factory at the D & M junction, now occupied by the Terrill Equipment Co., and engage in the manufacture of paris green, lime sulphur and other chemicals and spraying compounds. Mr. Carpenter has been actively engaged in the business for several years and understands the various processes it is proposed to employ. Mr. Udell was connected with the Bennett Fuel & Ice Co. for several years and has always enjoyed an excellent reputation as a business hustler.

FORTY YEARS AGO.

Personal Recollections of Old Time Business Men.

Written for the Tradesman.

James Lyman was a prosperous dealer in dry goods, occupying one of the stores used by the Baxter Co., on Monroe street. Although he was well rated, financially, he lived in mortal fear of an inevitable disaster that would make him a charge on the public. When he died he left an ample estate for distribution among his heirs. One daughter married a Captain Babcock, of the United States Army, and another accepted the hand of an Italian gentleman of more or less distinction in his native country. Mr. Lyman resided for many years in the red brick house now standing near the Christian Science church, on Washington street.

Mr. Lyman's nearest neighbor and competitor in trade was the firm of C. B. Allyn & Co. The firm dissolved and Dr. Allyn moved to Rockford, Illinois, about the year 1870, where he again engaged in the dry goods trade.

Perry Brothers were leading hat-ers on Monroe street, occupying a store in the Moran (now Wonderly) block. John Perry, of the firm, served the city as Alderman of the second ward, also as Deputy Sheriff and Chief-of-Police. He moved to Oregon about 1880 and died there.

Eben Smith was one of the prominent lawyers of the city. He moved to Seattle in 1880, where he acquired distinction in his profession and was elected Judge of one of the courts. He died there three years ago. Judge Smith was driven out of Grand Rapids by Lowell Hall. Mr. Hall had organized the Grand Rapids & Saginaw Railroad Co. and employed Smith to look after its affairs at law. When Major Hall, with or without reason, hated a man, he went about the streets and expressed his opinion of the object of his hatred in bitterest terms to all who would listen to him. In speaking of one who had incurred his ill will, he always interjected the letter "D," and Eben Smith therefore became Eben "D." Smith; Julius Houseman, Julius "D." Houseman; Charles W. Warrell, Charles "D." Warrell. Many others he ridiculed the same way. Hall claimed that Smith had broken faith with him in some one of the many deals in which he engaged. Warrell had failed to furnish some information Hall expected in regard to the signing of the Fountain street grading roll, in which improvement he was interested and Houseman had signed the roll, officially, as Mayor of the city.

James S. Crosby & Co. (James S. and his son, Moreau S. Crosby) were leaders in the insurance business. Their offices were located in the building now occupied by the Johnson Cigar Co., on Canal street. James M. Crosby succeeded his father and grandfather in the business.

Solomon O. Kingsbury was also engaged in the fire insurance business. His offices were in the Lovett building, on the northeast corner of Canal and Pearl streets. Kingsbury

served one term as postmaster. During a large part of his life he owned a fine home located on Fulton street, adjoining the Livingston Hotel. James A. Colyer, Skinner & Willard and William P. Innes & Son were also fire insurance writers of that period. The building located on the southwest corner of Pearl and Campau streets was erected by a man named Ramsey. Originally it was three stories high. The second floor was occupied by Federal officers and the United States Court during a period of ten years before the completion of the first Government building in the city. Monuments and tombstones were cut on the ground floor.

A small public house, known as the Union Hotel, located on the northwest corner of Lyon and Kent streets, was destroyed by fire in the winter of 1866. J. B. Haney was the owner. In later years Mr. Haney served the School Board as principal of the grammar school.

D. S. Hopkins was the first professional architect to locate in Grand Rapids. He opened an office here in 1867 and is still a resident of the city. Among the buildings erected after his plans were the bank on the corner of Pearl and Monroe streets, the Moran (now a part of the Wonderly building), the First Methodist church, the Gilbert building, now occupied by the Spring Dry Goods Company, and the Cappon & Bertsch building, on Canal street. Before his arrival in the city, W. M. Wheeler, a contractor, supplied crude sketches of buildings for various purposes to customers. In later years he had the assistance of Wm. G. Robinson. The latter continued the business on his own account after the death of Mr. Wheeler.

John Grady, a competent builder, engaged the services of George Waddell, a young architect, forty years ago, and opened an office. Among the buildings designed by the firm were the Godfrey-White-Aldrich block, on Monroe street; the Ledyard building, on Ottawa street; St. Andrews and St. James Catholic churches. Mr. Grady superintended the erection of St. James church and while so employed fell from a scaffold and fractured a limb, from which he never fully recovered. After the death of Mr. Grady, which occurred about twenty-five years ago, Mr. Waddell joined his brother, John, and organized the Waddell Manufacturing Co.

In the fall of 1866 A. S. Parsons came here from Kalamazoo, leased rooms on the fourth floor of the Luce block and opened the Grand Rapids Business College, with Prof. C. G. Swensberg in charge. Parsons did not seem to have much ready money and Prof. Swensberg advanced funds to pay rent and other expense bills. After a few months Swensberg took over the school and continued the management of the same many years. He was successful, the school paying him handsomely. A considerable part of his means the Professor invested in unprofitable manufacturing enterprises and lost it. The Professor finally purchased an interest in the Herald, which he held at the time of his

death, about fifteen years ago. Prof. Swensberg long cherished the desire to erect a handsome fountain in the center of Campau Square and present it to the public. Had he lived, without doubt, he would have carried out his purpose.

Arthur S. White.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

This is the week of the Thumb District Fair in Port Huron and the Tunnel City people claim that the Thumb Fair is the only one in the State which compares with the Michigan State Fair, held in Detroit.

The Genesee County Fair will be held in Flint the first week in October. The cash premium list of \$20,000 is fully 25 per cent. larger than ever before.

The Young Men's Business Association of Port Huron will conduct a good roads campaign this fall among the farmers of St. Clair county.

The proposition of holding a big apple show in Jackson this fall is being discussed by citizens of that city and it is possible that the Chamber of Commerce will get behind the movement.

Saginaw has been trying for nearly six years to get a wholesale produce market, and Secretary Tracy, of the Board of Trade, says that the delay is due to the cumbersome methods under the old charter and is evidence of the need of charter revision and the commission form of government as soon as the law will allow it.

Space is being taken rapidly for the Industrial Fair to be held in Jackson October 16-21.

The fifth annual convention of the American Peat Society, held at Kalamazoo Sept. 21-23, promises to be one of the most important meetings held this year in the State.

Sept. 21, or "Taft's Day," has been arranged for at Kalamazoo, the doings beginning with a parade on the President's arrival and ending with a banquet.

One of the big conventions of the State, the State Teachers' Association,

will be held in Detroit Nov. 2 and 3.

It is estimated that the summer colony at Port Huron spent \$300,000 there this season and the city will continue to "cultivate" this profitable branch of its business life.

Business men of Hudson held a picnic at Devil's Lake Sept. 4, the merchants donating a fine list of prizes.

St. Louis has entered into a long term contract with a private milling company for the purchase of the water power and lands there.

The Big Rapids Board of Trade will erect a three-story modern plant for the new broom factory just secured for that town.

South Haven observed labor day in a unique manner. A Peach Festival was held under the auspices of the Board of Trade and sixty-five bushels of ripe, luscious, melt-in-the-mouth peaches were given out free to all comers. The Festival proved such an unqualified success that it will be made an annual affair.

Gaylord has formed a Boosters' Club, with Orren A. Phelps as President and S. G. Nicholl as Secretary. The by-laws are not long or complicated, and read: "Article 1. Boost. Article 2. Boost. Article 3. Boost." One of the first things undertaken will be the landing of an automobile factory.

Almond Griffen.

Eager For the Struggle.

A man of business is like a soldier of the regiment. Like the well-trained soldier who delights in the clamor of battle, the enterprising business man is eager for the struggle of competition. He likes the excitement of contending for supremacy. He delights to overcome those who oppose him and he finds genuine pleasure in outwitting his rivals.

Helping Business.

Redd—I see it is said that the automobile industry provides a livelihood for 1,000,000 persons.

Green—Gee! Are there as many doctors and helpers in the hospitals as all that?

The per capita consumption of codfish is greater in England than in any other land.

Order Your Fur Coats Now

Increase Your Business and Profit on These Goods by Offering the

SUNBEAM BRAND



This line is thoroughly adapted to the needs and desires of every purchaser. It offers a rare combination of style, comfort and beauty, backed by the well known wearing qualities of all Sunbeam goods.

Our tanneries are especially equipped for this class of work; our tailoring department depends only on skilled labor. The fact that the entire work is done by one firm means lower prices than you could possibly get from others who must buy the finished material.

If you already haven't one, let us send our latest catalog featuring these goods. We will quickly convince you of the profit on Sunbeam goods.

Write us today.

Brown & Sehler Co. :: Grand Rapids, Mich.

Fighting Prejudice and Fraud.

I once called on a former customer of our house in anticipation of an easy order. I knew that this dealer had the contract for roofing a new elevator that was being constructed in that place and as my line of tin plate for that purpose was the best on the market, I had visions of a large order gained without any trouble.

When I approached the dealer I did so without mentioning the fact that I knew he had the contract for the roofing; determined to sell him strictly on the merits of my goods.

He was in a very ugly humor when I mentioned my line and refused to allow me to interest him. To my leading questions he refused an answer. He refused to talk. It was then that I saw if I was to get his order it would be on the strength of my knowledge of the contract.

When I opened this subject and questioned him, he very reluctantly admitted that he had the contract.

"Your roofing would never be accepted by the company, though," he said. "They have not a bit of use for the stuff your house turns out."

"Will you please explain why?"

"Well, when the grain company built the old elevator, Brown, who had the contract—he is my competitor in this town—insisted on using the roofing that you folks make. It turned out mighty poor. If you do not believe it, you can go and look at the old elevator for yourself. The roof's as full of holes as a sieve."

This statement aroused all my combativeness, and I would have liked to fight. But that would not have done any good and would only have placed myself and my proposition in a more unfavorable light. So I remained calm and told my informant that I certainly should require proof of what he had said.

"Come on," he said, "I'll take you to the old elevator and after you get a look at it you won't be likely to talk your goods in our town again."

We went there, and after much climbing at the risk of our lives got on the roof of the old elevator. Apparently what the dealer had said of the roof was true. Most of the roofing was full of pin holes and on the first glance I thought that it bore our trademark.

The dealer had that "I told you so" smirk on his face as I looked up at him, and I was about ready to give in when I happened to notice something peculiar about the way the roofing was laid.

I examined it closer. I saw that only every other sheet of the roofing had rotted, and that only the alternate sheets bore our trademark. The good sheets were ours and the rotted ones that of a competitor who made a cheap imitation. I showed my companion this and he "changed his tune," as the saying is, right away. I did not have to argue the merit of my goods after that—the contrast between the two was sufficiently convincing.

"I always knew that Brown was a

fraud," the dealer said at last. "He sent in a pretty big bill for the roofing—and saved a little something for himself on the deal by placing half the order for a cheap imitation."

Later he introduced me to the President of the grain company, and when I left them I had an order for all the roofing for the new elevator.

F. W. Nye.

Activities in Some of the Indiana Cities.

Written for the Tradesman.

Two prominent ice dealers of South Bend are defendants in suits brought by the city, charging them with giving short weight to customers.

The County Fair held at Laporte was a decided success, both in exhibits and in the attendance.

Wabash will hold a booster celebration Oct. 3 to 5, with aeroplane flights and other attractions.

The Indianapolis Trade Association will visit Ft. Wayne Sept. 26 and 27, going to Richmond by special train on Wednesday.

The fifth annual Corn School celebration will be held at LaGrange Oct. 2 to 6, and two of the leading speakers will be Michigan men, Governor Osborn and "Good Roads" Earle.

Huntington has secured a new industry, the Reversible Hame Co., which will start operations with thirty men, gradually increasing the force.

The adoption of a vehicle tax has been recommended to the Common

Council of Ft. Wayne by the Commercial Club of that city. Laporte passed such an ordinance recently, while at New Albany the vehicle tax ordinance is now pending in the Council. South Bend has had an ordinance in force since July 1, while such a tax has been in effect in Indianapolis for seventeen years. The Indianapolis rates are \$2 to \$7 for horse-drawn vehicles, \$1 for bicycles and motorcycles and \$3 for automobiles.

Indianapolis has a municipal asphalt street repairing plant and all patching of asphalt streets is done under the direction of the City Engineer. The system is a money saver for the city.

Evansville has formed a "Come-Back Club," of which everybody is a member and on the committee to boost for Homecoming Week and the Merchants' Festival, held Sept. 24 to 30.

Attendance records were broken at the State Fair, Indianapolis, last week, the number exceeding 148,000. The gate receipts were much larger than last year, passes having been largely abolished.

Bluffton wants a beet sugar factory. Almond Griffen.

The Accurate Grocer.

The Housewife—What do you mean, sir, by circulating the report that I am an idle gossip?

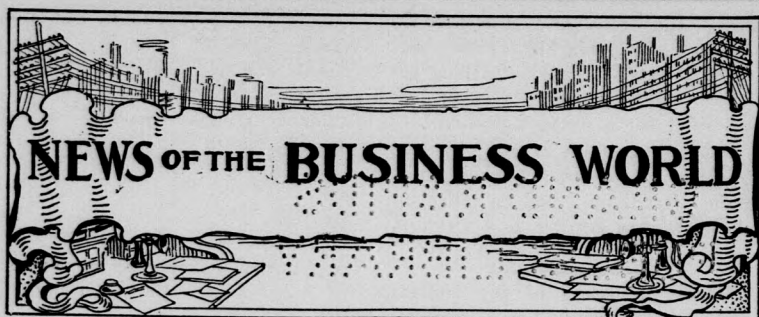
The Grocer—Madam, you do me grave injustice. I said you were the busiest one within ten blocks.

ROYAL

BAKING POWDER
 Absolutely Pure
 The only baking powder
 made from Royal Grape
 Cream of Tartar
 No Alum, No Lime Phosphate

ALL grocers should
 carry a Full Stock of
 Royal Baking Powder.

It always gives the
 greatest satisfaction to
 customers, and in the
 end yields the larger
 profit to the grocer.



Movements of Merchants.

Greenville—C. E. Wellman has bought the Beeman restaurant.

Richland—E. D. Slater, harness dealer, has moved his stock to Augusta.

Flint—Palmer & Lawrence succeed Haskell & Rapley in the grocery business.

East Jordan — J. J. Moulter has opened his new grocery in the rear of the Fair Store.

Detroit—The Central Distributing Co. has increased its capital stock from \$50,000 to \$66,000.

Corunna—William Cole has leased the Setzer building and engaged in the meat business here.

East Jordan—Frank Bender and Milan Greenman will open a meat market on Main street.

Wexford—The general store of Plotter & Richards has been succeeded by Charles Richards.

Battle Creek—L. C. Snearly succeeds Frank Davidson in the meat business at 413 Maple street.

Battle Creek—The grocery stock of Lewis C. Frickey has been purchased by Kennison & Pearce.

Port Huron—The Goldsmith Cloak & Suit Co. has changed its name to the Michigan Cloak & Suit Co.

Ludington—F. Clark, formerly of Elgin, Ill., has opened a confectionery, fruit and cigar store here.

Bad Axe—Clarence Townsend, recently of Mt. Clemens, has engaged in the boot and shoe business here.

Menominee — Richard Edling has sold his stock of drugs to Henry Neville, who took immediate possession.

Carsonville—The capital stock of the State Bank of Carsonville has been increased from \$20,000 to \$25,000.

Mendon — McGraw & Son have sold their stock of meats to G. A. Royer, who took immediate possession.

Kalamazoo—Doty & Sanford, music dealers, have dissolved partnership, E. W. Doty taking over the interest of his partner.

Lansing—M. A. Jones, formerly of the drug firm of Jones & Houghton, has purchased a drug store at Plymouth and will locate there.

Ithaca — Robert Anderson has opened a grocery store here, having removed his stock from Shepherd, where he was engaged in trade.

Adrian—Frank Ehringer and Harley L. Cole have formed a copartnership and engaged in the commission business on West Maumee street.

Mt. Clemens—William C. Kaiser has leased the bakery recently suspended by Stansell Bros. and will

continue the business under his own name.

Middleton—Leboski Bros., who conduct a clothing store at Owosso, have opened a branch store here under the management of J. H. Leboski.

Coldwater—Parrish & Co. will occupy the store vacated October 1 by H. E. Scattergood. The latter firm is closing out its stock of silverware, clocks, etc.

Williamston—Cheney Bros., meat dealers, have leased the Webber building and are fitting it up for a bakery and lunch room, which they will open soon.

Detroit—The Peninsular Fish Co. has been organized with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$2,000 paid in in cash.

Muskegon—A new company has been organized under the style of the Terry Tea Co., with an authorized capital stock of \$5,000, all of which has been subscribed.

Kinde—The Farmers Grain Co. has engaged in the elevator business with an authorized capital stock of \$10,000, all of which has been subscribed and \$6,000 paid in in cash.

White Cloud—The White Cloud Oil & Gas Co. has been incorporated with an authorized capitalization of \$10,000, of which \$1,800 has been subscribed and paid in in cash.

Menominee—N. J. Nordin, dealer in clothing, has admitted to partnership his sons, Edward and Clarence, and the business will be continued under the style of Nordin & Sons.

Frederic—P. K. Dinsmore & Co., who conduct banks at Tower, Turner and Linwood, have opened one here under the style of the Frederic Bank, with Thomas D. Meddick as Cashier.

Boyne City—James Curry and William Sutton have formed a copartnership and combined their stocks of meat and will continue the business under the style of Curry & Sutton.

Battle Creek—J. P. Trelease and A. D. Smith, who conducted a clothing store under the style of the Queen City Clothing Co., have closed out their stock and will retire from business.

Benton Harbor—Creditors of A. S. Miles & Co., shoe dealers, are trying to decide on some plan of compromise. If this fails they will, undoubtedly, file a petition in bankruptcy.

Jeddo—The Grant Elevator Co. has engaged in business to deal in farm products, etc., with an authorized capital stock of \$15,000, all of

which has been subscribed and paid in in cash.

Ludington—Jacob Lunde, formerly connected with Groening & Washatka, shoe dealers, has engaged in the clothing business on South James street, under the style of the Lunde Clothing Co.

Grawn—The new store building now being constructed at the four corners three miles south of this place will be occupied by Mr. Rex with a general stock. His address is R. F. D. No. 1.

Kingsley — Peter Brautigan has sold his stock of groceries, hardware and agricultural implements to his sons, George and Henry, who will continue the business under the style of Brautigan Bros.

Hastings — Frandsen & Keefer, who have conducted a department store at Eaton Rapids for the past two years, have removed their stock here and will continue the business under the same style.

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

Kalamazoo—C. F. Leathers and E. J. O'Neill have formed a copartnership and engaged in the coal, wood and coke business at Kalamazoo avenue and Porter street under the style of Leathers & O'Neill.

Manistique—W. W. Parker has sold his interest in the grocery stock of Parker & Lindsley to his partner and the business will be continued by Gust. and Emil Lindsley under the style of Lindsley Bros. Co.

Battle Creek — Eugene Freeland, dealer in meats at 254 Main street, east, has formed a copartnership with Milan Van Syckle and will in the future conduct the business under the style of Freeland & Van Syckle.

Munising — Messrs. Izard and Rudd, late of Centerville, Chippewa county, have closed a deal whereby they take over what has been known in the past as the Munising bakery, located in the McDougal Mercantile Co's block. The new firm expects to open for business in about two weeks.

Battle Creek—The T. H. Butcher Co., shoe dealer, has taken in two new members—William D. Black and Frank P. Hickman—who have been connected with the house in the capacity of clerks for several years. With the acquisition of the two new members the capital stock was increased.

Detroit — James A. Cowell has opened a clothing store at 50 and 52 Michigan avenue. Mr. Cowell began his career with C. R. Mabley in 1883, and after four or five years there, went to the J. L. Hudson store, remaining there for a like period of time. About 1893 he accepted a position as clothing salesman with R. H. Traver, and later assumed the management of the men's clothing department when that concern became known as the Traver-Bird Co., about eight years ago.

Manufacturing Matters.

Crystal Falls—The Hollister Mining Co. has increased its capital from \$25,000 to \$500,000.

Allegan—The Kowalk Cooperage Co. has been organized and opened for business immediately.

Detroit—The capital stock of the Morton Motor Car Co. has been increased from \$5,000 to \$10,000.

Traverse City—The J. E. Greilick Co., operating a planing mill, has increased its capital stock from \$50,000 to \$75,000.

St. Johns—M. S. Hunt has sold his feed mill to Jay Harper, recently of Olive, who will continue the business under his own name.

Detroit—The Folding Scaffold Bracket Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Grand Ledge—After having been closed down for the past two months, the American Semer Rifle Co. has resumed operations. The company has a pay roll of \$1,000 per week.

Detroit—The Maul Co. has been incorporated to manufacture artificial stone and cement products, with an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash.

Detroit — The Thieme-Gill Co., manufacturer of steam and hot water filters, has changed its name to the Detroit Heating & Refrigerating Co. and increased its capital stock from \$10,000 to \$15,000.

Detroit—The Standard Condensed Milk Co. has engaged in business with an authorized capital stock of \$60,000, of which \$30,000 has been subscribed, \$300 paid in in cash and \$25,000 in property.

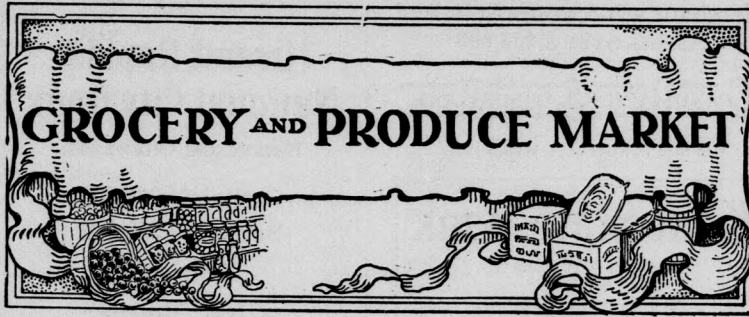
Detroit — The United Brass & Foundry Co. has been incorporated with an authorized capitalization of \$10,000, of which \$5,700 has been subscribed, \$1,000 paid in in cash and \$1,500 in property.

Detroit—A new company has been organized under the style of the Detroit Metal Window Screen & Strip Co., with an authorized capital stock of \$18,000, of which \$9,000 has been subscribed and paid in in cash.

Ludington—E. E. Rogers, who until recently was sales manager of the Handy Things Co., of this city, has accepted a similar position with the Oshkosh Manufacturing Co., successor of the Oshkosh Logging Tool Co., Oshkosh, Wis.

Pontiac—Alfred De Laire, manufacturer of paints, has merged his business into a stock company under the style of the De Laire Paint Co., with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,000 being paid in in cash and \$8,000 in property.

Fennville—Henry Lamb has sold his interests in the Fennville Milling Co., the Sanocide Co. and the Fennville Electric Light Works to his partner, Marc Hutchinson. Mr. Lamb will engage in other business here and Mr. Hutchinson will control the three concerns independently. He will enlarge and otherwise improve all of the property.



The Produce Market.

Apples—Wealthy, Maiden Blush and Twenty Ounce Pippin, fetch 75c per bu.

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

Beets—60c per bu.

Butter—Receipts are normal for the season and the quality is running exceptionally good. All grades are in active demand, both solids and prints. The market is firm, with a higher tendency, although without change for the week. Throughout, the market is in good shape and everything is cleaned up on arrival. Local dealers hold No. 1 creamery at 25½c. They pay 22c for No. 1 dairy and 17c for packing stock.

Butter Beans—\$1 per bu.

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

Carrots—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 are about normal for the season, and the market is healthy and firm at 2c advance for the week on high grade eggs. The bulk of the receipts are fancy and the outlook is for a continued firm market during the next few days. Local dealers pay 18c, loss off, del.

Grapes—Wordens, Concord and Niagaras, 10c for 4 lb. basket and 12c for 8 lb.; Delawares, \$1.75 per doz. for 4 lb. basket; Wordens 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, \$1 @1.25 per crate.

Onions—90c per bu. for home grown.

Oranges—Late Valencias, \$4.75.

Peaches—Late Crawford and Elbertas, \$1.75@2 per bu.; Prolifics, Kalamazoo and Ingalls, \$1@1.25 per bu. The crop is coming in in fine shape.

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—German Prune, \$1.65; Damsons, \$1.75.

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

Potatoes—Market holds around the dollar mark and very little accumulation is shown in any variety.

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

Radishes—10c per doz.

Squash—30c per bu. for crookneck.

Sweet Potatoes—Early shipments have arrived and are selling at \$4.50 per barrel.

Tomatoes—75c per bu.

Veal—Local dealers pay 6@11c.

Watermelons—Indiana comand \$2 per bbl.

Henry Riechel, who is engaged in the drug business at 166 Bridge street and also at Fourth and Stocking streets, and who recently purchased the J. Roland Clark drug stock at 38 West Bridge street, has merged the three businesses into a stock company under the style of the Henry Riechel Drug Co., with an authorized stock of \$38,000, all of which is subscribed and paid in in property. The stockholders and the amounts held by each are Henry Riechel, 300 shares; Ida Riechel, 50 shares; Frank F. Failing, 15 shares, and Charles A. Boese, 15 shares.

The Stewart Sanitary Stock Trough Co. has merged its business into a stock company under the style of the Stewart Sanitary Feed Trough Co., with an authorized capital stock of \$25,000 common and \$5,000 preferred, of which \$25,000 has been subscribed and paid in in property.

A. E. McGuire is now at his home, on Madison avenue, where he is convalescent from typhoid fever. He is gradually regaining his health.

J. B. Moran has discontinued his 5, 10 and 25 cent store on South Division street, near Cherry, and moved his stock to Barabas, Wisconsin.

Jay Dunn, grocer at 338 West Bridge street, has filed a trust mortgage, naming Bastian Rademaker as trustee. His liabilities are \$749.

Sutter & DePute have engaged in the grocery business at 613 North Coit avenue, succeeding A. B. Shriver, trustee.

Wm. F. Moughler, dealer in dishes at 239 South Division street, has recently discontinued business.

The Grocery Market.

Sugar—The market has not been as high and in as bad a shape in many years as at the present time. The supply is also very small and it is expected that there will be a great shortage before new beet arrives in sufficient quantities to relieve the situation. The demand has continued of a good size during the past four or five weeks, as it was right in the preserving season when the housewife was almost compelled to have supplies, regardless of price. Arbuckle has advanced the price of granulated to 7c f. o. b. N. Y., and is the only refiner who is able to make prompt shipments. The American is offering granulated at 6¾c, but can not accept orders for shipment under four weeks. Howell, Warner and the Federal have withdrawn from the market altogether.

Tea—The market in Japan has advanced fully 1c in the past two weeks and stocks are materially reduced. The scarcity of China greens is almost certain to make a still higher market for Japans. There is a brisk demand for Formosas and the new summer Oolongs are of good quality. The ruling of some of the United States customs collectors, requiring a chemical analysis of tea importations, is causing considerable delay in releasing teas, for which a few importers may thank themselves by trying to work in teas slightly colored, the result being a closer scrutiny and some heavy rejections by failing to pass inspection. China blacks show a strong market and a large business is being done. The quality of the second crop Congous is good. Stocks of low grade are now practically exhausted with no further supplies.

Coffee—Rio and Santos grades have advanced ¼@½c during the past week. The advance is probably speculative to a certain extent, although there is scarcity in spot stock. The market is well supported by the large interests and the future seems as strong as the present. Mild coffees, which, as previously reported, have been relatively much lower than Brazils, have also shown some advance during the week. The consumptive demand for coffee has been fair. Java and Mocha are unchanged and dull.

Canned Fruits—There is no great amount of business being transacted on account of prices being higher than a year ago. It would seem, however, that the present range of prices on all lines of berries is warranted as the supply is very small. Reports from the West state that supplies in many of the different grades of fruits are cleaning up rapidly and the offerings of new pack California fruits have been very small as yet. The market on gallon apples is as firm as ever. The demand for most kinds of fruits has not been very active on account of fresh fruits being plentiful and prices reasonable.

Canned Vegetables—Prices of corn and tomatoes hold about the same as a week ago and the demand is only fair from most retailers as well as consumers. The pea situa-

tion is the same as reported a week ago, wholesalers being unable to get sufficient supplies in any grade unless it might be soaked, but it is hardly possible that this grade will fill the demand for any other grade.

Dried Fruits—Raisins are quiet at ruling prices. Currants are in fair demand at ruling prices. New fruit will arrive around October 1. Prunes are a little easier and there is some reason to believe that the crop will be larger than was represented some time ago. Packers are willing to sell small sizes on a 5½c basis f. o. b. coast, which is a drop of ½c. Peaches are a little weaker on the coast and buyers have therefore temporarily lost interest in the market.

Syrup and Molasses—Glucose is without change. Compound syrup is dull and without change but its selling season will open very shortly. Sugar syrup is dull at ruling prices and so is molasses.

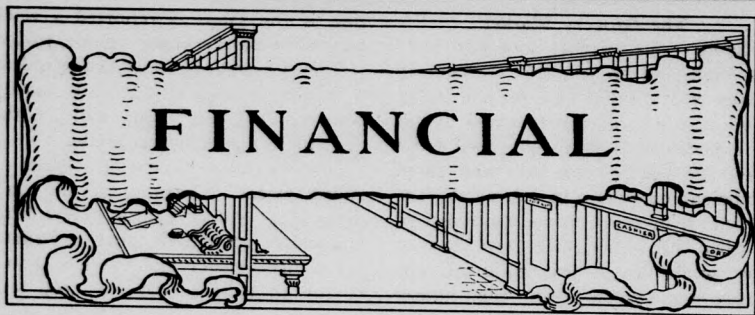
Cheese—The quality is showing considerable improvement during the week owing to better pastures and conditions. The make is about as usual for the season and the market is very healthy at ruling quotations. No radical change seems in sight.

Rice—Prices are unchanged during the week just passed and reports from the South state that the market at New Orleans is very firm at present quotations. The receipts of rough rice are much smaller than last year up to the present time.

Canned Salmon—The opening prices announced on many lines of canned salmon last week are about 25c per dozen higher than those of a year ago. It is reported that many orders for futures have been confirmed. Opening prices will admit of a one pound tall being retailed at 15 and 20c and a one pound flat at 25c. The salmon situation is unlike that of vegetables or fruits because the housewife can can the latter products herself, while there is nothing she can substitute for salmon.

Fish—Cod, hake and haddock are high and will probably remain so during the season. The demand is light as yet. There is nothing new to report in the salmon situation, except that some of the packers seem to have a surplus of new pack to sell, in spite of pro rata deliveries. Salmon will be high, however, throughout the season. Domestic sardines show no change. The market is unchanged, except that one packer is reported to be underselling the market. Imported sardines should be firm, if the reports of short pack are true, but the market seems lackadaisical in this country, and not much interest is being taken or business doing. Mackerel has been active, but at prices that show no change. Mackerel are ruling on a rather low basis, and some operators predict higher prices in the near future. The sales of new mackerel have been very good.

Wm. Barr and Wm. Benson, grocers and confectioners at 162 West Bridge street, have placed a chattel mortgage in favor of B. Salm, covering all fixtures, amounting to \$100.



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.	299 1/2 302
Am. Lt. & Traction Co. Pfd.	105 106
Cities Service Co. Com.	75 1/2 75 1/4
Cities Service Co. Pfd.	79 1/2 79 1/2
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.	80 80
Denver Gas & Elec. Co. Bonds	92 1/2 94
Fourth National Bank	180 185
Furniture City Brewing Co.	95 96
General Motors Com.	40 41
General Motors Pfd.	80 1/2 81 1/2
Globe Knitting Works, Com.	135 136
Globe Knitting Works Pfd.	100 101
Grand Rapids Brewing Co.	205 210
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	165 165
Holland Sugar	18 18
Kent State Bank	250 252
Lincoln Gas & Elec. Co.	30 32
Macey Company Pfd.	97 99
Michigan Pacific Lbr. Co.	12 1/2 12 1/2
Mich. State Tele. Co. Pfd.	99 1/2 100 1/2
Michigan Sugar Co. Com.	112 1/2 113 1/2
Old National Bank	196 198
Pacific Gas & Elec. Co. Com.	66 67
Pacific Gas Elec. Co. Pfd.	88 90
Peoples Savings Bank	210 210
Sag. City Gas Bonds	97 98 1/2
St. Louis Sugar Com.	19 1/2 20
United L. & R. Co. Com.	53 1/2 55
United L. & R. Co. 1st Pfd.	81 1/2 83
United L. & R. Co. 2nd Pfd.	71 71
Sept. 12, 1911.	

Changes Disclosed By the Bank Statements.

The conditions of the banks now compared with their condition six months and a year ago can best be shown by the figures taken from the official statements. Here are the figures:

	Sept. 1. '11	Mar. 7. '11	Sept. 1. '10
Loans and discounts	\$19,413,557	\$19,416,998	\$19,238,481
Bonds and mortgages	8,588,228	7,785,461	7,626,298
Reserve and cash	7,047,824	7,070,249	6,622,086
Per cent. cash and deposits	22.7	23.5	22.4
Surplus and profits	1,902,870	1,863,462	1,857,298
Commercial deposits	11,465,974	10,768,867	10,833,287
Certificates and savings	15,748,332	15,326,737	14,406,224
Due to banks	3,525,533	3,547,980	3,913,527
Total deposits	31,034,793	30,016,600	29,474,227

There has been little expansion in business, as indicated by the loans and discounts, but the total now is some \$630,000 greater than on June 7. The bonds and mortgage account is materially large, which may mean that the banks have had more money available than the commercial demand called for, and have found it necessary to take on investment securities. The reserve and cash has not changed to any marked degree. If the growth in surplus and undivided profits does not seem as large as it ought for the year it should be remembered that the merging of the Grand Rapids, the National City and the City Trust and Savings have taken place during the year and that the Grand Rapids Savings Bank has converted \$50,000 of its surplus into capital. If these two transactions are taken into consideration it will be found that the year has been a high-

ly prosperous one for the banks. The Old National has added \$45,000 to its surplus and undivided profits during the year, the Fourth National \$5,000, the Kent State \$59,000, the Peoples \$10,000, the Commercial \$17,000 and the South Grand Rapids \$1,000. Changes have taken place in the other banks which makes comparison unfair. The Michigan Trust Company, however, makes the greatest showing, with a gain of nearly \$100,000, or 50 per cent. of its capitalization.

It is in the matter of deposits that the banks come out the strongest. The commercial deposits have had their ups and downs, but the total now is \$632,000 greater than a year ago. The certificates and savings have made steady gain and are now \$1,342,000 greater than a year ago, and of this gain \$422,000 has come in the last six months, a period that more than covers the furniture strike. The total deposits are \$1,560,000 greater than a year ago.

If the loans and discounts made a better showing the statements would be very satisfactory, as indicating a prosperous condition in this business jurisdiction, but as it is there is nothing to be ashamed of. The business men and manufacturers have

\$697,000 more ready money to their credit in the banks than they had six months ago and the banks themselves are well supplied with available cash, and it may be expected when general conditions improve that there will be an opening up that will make things hum. It has many times been said that capital is timid, and it is equally true that it is hard to make dollars remain idle when other dollars are to be made, and as soon as politics and labor agitations and tariff and a few other things are disposed of the dollars that are piling up in the Grand Rapids banks will get to work.

Overdrafts are not as a rule looked upon as desirable, whether secured or unsecured, and yet to acquire an overdraft account is about the first thing a new bank does, and the old bank that has not such an account is the exception. It may be interesting to know just what the overdraft

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

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits
6 Million Dollars

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

3 1/2 %

Paid on Certificates

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

Grand Rapids
National City Bank

Monroe and Ottawa Sts.

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

City Trust
And Savings Bank

Campau Square

BRANCH

Monroe and Division Sts.

Capital \$200,000
Surplus 40,000

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

There is Nothing in Safe Banking that we Cannot Perform

PEOPLES SAVINGS BANK
OF GRAND RAPIDS, MICHIGAN

RESOURCES		Condition May 15, 1911	LIABILITIES	
Loans	\$1,796,212 34		Capital Stock	\$ 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 %	

THE FOURTH NATIONAL BANK

UNITED STATES DEPOSITORY

GRAND RAPIDS, MICHIGAN

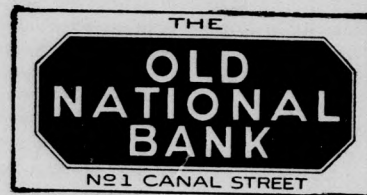
OFFICERS

WM. H. ANDERSON, President
JOHN W. BLODGETT, Vice Pres.

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

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.

Capital
\$800,000



Surplus
\$500,000

Our Savings Certificates

Are better than Government Bonds, because they are just as safe and give you
a larger interest return. 3 1/2 % if left one year.

WE WILL

BUY---SELL---QUOTE

Securities of BANKS, TELEPHONE, INDUSTRIAL AND
PUBLIC SERVICE CORPORATIONS
Ask for our quotation sheet

C. H. Corrigan & Company

343 Michigan Trust Building
Long Distance Telephones—Citizens 1122, Bell 229

Grand Rapids, Michigan

We Only Issue Plain, Understandable

LIFE INSURANCE POLICIES

With Guaranteed Values. Lowest Rates.

The Preferred Life Insurance Co. of America

Grand Rapids, Mich.

JAMES R. WYLIE, President

WILLIAM A. WATTS, Sec'y and Gen'l Mgr.

Financial

accounts in Grand Rapids amount to, and here are the figures:

Old National	\$ 804.18
G. R. National City	6,002.59
Fourth National	935.73
G. R. Savings	4,907.81
Kent State	396.85
Commercial	5,633.65
City Trust and Savings ...	5,178.08
South Grand Rapids	213.24

Total\$24,072.13

The overdrawn account is sometimes the result of carelessness on the part of the patron, sometimes they represent a deal going through, the account to be adjusted as soon as the transaction is completed, and almost always they represent a spirit of accommodation on the part of the banker. No one bank has a great amount of this undesirable asset, but the aggregate is considerable and at 6 per cent. stands for nearly \$1,500 a year. It may be added the banks are careful to whom they extend the overdraft favor. There are some men in town who could not have an overdraft not even if they put up the money to gain the distinction.

All but two of the city banks are home owners, and the amount invested in banking house furniture and fixtures, as shown in the statements, is \$770,334.42. Here are the figures, and also the showing as to "other real estate owned," which means property taken over as security for loans or acquired through mortgage foreclosure:

Banking House Furniture and Fixtures.

Old National	\$293,234.42
G. R. National City	140,000.00
Fourth National	150,000.00
G. R. Savings	
Kent State	75,000.00
Peoples	35,000.00
Commercial	65,000.00
City Trust and Savings ..	1,000.00
South Grand Rapids	11,000.00

Total\$770,334.42

Other Real Estate.

Old National	\$ 3,428.50
G. R. National City	
Fourth National	
G. R. Savings	
Kent State	6,192.17
Peoples	17,455.46
Commercial	
City Trust and Savings ...	
South Grand Rapids	

Total\$27,06.13

The Old National has the largest home owning investment, with a total of \$293,234.42. This includes the Pantlind Hotel and the adjoining Weston building, and it is likely its income from rentals pays a fair interest on the entire investment. The Grand Rapids National City inventories its real estate and furniture at \$140,000, which includes the old National City Bank corner, now occupied by the City Trust and Savings. What rent the City Trust and Savings pays is not known, but 6 per

cent. on \$140,000 is only \$8,400, and there are any number of business houses that would jump at the chance to get the bank quarters at that rental, and there are other rental income from the property besides. The Fourth National owns its building and the offices above are well rented, but even although it received no rental income it is apparent that as rentals go in Campau square that it has its own quarters at a very low rate. The Grand Rapids Savings is not a home owner and has written off its investment in furniture and fixtures. The Kent State does not own its main office building, but it has the title to its old quarters on Canal street and also to some of its branches. The Peoples owns its building and so does the Commercial, and the latter owns its South Division branch building as well, and home owning is profitable with rentals that more than cover interest on the investment. The City Trust and Savings is a tenant of the Grand Rapids National City and puts its furniture and fixtures at a nominal figure. The South Grand Rapids owns its own building and has a rental income that materially reduces the cost of ownership. As for "other real estate" owned the banks in this city are well fixed, with probably three descriptions covering the entire holding. There was a time when all the banks were loaded with real estate, but in recent years there has been a general clearing up.

One Instance of Bank's Charity.

Nothing had been said that would have put the manager of the trust department of the Chicago bank on the defensive.

The writer who heard the story does not believe his friend was boasting.

And this is the story:

A husband, the father of two small children in Chicago, was killed by a trolley car and under circumstances that did not involve the Street Railway Company. The man had a cottage with a big mortgage on it. He had a few hundred dollars in bank and owned a little realty that had been paid for.

After the funeral the dead man's estate passed through the Probate Court in regular routine and the trust department of this particular bank was appointed to care for the interests of the children. The mortgaged house property was left subject to the mortgage, as a home for the family. The other property was sold, the cash accounted for, and when the widow had received her share of the estate \$800 was left in trust for the small daughter and the still smaller son.

The widow soon afterward decided that she would open a toy and notion store in proximity to a school and a crowded section of the city. She confided to the manager of the trust company.

"We'd better look that over for you," suggested the manager, and a man was sent out as an expert to look over the books of the concern and make a general business survey

of the field. The result was that the widow bought the place for one-third less than the price the owner had asked her.

But hampered by the care of the children and having no knowledge of the business, the investment failed, costing the woman two or three hundred dollars of her small inheritance.

Without consulting the trust company the next time, the widow opened a boarding house, on rather an extensive scale. She put almost all of her capital into it. When the house was fitted up and tenants invited, she discovered that the neighborhood did not justify the rates that she felt necessary to keep it going. She worked hard and to the best of her ability, but she found that she was losing money.

In her distress she went back to the manager of the trust department of the downtown bank and wept out her hard luck story. Again a man was sent out to make a survey. He saw where the woman's judgment had failed. Her kitchen and dining-room had eaten out the possible profits. An advertisement in a local newspaper accidentally suggested a purchaser for the place. Again a man went out from the banking house and negotiated the sale of lease and furniture. He did so well that not only the loss in the venture was covered but a profit of \$150 was made on the venture.

Disasters Come Rapidly.

Just before the woman was to leave the house, however, the small boy, 4 years old, was playing with a kitchen knife and his sister, charging down on him in play, struck the point of the knife against her cheek bone and the point of the blade was deflected into her eye, destroying the sight of it. The small boy, horror stricken at what he had done, ran out of the house and into the street just in front of an automobile. He was picked up with his leg broken at the knee.

"We had a widow on our hands who had made a failure of business," said the speaker. "More than this, we had the responsibility of \$800 belonging to two children, both of whom were seriously injured. How did we come out of it?"

"Well, as a starter—confidentially—we falsified our books in charg-

ing \$50 to advertising, when that \$50 really went to hospital treatment for the two children. We sent a man out who got the woman a permanent place at \$2 a day. The holder of the mortgage on the house came to us, suspicious. We told him the circumstances and he replied that he'd be as generous as we were—and in cutting the interest and making other concessions I think he did quite as much as we did.

"And what did we do? Well, we have charge of the administration of an estate that instead of showing a fair profit is going to cost us money!"

"Yet most people have an idea that a bank's charity consists only of an officer's personal check, written in favor of some charitable move that is prominently in the eyes of the public."

Hollis W. Field.

Have you ever noticed that when people are too poor to afford them, they always have crayon portraits of pa and ma?

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

We will be glad to send you
our weekly quotations

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

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.

BOND DEPT.

of the

Continental and Commercial Trust and Savings Bank

The capital stock of this bank is owned by the Continental and Commercial National Bank of Chicago.

Combined Assets over \$200,000,000

Offer high grade Municipal, Railroad and Corporation Bonds and Debentures to yield investors 3½ to 6%. Correspondence invited.

J. E. THATCHER, Michigan Representative, 1117 Ford Building.
GEO. B. CALDWELL, Manager Bond Department.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Corner Ionia and Louis Streets,
Grand Rapids, Mich.

Subscription Price.
One dollar per year, payable in advance.
Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued according to order. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents each.
Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 13, 1911

SEIZING THE OPPORTUNITY.

While laying the foundation for one of their new buildings a few days ago the University of Pittsburg made the discovery that it was directly over an old coal mine, and a five-foot vein of good coal is now an unexpected addition to its resources. It does not expect to work the mine exhaustively. Not a bit of it. The proposed building of mines and metallurgy will be located so that the class may have the unique feature of laboratory work in a real coal mine an advantage never enjoyed by any other similar institution. Old residents now recall the fact that many years ago a mine existed on this ground. But the black diamonds in their present location will be worth more as an educational feature than in any other way.

The author of the Spencerian system of penmanship had only the sandy beach of Lake Erie upon which to work out his beautiful curves yet so successfully did he accomplish his plan that the impressions in the fleeting sands have been rendered permanent. Constant application with the material at hand accomplished the work.

The steam engine alone is of comparatively little worth. It is in its countless applications as a mechanical power that it has made itself a world-wide power. The gasoline engine is fast coming to the front in the same way its adaptabilities being even more varied. It is not so much the things themselves as the way we use them which are a measure of their power.

It is ours not only to strive for the good things of this world, but to so use them as to realize full value out of them. The coal mine in itself has a commercial value; but its peculiar position intensifies this. Here will be shown the practical part of the work in union with the scientific. It is in this union that the real worth of any thing is tested.

THE MUSHROOM HARVEST.

The mushroom season has already ushered in a goodly number of fatalities with others doubtless to follow unless more precautions are taken. There are always some who

think they know a mushroom from a toadstool and yet these are liable to be sadly mistaken. It is an unfortunate condition that while there are many more edible than deleterious fungi, the number of the latter is sufficient to render extreme care necessary in their gathering. One should almost be a specialist if determined to use them.

Some years ago the State Botanist of New York issued a very elaborate report on the fungi of the State; yet that this has not been sufficiently distributed is attested by the fact that most, if not all, of the fatalities thus far reported have occurred within the limits of that State. While there are of course, special rules for different localities, some of the general ones given in this report may prove helpful:

The common mushroom, especially numerous during September in pasture fields has gills of a beautiful pink hue which turn darker with age. While several others of doubtful quality have the pink gills, this darker tint with age is described as peculiar to the edible species. Morels and puff balls are all edible and if these species are mastered thoroughly one may feel safe. The attempt to form iron-clad rules regarding most of the species has been vain. The only sure one is to learn each species by its own specific characters. If you absolutely know only one kind firmly reject all others, even good enough to eat. Life is too precious to be hazarded through trying experiments, even although in your own mind you can tell by the odor the difference between the edible and the poison species. Some of the distinctions are so slight as to require the aid of an expert.

MAN'S DEGENERACY.

Threatened with a scarcity of male summer visitors town commissioners at Rehoboth, Del., are wondering what inducements they can hold out to get the men to spend their vacations there. At present the town is crowded with pretty girls, the pick of Delaware and Maryland, yet for some reason the men are so scarce that the appearance of one of a marriageable age almost creates a sensation on the board walk. In the hopes of bringing more men there an excursion was arranged from Baltimore and nearly 400 young women were at the station anxiously awaiting the train when it rolled in. As the train stopped a sob of anguish arose when exactly twelve men stepped from the crowded cars and 388 young women were compelled to retire to the board walk, once more to pace the promenade without escort and to buy their own ice cream. Oh, for the days when knighthood was in flower! What's the matter with the young men, anyhow? Why don't they show the gallantry of their sex and "toe the scratch" like the men of former days? Instead of hanging over bars, sitting in club corners "chewing the rag" and talking scandal, they should be in the society of good girls, planning honeymoons and making straight the path of the future.

WHAT THE GUARDS COST.

We complain about the expenses on every side and some of these might be easily eliminated if we did not at every turn prove ourselves but "children of a larger growth." Look where we will, and there are rules enforced officially which every sane person should voluntarily observe. These cost the municipal funds. And we complain about the high taxes when in reality we are paying others to compel us to be good.

Of course, there are the habitual law breakers, against whom there is no other protection, but there are also a host of minor offenses, due rather to indifference or impudence than to any other cause. Take the management of the ordinary city park. There are continual infringements of rules with no special gain to the violator, yet direct injury to the public as a whole unless the policeman is on constant guard. Flowers are confiscated, trees and shrubs mutilated and other liberties taken which would soon result in serious trouble.

In the zoological gardens there is the constant temptation to feed the animals or stir them up, despite the fact that overfeeding may result disastrously in some instances. They have a life hard at best, and must have their rest when needed. In plant life we see names cut on the beautiful white birch or the smooth-barked beech, the writers apparently oblivious to the fact that they are thereby disgracing themselves in the act. The mahogany benches in art museums are transformed into picnic grounds. Countless other transgressions are made by those who know better and consider themselves law abiding citizens. They respect private property but abuse public privileges. For these, guards and watchmen must be in constant service. Are we not a people who can so conduct ourselves that we may be more trusted? Why the constant tendency to take advantage, to crowd, in places where we should mutually aim to preserve and protect?

SOAP VS. THE FLY.

Some one comes to the front with an alleged new way to dispose of the fly problem, which he considers the thing exactly. It consists of placing an ordinary drinking glass half full of soap suds on the window ledge and covering it with a slice of bread in the center of which a hole large enough to admit a fly easily is cut, the under side of the bread being nicely spread with molasses. The flies are attracted by the sweets; and while eating the molasses the fumes from the soapy water overcome them and they eventually fall in to it and drown.

This is an old way of solving the problem well known to our grandmothers before better ones were invented. The great objection is that it attracts other flies besides being a messy dish to have around. The schemes which kill without alluring a crowd of mourners for every dead one prove on the whole, preferable. Tanglefoot has not this drawback.

The wire fly trap is better than the bread and soap because there is less to call the flies from afar. As for poisoned preparations—shun them. They are a dangerous nuisance used in any way. The victims are liable to fall into food products. Recently a lady who is very careful in most respects found her baby just on the point of picking up one of these poisoned insects. Don't use poison!

The piece of wire screen cloth folded and fastened to a long handle is the cheapest safest and best solution of the problem. There is no trouble later from the fly which has been thoroughly swatted. There is no odor to attract other flies. Screens provide against a promiscuous entrance of the plague and the blow from the double fold of screen cloth fixes those which have stolen in. Aim to have as little as possible to attract, rather than concocting doses of sugar and molasses to invite them and all their cousins and aunts.

BEING CROWDED.

Some one says "When you are crowded, just keep on moving." This is first rate advice in many instances. As a rule, the crowd will help to carry you along, if you go with them; but it is dangerous business to try progressing in the opposite direction. You assume that they are, on the whole, moving toward the desired goal. Yet you may swing round in an easier and more direct path if you but watch your chance.

Sometimes the smaller ones are trampled down in the crowd, literally killed. This is the case in the plant world. The skilled farmer has learned that the best way to kill out the worst weed pest is to put in a crop of strong growing plants and give them the very best care. If we are in danger of being crowded out our salvation rests in getting in something so much better that the weeds will be overpowered. This is done every day in the year by the man who believes in good goods. He can choke out the shoddy every time, no matter how much he at first seemed to be crowded.

Then there are those who are supple enough to mount right over the heads and shoulders of the crowd who rise to the surface like a duck on the water. They have much of determination and of confidence. They believe there is a place for them in the world above the common crowd. They resolve to take this and to hold it by their work. They believe in the dignity of labor; in the worth of their calling. They honor their profession and the public soon learn to look up to them with respect. They remain in the crowd and yet are not jostled by it, just because they keep above the surface. Being crowded only pushes them up higher.

The danger in the crowd is in allowing ourselves to be pushed back rather than forward; down rather than up.

Keep your organs in harmony if you want to escape harm.

ONLY FOR HUSTLERS.

Whoever dared to look down the list of "wanted" employes will be apt to find, expressed or implied, that only such applicants as are hustlers will be engaged. Of course drones are not wanted. Equally, of course, the advertiser has all the steady, even-going men he wants and now, if the hustler cares for the job with the distinct understanding that commercial results only will be expected and received, there are fine prospects for both agent and firm.

The argument is a common one. "If you want anything go after it for all you are worth." Let up? Never. Morning, noon and night and between times keep constantly at it. Even the poet sings, "And he, while his companion slept, was toiling upward in the night," or words to that effect. Without hustling what would have become of the world's great undertakings, the inventions and the fabulous fortunes? Echo answers, "What?"

There is something in all this. The time has been when it was something less than criminal to believe or to think anything else. Like Shylock, "Money is your plea," and with that the American nation, with every man a hustler, has "sailed in," and lo! we have become the leading nation of the earth. In every sense of the word we are it in big capitals and also in big capitals we have done it by hustling.

Yet the thought does come and will come. Is the hustler as such a necessity? We may not have had quite so much, but are we so much better off for the unexampled surplus? Hustle, be it understood, means to follow up with the intensity of the weasel the purpose, the quarry with never a let-up until the game is within our grasp. Time is not a matter to be reckoned with, the attainment is the only consideration, and so, that reached, the hunt is over and the results are ours. And these results? They have too often been paid for at prices we can not afford to pay. Think of giving for a surplus of unneeded dollars the companionship of one's family, the tender and intimate love for books, the unsatisfied longing for music and pictures and the precious time—ours no longer—for nature and for travel. The hustler has got through now with his hustling and the cash is his, but what is this to him who brings only exhaustion and weariness to the table whose good things he can not eat and to the luxurious bed which has no rest to offer to the weary, worn-out, would-be sleeper? Yet this is what the hustler wins only too often. His clinking dollars give pleasure now only as he thinks of the fierce struggle it required to acquire them and the still fiercer struggle it will require to retain them. Behind him he looks back upon the arid waste, his hustling ground, that and nothing more. There are no pleasant places where he sat down and rested, no home—he gave that up long ago—with family and friends, no boys and girls—he sacrificed even them for this sur-

plus—to make his declining years a comfort and a delight. What interest has he now in the spring flowers, blossoming at his feet, in the sky and stars over his head? He never knew them and now, that his hustling days are over, it is only the clinking coin that can comfort him and he derives no genuine pleasure from it.

OUR WASTEFUL FARMING.

Anyone who has seen the rain-washed, red hills of Virginia and Georgia is able to realize how prodigal have been the people of those two old states in the waste of their farming lands. The rule long was, when fields were worn out with successive cultivation, they were turned out for the sedge grass and briars to take possession, while forests were cut down in order to get fresh land.

In Europe, where the lands have been farmed for more than a thousand years, they get better yields than we, notwithstanding our new lands. According to the statistics of the Agricultural Department, there has in the last ten years been a slight increase in the average yield in the great staples in farm products, but in the same period the population of the country has grown more rapidly than either the yield per acre or the acreage. Within one hundred years the country will have three times as many people as at present, and the main bulk of that food supply will have to be grown on American soil.

Just to show how much room for improvement there is in America, it may be mentioned that the average yield of wheat in the United States is under fourteen bushels per acre. At the same time, on what should be the worn-out soil of Germany, they are growing twenty-eight bushels of wheat to the acre, and in England it is thirty-two to the acre. It is the same way with oats. America gets thirty bushels an acre, England gets about forty-five, and in Germany they worry along on forty-seven. Meantime, American land, instead of improving, is growing poorer, and will continue to grow poorer unless there be use of some of the methods that old Europe can teach.

Farming authorities say America can easily double its average yield of wheat per acre if it will only use a method of farming that conserves the soils.

INDUSTRY AND ENTERPRISE.

"Your country is wonderful," says Togo; "but the most striking thing of all is the industry and enterprise of the people." "Those who expected the illustrious military man to stand in open-eyed wonder before our great battleships, who endeavored to divert him from his course that he might visit the steel industries of Pittsburg and witness the actual making of armor plate, may feel a tinge of disappointment. But Togo is a man of peace as surely as was Grant. And his tribute is one of which every citizen should be proud.

Industry has been for centuries a synonym for some countries which are not the most progressive. Take

Holland, for instance. No one doubts her industry and her frugality. Every moment, every material thing is made to count. Yet in the reckoning little account has been taken of time, of new methods of doing things. In childhood days the writer recalls passing a humble farm home in the structure of which no nails were used. Even the picket fence surrounding the yard was put together with wooden pegs whittled by the industrious owner. Long winter evenings had, no doubt, been filled with the honest toil, and he prided himself upon the neat home at small cost; but enterprise would soon show him the mistake he had made in using the pegs when nails are so cheap.

Industry and enterprise hitched together make a team which can not be excelled. The one pegs away, the other pushes ahead. Industry unaided by enterprise soon sinks into a mere plodder; enterprise without industry builds air-castles which never materialize. The one is the necessary complement to the other; and united they can accomplish wonders with the nation or with the individual. The best in civilization is due to the combination of forces; and the best is yet to come, because of the amalgamation.

A Philadelphia newspaper man thought he was insane after he had studied a question propounded to him and consulted a specialist on mental diseases. The question was: "Did you ever notice, in these large Western towns, where there are more men, women and children than there are inhabitants, that the population is greater than in smaller Eastern towns of the same size where there aren't near so many people? After the alienist had heard the question he told the newspaper man to send the one who asked it to him, for "he's the one who needs to see me."

A man in Chicago is suing some pie manufacturers for \$20,000 damages because a month ago he ate a piece of the food common in New England as a breakfast delicacy and claims there was zinc in the pie and he swallowed it. The manufacturers ought to turn around and sue him for the price of the zinc which was thrown in extra.

There are nearly 15,000 pupils in the government schools of Egypt.

**GRAND RAPIDS
FIRE INSURANCE AGENCY****THE McBAIN AGENCY**

Grand Rapids, Mich. The Leading Agency

WANTED

Good manufacturing business, to occupy three story brick building 50 x 150 feet with cement basement.

Inquire of

S. J. REDFERN,
Ovid, Mich.

**I Want to Make
the
Acquaintance**

of the merchant who hasn't the time—doesn't know how—doesn't care—to do his own advertising and is willing to use services of an

Expert Advertiser

To such a merchant I'll give 25 YEARS OF ADVERTISING SERVICE, and for him I'll write ads that pull and pull for days and weeks and months—and fill his store with customers from early morn till late at night.

Ads with that HEART to HEART talk in them.

Say n a y to that 10% sales-promoter—he's too costly. Write to me and I'll tell you all about him and his methods.

A sample ad costs you but \$1.00, worth hundreds.

The sooner you try me the better you're off.

Paul the Ad-man

Mid-City Bank Bldg.
Halstead and Madison Sts.
Chicago

WORDEN GROCER COMPANY**The Prompt Shippers**

Grand Rapids, Mich.

Detroit Produce Market

Soiling For the Dairy Cow.

By soiling" is understood the practice of keeping animals away from pasture and bringing their feed green to them. Soiling is quite common in thickly settled districts, while it is almost unknown in sparsely settled districts.

This is because in thickly settled districts land is high and labor is generally cheap, while in thinly settled districts the land is cheaper and labor is higher. In thinly settled districts, therefore, the cheapest thing to do is to let the animals hunt their own food.

As fast as a country becomes developed, it becomes more and more necessary to get the greatest yield possible from each piece of land.

In the case of dairy cows, soiling does this as compared to pasturage. The chief reason is that the ground that produces the green food for cattle will produce a great deal more when it is not tramped.

Every pressure of the cow's feet on the soil compacts it and reduces its power to produce food. Injury results in both dry and wet weather. Sometimes a bare spot in a pasture will remain for several years unproductive. This is avoided by soiling, and the land is made to produce its greatest crop of green feed.

Still another reason for soiling is the saving of manure. When the manure is dropped on the pasture in dry weather, much of its value is lost before it gets into the ground, but when the cows are kept in one place throughout the summer, the manure produced during that time is as great as it is during the winter. It is then put into the soil of the plowed fields, and practically all of it is saved and can be used on the fields which need it most.

There are still other factors in favor of soiling where land is high. One of these is that crops other than grass can be grown on the land, and a greater amount of matter obtained than in the case of grass.

One of these plants is Indian corn, which can be grown for soiling purposes far north of the latitude where it can be grown for the maturing of the seed. Many who have tried soiling have been able to produce fifteen tons per acre, for either direct feeding or for silage.

This makes it possible to keep on the same land more stock than can be kept where the cows are pastured in the summer and fed dry hay in winter.

Soiling makes it possible for good-sized herds of cows to be kept on the edges of cities where it would be im-

possible otherwise. In fact, it is one of the directions in which our dairying will be greatly developed in the future.

R. B. Rushing.

Dairy Strippings.

Don't slight the milking, or the cream check will slight you.

Try to arrange your rush work so you can milk at regular hours.

Milk in as dark a place as possible and thus discourage the flies in pestering the cows.

A coarse blanket, made of an old gunnysack and thrown over the cow at milking time will greatly assist in keeping off the flies, thus adding to the comfort of the animals and the satisfaction of quiet milking.

If you are not supplying those things that aid the dairy cows in avoiding the detrimental effects of this excessive heat you may just expect them to fall off in flesh and dairy production. Plenty of shade, salt and an abundance of pure water are essentials that simply must not be neglected.

If one measly little fly crawls around somewhere on your anatomy and bites you it nearly throws you into spasms. How, then, do you think "Bossie feels" with thousands of these little pests sucking away at her side? And do you think she can come anywhere near doing her best for you under such conditions? It is both merciful and profitable to make use of a good fly repellant at this season.

Trade Bribery in Berlin.

A society has recently been formed in Berlin, Germany, for the purpose of stamping out bribery in business transactions. For years the complaints of the growing practice of bribing the subordinate officials of companies and firms by manufacturers who endeavor thus to get their goods introduced. It is asserted that such bribery has grown so frequent that a manufacturer who refuses to make underhand arrangements to get his goods taken upon initial order stands but little chance of making sales to new customers. American houses doing business in Germany have especially had cause to complain of this evil.

The society which has just been organized is a national one and more than four hundred individual manufacturing companies and firms, besides about sixty chambers of commerce and other commercial bodies, have attached themselves to it. It has opened permanent headquarters at Berlin, and will carry on an active propaganda against commercial bribery.

Hart Brand Canned Goods

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

Michigan People Want Michigan Products

G. J. Johnson Cigar Co.

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

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

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



Did it ever occur to you that there is a reason back of forty years popularity of the

Green Seal Cigar

It is uniform excellence and the best of workmanship.

The new sizes—Standard 3 for 25c. Regalia straight 10c—will convince you.

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.

BOOKS OF ACCOUNT

Not Kept by Some Pioneer Business Men.

Written for the Tradesman.

Dr. Buell and E. R. Wilson owned a drug store located in the Ledyard building, 65 Monroe street, nearly fifty years ago. In the course of time Dr. Buell's interest in the business was purchased by John Harvey and in 1870 the building now occupied by Muir & Co. was erected by the firm. During many years following the business was continued by the firm. Its dissolution was caused by the death of the partners. Both were popular. They deserved the good will and the trade of a large number of professional and non-professional citizens, who favored them. It is said that the only books kept by the firm were those containing prescriptions written by physicians. The cash received during the day was divided at night when the store was closed. When bills were due, each drew his check for one-half of the amount. The cost of a book-keeper was saved and no losses were sustained on account of credits granted to irresponsible persons.

Less than one-half of a century ago the owner of a newspaper considered a job printing department a necessary adjunct of an up-to-date plant. Many publishers have since discovered that either branch of the business can be conducted successfully without the help of the other. These two lines of the printing business are quite unlike. Several of the publishing corporations of Grand Rapids still operate engraving, printing and binding establishments, the most prominent of which, taking into consideration all branches of its business, is the Tradesman Company. Formerly the support of a newspaper was considered necessary to ensure success for the job printer. John Bole started the first independent job printing house in Grand Rapids. In the year 1866 he leased two rooms on the third floor of the Lovett block, corner of Canal and Pearl streets, and with two medium-sized platen Liberty presses and a small quantity of type commenced a business that never grew to a respectable amount, financially. Bole was thrifty, however, and the small profits earned in his shop he wisely invested in real estate and in the course of a few years he accumulated a moderate fortune. Bole had worked on a newspaper in Grand Rapids a decade before he opened his job shop and had spent a few years in California. The quickest and most comfortable route of travel in the middle of the past century to or from the East was via Panama. Bole went to New York and secured passage upon a steamer, but before sailing he called upon Horace Greeley, the editor and publisher of the New York Tribune, and borrowed \$15 for use after his arrival at San Francisco. In speaking of this incident, Bole said: "Mr. Greeley was busily engaged in writing an editorial when I called. He listened to my request for a loan, but did not raise his eyes from his work. Pulling a handful of money out of

his pocket with his disengaged hand, he pushed a ten and a five dollar gold piece toward me, but apparently did not hear my promise to repay him and the thanks I uttered for the accommodation before I withdrew." When Greeley was nominated for the presidency by the Liberal Republican and Democratic parties, in 1872, Bole, although a staunch Republican, supported Greeley enthusiastically and forwarded to the candidate the money he had borrowed years before when starting on his trip to California. Mr. Greeley acknowledged the receipt of the remittance and added that he had loaned money amounting to thousands of dollars in the aggregate to "strapped" printers and that Bole was the only one who had made good the promise to repay him. After the death of Bole, his presses and type were stored in a barn for a number of years, but the old outfit was purchased by Dr. Locher in 1904, who opened a job printing shop on Grandville avenue, with a brother as a partner. John Bole kept no books.

In the year 1868 Isaac S. Dygert and W. W. Hart opened a job printing shop in Grand Rapids. Dygert was an old-time printer, while Hart had been the captain of a steamboat he owned and sailed on the Great Lakes. The firm occupied a store located on the northwest corner of Lyon and Kent streets. After a few years in business, Hart withdrew and purchased a small plant owned by Rice & DeLong, who were located on the ground floor of the Leppig building in the arcade. The Dygert material was eventually purchased by the Bissell Carpet Sweeper Co., which operates the same under the name of the Dygert Printing Co. Hart continued in business a quarter of a century, when the plant was sold to the White Printing Company in 1894. It did not contain \$25 worth of white paper. When Hart had a job to print he went to the wholesale houses and purchased the paper he required. As soon as the job had been printed he made out a bill, delivered the work and asked for an immediate settlement. If the customer was unprepared to pay, Hart called on the following day, explaining that he had a note to pay at the bank and must have the money due him. It was useless to try to put him off. He would present himself at the office of the customer every day until the bill was paid. If an invoice came to hand, he inspected the goods as soon as received and immediately forwarded his check in settlement. During his later years in business his profits averaged \$35 per month. No charge was made against the business on account of the time devoted to it by the owner. No books were kept. Arthur S. White.

Uncle Hiram's Rapacity.

"We have certainly spent a fine time in your beautiful country place, Uncle Hiram, and we feel that we owe you a great deal."

"Yes, sir, you do, and I want it settled before you get a trunk in that wagon, too."



With Only One Writing **The McCASKEY SYSTEM** The End of Drudgery

enables you to keep your finger on the pulse of your business all the time.

You always know what every customer owes, what all of them owe.

EVERY CUSTOMER ALWAYS KNOWS WHAT HE OWES YOU. You always have every account posted and totaled to the minute. With One Writing, cutting out useless bookkeeping, copying and posting from one book to another.

With The McCaskey System you are flagged at every danger point. You cannot forget to charge for goods. You eliminate misunderstandings with customers over their accounts, because you give every customer an exact copy of his account in full after each purchase.

With The McCaskey System you have an automatic collector, an automatic credit limit and can prove your loss to the penny if your store burns.

For years McCaskey Systems have sold from \$35.00 upwards, according to type and size.

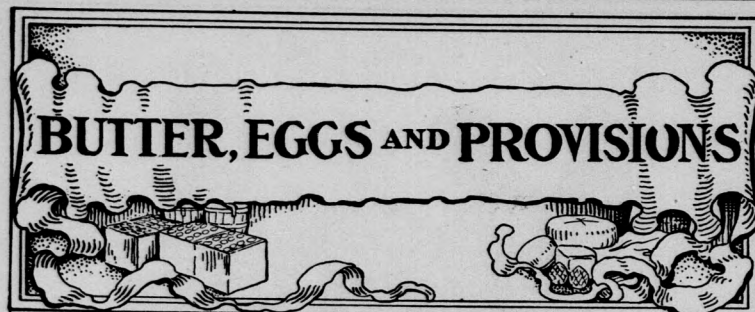
Don't you think it time to ask for further information? There's a booklet "Bookkeeping Without Books" we'd like to send you. A signed postal card will bring it. Write for it today.

The McCaskey Register Co.

ALLIANCE, OHIO

Branches:--Boston, New York City, Pittsburg, Chicago, Minneapolis, San Francisco, Kansas City, Memphis, Atlanta, Washington. Canada - Dominion Register Co. Ltd. - Toronto. England - Dominion Register Co. Ltd. - Manchester. Australia - New Zealand.

THE LARGEST MANUFACTURERS OF CARBON COATED SALESBOOKS IN THE WORLD



How Mushrooms Grow Wild and Are Cultivated.

Not long ago, while we were in a fancy grocery store, a lady came in and asked for a bottle of truffles. The clerk, momentarily a trifle absent-minded, as becomes a grocery clerk, said: "Truffles, did you say?" The lady replied, "Yes, mushrooms."

Now, truffles not being mushrooms and mushrooms not being truffles, we are reminded more particularly of mushrooms, what they are, how they grow and are grown.

It is pretty hard to tell just what truffles are. They are a sort of cross between a mushroom and a vegetable root or tuber. They are highly aromatic and they grow most plentifully and to the greatest profusion in France, and the strange thing about it is, they are hunted with pig salso dogs. They have no surface growth, they grow beneath the ground, usually around and in oak groves. Pigs are taken to the region where truffles are supposed to grow, being kept in hand with leashes. They detect the presence of the truffles under ground by the sense of smell. When the pig detects the presence of truffles he is thanked for his courtesy and is tied up while the peasant secures the truffles for his own benefit. The pig would much prefer to root them out himself, for he dearly loves truffles.

The eatable mushroom is a fungus. It springs from nothing and it ends in nothing, if permitted to attain its majority. Some of the best mushrooms grow wild and the gathering of the wild mushrooms is a business which should not be left to chance or to one not fully versed in mushroom science. If the individual who gathers the mushrooms is not infallible the situation immediately becomes serious. Most mushrooms other than the eatable variety are more or less poisonous, and many of them are deadly poisonous. After the mushroom is gathered there is but one way to tell the difference between the mushroom and the toadstool, namely, by eating them both; if it is the mushroom it will pass unnoticed, if it is the toadstool the eater thereof will surely die, or he will be convulsed and suffer great agony.

Generally speaking the eatable mushroom is of very modest growth, the color generally being pale or milky white or grey. The beautiful, highly colored rainbow, iridescent toadstools and fungi which we find in the woods, are poison personified. They are double-distilled virulent poisons.

Mushrooms grow plentifully in all parts of New England, but more plentifully in Massachusetts than in any other state. They are found wherever the grass is short, in pastures, in fields, in parks, on lawns, in the open by the edges of the woods, by the roadside and in the dooryard. They spring up in a night, and those that grow naturally out-of-doors must be gathered immediately, say, within twenty-four hours. Probably nowhere in Massachusetts are wild mushrooms so abundant as in the town of Concord, and there are several important works on the mushroom family, some of them written by Concord mushroom experts, and some of them drawing for their inspiration mostly from the mushrooms found in and about the historic town. Many people, lovers of mushrooms, become expert enough to gather them for their own tables, and hundreds, perhaps, thousands of pounds of wild mushrooms find their way to the Boston markets annually.

The greater part of the mushrooms sold in the market, however, are provided and systematically grown by the market gardeners and by men who make a specialty of the business, in what are known as mushroom cellars. Any kind of a cellar may be utilized as a mushroom cellar, but the mushroom cellars especially constructed are suggestive of the outside of the cyclone cellars of the West. They are simply excavations in the ground covered with lumber and earth; the mushroom cellar must have all the characteristics of a cellar including the darkness. In this cellar beds are made of proper and recognized ingredients, consisting of earth, loam and fertilizing and heating material. The cellar and the beds are kept at a proper temperature by artificial heating apparatus, and by the heating material entering into the construction of the beds. At the proper time the mushroom spawn is planted. The spawn is carried for sale by all the leading seed and agricultural houses, and it is imported. When purchased it looks like a cake of peat or dry muck, with whitish particles scattered through it. The whitish particles are the mushroom spawn or spores or seeds. This is broken up and planted just beneath the surface of the mushroom bed, and with the right degree of heat until a certain number of days when the little mushrooms appear suddenly all over the bed, dotting it here and there singly and in groups. From this time on the mushrooms grow very rapidly. In a few days the

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

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.

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.

Gründ Feeds
None Better
WYKES & CO.
GRAND RAPIDS

BAGS New and Second Hand
For Beans, Potatoes
Grain, Flour, Feed and
Other Purposes

ROY BAKER
Wm. Alden Smith Building
Grand Rapids, Mich.

Wanted—Peaches and Grapes

Also advise what you have in Winter Apples

Both Phones 1870 M. O. BAKER & CO. TOLEDO, OHIO

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

THE VINKEMULDER CO.
Grand Rapids, Mich.

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

We have the output of 30 factories.

Brick, Limburger in 1 lb. Bricks, Block Swiss

Write for prices.

Milwaukee, Wis.

W. C. Rea

Rea & Witzig
PRODUCE COMMISSION
104-106 West Market St., Buffalo, N. Y.
"BUFFALO MEANS BUSINESS"

A. J. Witzig

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.

gathering begins. The bed continues to produce all winter long, and it is only necessary, in order to shut down operations, to let the beds cool below the point at which such a spontaneous growth as fungi flourishes. If the bed is rejuvenated, furnished with the proper heat, kept under the right conditions as to dampness, it will continue to produce again for a time.

Mushroom growing is not expensive and very profitable, provided everybody does not come into the industry at the same time. Mushrooms sell on the Boston market at from 25 cents to \$1 a pound, according to the season and to the supply of mushrooms in the market. The average price probably is 40 to 50 cents a pound when the market is ordinarily well supplied.

Every country child is familiar with the interesting and mysterious puff ball. This is simply the dead ripe mushroom, and it furnishes amusement to most country children who like to gather it, and by squeezing it send up the clouds of tiny particles which are dark brown or chocolate in color, looking like puffs of smoke.—New England Grocer.

How Some Things Look From Customer's Standpoint.

"While I was down at the grocery yesterday," said Mrs. Jones to me, after we were settled at the supper table, "I met Mrs. Abner Friedcake, the woman who keeps the boarding house down street. And I must say I found Mrs. Abner interesting. She has reduced shopping to more of a science than I ever expect to. She card-indexes the personal characteristics of the clerks, and she seems to consider it wholly within the rules of the game to get the best of the store if she can. We had to wait around the store quite a bit, and Mrs. Friedcake became confidential with me. She is a great old gossip, anyway, and I think she rather enjoyed telling how she managed to beat the merchants. She said to me:

"You see that tall clerk over there? That's Ned Armstrong. I always get Ned to wait on me. He's a good hearted chap, and I make him give me a little overweight on almost everything. If I buy a couple dozen cucumbers, I just slip one or two extras into the sack, and Ned never says anything. When I buy crackers, I say to him, 'Now Ned, remember, it's hard work for a poor widder woman like me to make both ends meet, so just make those scales set down good and strong.' And Ned does it. Once the boss almost caught Ned giving me an extra quarter of a pound of bacon, but I told the boss that was all right, that I ordered the extra quarter of a pound. I did that to help Ned out. I can't afford to get him fired."

"Mrs. Friedcake went on to say that she knew clerks around at nearly all the stores who would give her a little over weight or a little over measure on most things. 'Sometimes,' she said, 'they give too much just because they're careless, and if they are not careless enough, I jest remind

'em that I'm a poor, lone widder, and that generally fetches 'em. I was in at Gordon's Dry Goods Emporium last week getting a dress pattern. My clerk in there is Mattie Single-tree. I had it figured out that I could skimp along on ten yards and a half, but I knew Mattie pretty well and thought I could count on her. So I said to her, 'Now Mattie, dear, you and I are in the same church, you know, and you can help me just by being a little easy in measuring off that stuff. I'll take ten yards and a quarter, if you'll just let your finger slip while you're measuring it enough to make ten and a half when you're done.' And Mattie grinned, and said she guessed she could fix it, and she did."

"Mrs. Friedcake says it doesn't pay as well to get overmeasure in dry goods, generally, as in groceries. 'In dry goods,' she says, 'you generally have to have so much, and it isn't safe to count on the clerk giving over-measure. Once I bought some curtain stuff that had a big pattern, and 'lowed the clerk would give me enough over-measure to let in another full pattern, but he didn't, and it just chopped my curtains up scandalous, when I might have been all right by buying three inches more. But in groceries and meat, everything you can get is so much to the good. I always try to keep on the good side of some of the clerks, and when I find a real careless one I stick to him like he was my only son, and tell the boss of the store what a fine clerk he is, and how I won't trade with any other clerk. That makes the clerk solid, and he knows I'm his friend."

"It takes a woman like Mrs. Friedcake to work out a 'system' for reducing the high cost of living," concluded Mrs. Jones.—Merchants Journal.

An Explanation.

The Englishman had landed in New York and had been met by a friend who had taken him to lunch in the business district. There was the usual rush and bolting for food, and the Englishman kept tab and finally said:

"I find that the average patron of this place stows away his lunch in seven minutes."

"He usually does it in six," was the reply, "but the crowd is a little slow to-day."

"And do you mean to tell me that business is so driving that a man can not take but six or seven minutes for his lunch?"

"Business? Oh, no! All these men are rushing to get back to their offices to finish up games of poker begun at 9 o'clock this morning. We are rather lazy as to business, but when it comes to poker we hustle."

Possibly.

"My physician told me I would have to quit eating or my stomach would be ruined."

"Well, what are you going to do about it?"

"I've arranged to stop at the Starveilla farm house for the next two months."

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.



Trees Trees Trees

FRUIT AND ORNAMENTALS

A Complete Line

GRAND RAPIDS NURSERY CO.

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

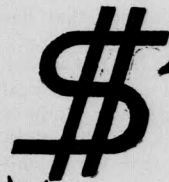


CITY BAKERY CO.,
GRAND RAPIDS, MICH.

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.



IMPORTED FROM HOLLAND

IF YOU PUSH

DROSTE'S PURE DUTCH COCOA

You are considering your customers' interests as well as your own.



DROSTE'S COCOA is as good or better than any other cocoa imported from Holland, yet it costs your customers from 5 to 15 cents less than the other kinds.

DROSTE'S COCOA pays you a sufficient profit over the cost of doing business to net you a fair return on your capital invested. Let us send samples and quote prices.

H. HAMSTRA & CO.

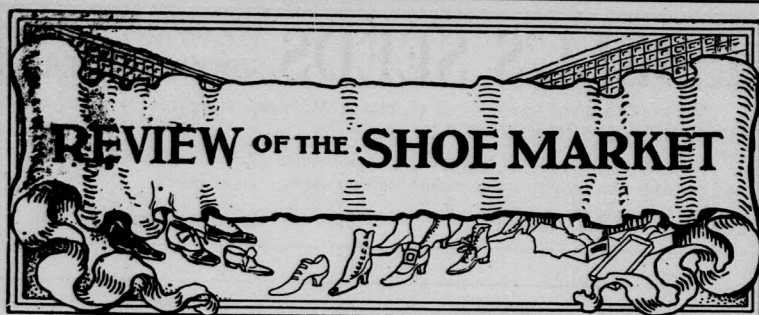
American
Representatives

Grand Rapids, Mich.

IMPORTED FROM HOLLAND

IMPORTED FROM HOLLAND

IMPORTED FROM HOLLAND



Styles in Shoes—Conservatism Is the Keynote.

Written for the Tradesman.

It is, generally speaking, a precarious proposition to attempt to forecast in detail the demands of a season as remote as the spring and summer of 1912.

Yet this is a task that is strictly up to designers, lastmakers and shoe manufacturers; and the question of coming styles in footwear is one of interest and importance to shoe retailers everywhere throughout the country. Not merely to exclusive shoe dealers, but to department store people, dry goods merchants who have a shoe department and all other storekeepers who carry shoes as a part of their stock.

The intensely practical question is, What are men and women going to call for in the matter of shoes during the summer season of 1912?

Shoe dealers everywhere are interested in the high toe proposition. Will high toes continue to have the call?—is a solicitous enquiry one frequently hears on the lips of shoe dealers.

According to the best intimations obtainable at this time, there seems to be a tendency to whittle down these high toes; and some of the safest style prognosticators are of the opinion that high toes will be considerably less common during the season of 1912 than they have been this summer.

It is claimed by men who have sounded the situation that people have grown somewhat tired of this innovation—particularly since it has been carried to such ridiculous extremes in freak shoes for young men's wear. It is not denied that there was merit in the high toe—that is in the moderately high toe. Time was when toes were entirely too flat. The recede toe, for instance, was an extreme in the opposite direction. Its most serious defect was in the fact that it did not give the toes sufficient room. This circumstance caused the toe nail of the great toe to cut through socks with exasperating rapidity.

But a departure, justifiable in moderation, was carried to absurd lengths and lo! the rhinoceros toe was the outcome! During the summer of 1912 we will have fewer extreme toes—the present tendency now being towards sanity and moderation with respect to their height.

The question of vamps is always an interesting one. Will the present short-vamp era continue on over into another season? The majority of shoe manufacturers believe it will, and they are governing themselves

accordingly. That is to say, they are making up their samples with short vamps.

But even here there is a tendency towards moderation. Many of the vamps will be a trifle longer than they have been heretofore. It is a safe bet that shoe vamps have been shortened to the very limit of practicability—and, in the judgment of this writer, just a trifle beyond the limits of practicability. Take it all in all, the American shoe is just about as much too short as the French shoe is too long. And in making this assertion I am not unmindful of the fact that the average Frenchman's foot is a bit longer than the average American's foot. We are making our shoes too short. This short-vamp craze is merely the accentuation of a tendency that has been at work for many years.

But when you have reached an extreme in one direction, the logical thing to do is swing back. That is what the pendulum of the clock does—and I take it that the clock's pendulum is a severely logical proposition. This, in the opinion of some of our best shoe authorities, is what we are going to have in American shoedom during the next few years. Of course it will not come all at once. There are some very plausible arguments for the short vamp. It makes a neat-fitting, small-looking shoe. And this, it must be confessed, is what a great many people are looking for. Short vamps cause troubles to the wearer subsequently—when the toes have been thrust forward into a shoe that does not provide sufficient room for the toes. These inescapable troubles may be relied upon to provide the consumer with practical tips for his own guidance when he comes to buying his next pair of shoes. But, as I have intimated, the lengthening of vamps will be a gradual—somewhat tentative—modification. There will be oodles of short vamps in 1912.

With respect to heels the subject should be subdivided—treating first of heels to men's shoes, and then of heels to women's shoes. With respect to men's heels, the present tendency is towards moderation. True, there are some excellent new lasts that specify heels of from $1\frac{1}{8}$ to $1\frac{1}{4}$ and even $1\frac{1}{2}$ inches in height; but there will be far more 1 inch heels than any other sort. Young men will stand for the military heel; but men who have passed beyond the youthful stage, sober business men, workingmen and the rank and file generally prefer them lower. Personally I should like to see some tendency towards a forward pitch of

men's shoe heels; but I seem to be doomed to disappointment for 1912. Heels are going to be rather conservative. Speaking about my own preferences, I should also like to see heels breasted square, instead of be-

CHAMPION

TENNIS SHOES

SOLD BY
DETROIT RUBBER CO.



Honorbilt

FINE SHOES FOR MEN
A SNAPPY LINE



Up-to-Date Slip-on Coats

Stylish, Slightly
Servicable Coats

Vulcanized Seams

Great Values

Reliable Goods

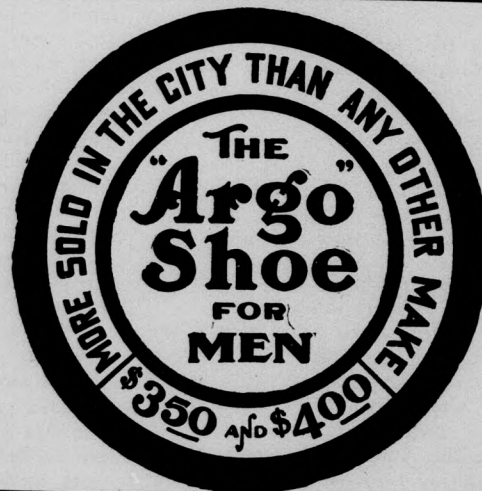
Prices \$3.25 to \$20

Dealers write today for full line of sample cloth and style sheet gratis.

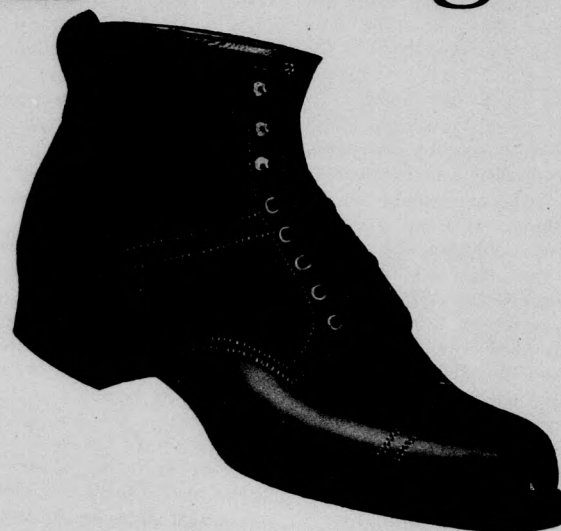
Goodyear Rubber Co.

382-384 East Water St. Milwaukee, Wis.
Walter W. Wallis, Mgr.

THE
SIMMONS
BOOT
& SHOE
CO.
TOLEDO
OHIO



Easago



The shoe that needs no breaking in
The Elk Shoe that thoroughly satisfies in service
They pay you a profit in prestige and money

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

ing so daringly skived out as they now are. This peculiar American penchant for hollowing out the front of the shoe heel has always struck me as being irrational; and that for two reasons: In the first place it takes away a lot of support from the shank of the shoe—where the strain is greatest; and in the second place it provides a veritable dirt-catch, which is anything but sanitary. Personally I prefer the English style of breasting shoes. But I am not exploiting my own ideas of shoemaking—I am supposed to be telling something about shoe styles for the summer of 1912.

Insofar as the heels for women's shoes goes, there will be no perceptible change. Faddists of one sort and another are everlastingly ringing the changes on the bad effects of high heels; but all their talk and printed warnings make about as much effect on the mind of the average woman as a bombardment of caviar would make on Gibraltar. Women like high heels and they are going to have them. Those who do not want too awfully high, will take the military sort; and there will be French heels and military heels, just as there was this summer. If you can see any perceptible difference in the heel, you will qualify for the sobriquet, "A Wise Guy."

Will tans go during the summer of 1912? You bet they will. Everybody who is anybody in the shoe trade is banking on a bumper crop of tans for the year 1912. Tans are nifty. Moreover, tans are the practical, logical, common sense shoe for summer wear. Tans have passed beyond the experimental stage. They have come to stay. After this I am inclined to think they will be eligible to election in the staple constituency. They are cool and comfortable. They feel grateful to the feet. Therefore both men and women will wear tans extensively during the spring and summer of 1912.

What about Oxfords, white shoes, fabrics, etc.? Gracious, man! That is a bunch of red-hot interrogations to fire at a fellow!

Well, the indications are that Oxfords will be worn much both by the sterner and the fairer sex during the summer of 1912. Insofar as men are concerned, they have been gradually gravitating to Oxfords as the common sense summer shoe for so many years. That is the way with men, though—they approach a style gingerly. Women make radical changes; but man, being by nature more hefty, moves tardily. No sudden transformations for him. He has to be led on little by little. But ultimately he arrives. When he gets there he settles down for a bit of enjoyment. For a long time men have been sort of playing at this summer Oxford proposition; but now they are beginning to see and understand that the Oxford is the only practical shoe for hot weather wear. An Oxford—well, let us say in tan, in vici kid, in gun metal—and occasionally in patent leather with a sprinkling of canvas and a few white bucks.

Speaking about white bucks—a young friend of mine who is at the head of the shoe department in a large metropolitan department store, told me an interesting thing the other day apropos of my own call for a pair of them. He said he happened to have on hand some three dozen pairs of high grade white bucks that he did not want to carry over until next summer; so, although they were originally marked to sell at \$6, he cut the price to \$4.90. "And, believe me," "they went like hot cakes."

Women will doubtless take strongly to white shoes next summer. Nothing seems cooler and more fitting for summer dresses than white linen suits. And this, of course, calls for shoes and hosiery to match. Some shoemen are saying that, in women's footwear, the pump will have first place during 1912. It is urged in favor of pumps that they are the neatest and niftiest ever, either in plain effects or with those foxy and fetching adornments in the shape of bows and trimmings. Pumps nowadays have more "stay-on" qualities than they used to have before our shoe manufacturers got wise to a few stunts they now practice.

As to fabrics in women's footwear, it may safely be predicted that they will go to some extent. Fabrics have, perhaps, seen their greatest vogue—at least for a time; but there will be a good many worn next summer. They are quite as practical as suedes—perhaps more so, for suedes have a perfectly wretched way of matting down, while a little dash of mud means their total undoing. Fabrics—especially in the better grade stuff—can be made up so as to behave pretty well.

But on the subject of women's footwear it must not be forgotten that the style of the dress—particularly the length of it—will have a very marked effect on the mode of the footwear. As the dress shortens, shoes lengthen.

Now in all of this—which is a sort of broad statement of present style-tendencies in shoes—it is evident that conservatism is the keynote. There is a tendency to back down and away from extremes. And on the whole this is a very fortifying impression.

Shoe manufacturers are trying to operate on a sane and safe basis. That is the reason one hears so much nowadays about the importance of cutting down the number of styles. The multiplicity of styles operates injuriously—and in two directions: It gets the retailer's money hopelessly tied up in stickers, and it conspires to confuse and befuddle the buyer of footwear for personal use.

On the whole, it begins to look as if we were going to have a rattling good business in shoedom during the spring and summer of 1912. Let us devoutly hope that such may be the case. Cid McKay.

The oftener you "act from impulse," the more idiotic impulses you will have.

"Talk" is not always "cheap" when you consider what it costs afterwards.

You Need the Bertsch Shoe

For the man who goes on the most Fashionable Footing



For the man who wants service, they have the extra wear.

It is a line that fits easy all over, and you'll want a lot of them before the season is ended.

As a matter of fact the BERTSCH shoes are replacing a lot of higher priced lines with vastly increased profits to the dealer.

We can fill orders promptly, but if you want to be sure of having them when the big rush comes get your order in now.

Herold-Bertsch Shoe Co.

Makers of Shoes

:::

Grand Rapids, Mich.



SHOES

For That Boy

If he's a real boy, the kind that does things both now and when he gets to be a man, he's right on the job with both feet all the time, and the shoes he wears out are a cause of much anxiety for the man who foots the bills.

Mr. Merchant, Sell him

Rouge Rex Shoes

They'll fit the boy well; they'll stand the knocks which boys' shoes are bound to get, and you'll make sure customers of the whole family. Let us send you samples. They come in regular heights and in high cut.

HIRTH-KRAUSE CO.

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Mich.

SORRY FOR THE BOY.

When He Is Inoculated With Idleness Germ.

In this day and age of great prosperity and "book learnin'" we read and hear about new germs and new diseases, their causes and cures. The daily press feeds us on new "isms" of all sorts—collective bargaining—arbitration—recall—referendum and conservation. Every fad and folly has its cock-sure advocates and sponsors in public and in private, and unless we keep a firm grasp on our horse sense, our minds become filled with the notion that we are indeed living in a cruel age and that everything is dead wrong.

The cry has gone up throughout the land that working hours are too long, tasks too hard and wages too low; that children under 18 years must not work; that men and women are everywhere abused by their cold blooded, hard hearted employers who exploit the sweat and blood of human lives for sordid gain.

The man with one horse is made to envy the man who has two horses; the man with a job is made to feel that his employer is a low-down, mean cuss and should be stoned to death. The probable reason for all this may be found in the fact that there is a great disproportion in numbers and votes of those who work for wages and those who give employment; this seems to furnish the motive for newspapers and politicians to shriek themselves hoarse in defense of the down-trodden toilers against the cruel and unholy man who provides the jobs.

But, be the motive what it may, it is spreading the diseases of idleness and laziness over the land and is breeding a race of pimpled cigarette suckers, soreheads, incompetent mollycoddles and criminals.

After a generation or two with this sort of twaddle deeply rooted in perverted minds, real men and real women, with red blood in their veins and real bone in their backs, will cease to exist except as curiosities.

The good, old-fashioned idea of a fair day's work for a fair day's pay has gone to seed. Nowadays a man must have ten hours' pay for eight hours' work, thirteen eggs for a dozen and patent breakfast foods. Those who still believe in constitutional liberty and that every man is free to sell his time and skill when and how he pleases, are scabs, to be hissed, stoned, sluggish and ostracised, while the limbs of the law seem to forget their sacred oaths.

To illustrate by example: Suppose it were known that certain persons were holding others in involuntary servitude; why, the cry of "slavery" would echo throughout the land; the power of governments would be invoked, and, if need be, the army and navy would be called out; the press would make the eagle scream to stamp out this crime—but when, in the sacred name of organized labor, led by misguided cheap skates, blather-skites and grafters, men who know not honest toil—thousands of free men, honest citizens who have done no wrong and who desire to do hon-

est work, men who pay taxes and obey the law, are held in slavery—are forced into involuntary idleness by open threats, intimidation and coercion which does not stop even at murder. Do the citizens, born of noble fathers who fought in the Revolution and the Rebellion, rise up and protect these good citizens in their sacred rights? Not so you could notice it!

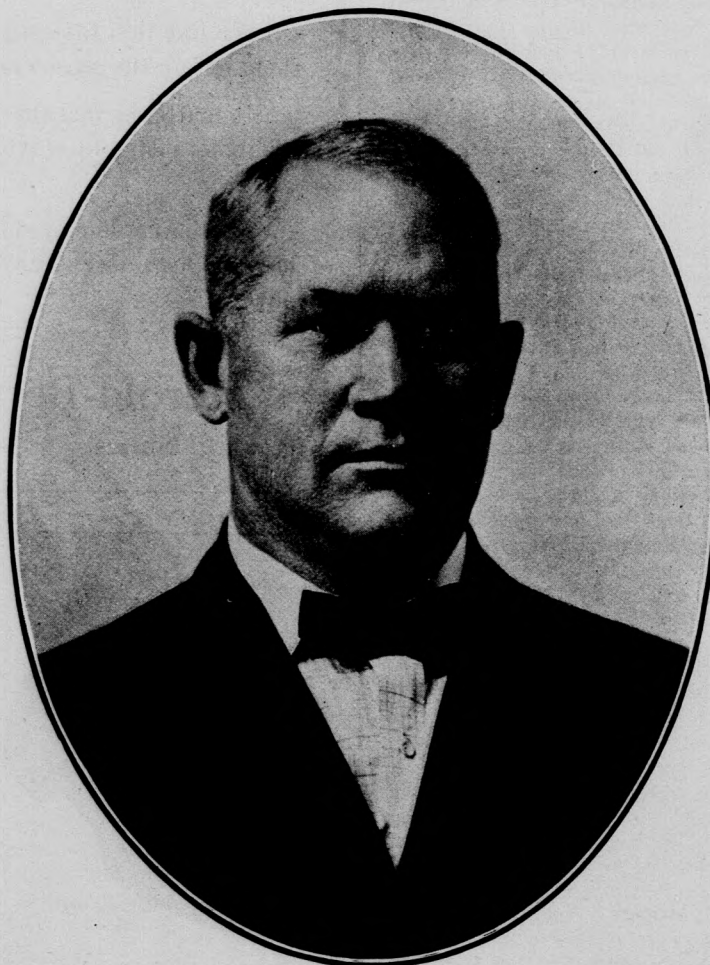
On the contrary, the blue coats of the law become blind; the prosecutor finds the evidence insufficient to convict; the mayor advises arbitration; the governor advocates more anti-injunction laws, and the newspapers play the galleries for larger circulation and higher rates for advertising.

It is time to place men in office who will enforce all laws, preserve

ing by which they could make their living under all circumstances.

It is time we should realize that there is not much easy money, anyway, and when it is divided among so many, it has to be spread pretty thin.

We often hear the remark that a fellow has no chance any more to get up in the world. When I hear a young chap say that, I know his disease. It makes me mad at his folks and sorry for the boy. The world is actually starving for young men who are not diseased with the germ of laziness—young men who are willing to hustle, study and live within their incomes. There never was a time in the history of the world when energy, knowledge, horse-sense, self-denial and economy



O. H. L. Wernicke

order at any cost, remove from the hearts of honest men who wish to work the fear of their fellow man, make it safe and honorable for man to work as he will—then the economic problems may well be left to work out their own solution.

I do not uphold the abuse of child labor, nor bad working conditions of any kind. I am in favor of wholesome conditions, but I do believe that idleness is worse—much worse than any conditions under which people are required to work.

The disease of idleness and the desire for soft jobs is spreading over the land like a pestilence, and is a greater menace to the race even than tuberculosis.

Children grow to manhood and womanhood with no practical train-

held out such large and certain rewards. The hardy pioneers of a generation or two ago struggled a lifetime for results and comforts which we may enjoy almost for the asking. If we do not leave anything more to the next generation, let it be a decent respect for work, and healthy minds that are free from the disease of idleness.

There never was a time or place in the history of the world when and where for so little mental or physical effort man could obtain so much knowledge, so much of life's needs, so much luxury and so much real comfort and real pleasure as in this day in the United States of America.

O. H. L. Wernicke.

If you don't work for a living you are only waiting for death.

Advice of a Son To a Father.

You are now, my dear father, arriving as nearly as you can ever hope to be, to the years of discretion, and are soon to enter upon the active duties of old age. In addressing these words to you, my eye grows dim and my hand trembles; there are few responsibilities more important than that of a son when he is giving advice to his paternal relative.

I have striven, my dear father, ever since you came under my filial care, to train you aright; to see that you did not lack kind but firm and efficient discipline; to warn you against the mistakes that I was myself constantly making and to see that you became altogether a better man than I was myself. I have watched your manhood steps with tender solicitude; have seen every erring move with the eye of one who knew how it was himself; and often hovered about you when you did not know it if you wandered where you should not go.

Pardon, then, the solicitude of a son, who, having been educated in the schools and society circles of the present day, may be naturally supposed to be able to give you points.

First, my dear father, be very careful, as you grow older, as to the company you keep. Do not affect the society of wild old men, who would lead you astray. Cultivate good, respectable companions, who will not tempt you to spend your (and subsequently my) substance at the glittering bar or the festive poker table. Remember that a penny earned is worth a hundred per cent. of its value, if saved; also that a bird in the hand is worth no more than one in the bush unless you hang on to it; also that a stitch in the side often saves nine or ten dollars, if it keeps you in at night; and other improved proverbs, which were not taught in your school days and which I shall take upon myself the duty of giving you from time to time.

In short, my dear father, avoid all the bad things you have seen in me, and imitate the good ones; do not think, because I have erred, that you are licensed to do the same; do not deem because I am, so far as you can generally discover, good, that the fact excuses you from being the same; and conduct yourself generally as I would do, if I knew you were looking at me.

Tit-for-Tat.

Mark Twain once asked a neighbor if he might borrow a set of books.

"You are welcome to read them in my library," replied the neighbor, ungraciously, "but it is my rule never to let my books leave my house."

Some weeks later the same neighbor sent over to ask for the loan of Mark Twain's lawn-mower.

"Certainly," said Mark, "but since I make it a rule never to let it leave my lawn, you will be obliged to use it there."

We will be millions of years understanding mysteries that lie before us: and even then the investigation will have only just begun.

Talks \$ \$ \$

All the year 'round---summer and winter---heavy, continuous, attractive advertising creates steady demand for

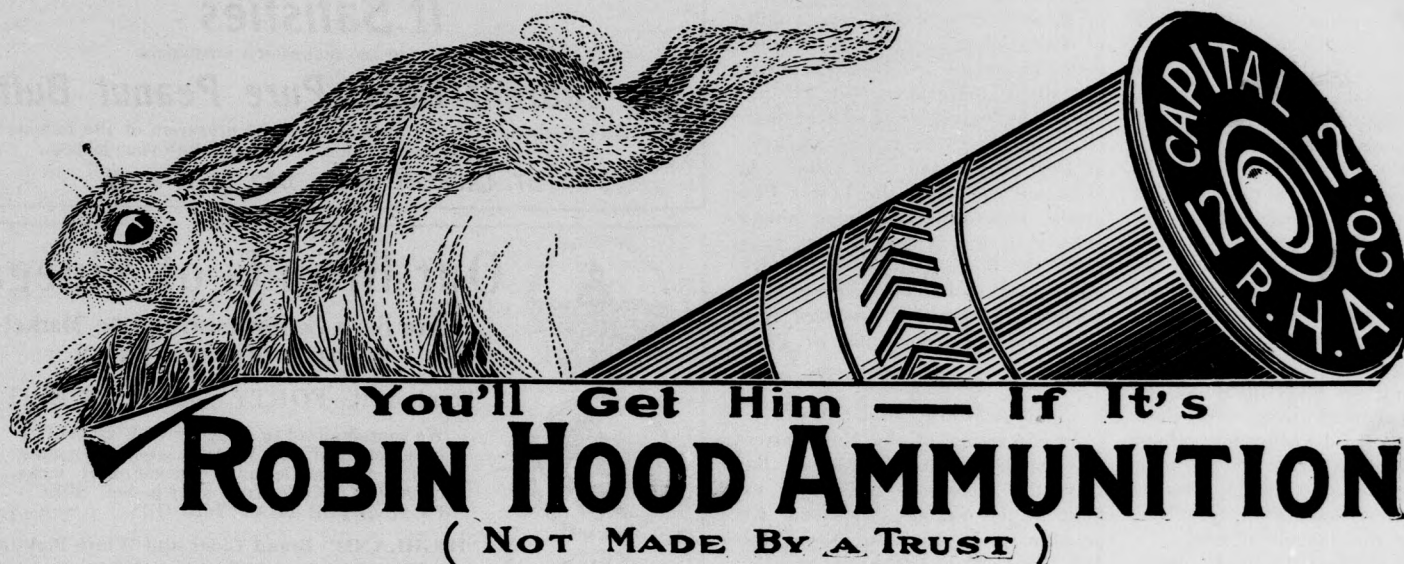
Post Toasties

This means good, clean profit for Grocers, with no risk because the sale of every package is guaranteed!

"The Memory Lingers"

For both Grocers and Customers

Postum Cereal Company, Limited, Battle Creek, Michigan



The man behind the gun will be "your game" if you sell him the ammunition that gets the game for him.

You know what we claim for Robin Hood perfect combustion powders—greater penetration, perfect pattern, and less recoil. And yet, Robin Hood sells at a lower price than most other brands of ammunition.

Our extensive advertising is creating a demand. Help it along by suggesting R. H. to your customers.

MORE PROFIT FOR YOU

Write immediately for our special co-operative selling plan. It will please old customers and attract new ones.

ROBIN HOOD AMMUNITION CO., Bee Street, Swanton, Vt.



News and Gossip of Interest to Business Men.

Saginaw Stirs Up Other Cities.

Activities of the Saginaw Board of Trade and allied bodies, together with the aggressive campaign carried on by business men of the city through trade extension excursions, have stirred up Detroit and Port Huron. The Detroit Chamber of Commerce is moving itself to effort to rival the splendid through car service obtained for Saginaw from the seaboard through Board of Trade efforts, and is also considering aggressive steps to secure a share of the Thumb trade, which now comes to Saginaw. Also Detroit is talking of aiding the project of the Young Men's Business Association of Port Huron, for an electric railroad from that city to the Thumb territory. Saginaw has well advanced on the project for such a system, with terminals in Saginaw.

To Entertain Merchants.

Strong committees of leading business men have been appointed to entertain the visiting merchants to the Saginaw Industrial Exposition and Land Show Sept. 28-30 and commercial men all over the territory are working to bring a good attendance. September 27 and 28 have been set apart as special days for the visiting business men of the territory tributary to Saginaw, and the good wives are also to be entertained at the same time.

The events arranged include, besides visits to the auditorium and local business houses, a banquet on Wednesday evening, Sept. 27, automobile trips Thursday morning to the factories and other institutions of the city, boat races on the river, right in the rear of the auditorium, where the exposition is being held, and a Venetian night on the river, with illuminated craft and fireworks. Following are the subcommittees:

Banquet—William Seyffardt, chairman; D. D. McLean; Edward Schust.

Invitations—M. S. Grow, chairman; S. E. Symons, George Dice.

Venetian Night and Boat Races—Harry Erd.

Automobile Trip—John Ladd, John W. Smart, J. P. Beck, G. S. Garber, H. B. Washburn.

Michigan Coal Production.

According to statistics compiled by the United States and Michigan Geological Surveys, working in co-operation, Michigan's coal production is on the decrease. The output in 1909

was 1,784,692 short tons, or 3 per cent. less than in 1908. In 1910 the production was 1,534,967 short tons, or a decrease of 14 per cent. over 1909. In money the decrease stands at from \$3,199,351 to \$2,930,771, a loss of 8.39 per cent. Natural reasons account for the decrease, the production prior to the years named being in excess of market demands. The decrease in 1910 is also partially explained by the strike situation existing from April 1 to June 1, 1,663 of the total of 3,575 miners in the district being idle for that period. As a matter of fact, the market for Michigan coal is limited and this will account for a falling off that is in no wise due to decrease of coal to be mined. In Saginaw county at the present time working conditions, as to the number of days the men are employed and the number of mines in active operation, are considered better than in some time past, and the indications point to a busy winter. According to M. R. Campbell, of the United States Geological Survey, Michigan's original supply of coal was 120,000,000 tons, contained in an area of 11,000 square miles of coal productive territory, of which, including waste involved in mining operations, there have been exhausted but 28,500,000 tons, so that there is considered to be ample supply for at least fifty years to come. All Michigan coal is in the Lower Peninsula, the formations lying almost exactly in the center of that territory. Michigan coal is of the dry, non-coking bituminous variety. Coke made in the State is produced from coal imported from Ohio or Pennsylvania.

Northeastern Bureau Acts.

At a meeting of the Northeastern Development Bureau, held in Bay City, the directors resolved to exhibit at the Saginaw Industrial Exposition, to be given in the auditorium Sept. 22-30. This means that the products of seventeen counties will be shown at the exposition given by the Wholesalers and Manufacturers' Association, a feature which is expected to prove of absorbing interest. Last year the exhibit of the Bureau at the State Fair, Detroit, made a great hit, attracting widespread attention from business men and capitalists as well as the agricultural community. September 29 has been set aside as Northeastern Michigan Day, and several speakers will deliver addresses, including President Vet S. Maloney, of Cheboygan, Secretary T. F. Marsten, of Bay

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.



HENNING'S HORSE RADISH AND SUMMER SAUSAGE

Quality and price right

Order through your jobber

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



City, and Field Manager W. F. Johnston.

City Called To Set Example.

A somewhat amusing situation exists in Saginaw by reason of recent municipal legislation, by which manufacturers and others are required to abate the smoke nuisance. The enforcement of the ordinance is practically left to the Board of Health, and that body is serving notices to have smoke consumers installed in plants that are not already equipped in this manner, although very many are. Business men and manufacturers are readily falling in line, but it develops the city itself is one of the worst offenders, at its water works stations and even at the Central police station. Remedies are under way at the water works station, and now the Board of Health has served notice upon the Board of Police Commissioners to get busy. That is to say, the police department itself is unwittingly and unwillingly placed in the position of being an offender against regulations it is called upon to enforce.

First Royalty Application.

G. T. Whitney, of Saginaw, is the first applicant to lease State lands on a royalty basis. Mr. Whitney has applied to the Public Domain Commission for authority to mine coal in Buena Vista township, Saginaw county, on State lands. Auditor General Fuller has laid the application before the Commission to determine the royalty percentage which the State will require on all coal mined. The application and the result are of interest to all capitalists, prospectors and corporations who would test out and mine State lands in Michigan.

Grain Company Reorganizes.

Saginaw capitalists are largely interested in the Bad Axe Grain Co., which has been reorganized with a capital stock of \$100,000. The officers are:

President—Wm. M. Wallace, General Manager Michigan Sugar Co.

Vice-President—George B. Morley, President Second National Bank of Saginaw.

Secretary—William J. Orr, Saginaw.

Treasurer and Manager—Fred W. Kinde, Bad Axe.

The company operates elevators at Bad Axe, Carsonville, McGregor, Ruth, Minden City and Applegate.

Injunction Suit Dissolved.

Judge S. S. Miner, of Shiawassee county, has dissolved the temporary injunction issued by Judge William Glover Gage, of the Saginaw county Circuit Court, against the Glenn Falls Fire Insurance Co. et al., in favor of the Schwahn-Khuen agency, of Saginaw. This is the case in which the agency sought to prevent the fire insurance companies divulging their policy expirations to A. C. Welzheim, the agent appointed when the companies took their business away from the Schwahn-Khuen

people. The contention of the Schwahn-Khuen agency was that the expirations were assets in their business and that the companies did not have property rights in the same. Judge Miner, in his decision, holds that the business of the agent belongs to the company and cites the case of the National Fire Insurance Co. vs. Sullar, of New York State. Attorneys for Schwahn-Khuen have stated they will immediately appeal the decision to the Supreme Court, the case to go on its merits.

Business Notes.

Sherman & Howard, of the Vernon Mills, Bad Axe, have purchased the stock and business of R. S. Bradley, and have added a boot and shoe department.

J. E. Seady, of West Bay City, a well-known shoemaker and picturesque character, is dead. Seady had lived and carried on business in the Saginaw Valley for many years, and was well known to nearly all leather men and shoe dealers. He had more than a local reputation as a fisherman.

Joseph Weszniak, of Weszniak Bros., has opened a new general store at Hawks, Presque Isle county.

Harris & Boyle have opened a new hardware store at Linwood.

Secretary Joseph P. Tracy, of the Board of Trade, has been made chairman of the Managing Committee in connection with President's Taft visit to Saginaw on September 18, when the Nation's Executive will address a mass meeting at the Auditorium. E. A. Robertson, City Clerk Jahnke, Chief of Police Kain and Capt. W. H. Martin are other members of the Committee. John A. Cimmerer, President of the Board of Trade, will preside at the meeting.

Collections at the Saginaw customs office for August were \$8,000, and the importations of lumber 4,039,321 feet, with 890,000 pieces of lath. Nine vessels entered during the month.

The report of the City Engineer to the Board of Public Works, made Friday night, shows that building permits in the amount of about \$170,000 were taken out in Saginaw during the month of August for buildings now in course of construction.

Gilbert B. Goff, Sr., 75 years of age, died in Saginaw Wednesday from the effects of a stroke of apoplexy. He was living a retired life, but in his active days was connected with some of the leading lumbermen of Michigan, and had had a very successful business career.

At the thirty-third annual convention of the Michigan Association of Funeral Directors and Embalmers, held in Saginaw this week, E. S. Marsh, of Cambria, was elected President. The next convention goes to Flint.

Business visitors to Saginaw during the week include Marlie Slingluff, Elwell; J. J. Laszcznski, Harbor Beach; A. E. Rhodes, Leota; W. M. Miller, Black River; E. D. Parrish, Gilford; F. G. Cook, Wisner.

J. W. Brady.

Blind persons are permitted to ride free on the street cars of Glasgow.

Poverty is the straitjacket that makes life all crooked.

Symons Brothers & Company

Wholesale Grocers

Saginaw :: Michigan

THE IDEAL CLOTHING CO.
TWO FACTORIES.
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

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.

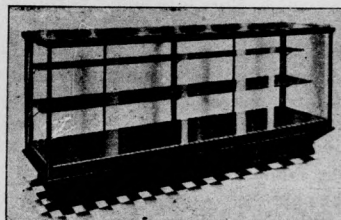


A very popular number to retail at \$5.00. English Slip-on Coat, light weight, grey rubber, 50 inches long, single breasted, fly front, double inside back, two inside pockets, plain collar, 22 inches vent in skirt with two buttons.

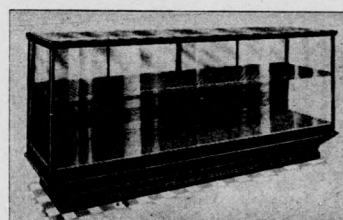
Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan



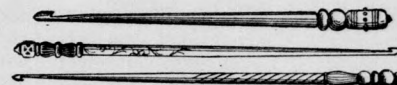
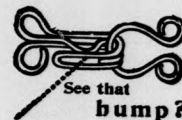
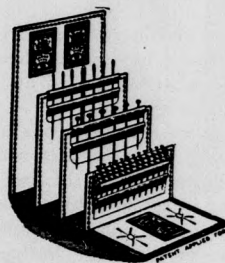
No. 81 Display Case



No. 84 Cigar Case

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

Staple Notions



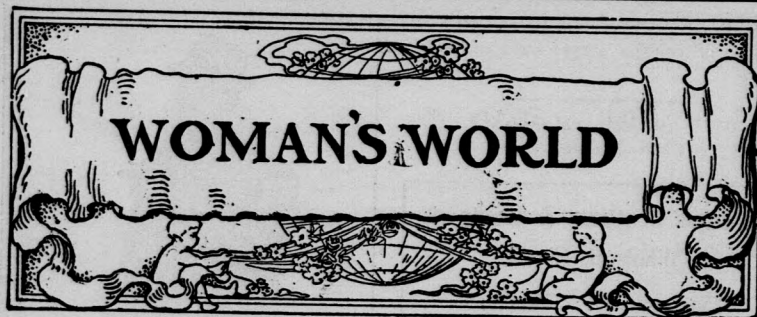
Give us a trial in this department. We think our stock is as good and complete as money can buy. If an article is worth having, then you will find it in our line.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

::: Grand Rapids, Mich.

We close Saturdays at one o'clock



The Kind of Girl To Fall in Love With.

Written for the Tradesman.

Probably it is a sheer waste of breath to try to tell any man what sort of a girl to fall in love with. He takes no interest in the subject in the abstract and before the thing happens. Then, at some time, any time, he falls in love with some concrete girl, and for the time being he regards her as the only kind worth mentioning. He repeats this process five or six times, and very likely succeeds in capturing the (we will say) fifth or sixth maiden of his fancy, or she succeeds in capturing him, and she or he is marched in triumph to the altar. Before he ever stops to consider whether or not he has secured a desirable combination of traits and characteristics, the wedding is all over, the minister has gotten his money, and if there has been any mistake, no advice that anybody can give will set matters right. A little later on the advice of the divorce lawyer may be sought and effect its sorry remedy for the mistake that ought never to have been committed.

But if it were possible to reach the listening ear of some particularly docile and teachable youth, and pour into his ear a few words of wisdom culled from the matrimonial experience of all the ages, the words would run like this:

Find a girl whose admirable traits are well balanced up. Fall in love with her and win her if you can. She is the only safe proposition in womankind. Beware of the girl who specializes in some one virtue or excellency, for she is bound to run that into the ground. Let me tell you that the woman who can keep half a dozen good qualities running at once is rare. The natural tendency of the sex is to get hold of some single idea—a very good idea it generally is, too, when considered by itself—and work that too hard.

Take, for instance, neatness, surely a cardinal number of all the feminine virtues. What more potent charm in the young maiden than perfect neatness, cleanliness, daintiness of person and belongings. No man of any sense at all wants even to consider marrying a woman in whom neatness is not a prominent characteristic. He can expect no possible comfort or happiness without a clean, well-ordered home. An untidy girl may conceal her shortcomings and captivate a man's fancy, but the slovenly matron never can hold her husband's affection and respect. No tongue or pen can do full justice in

praise of neatness when held in moderation and run in connection with other virtues, for after a few of the most fundamental moral principles, nothing ministers more effectively to refinement, comfort and health. Most surely, cleanliness is next to godliness.

Allowing all this, who is more to be shunned than the fussy, overnice and overparticular woman, who wears herself out and makes everyone about her uncomfortable in her unceasing efforts to keep her house in a state of immaculateness that might be attainable in a world made of glass or porcelain, but which is utterly impracticable on a planet that is composed primarily of dirt.

A squalid, filthy home will drive a man to drink. No less surely may an uncontrolled vigilance against every slightest trace of dust and dirt cause a man to find the saloon on the corner a tempting refuge from the strenuous discomfort of his own fire-side.

On the other hand, the good-natured, easy-going woman, whose sweeping and dusting never are done, whose meals are never on time, whose husband goes with buttons off and hose unmended, whose children are brought up in slovenliness and disorder—this kind of woman can be classed only as a lamentable failure. Now, it is a fault of the sex that nine-tenths of all the mothers' daughters are prone to swing to one extreme or the other. A shrewd cynic observed: "There are only two sorts of women, the amiable slouch and the neat, efficient shrew. You can choose between these two. There are no other kinds."

Like most sweeping statements, this admits of some exceptions, but it is sadly true in a vast number of cases.

We have considered the one virtue of neatness, but this tendency to go to extremes extends to all other characteristics as well.

Here is a woman who gads all the time. Next door is another who can scarcely be pried out of her own abode once in six months. One wife with an iron will and a domineering disposition subjects her husband to the ignominy of being publicly henpecked; another is so facile, yielding and blindly devoted that she fails to exercise that wise, gentle, womanly restraint and guidance of which the very best of the sons of Adam occasionally stand in need. Here is a mother who idolizes her children to their detriment; nearby is another who fails utterly in giving her offspring proper maternal care. One



Sales Books SPECIAL OFFER FOR \$4.00
We will send you complete, with Original Bill and Duplicate Copy, Printed, Expended and Handwritten, 5,000 Original Bills, 5,000 Duplicate Bills, 100 Sheets of Carbon Paper, 2 Patent Leather Covers. While this to have you give them a trial. We say if once you use our duplicate system, you will always use it. No more for bill in system charges alone. For description of system, complete and special prices on large quantities, contact The OEDM, 1100-1120 E. 12th St., Grand Rapids, Mich. Agents Wanted.
NOTE:—In placing an order, do not expect to furnish copy of print, as desired. It takes from 10 days to 2 weeks to execute orders.



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 13 1/4 cts. per gallon with one barrel free with each fifth barrel shipped this season

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

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.

woman puts everything on her back and keeps her husband on the verge of bankruptcy in order that she always may be well groomed. Another, in for better circumstances, is too parsimonious to dress herself decently.

It is needless to run the gamut of all traits and tendencies. Every neighborhood, almost every household, furnishes living illustrations of too great stress being placed upon some one thing, and other things of equal or greater importance being entirely neglected.

Sisters, can not all this be balanced up better? There is enough neatness, enough amiability, enough taste in dress, enough wifely and motherly love and solicitude and enough of all the other virtues to make this dreary world a very comfortable place to live in if only these good things were more evenly distributed and not so bunched up where they are not needed.

So, as I said in the beginning, if it were possible to counsel any docile-minded youth as to the best kind of girl to fall in love with, I should say: Seek diligently for a girl who is enough so in a number of different directions, and not too much so in any one. By the way, she is a hard girl to find.

And you, young or middle-aged or elderly benedict, who are traveling along in matrimonial harness, if it happens that your trotting mate is a woman who is pleasant to look upon although not a beauty, who keeps things clean and tidy without being distressingly overnice and overneat, who dresses so that she always looks well in her clothes but does not keep your nose to the grindstone buying her finery; who has affection enough for you and the kiddies but does not spoil you all by overfondness; who is economical without being penurious, properly generous without being at all lavish—in short, who is well balanced throughout the whole category of important characteristics—if the kind Fates have given into your unworthy care this kind of a wife, do not spend any time wondering whether Miss A— isn't a little niftier dresser than your excellent helpmate; or whether Mrs. K—, who is a charming widow just getting over her all but irreconcilable loss, hasn't a more fascinating manner; or whether Mrs. C—, who sings at parlor musicales, isn't possessed of a sweeter voice. Do not let your heart be lured away from her in whose keeping you have so fortunately placed it, by any woman who is a high-grade specialist in some one charm or virtue and lets the rest go. The well balanced woman is the priceless pearl of the whole sex, the greatest bargain that ever is offered on the matrimonial counter. Consider yourself favored above your fellows and may Heaven grant you the wit to be duly grateful for your measureless good luck! Quillo.

Kerosene, applied with a greased cloth, makes an excellent substitute for ironing wax.

Tears are never unmanly, unless the one that sheds them is.

The Summer Girl.

"What is a summer vacation, anyhow?" wailed the clerk in the music store as he finished rolling up "Old Dog Tray" for a customer, who was also an acquaintance.

"Didn't you have a good time on yours?" was asked.

"I—I thought I did until I got home."

"Then what happened?"

"They began to drop in here for music—the summer girls I have met and loved. Would you think I had held the hand of an heiress to ten millions?"

"Well, hardly."

"Held her lily white hand under the moonlight, and quoted poetry to her, and heard her softly whisper my name. Could you believe I won the heart of an actress in four days?"

"It generally takes five."

"Would you believe that I had a young widow sighing after me on account of my figure? That a dear little blonde threatened suicide if I took anyone else rowing? That a lulu of a brunette had laudanum ready to take on my account?"

"Well, then, why the wail of despair, and why aren't you on your bridal tour?"

"Alas, they drop in here, one by one. I rush forward to give them the glad hand, and they draw themselves up stiffly and glare at me and can't remember that I ever existed. Deceit—hypocrisy—inconstancy! I am not sentimental, but—but—"

And when the customer tip-toed out the clerk was wiping a tear from his left eye with the song of "Where Is My Girl To-night?"

Asking For Time.

An inexperienced speaker was asked suddenly to address an audience. "Ladies and gentlemen," he vocifer-

ated, "not one thing has been said about this to me, until this minute; and here you want me to get up before you and make a fool of myself without any previous preparation."

Never Fail.

"Do you think women would improve politics?"

"Well," replied Mr. Groweher, "after listening to the conversation on the front porch, I'll say this for them: If they ever start an investigation they'll find out something."

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.

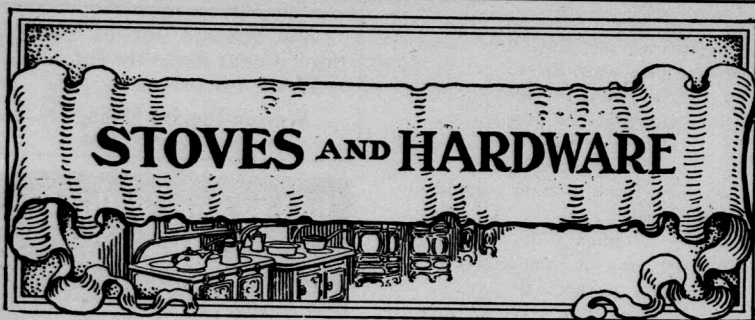
The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both 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.



Causes of the Retail Stove Dealers' Discontent.

The discontent and dissatisfaction that exists among a great many retail stove dealers can be attributed to many causes, the principal one being the lack of adequate returns or sufficient profit that should and must be made by the retail stove dealer to make it profitable for him to handle stoves and encourage him to continue to do so.

The question is, Who and what is the cause of these conditions and how can they be remedied? It would be unfair to charge the stove manufacturers with causing them, because they are so loyal to one another. They never steal each other's property; they only raise prices when they can, and, of course, stick to them; they have only one price whether you buy one or five hundred stoves. Their trade mark is what the people are fighting over. They want the dealers who discounted their bills in 1910 to pay 3 per cent. more for their stoves in 1911 than the dealers who did not discount their bills in 1910 and who, the chances are, will not do so in 1911. The stove manufacturers, as a rule, do not care for what price a dealer sells their trade mark line, as long as they will buy them, and the more they buy the more agreeable it will be to them, of course.

The question arises, whether it is just to sell from 10 per cent. to 15 per cent. cheaper to the dealer who buys one hundred stoves than to the dealer ten miles away who is not so fortunate as to be in a position to buy in such quantities and can not buy more than ten or fifteen stoves of the same kind. My modest answer to the question is, "One price to all, regardless of quantity." Why? Because it will have a tendency to prevent price cutting and aid in establishing a retail selling price yielding a profit that will encourage a man to invest his money and time in handling stoves in the way a dealer should handle them.

Then we have the stove jobber who is such an acquisition to the stove industry; whose only object in entering the game is to squeeze as much immediate money out of it as he can, regardless of how his stoves are made. Does a stove jobber understand anything about the construction of a stove? No. Does he care? No. Does he care who makes the stove? No. Does he care how the stove is made? No. All that concerns him is, Does it look well, will it satisfy the purchaser long enough

to get the money? If so, then he is happy.

Again, we have the stove factories that sell direct to the people; whose only object is to drive the retail stove dealer out of business or to expose the enormous profit the retailer is making. They do not work in the direction of how good a stove they can make, but how large it will appear in the catalogue and how much more stove the people can get at one-half or less than one-half the price than their home dealer can sell them. I do not believe that, as a rule, men who promote or separate people from their money to establish a "stove factory direct to the people" have ever put a dollar of their own into the construction of a stove, but have been so-called traveling men, city agents or retail dealers, not familiar with the intricacies of the stove industry or the construction of a stove from the time the pig iron is unloaded in the yard until the finished stove reaches the flue in the house of the user and the result is, that a demoralized condition is reached, the promoter is kicked out, the men who furnished the money are left to hold the bag and they stray along trying to run the factory or to dispose of the stock to anyone and even have the audacity to solicit the retail dealers' trade and, strange to relate, some retail dealers put these stoves on their floor and offer them for sale.

Now comes the curse to the stove business—the catalogue house. If a first class stove is offered to a catalogue house, it is looked upon with scorn. Such stoves are beneath their dignity. They do not use them in their business. Have you any kind that will hold together until they reach their destination? Don't care whether you can throw a cat through the joints or not; don't care whether you use cement or mud in mounting them; don't care whether they are made of old hoops, coupling pins, or pig iron; don't care whether they have sand holes stopped up with cement, mud or plaster; don't care whether the castings are smooth or rough. All we want is a stove that will look big in our catalogue and is big at a price so we can sell below the wholesale price of the stove manufacturer and make 100 per cent. profit, because you know our catalogues are so expensive, we must make that amount. That's the kind of stove business we do and always will do, and when we tell you that there is a sucker born every minute, we are telling you what is true.

Now comes the retail dealer, the

kind that is in business for the stove manufacturer; the kind that loves the trade mark above the success of his business; the kind that will beat his competitor out of a sale even if he loses a couple of dollars; the kind that loves the trade mark so well that he will pay from 5 per cent. to 20 per cent. more for the same stove than his competitor ten or twenty miles away.

These are some of the conditions that are causing the discontent and dissatisfaction existing among a great many retail stove dealers. Well, what are you going to do? My answer is this: I am going to continue, as I have for the past seventeen years, to do the best I can to help the retail stove dealers make the profit they should and must make to continue handling stoves, and when I say that a dealer who sells stoves at less than 50 per cent. profit is working for the stove manufacturers, I am telling you what is absolutely correct.—J. B. Howard in American Artisan.

Stage Amenities.

Dolly Footlight—There was a great hunter in the first row last night, and he said nothing would please him more than to claim me as his own.

Tessy Limelight—What, was he a relic hunter?

A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies

Michigan Distributors for Welsbach Company

99-103 Congress St. East, Detroit

Telephones, Main 2228-2229

Catalog or quotations on request

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

Clark-Weaver Company

32 So. Ionia Street

Grand Rapids, Mich.

The only EXCLUSIVE WHOLESALE HARDWARE in Western Michigan

Foster, Stevens & Co. Wholesale Hardware

10 and 12 Monroe St.

::

31-33-35-37 Louis St.

Grand Rapids, Mich.

STEEL STAMPING ALL KINDS

Patented articles made and sold on royalty basis

GIER & DAIL MFG. CO. LANSING

Acorn Brass Mfg. Co.

Chicago

Makes Gasoline Lighting Systems and Everything of Metal

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



TRADE WINNERS.
Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

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

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 Way To Get Next To the School Trade.

Written for the Tradesman.

How rapidly the summer weeks flit by!

It seems only a little while since verdant June came in.

During the first and second weeks of September—the time varies somewhat in different localities—our schools will open.

That means that mother and the children must return from the country, the lakes, the mountains, or wherever else they may have been spending the hot, sultry months with the little ones.

The grocer and the milk man, the meat man and the furniture dealer, the bookseller and the confectioner—and all the rest—will be glad to see home life re-established once again.

Therefore the sound of the school bells ringing throughout this broad, fair land is sweet music to the ears of us merchants.

Business is going to be better everywhere during the month of September than it has been during the past months—just because there are so many things that must be bought.

The children must have new shoes and stockings, new dresses, new suits, new hats. And they must have books, pens, pencils, pads, inks, writing paper and what not.

Moreover, there are many things about the home that will have to be replaced. Falls are renovated in the fall just as they are in the spring—although not quite on such a spectacular basis. This calls for new rugs, linoleums, carpets, lace curtains, portiers—and, perhaps, for new furniture. Most likely there will be required, in most households, some new chinaware, kitchen utensils, cutlery, etc. This means much to the dry goods merchant, the furniture dealer, the hardware man and the dealer in cut glass, chinaware, etc.

It goes without saying that book-sellers, stationers and shoe merchants are delighted to see the return of September.

Much of the new and increased business, that we may confidently count on for September, is associated with the opening of school.

New things wouldn't be needed in the home if the family were away in the country, and the principal bread-earner "boarding out."

The family wouldn't return to the city, perhaps, until several weeks later—if it weren't for the opening of school. (You know we sometimes get some real hot weather in September; and September heat is a pesky sort of heat—you swelter almost before you know it.)

But school opening makes it imperative for the family to return and settle down to routine life as speedily as possible. And this makes business interest, as I have intimated.

But this increased business is not uniformly distributed among all the merchants of a given locality. The larger part of it goes to those dealers who are making the most noise in the community. In other words, the merchants who realize that this school business is worth going after—there-

fore the merchants who go after it—and keep after it—are the ones that get the largest amount of it.

In advertising for business during the month of September bring in the school idea just as often and as forcefully as you can. If you are selling shoes, advertise "school shoes." If you are selling books and stationery, advertise books and stationery for school children. If you are selling clothes (juvenile wearing apparel) let it be school suits for little men. Accentuate the school idea, for this is the idea that is uppermost in the minds of the people.

This gives your advertisement the element of timeliness. And that is a good thing for any advertisement to have. It is easier to get people to listen to you if you bring up something they already have in mind.

In so much of this new trade that merchants may confidently expect during the next few weeks children may be said to have the determining vote or voice. That is to say, they will often persuade mother and father to buy such and such a thing from such and such a dealer. It will be: "Be sure to buy my school shoes from Brown & Co., Papa!" Why? Well, listen and little Johnny will tell you why right off the bat: "Brown & Co. give a brand new baseball with each pair of shoes." Now that baseball may have cost four and a half cents at wholesale; but it may have been a splendid investment at the price. It will often work quicker and to more effect than the highest priced retail salesmanship.

Now, theoretically, I am opposed to this bonus or premium idea. I believe it too much like getting something for nothing. And that is not good merchandising philosophy. But it will take us a long while to educate the people up to these higher ideals. There are still a whole lot of merchants in every community who are addicted to the habit of giving premiums or souvenirs or a little extra something or other—especially to the juvenile customer—and that be-

ing the case you are badly handicapped unless you fall in line.

It is perfectly wonderful what a bunch of business can be rounded up by offering something new and a little out of the ordinary as a bonus.

And the advertising should be built to appeal primarily to little people. If you can write an advertisement that will interest the little folks you will get the big ones, never fear.

If there remains another point to be added, it is that the windows during the next few weeks ought to be trimmed so as to get the little people to talking. Dolls, ponies, animals, doll houses, baseballs and other toys, mechanical contrivances of interest to little children—all these things can be used to good advantage. A school-house made out of small round sticks, in imitation of the old-fashioned log house, could be counted on to attract attention in any community, town or city. Even a picture of a school-house—especially if it happens to be

a good one—will give the window the required atmosphere.

Get the children and you've got their parents.

Get 'em by giving them a little something extra—something over and above the stated equivalent in merchandise.

And then keep the school idea to the fore—this is the way to get next to the school trade; and the school trade is the real goods, and will be for the next six weeks.

Go after it. Frank Fenwick.

Established in 1873

Best Equipped
Firm in the State

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

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



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

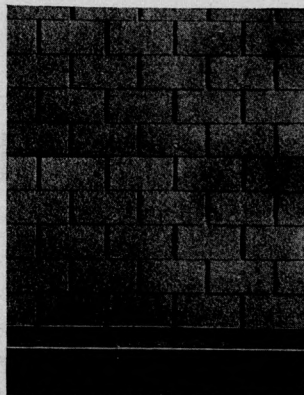
BOSTON

PHILADELPHIA

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

AN HONEST PRODUCT AT AN HONEST PRICE

PHOTOGRAPHIC SECTION REPRODUCED



Reynolds Slate Shingles After Five Years Wear

Our Price is Reasonable

We Invite Your Inquiries

For Particulars Ask for
Sample and Booklet

We Are Ready and Anxious
to Serve You



Wood Shingles After Five Years Wear

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

WRITE US FOR AGENCY PROPOSITION



Michigan Knights of the Grip.
 President—J. C. Wittliff, Detroit.
 Secretary—F. M. Ackerman, Lansing.
 Treasurer—Lou J. Burch, Detroit.
 Chaplain—A. G. MacEachron, Detroit.
 Directors—H. F. Goppelt, Saginaw; F. L. Day, Jackson; W. J. Devereaux, Ft. Huron; John D. Martin, Grand Rapids; C. H. Phillips, Lapeer; I. T. Hurd, Davison.
 Grand Council of Michigan, U. C. T.
 Grand Counselor—George B. Craw, Petoskey.
 Junior Counselor—John Q. Adams, Battle Creek.
 Past Grand Counselor—C. A. Wheeler, Detroit.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Joe C. Wittliff, Detroit.
 Grand Conductor—E. A. Welch, Kalamazoo.
 Grand Page—Mark S. Brown, Saginaw.
 Grand Sentinel—Walter S. Lawton, Grand Rapids.
 Grand Chaplain—Thos. M. Travis, Petoskey.
 Executive Committee—James F. Hammell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

The Crisis in a Selling Talk.

The most precarious moment in a sale is when a prospect is both sold and unsold.

The moment when he has "half a mind" to buy, when his objections have all been satisfactorily answered, when he approves of the deal as the salesman has represented it but still hesitates to say, "I'll accept your proposition," is the moment when the most delicate handling is necessary.

It is most important that the salesman should recognize this crisis, and dropping the demonstration of his samples attempt to close without delay.

Continue talking five minutes too long and your prospect will have changed his mind, perhaps. His consent must be caught on the wing, as it were. On the other hand, if you attempt to close him prematurely, you will receive an emphatic turn-down and will find it difficult to reopen your selling talk.

A good salesman knows instinctively the exact moment to close, just as a well trained soldier knows, without explicit orders, when to stop marking time and fall into line as the parade goes by. It is often fatal to a sale to ask a man whether or not he is willing and ready to sign. Business men are so grounded in the habit of saying "No" that the prospect is likely to answer in the negative from mere force of habit. And he is so accustomed to believing his own words that, having heard himself say "No!" he is more than likely to believe it.

As great issues often hinge upon trifles, so a sale, at such a juncture, often depends upon some trivial act of the salesman in getting the order book and the pen into the prospect's hands before the latter's attention has been called to them. Often a

mere gesture, indicating the line on which the man is to sign, will do the work better than an urgent appeal to him to sign.

I know a salesman who has made the most careful preparations for handling just such crises. He carries a fountain pen (taking care that it is always in good condition and

fles as this. Sometimes the prospect will be fairly convinced that he is being offered a good thing—that he ought to have it—and is on the verge of placing the order when a painful hitch occurs while the salesman fishes in his pockets for a pen, nervously adjusts it and then digs down into another pocket for his order blanks. Ten to one the prospect, during this wait—even if it is not of more than a minute's duration—will decide to "think it over" and put the salesman off with a half promise to buy next time. H. M. Betts.

The "Almost" Class.

The world is full of people who are almost successful. We meet every day people who are almost something, but just a little short of it. If these people undertake anything they never quite finish it; they never quite

A Motto for Michigan Traveling Men

I BELIEVE in the stuff I am handing out, in the firm I am working for and in my ability to get results. **I believe** that honest stuff can be passed out to honest men by honest methods. **I believe** in working, not weeping; in boosting, not knocking, and in the pleasure of my job. **I believe** a man gets what he goes after, that one deed done to-day is worth two deeds to-morrow and that no man is down and out until he has lost faith in himself. **I believe** in to-day and the work I am doing, in to-morrow and the work I hope to do, and in the sure reward which the future holds. **I believe** in courtesy, in kindness, in generosity, in good cheer, in friendship, and in honest competition. **I believe** there is something doing somewhere for every man ready to do it. **I am ready RIGHT NOW**

ARE YOU?

readiness for instant use) with a wide rubber band wrapped around the handle of the pen. When he perceives that his prospect is sold and unsold, he begins his closing argument (which usually is a brief summary of the points he has previously made) and by added emphasis increases the degree of attention with which the prospect regards him. He then brings out his pen and drops it on the desk convenient to the prospect's hand. The rubber band prevents the pen from rolling too far, or making a noise when it falls. Almost involuntarily the prospect will pick up the pen, and when he does so he finds the order book ready for him. He is still absorbed in what the salesman is saying and signs as a matter of course.

Some salesmen lose many sales which they might make if they understood the importance of such tri-

learn a trade or profession; they always manage to stop just short of success. "Almost" is a dangerous word. It has tripped up many a man who might have been successful if he had had grit enough to go a little farther, to hold on a little longer.

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.

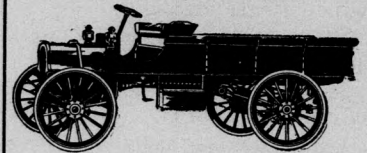
Twenty new rooms have been added, many with private bath.

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.

Chase Motor Wagons



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

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

Increase Your Sales of

BAKER'S Cocoa and Chocolate



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

Ask our salesman or write

Walter Baker & Co. Ltd.
 DORCHESTER, MASS.

No Dull Summer Days for Our Customers

Our "BARGAIN BULLETIN" shows them how to stimulate trade and boom their business. We buy for spot cash the surplus stocks of mills, manufacturers and importers at sacrifice prices, and dispose of the goods quickly to dealers in this city and elsewhere without the additional expense of traveling salesmen, thus enabling us to offer desirable merchandise to the trade at under market prices.

Our specialties: Men's, Women's and Children's Underwear and Hosiery, Embroideries, Laces, Veilings, Ribbons, White Goods and Wash Goods, Lace Curtains, Nets and Draperies, Handkerchiefs, Mufflers, Suspenders, Gloves and Mittens, Sweater Coats, Knee Pants, Etc. "We ship all goods on approval." The Bargain Bulletin is mailed free on request. Write today for our latest issue, listing a great many items in the above lines that should interest you. Get in touch with us. It will pay you.

Eisinger, Dessauer & Co.

Wholesale Dry Goods

114 to 124 So. Market St., Chicago

(When writing please mention Michigan Tradesman)

News and Gossip of the Traveling Boys.

Geo. Chappel, Frank Power and Geo. McConnell attended the undertakers' convention at Saginaw last week. Judging from reports, the boys acted the extreme opposite to what they sell their wares for.

The United Commercial Travelers and the Knights of the Grip are taking up the matter relative to the increase of rates by the Mt. Pleasant, St. Louis, Alma and Clare hotels. The consensus of opinion is that the hotels are already getting more than their services warrant. It is now up to the boys to see whether they want to be the "fall guys" for the holdup.

Harry Hydorn attempted to umpire a ball game at Howard City last week. The doctor says Harry will be all right in a few days.

Herb Todd, the man of few(?) words and chauffeur-in-chief for Edson, Moore & Co. (Detroit branch), says: "An order on the big book is worth dozens in the atmosphere."

The "chisel man" habit seems to be catching—even the hotels are getting it.

Looked like a traveling man's convention at Morley one day last week. The southbound G. R. & I. was held up at this village for two hours. Two ball teams were organized and Rudy Seewald (Detroit) and Morris Coe (Cleveland) acted as batteries for both sides.

Bill Pohlman spent Sunday in Grand Rapids. Bill always leaves smiles and sunshine wherever he goes and he did not go contrary to the usual rule this time. By the way, that's all Bill does leave.

Looks as if some people have confidence in future business conditions. Edson, Moore & Co. (Detroit) report having sold twelve stock orders during August and five so far this month. Calamity traveling men, sit up and take notice.

Charles Mather, of Cedar Springs, had a narrow escape from death the other day. Charlie had on a big automobile coat that looked like a side of pork and a big mastiff tried to eat him up; that is, Charlie thought it was a mastiff. We had our special representative investigate and he reported it was a young fox terrier.

Our weekly theme, U. C. T.: The Secretary, handsome Harry Hydorn has several hundred application blanks that he will gladly furnish on request.

Our Traverse City correspondent is lagging on us. If we don't hear from him soon, we will be obliged to expose him. Fred generally is very prompt and we are loath to give him away.

Louis Firzlaff has accepted a traveling position with a wholesale grocery house in Milwaukee. The first trip Louie made was to "Skeeter Lodge," on the Big Manistee.

John Mauritz, representing the Grand Rapids Shoe & Rubber Co., sold a complete opening stock of shoes and rubbers to N. E. Whetstone, at Beaverton.

Tom Burton, member of Rochester, N. Y., Council, U. C. T., is making his headquarters in Grand Rap-

ids temporarily. You know Tom is a bachelor, but not an old one.

The U. C. T. should make a gentle request of the P. M. to put on a smoking car on the Saginaw division, at least every Monday morning. The combination now used is by far too small.

Tommy Driggs, one of our oldest and most beloved traveling men, says he can remember once when he was a young man of seeing a Pere Marquette train pull in on time.

Charlie Reynolds attended the balloon ascension at Burton Heights last Saturday. Charlie is getting to be a regular globe trotter.

While returning from his Northern trip Geo. Liesveldt left his sample case and personal grip in a seat in a G. R. & I. coach and stepped off the train, which stopped twenty minutes at Cadillac, for a lunch. On returning George found an Indian with a beagle hound occupying his seat. He immediately ordered Mr. Indian and dog out—not knowing, of course, just what he was going up against. The copper colored gent waxed very wrothy and offered to break George's anatomy into several parts. Was George afraid? Not he. His stomach wasn't just in proper working order—that's what made him turn white. When the clouds drifted away, George offered to buy the beagle hound as one of his methods of conciliation.

John Hondorp is training on his bike, preparatory to entering the races at the Fair. He would stand as much chance as G. K. Coffee would in a race against a motorcycle.

Next meeting of the U. C. T. starts promptly at 7:30. Lunch served and ladies invited.

Gene Scott has gone North on a four weeks trip. Hope Gene picks out the right depots this time.

Wally Wendell entertained at Reed's Lake last week. Wally expects his wife home soon.

At last the U. C. T. have come across with a baseball victory. They defeated the Boat and Canoe Club Sunday (just before they went to Sunday school) by the score of 5 to 2.

J. M. Goldstein.

Keep It Up, Boys.

Grand Rapids, Sept. 12—The action of the Wright House, at Alma, the Park House, at St. Louis, the Bennett and Donovan hotels, at Mt. Pleasant and the Calkins House, at Clare, in raising their rates to \$2.50 per day, 75 cents for single meals and a 25 cent bus fare is not warranted by the services given. Travelers making those towns regularly are arranging their trips so as to stop elsewhere.

Keep it up, boys, and tell your friends to do the same.

Another U. C. T.

Jas. E. Wirt, of the Soo, representing the Michigan Drug Co., of Detroit, was found dead in bed Saturday morning at Mackinac City. He was a member of Petoskey Council, No 235, U. C. T. Heart failure evidently was the cause of death.

Manufacturing Matters.

Detroit—The E. W. Co. has engaged in business to manufacture and deal in belt lacing machinery, with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Fenton—The E. C. Slocum Manufacturing Co. has engaged in business to manufacture grass seeders, post hole diggers and tire pressers, with an authorized capital stock of \$5,000, of which \$4,800 has been subscribed and paid in in cash.

Detroit—The Swartz Manufacturing Co. has engaged in business to manufacture brass and sheet iron goods, with an authorized capital stock of \$25,000, of which \$12,750 has been subscribed, \$250 being paid in in cash and \$6,500 in property.

Ithaca—The Ithaca Industrial Co. has engaged in business to manufacture and deal in lumber, timber, machinery, iron, steel products, glassware and farm products, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Petoskey—A new company has been organized under the style of the Michigan Tanning & Extract Co., with an authorized capital stock of \$1,500,000 common and \$1,500,000 preferred, of which \$2,390,000 has been subscribed and paid in in cash. This corporation now owns the Shaw tanneries at Petoskey, Boyne City, Fremont and Wells.

Ludington—The Cartier Lumber Co., one of the oldest institutions in the city, has, in order to perpetuate the honored name of the late Antoine E. Cartier and for the purpose of assembling all the holdings and interests of his vast estate under one corporate management, changed its name and will hereafter be known as A. E. Cartier Sons' Co. The new corporation will own and control not only the property of the Cartier Lumber Co., but also that of the Cartier Manufacturing Co., stock in the Northern Michigan Transportation Co. and all the timber lands, real estate and other property of every description belonging to the A. E. Cartier estate.

Some Recent Business Changes in Indiana

Auburn — Charles Kinsey, of the Olds & Kinsey Novelty Co., has become the owner of the entire business, having purchased the interest of Mr. Olds in the same.

Avilla—Frank L. Fisher has opened a new meat market.

Lynn — Elmer Shook and Geo. Shook have formed a copartnership and engaged in the grain and feed business.

Terre Haute—The Terre Haute Heavy Hardware Co. has been incorporated with a capital stock of \$50,000, divided into 500 shares of \$100 each. The principal stockholders and directors elected for the first year are William H. Yingling, Harry E. Merrifield and Faires Colwell, all of this place.

Ft. Wayne—Leo J. Alerding, formerly manager of the Romadka trunk

and leather goods store in this city, has purchased the establishment from the Romadka Co. and will return to this city to embark in business upon his own account. He is now in charge of the store, the name of which will be changed to conform to the new ownership.

Avilla—H. A. Moore has purchased the meat market of John Ross.

In this day of legislation on almost everything under the sun, it is, perhaps, in order to suggest that there should be stringent legislation prohibiting the carrying of the American flag in labor day parades and labor union demonstrations. The man who joins a labor union and takes the oath required of him places obedience to the union ahead of home and church and country. He is, therefore, a bad citizen, incapable of comprehending the duties and privileges of good citizenship and ought not to be permitted to bear the flag which stands for freedom of conscience and the liberty of private thinking and individual acting. No greater travesty can be imagined than the carrying of the National emblem by a gang of union slaves and vassals—slaves to the union and vassals of the domineering union leaders who recognize obedience to no law, human or divine.

William Frederick Blake (Judson Grocer Co.) and wife leave Sept. 19 for a two weeks' visit with friends at London and Hamilton, Ont. Mr. Blake was U. S. Consul at London while James G. Blain was Secretary of State during the Garfield administration and made many acquaintances there which he will now have an opportunity to renew.

Willard James, who has covered Michigan trade several years for the Watson-Plummer Shoe Co., which recently went into liquidation, has signed with the R. P. Smith & Sons' Co., one of the oldest shoe houses in Chicago. Mr. James is one of the most reliable men on the road and his knowledge of shoes is thorough and extensive.

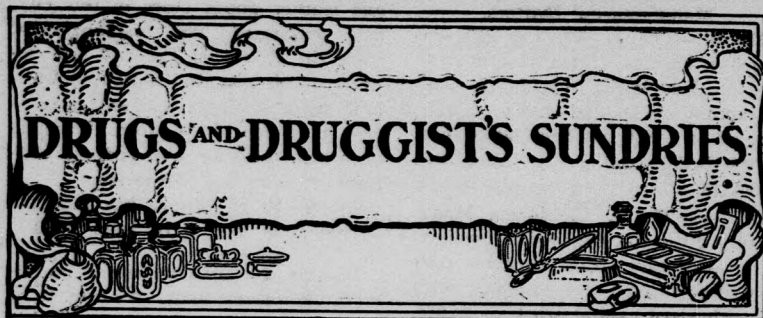
James L. Minisee has opened a grocery store at 185 Henry street, corner Logan street. The Judson Grocer Co. furnished the stock. Mr. Minisee is a colored man who has until recently lived on his father's farm in Ottawa county. He bears a good reputation and the Tradesman extends him best wishes for success.

A. B. Collins has purchased the stock and fixtures of the Creston Candy Kitchen, located at 611 North Coit avenue. He will continue the business under the same style.

Albert G. Ball, a well-known traveling man, died Sunday at his summer home at Bay View of heart trouble.

J. E. Angel, grocer at 161 South Division street, is succeeded in business by J. L. Cusick.

Fresh air cleans and heals; prevents sickness in the well and heals the sick.



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

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

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

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

He Was a Druggist and They Took Him In.

On Monday of last week a man of seedy appearance as to his clothes, but with a look of shrewd intelligence in his eye, entered a drug store on the East Side and proceeded to unravel a pitiful yarn. He was a druggist, he said, who had once seen better days. He had stood behind the marble counter himself, his hair oil-scented with bergamot and his handkerchief waving forth the odor of night-blooming cereus. He had gazed into the face of the confiding customer with a sweet smile and charged him a dollar for ten cents' worth of hydrargyrum cum creta or Lycopus Europeus many and many a time. He had mixed a little paregoric, squills and simple syrup together and sold it as a guaranteed sure-cure for consumption hundreds of times and reveled in the luxury the compensation therefor provided. He had bought barrel after barrel of native-born two-dollar brandy, drawn it off into shining bottles, marked it cognac and sent it out into the world at twelve dollars a gallon.

He had often thrown a little old soap, kerosene oil, onion juice and condition powders into a tank of water and squirted it through a marble and silver fountain as native Saratoga water, at five cents a glass. In weighing three drams of iodide of potash he always placed on the scale a paper weighing at least one-half dram, and he knew the butcher's trick of pushing it down with his thumb. He could tap both ends of a barrel of spiritus frumenti, and draw down

both rye and bourbon from the one container. In short, he knew the drug business thoroughly.

He had met hard luck, however, and was now completely busted. He wanted aid and was worthy of it. He had an uncle in Troy, who would help him, he knew, if he could once get there. He could have had a situation in a drug store in Poughkeepsie, but he looked so rusty that they wouldn't take him in and he was filled with despair.

His story reached the hearts of the East Side drug store clerks, and they determined to show that in their bosoms reigned the peaceful attributes of heaven-born charity. So one of them marched him to a barber shop in the Astor House and paid for a thorough job of repairing on his head—hair cut, shampoo and shave. Another hastened home and secured a suit of clothes, which he had recently made up his mind should last him through the spring, and with generous heart urged them upon the worthy object of their sympathy. Another raised a purse of ten dollars, took him home and gave him a bath and a square meal, had his shoes blacked and in a short time transformed the measly tramp into something bearing the form and stature of a gentleman and a druggist.

Then they brought him back to the store and gave him a job at sorting bottles in the back room. Every three minutes one of the charitable ones would go to the door and look, with feelings of satisfaction such as the good and generous only experience, at the happy transformation they had wrought. There he was, cheerful and bright, ready and anxious to work for the clothing, money and food given him! How changed from the half-desperate, ragged and hungry outcast who came to their dispensary a few hours before! A warm glow of pleasure filled their breasts and shone upon their youthful brows.

But now comes the sequel: The rejuvenated member of the craft had washed perhaps eleven four-ounce vials when he entered the front part of the store and asked permission to go up town to see a man who had promised to find him employment, and with whom he had an appointment in the Waldorf? He would go up to inform him of his good luck in meeting such noble Christian gentlemen, and would hurry right back to finish his work. He took his hat and left the store.

Possibly he may come back next spring. If so, we will announce the fact to our readers. If any one is

disposed to find out who were the good-hearted young men thus badly sold, let him make his enquiries with great care. It is a sure case of bodily harm if he asks the right men in the right store.

Santal and Saw Palmetto Elixir.

1.
 Saw palmetto ½ oz.
 Yellow sandalwood 1 oz.
 Couch-grass 1 oz.
 Alcohol,
 Water, of each, sufficient.
 Sugar 3½ ozs.

Extract the three drugs reduced to coarse powder with a mixture of 1 part of alcohol and 3 parts of water so as to obtain 14 fluid ounces, and in the latter dissolve the sugar by agitation.

2.
 Saw palmetto berries 8 ozs.
 Coran silk 8 ozs.
 Sandalwood 2 ozs.
 Sugar 6 ozs.
 Alcohol,
 Water, each, to make 2 pts.

Mir 12 fluid ounces of alcohol with 36 fluid ounces of water. With this menstruum moisten the previously ground drugs and macerate during twenty-four hours. Then pack firmly in a percolator and pour on the remainder of the menstruum, allowing the percolate to drop slowly. In this dissolve the sugar by agitation. Finally pass sufficient water through the exhausted drugs to make the finished elixir measure two pints. Caramel may be added if the color is not deep enough. Each fluid ounce of this elixir is taken to represent saw palmetto berries, 120 grains; corn silk, 120 grains; sandalwood, 30 grains.

Carpet and Clothes Cleaning Compound.

Solution of soap 120 cc.
 Ammonia water, 10% 60 cc.
 Gasoline 120 cc.
 Chloroform 20 cc.
 Potassium nitrate 10 gms.
 Oil wintergreen 10 cc.
 Distilled water to make 1,000 cc.

Dissolve the potassium salt in the water, add the ammonia to the soap solution, then the chloroform, oil and gasoline; shake well and add the water. This makes a white, milky compound, which separates slightly on standing, but readily unites on shaking. The wintergreen is only added for its odor, and may be replaced by any other preferred, or omitted altogether.

The solution of soap is made as follows:

Olive oil 60 cc.
 Potassium hydroxide 12 gms.
 Alcohol,
 Water, each, to make 1,000 cc.

Place the oil in a suitable dish, add 1 ounce alcohol, mix well, then add the potash dissolved in 1 ounce water. Apply heat by means of a water bath until the oil is completely saponified, which is shown by a portion being removed and dropped into boiling water, when it should dissolve completely without the separation of oily drops. Allow to cool, add 500 cc alcohol and water to make 1,000 cc. Filter through paper.

Drugs and Druggists in Ohio.

The Ohio Dairy and Food Commissioner, through its drug inspectors, reports as follows as to drug conditions in Ohio:

"During the year practically every regular drug store has been visited and a general inspection made of the drugs found therein. The past year has been one of education and we have found our work highly appreciated by the druggists. As a rule they readily adopted our suggestions for the care and protection of their medicines.

"It is regretted that the law does not cover or reach the products dispensed by the physicians. Because of this weakness in the law over 50 per cent. of the medicines administered for the eradication of disease are not subject to inspection by this Department. This should not be the case—the law should be so amended as to make the products of both pharmacist and physician conform to the same standard, and thus safeguard and protect the people to the highest degree possible. The public is entitled to this protection.

"We found the law requiring the statement on the label of the per cent. of alcohol and habit forming drugs contained in patent and proprietary medicines to be universally complied with both by dealers and manufacturers."

Effervescent Bath Powders.

A powder for an effervescent "carbonic acid bath" may be prepared according to the following formula:

Tartaric acid 10 parts
 Sodium bicarbonate 9 parts
 Rice flour 6 parts

The powdered ingredients must be dry. The mixture may be compressed into tablets, for which purpose it must be first moistened with alcohol. Various perfumes may be added, the two following being particularly fragrant:

1.
 Oil of lavender 4 drms.
 Oil of rosemary 4 drms.
 Oil of bergamot 1 oz.
 Oil of lemon 2 ozs.
 Oil of clove 30 mms.

2.
 Oil of neroli 6 drms.
 Oil of rosemary 3 drms.
 Oil of bergamot 3 drms.
 Oil of cedrat 7 drms.
 Oil of orange peel 7 drms.

Use about a fluid drachm of one of these to a pound of the powder.

The following is said to make a very fragrant mixture:

Sodium bicarbonate 85.0 parts
 Tartaric acid 71.0 parts
 Cornstarch 113.0 parts
 Oil of lemon 0.9 part
 Oil of iris 0.3 part
 Oil of cananga 0.3 part
 Mix intimately.

The Drug Market.

Asafoetida—Is slightly lower.
 Coconut Oil—Has advanced.
 Quick Silver—Has declined.
 Goldenseal Root—Has again advanced.
 Sugar of Milk—Has advanced.
 Cloves—Are higher.

WHOLESALE DRUG PRICE CURRENT

Acidum			Copaiba	1 75@1 85	Scillae	
Benzolium, Ger.	60@ 8		Cubebae	4 00@4 10	Scillae Co.	
Boric	70@ 75		Erigeron	2 35@2 50	Tolutan	
Carbolicum	20@ 24		Evecthitos	1 00@1 10	Prunus virg.	
Citricum	45@ 50		Gaultheria	4 80@5 00	Zingiber	
Hydrochlor	3@ 5		Geranium	oz 75		Tinctures
Nitrosum	8@ 10		Gossypil Sem gal	70@ 75	Aloes	
Oxalicum	14@ 15		Hedeoma	2 50@2 75	Aloes & Myrrh.	
Phosphorium, dil.	@ 15		Junipera	40@1 20	Anconitum Nap'sR	
Salicylicum	44@ 47		Lavendula	90@3 60	Anconitum Nap'sR	
Sulphuricum	14@ 5		Limonos	1 70@1 80	Arnica	
Tannicum	75@ 85		Mentha Piper	2 75@3 00	Asafoetida	
Tartaricum	38@ 40		Mentha Verid	3 80@4 00	Atrape Belladonna	
Ammonia			Morrhuae, gal.	2 00@2 75	Aurant Cortex	
Aqua, 13 deg.	4@ 6		Myrica	3 00@3 50	Barosma	
Aqua, 20 deg.	6@ 8		Olive	1 00@3 00	Benzoin	
Carbonas	13@ 15		Picls Liquida	10@ 12	Benzoin Co.	
Chloridum	12@ 14		Picls Liquida gal.	@ 40	Cantharides	
Aniline			Ricina	94@1 00	Capsicum	
Black	2 00@2 25		Rosae oz.	11 50@12 00	Cardamon	
Brown	80@1 00		Rosmarini	@1 00	Cardamon Co.	
Red	45@ 50		Sabina	90@1 00	Cassia Acutifol	
Yellow	2 50@3 00		Santal	@4 50	Cassia Acutifol Co	
Baccae			Sassafras	90@1 00	Castor	
Cubebae	70@ 75		Sinapis, ess. oz.	@ 65	Catechu	
Junipers	6@ 8		Succini	40@ 45	Cinchona	
Xanthoxylum	1 00@1 10		Thyme	40@ 50	Cinchona Co.	
Balsamum			Thyme, opt.	@1 60	Columbia	
Copalba	60@ 65		Theobromas	15@ 20	Cubebae	
Peru	2 25@2 40		Tigili	1 05@1 15	Digitalis	
Terabin, Canad.	70@ 80		Potassium			
Tolutan	45@ 50		Bi-Carb	15@ 18	Ergot	
Cortex			Bichromate	13@ 15	Ferri Chloridum	
Ables, Canadian.	18		Bromide	30@ 35	Gentian Co.	
Cassiae	20		Brom	12@ 15	Guaiac ammon	
Cinchona Flava	18		Chorate	12@ 14	Hycosyamus	
Buonymus atro.	60		Cyanide	30@ 40	Iodine	
Myrica Cerifera	20		Iodide	2 25@2 30	Iodine, colorless	
Prunus Virginl	15		Potassa, Bitart pr	30@ 32	Kino	
Quillaia, gr'd.	15		Potass Nitras opt	7@ 10	Lobella	
Sassafras, po 30	26		Potass Nitras	@ 8	Myrrh	
Ulmus	20		Sulphate	23@ 26	Nux Vomica	
Extractum			Sulphate po	15@ 18	Opil	
Glycyrrhiza, Gla.	24@ 30		Radix			
Glycyrrhiza, po	28@ 30		Aconitum	20@ 25	Opil, camphorated	
Haematox	11@ 12		Althae	30@ 35	Opil, decolorized	
Haematox, 1s	13@ 14		Anchusa	10@ 12	Opil	
Haematox, 1/8	14@ 15		Arum po	@ 25	Rhatany	
Haematox, 1/8	16@ 17		Calamus	20@ 40	Rhei	
Ferru			Gentiana po 15.	12@ 14	Sanguinaria	
Carbonate Precip.	15		Glycyrrhiza pv 15	12@ 14	Serpentaria	
Citrate and Quina	2 00		Hellebore, Alba	16@ 15	Stromonium	
Citrate Soluble	55		Hydrastis, Canada	@5 00	Tolutan	
Ferrocyanidum S	40		Hydrastis, Can. po	20@ 25	Valerian	
Solut, Chloride	15		Insula, po	25@ 35	Veratrum Veride	
Sulphate, com'l	2		Ipecac, po	35@ 40	Zingiber	
Sulphate, com'l, by	70		Iris plox	2 25@2 35	Miscellaneous	
bbl., per cwt.	7		Ialapa, pr.	70@ 75	Aether, Spts Nit 3f	
Sulphate, pure	7		Maranta, 1/8	@ 35	Aether, Spts Nit 4f	
Flora			Podophyllum po	15@ 18	Alume, grd po 7	
Arnica	20@ 25		Rhei	75@1 00	Anatto	
Anthemis	50@ 60		Rhei, cut	1 00@1 25	Antimonil, po	
Matricaria	30@ 35		Rhei, pv	75@1 00	Antimonil et po T	
Folia			Sanguinari, po 18	@ 15	Antifebrin	
Barosma	1 75@2 00		Scillae, po 45	20@ 25	Antipyrin	
Cassia Acutifol.	15@ 20		Senega	85@ 90	Argent Nitras oz	
Cassia, Acutifol	25@ 30		Serpentaria	50@ 60	Arsenicum	
Cassia, officinalis,	18@ 20		Smilax	60@ 65	Balm Gilead buds	
1/8 and 1/8	8@ 10		Smilax, off's H.	@ 48	Bismuth S N	
Uva Ursi	8@ 10		Spigella	1 45@1 50	Calcium Chlor, 1/2	
Gummi			Symplocarpus	@ 25	Calcium Chlor, 1/4	
Acacia, 1st pkd.	@ 65		Valeriana Eng.	@ 25	Calcium Chlor, 1/8	
Acacia, 2nd pkd.	@ 45		Valeriana, Ger.	15@ 20	Cantharides Rus.	
Acacia, 3rd pkd.	@ 35		Zingiber a	12@ 16	Capsicl Fruc's af	
Acacia, sifted sts.	@ 18		Zingiber j	25@ 28	Capsicl Fruc's po	
Acacia, po	45@ 65		Semen			
Aloe, Barb	22@ 25		Anslum po 22	@ 18	Cap'i Fruc's B po	
Aloe, Cape	@ 25		Apium (gravel's)	@ 25	Carmine, No 40	
Aloe, Socotr	@ 45		Bird, 1s	@ 6	Carphyllus	
Ammoniac	55@ 60		Cannabis Sativa	4@ 8	Cassia Fructus	
Asafoetida	1 60@1 75		Camomum	70@ 90	Cataceum	
Benzoin	50@ 55		Caru po 15	12@ 15	Centraria	
Catechu, 1s	@ 13		Chenopodium	25@ 30	Cera Alba	
Catechu, 1/8	@ 16		Coriandrum	12@ 14	Cera Flava	
Catechu, 1/8	59@ 64		Cydonium	75@1 00	Coccoloba	
Camphorae	@ 40		Dipterix Odorate 4	00@4 25	Chlorof. Rus.	
Euphorbium	@1 00		Foeniculum	@ 30	Chloral Hyd Crss 1	
Gamboge	1 25@1 35		Foenugreek, po	7@ 9	Chloro'm Squilbbs	
Gaulacium po 35	@ 35		Linl	6@ 8	Chondrus	
Kino	@ 45		Linl, grd. bbl. 5 1/4	75@ 80	Cinchonid'e Germ	
Mastic	@ 75		Lobella	@ 8	Cinchonidine P-W	
Myrrh	po 50		Pharlaris Cana'n	9@ 10	Cocaine	
Opium	@8 50		Rapa	5@ 6	Corks list, less 709	
Shellac	45@ 55		Sinapis Alba	8@ 10	Croosotum	
Shellac, bleached	60@ 65		Sinapis Ngra	9@ 10	Creta	
Tragacanth	90@1 00		Spiritus			
Herba			Frumenti W. D.	2 00@2 50	Creta, prep.	
Absinthium	4 50@7 00		Frumenti	1 25@1 50	Creta, precip.	
Eupatorium oz pk	20		Junipers Co.	1 75@3 50	Creta, Rubra	
Lobella	20		Junipers Co O T	1 65@2 00	Cupri Sulph.	
Majorum	28		Saccharum N E	1 90@2 10	Dextrine	
Mentra Pip. oz pk	23		Spt Vinl Galll	1 75@6 50	Emery, al Nos.	
Mentra Ver oz pk	25		Vini Alba	1 25@2 00	Emery, po	
Rue	39		Vini Oporto	1 25@2 00	Ergota	
Tanacetum	22		Sponges			
Thymus V oz pk	22		Extra yellow sheeps'	@1 25	Ether Sulph	
Magnesia			wool carriage	@1 25	Flake White	
Calced, Pat.	55@ 60		Florida sheeps' wool	3 00@3 50	Galla	
Carbonate, Pat.	18@ 20		carriage	@1 25	Gambler	
Carbonate, K-M.	18@ 20		Grass sheeps' wool	@1 25	Gelatln, Cooper	
Carbonate	18@ 20		carriage	@1 00	Gelatln, French	
Oleum			Hard, slate use	@1 00	Glassware, fit bo	
Absinthium	7 50@8 00		Nassau sheeps' wool	3 50@3 75	Glass, box 70%	
Amygdalae Dulc.	75@ 85		carriage	@2 00	Glue, brown	
Amygdalae, Ama	8 00@8 25		Velvet extra sheeps'		Glue, white	
Anisl	1 90@2 00		wool carriage		Glycerina	
Aurant Cortex	3 10@3 20		Yellow Reef, for	@1 40	Grana Paradisi	
Bergamil	6 25@6 50		slate use		Humulus	
Calpitu	85@ 90		Syrups			
Carophylli	1 35@1 40		Acacia	@ 50	Hydrarg Ammo'l	
Cedar	85@ 90		Aurant Cortex	@ 50	Hydrarg Ch. Mt	
Cinopadi	50@5 00		Ferr lod	@ 50	Hydrarg Ch Cor	
Cinnamonl	1 70@1 80		Rhei Arom	@ 50	Hydrarg Ox Ru'm	
Conium Mac	90@ 94		Smilax Off's	50@ 60	Hydrarg Ungue'm	
Citronella	90@ 70		Senega	@ 50	Hydrargyrum	
					Ichthyobolla, Am.	
					Ingrs	
					Iodine Resubi	
					Iodoform	
					Liquor Arsen et	
					Hydrarg Iod.	
					Liq. Potass Arsinl	

	Lupulin	71	50	Rubia Tinctorum	12	14	Vanilla	9	00	10	00
	Lycopodium	80	90	Saccharum La's	25	30	Zinci Sulph	70	10	gal	
	Macis	65	70	Sacchar	4	50	Oil				
7	Magnesia, Sulph.	3	5	Sanguis Drac's ..	40	50	Lard, extra	90	10	gal	
7	Magnesia, Sulph. bbl	1	14	Sapo, G	15	14	Lard, No. 1	85	90	gal	
7	Mannia S. F.	75	85	Sapo, M	10	12	Linsed, pure r'w 92 ..	1	09	15	15
7	Menthol	5	25	Sapo, W	15	18	Linsed, boiled 93	1	10	16	16
7	Morphia, SP&W		50	Seidlitz Mixture	27	30	Neat's-foot, str 65 ..	6	79	14	14
	Morphia, SNEYQ			Sinapis	1	18	Turpentine, bbl ..	70	70	70	70
	Morphia, Mal...			Sinapis, opt.	1	30	Turpentine, less ..	70	70	70	70
60	Moschus Canton		40	Snuff, Maccaboy,			Whale, winter	70	70	70	70
	Myristica, No. 1	25	40	De Voes	1	54	Paints				
50	Nux Vomica po 15		10	Snuff, S'h DeV's ..	1	54	Green, Paris	21	62	62	62
50	Os Sepia	30	35	Soda, Boras	5	10	Green, Peninsular 13	16	16	16	16
	Pepsin Saac, H &			Soda, Boras, po 5	10	10	Lead, red	7	4	8	8
50	P D Co	71	100	Soda et Pot's Tart	27	30	Lead, white	7	4	8	8
50	Picis Liq N N 1/4			Soda, Carb	1	2	Ochre, yel Ber 1 1/2	30	30	30	30
	gal. doz.	2	00	Soda, Bl-Carb	3	5	Ochre, yel Mars 1 1/2	30	30	30	30
50	Picis Liq qts	1	00	Soda, Ash	3	4	Putty, comm'l 2 1/2	2	2	2	2
50	Picis Liq pints	1	00	Soda, Sulphas	3	4	Putty, str't p 2 1/2	2	2	2	2
50	Pil Hydrarg po 80			Soda, Cologne	3	0	Red Venetian 1 1/2	20	3	3	3
50	Piper Alba po 35		30	Spts. Ethene Co. ...	50	55	Shakker Prep'd ..	1	25	1	35
50	Piper Nigra po 22		13	Spts. Myrcia	2	50	Vermillion, Eng. ...	75	80	80	80
50	Pix Burgum	10	12	Spts. Vini Rect bbl	1	10	Vermillion Prime				
75	Plumbi Acet	12	15	Spts. V'i Rect 1/2 b	1	10	American	13	15	15	15
75	Pulvis P'cut Opl 1	30	150	Spts. V'i R't 10 gl	1	10	Whiting Gliders ..	1	95	1	95
50	Pyrethrum, bxs. H			Spts. V'i R't 5 gl	1	10	Whit's Paris Am'r	1	25	1	25
75	& P D Co. doz		75	Strychnia Crysl 1	10	130	Whit's Paris Eng.	1	25	1	25
75	Pyrethrum, pv	20	25	Sulphur, Roll	2	5	cliff	1	40	1	40
50	Quassia	8	10	Sulphur Subl.	2	6	Whiting, white S'n	1	40	1	40
50	Quina, N. Y.	17	27	Tamarinds	8	10	Varnishes				
50	Quina, S. Ger.	17	27	Terebenth Venice	40	50	Extra Turp	1	60	1	70
1	Quina, S P & W	17	27	Thebromia	45	48	No. 1 Turp Coach 1	10	12	10	20



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

Fruit Jars
Corn Syrup
Rolled Oats
Cocoanut

DECLINED

Twine

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

3

CHEWING GUM	
Adams Pepsin	55
American Flag Spruce	55
Beaman's Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	55
Black Jack	55
Largest Gum (white)	55
O. K. Pepsin	55
Red Robin	55
Sen Sen Breath Perf.	1 00
Spearmint	55
Spearmint, jars 5 bxs	2 75
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Bagle	5
Franch's	7
Schener's	6
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co's	22
Germans Sweet	31
Premium	31
Caracas	31
Walter M. Lowney Co.	30
Premium, 1/2s	30
Premium, 1/4s	30

CIDER, SWEET

Regular barrel 50 gal	10 00
Trade barrel, 28 gals	5 50
1/2 Trade barrel, 14 gal	3 50
Boiled, per gal.	60
Hard, per gal.	25

CLOTHES LINES

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 60
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 60
No. 60 Sash Cord	1 90
No. 72 Jute	80
No. 60 Sisal	85
Galvanized Wire	85
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Epps	42
Huyler	45
Lowney, 1/2s	36
Lowney, 1/4s	36
Lowney, 1/8s	36
Van Houten, 1/2s	40
Van Houten, 1/4s	40
Van Houten, 1/8s	40
Webb	33
Wilber, 1/2s	33
Wilber, 1/4s	32

COCOANUT

Dunham's per lb.	
1/4s, 5lb. case	29
1/4s, 5lb. case	28
1/4s, 15lb. case	27
1/4s, 15lb. case	26
1/4s, 15lb. case	25
1/4s & 1/2s, 15lb. case	26 1/2
Scalloped Gems	10
1/4s & 1/2s, pails	14 1/2
Bulk, pails	13 1/2
Bulk, barrels	12

COFFEES, ROASTED

Common	16
Fair	16 1/2
Choice	17
Fancy	18
Peaberry	19

Santos

Common	17
Fair	18
Choice	18
Fancy	19
Peaberry	19

Maracibo

Fair	19
Choice	20
Choice	19
Fancy	21

Guatemala

Fair	20
Fancy	22
Private Growth	24@29
Mandling	30@34
Aukola	29@31

Mocha

Short Bean	24@26
Long Bean	23@24
H. L. O. G.	25@27
Fair	20
Fancy	22
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	22 00
Lion	21 50

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

4

CONFECTIONS

Stick Candy	Pails
Standard	8 1/2
Standard, C. H.	8 1/2
Standard Twist	8 1/2
Jumbo, 32 lb.	9
Extra H. H.	10
Boston Cream	12
Big stick, 30 lb. case	9

Mixed Candy

Grocers	6 1/2
Competition	7
Special	8 1/2
Conserve	8
Royal	12
Ribbon	11
Broken	8 1/2
Cut Leaf	9
Leader	9
Kindergarten	10 1/2
French Cream	9 1/2
Star	11
Hand Made Cream	16
Premio Cream mixed	14
Paris Cream Bon Bons	10 1/2

Fancy-In Pails

Gypsy Hearts	15
Coco Bon Bons	14
Fudge Squares	17
Peanut Squares	13
Sugared Peanuts	13
Salted Peanuts	13
Starlight Kisses	12
Lozenges, plain	10 1/2
Champion Chocolate	11
Eclipse Chocolates	14
Eureka Chocolates	15
Quintette Chocolates	14
Champion Gum Drops	10
Moss Drops	10
Lemon Sours	10
Imperial	10
Ital Cream Bon Bons	13
Golden Waffles	13
Red Rose Gum Drops	10
Auto Bubbles	13

Fancy-In 5lb. Boxes

Old Fashioned Molasses Kisses 10lb. bx.	1 30
Orange Jellies	50
Lemon Sours	60
Old Fashioned Horehound drops	60
Peppermint Drops	60
Champion Choc. Drops	60
H. M. Choc. Drops	1 10
H. M. Choc. Lt. and Dark, No. 12	1 10
Bitter Sweets, as'd	1 25
Brilliant Gums, Crys.	60
A. A. Licorice Drops	90
Lozenges, printed	65
Lozenges, plain	60
Imperial	60
Mottoes	65
Cream Bar	60
G. M. Peanut Bar	60
Hand Made Crms	80@90
Cream Wafers	65
String Rock	65
Wintergreen Berries	60

Pop Corn

Cracker Jack	3 25
Giggles, 6c pkg. cs.	3 50
Fan Corn, 50's	1 65
Azulikit 100s	3 25
Oh My 100s	3 50

Cough Drops

Putnam Mental	1 00
Smith Bros.	1 25

NUTS—Whole

Almonds, Drake	15
Almonds, California	
soft shell	
Brazils	12@13
Filberts	12@13
Cal. No. 1	
Walnuts, soft shell	18@19
Walnuts, Marbot	17
Table nuts, fancy	13 1/4@14
Pecans, medium	13
Pecans, ex. large	14
Pecans, Jumbos	16
Hickory Nuts, per bu.	
Ohio, new	
Cocoanuts	
Chestnuts, New York	
State, per bu.
Shelled	

6	7	8	9	10	11
Soda Crackers N. B. C. 1 00 Soda Crackers Select 1 00 S. S. Butter Crackers 1 50 Uneeda Biscuit 50 Uneeda Jinxer Wafers 1 00 Uneeda Lunch Biscuit 50 Vanilla Wafers 1 00 Water Thin Biscuit 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 In Special Tin Packages. Festino 2 50 Nabisco, 25c 2 50 Nabisco, 10c 1 00 Champagne 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 14@16 California 14@16 Corsican 15 Currants 15 Imp'd 1 lb. pkg. 10 Imported bulk 9 Peaches Muirs-Choice, 25 lb. bx 9 1/2 Muirs-Fancy, 25 lb. b. 11 Muirs-Fancy, 50 lb. b. 10 1/2 Peel Lemon American 13 Orange American 13 Raisins Connors Cluster 3 25 Dessert Cluster 4 00 Loose Muscatels 4 Cr 7 Loose Muscatels 4 Cr 7 L. M. Seeded 1 lb. 8 1/2 California Prunes L. M. Seeded 1 lb. 9 1/2 Sultanas, Bleached 12 100-125 25lb. boxes 11 1/2 80-90 25lb. boxes 12 1/2 70-80 25lb. boxes 13 60-70 25lb. boxes 13 1/2 50-60 25lb. boxes 14 40-50 25lb. boxes 14 1/2 1/2 less in 50lb. cases FARINACEOUS GOODS Beans Dried Lima 3 Med. Hand Picked 2 45 Brown Holland 3 20 Farina 25 lb. packages 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 Split, bu. 04 Sage East India 5 German, sacks 5 German, broken pkg. 5 Tapioca Flake, 100 lb. sacks 5 Pearl, 130 lb. sacks 5 Pearl, 36 pkgs. 2 25 Minute, 36 pkgs. 2 75 FISHING TACKLE 1/4 to 1 in. 6 1 1/2 to 2 in. 7 1 1/2 to 2 in. 9 1 1/2 to 2 in. 11 2 in. 15 3 in. 20 Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11 No. 6, 15 feet 12 No. 7, 15 feet 15 No. 8, 15 feet 18 No. 9, 15 feet 20 Linen Lines Small 20 Medium 26 Large 34 Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80 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 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 23 20 4 oz. oval 35 20 1 oz. flat 100 00	Jaxon Terp. Lemon 1 oz. oval 10 20 2 oz. oval 16 80 4 oz. flat 33 00 1 oz. flat 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. Mapleine 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 25 Mason, qts. per gro. 5 60 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 Nelson's 1 50 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 bi 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 1/2 cloth 4 50 Big Wonder 1/2 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, 1/2 cloth 5 40 White Star, 1/2 cloth 5 30 White Star, 1/2 cloth 5 20 Worden Grocer Co. American Eagle, 1/2 cl 5 40 Grand Rapids Grain & Milling Co. Brands Purity, Patent 5 00 Seal of Minnesota 5 60 Sunburst 5 60 Wizard Flour 4 60 Wizard Graham 4 60 Wizard Gran. Meal 3 80 Wizard Buckwheat 6 00 Rye Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 40 Golden Horn, bakers 5 30 Wisconsin Rye 4 65 Judson Grocer Co.'s Brand Ceresota, 1/2 6 40 Ceresota, 1/2 6 30 Ceresota, 1/2 6 20 Lemon & Wheeler's Brand Wingold, 1/2 6 20 Wingold, 1/2 6 10 Wingold, 1/2 6 10 Worden Grocer Co.'s Brand Laurel, 1/2 cloth 5 85 Laurel, 1/2 cloth 5 85 Laurel, 1/2 & 1/2 paper 5 75 Laurel, 1/2 cloth 5 75 Voigt Milling Co.'s Brand Voigt's Crescent 4 70 Voigt's Flour 4 70 Voigt's Hygienic 4 70 Graham 4 20 Voigt's Royal 5 10 Wykes & Co. Sleepy Eye, 1/2 cloth 6 00 Sleepy Eye, 1/2 cloth 5 90 Sleepy Eye, 1/2 cloth 5 80 Sleepy Eye, 1/2 cloth 5 80 Sleepy Eye, 1/2 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 50 Perfection Buckwheat 3 00 Tip Top Buckwheat 2 80 Badger Dairy Feed 24 00 Alfalfa Horse Feed 26 00 Kafir Corn 1 80 Hoyle Scratch Feed 1 60 Meal Boiled 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 Lined Meal 33 00	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 Thyme 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 30 Lambs 25 50 Shearings 15 50 Tallow No. 1 5 No. 2 4 Wool Unwashed, med. 18 Unwashed, fine 13 HORSE RADISH Per doz. 90 JELLY 5lb. pails, per doz. 2 25 15lb. pails, per pail 55 30lb. pails, per pail 95 JELLY GLASSES 1/2 pt. in bbls, per doz. 16 8 oz. capped in bbls, per doz. 20 MAPLEINE 2 oz. bottles, per doz. 3 00 MINCE MEAT Per case 2 85 MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 32 Fair 20 Half barrels 2c extra MUSTARD 1/2 lb. 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 10@120 Bulk, 2 gal. kegs 95@110 Bulk, 5 gal. kegs 90@105 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 35 Stuffed, 14 oz. 2 35 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 3 75 Queen, Mammoth, 25 5 25 Olive Chow, 2 doz. cs. 2 25 per doz. 2 25 PICKLES Beutel's Bottled Pickles 8 oz., per doz. 90 10 oz., per doz. 95 16 oz., per doz. 1 45 24 oz., per doz. 1 90 32 oz., per doz. 2 35 Medium Barrels, 1,200 count 7 75 Half bbls., 600 count 4 50 5 gallon kegs 2 25 Small Barrels 9 00 Half barrels 5 25 5 gallon kegs 1 90 Gherkins Barrels 11 00 Half barrels 5 00 5 gallon kegs 2 75 Sweet Small Barrels 13 50 Half barrels 7 50 5 gallon kegs 3 00 PIPES 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. 908 Bicycle 2 00 No. 632 Tourist 2 25 POTASH Babbitt's 4 00 PROVISIONS Barreled Pork Clear Back 17 50@18 00 Short Cut 16 50 Short Cut 16 00 Bean 15 00 Breakfast, Clear 23 00 Pig 23 00 Clear Family 26 00 Dry Salt Meats S P Bellies 14 Lard Pure in tins 10@10 1/2 Compound lard 8 1/2@9 30 lb. tubs 4 1/2 60 lb. tubs 4 1/2 50 lb. tins 4 1/2 10 lb. pails 4 1/2 10 lb. pails 4 1/2	5 lb. pails 1 advance 1 8 lb. pails 1 advance 1 Smoked Meats Hams, 12 lb. av. 16 1/2@17 Hams, 14 lb. av. 16 1/2@17 Hams, 16 lb. av. 15 1/2@16 Hams, 18 lb. av. 17 1/2@18 1/2 Skinned Hams, 17 1/2@18 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 1/2@10 Minced Ham 9 1/2@10 Bacon 14 1/2@15 Sausages Bologna 8 Liver 7 1/2@8 Frankfort 9 1/2@9 1/2 Pork 11 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 15 00 Rump, new 16 00 Pig's Feet 1/2 bbls. 95 1/2 bbls., 40 lbs. 1 90 1/2 bbls. 4 00 1 bbl. 8 00 Tripe Kits, 15 lbs. 90 1/2 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 Rolls 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 Potted Ham, 1/2 50 Deviled Ham, 1/2 50 Deviled Ham, 1/2 50 Potted tongue, 1/2 50 Potted tongue, 1/2 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 3 00 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 2 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 95 Medium, fine 1 00 SALT FISH Cod Large whole 7 1/2 Small, whole 7 Strips or bricks 7 1/2@10 1/2 Pollock 5 Halibut Strips 15 Chunks 16 Holland Herring Y. M. wh. hoop, bbls. 11 00 Y. M. wh. hoop, 1/2 bbl. 6 00 Y. M. wh. hoops, kegs 75 Y. M. wh. hoop Milchers 85 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. 1, 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 80 No. 1, 10 lbs. 1 70 No. 1, 8 lbs. 1 40 Whitefish 100 lbs. 9 75 50 lbs. 5 25 10 lbs. 1 12 8 lbs. 92 100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15	Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, Jamaica 13 Allspice, large Garden 11 Cloves, Zanzibar 20 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochia 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 24 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45 Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 23 Cassia, Canton 12 Ginger, African 13 Mace, Penang 16 Nutmegs, 75-80 35 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 3lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2 Muzzy 48 lb. packages 5 16 5lb. packages 4 1/2 12 lb. packages 6 60lb. boxes 2 1/2 SYRUPS Corn Barrels 25 Half barrels 28 20lb. cans, 1/2 dz. in cs. 1 75 10lb. cans, 1/2 dz. in cs. 1 70 5lb. cans, 2 dz. in cs. 1 80 2 1/2 lb. cans, 2 dz. in cs. 1 85 Pure Cane Fair 16 Good 20 Choice 25 Michigan Maple Syrup Co. Brand Kalkaska, per doz. 3 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@43 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 31 Fancy 40@50 Oolong Formosa, fancy 45@64 Formosa, medium 25 Formosa, choice 32 English Breakfast Medium 25 Choice 30@35 Fancy 40@60 India Ceylon, choice 30@35 Fancy 45@55 TOBACCO Fine Cut Blot 1 45 Hiawatha, 16 oz. 60 Hiawatha, 1 oz. 56 No Limit, 8 oz. 1 72 No Limit, 16 oz. 3 40 Ojibwa, 16 oz. 40 Ojibwa, 5c pkg. 1 85 Ojibwa, 5c 47 Petoskey Chief, 7 oz. 1 90 Petoskey Chief, 14 oz. 3 80 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. foll 4 50 Sweet Cuba, 16 oz. bxs 4 80 Sweet Cuba, 1/2 lb. 2 25 Sweet Burley, 5c 5 76	Sweet Mist, 1/2 gr. 5 70 Sweet Burley, 24 lb. cs 4 90 Tiger, 1/2 gross 6 00 Tiger, 5c tins 5 50 Uncle Daniel, 1 lb. 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 31 Boot Jack 86 Bullion, 16 oz. 46 Climax Golden Twins 48 Days Work 37 Derby 28 5 Bros. 63 Gilt Edge 58 Gold Rope, 7 to lb. 58 Gold Rope, 14 to lb. 53 G. O. P. 36 Granger Twist 46 G. T. W. 37 Horse Shoe 43 Honey Dip Twist 45 Jolly Tar 40 J. T., 8 oz. 35 Keystone Twist 44 Kismet 48 Nobby Spun Roll 53 Parrot 28 Peachey 40 Picnic Twist 45 Piper Heidick 69 Redcut, 1 1/2 oz. 33 Red Lion 30 Sherry Cobbler, 10 oz. 26 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 44 Spear Head, 7 oz. 47 Square Deal 28 Star 43 Standard Navy 34 Ten Penny 31 Town Talk 14 oz. 30 Yankee Girl 32 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 26 1 X L, 5lb. 27 1 X L, 16 oz. pails 31 Honey Dew 44 Gold Block 44 Flagman 44 Chips 41 Kiln Dried 21 Duke's Mixture 44 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 5c per gro 5 80 Yum Yum, 10c per gro 11 50 Yum Yum, 1lb. pails 29 Cream 38 Corn Cake, 1lb. 31 Corn Cake, 1/2 lb. 39 Plow Boy, 1/2 oz. 39 Plow Boy, 3/4 oz. 39 Peerless, 1 1/2 oz. 35 Peerless, 1 1/2 oz. 39 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 36 Self Binder, 16oz. box 10-32 Silver Foam 34 Sweet Marie 32 Royal Smoke 43 TWINE Cotton, 3 ply 24 Cotton, 4 ply 24 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 Sugar 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, me'm 7 25 Butter Plates Wire End or Ovals 1/4 lb., 250 in crate 30 1 lb., 250 in crate 30 2 lb., 250 in crate 35 3 lb., 250 in crate 40 4 lb., 250 in crate 50 Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round Head 4 inch, 5 gross 45 4 1/2 inch, 5 gross 50 Cartons, 20 2 1/2 doz. bxs 55 Egg Crates and Fillers Rumpy Dumpty, 15 ds. 30

Special Price Current

12	13	14
No. 1 complete 40	CIGARS	stock by the Tradesman
No. 2 complete 28	Johnson Cigar Co.'s Brand	Company. Thirty-five sizes
Case No. 2 fillers, 15		and styles on hand at all
sets 1 35		times—twice as many safes
Case, medium, 12 sets 1 15		as are carried by any other
Faucets		house in the State. If you
Cork, lined, 8 in. 70		are unable to visit Grand
Cork, lined, 9 in. 80		Rapids and inspect the
Cork lined, 10 in. 90		line personally, write for
Mop Sticks		quotations.
Trojan spring 90	S. C. W., 1,000 lots 31	
Eclipse patent spring 85	El Portana 33	
No. 1 common 80	Evening Press 32	
No. 2 pat. brush holder 85	Exemplar 32	
Ideal No. 7 85	Worden Grocer Co. Brand	
12lb. cotton mop heads 1 45	Ben Hur	
Pails	Perfection 35	
2-hoop Standard 2 00	Perfection Extras 35	
2-hoop Standard 2 35	Londres 35	
2-wire Cable 2 10	Londres Grand 35	
Cedar all red brass 1 25	Standard 35	
2-wire Cable 2 30	Puritinos 35	
Paper Eureka 2 25	Panatellas, Finas 35	
Fibre 2 70	Panatellas, Bock 35	
Toothpicks	Jockey Club 35	
Birch, 100 packages .. 2 00	COCOANUT	
Ideal 85	Baker's Brazil Shredded	
Traps		
Mouse, wood, 2 holes 22		
Mouse, wood, 4 holes 45		
Mouse, wood, 6 holes 70		
Mouse, tin, 5 holes 65		
Rat, wood 80		
Rat, spring 75		
Tubs		
20-in. Standard, No. 1 7 50	10 5c pkgs., per case 2 60	
18-in. Standard, No. 2 6 50	35 10c pkgs., per case 2 60	
16-in. Standard, No. 3 5 50	16 10c and 35 5c pkgs.,	
20-in. Cable, No. 1 8 00	per case 2 60	
18-in. Cable, No. 2 7 00		
16-in. Cable, No. 3 6 00	COFFEE	
No. 1 Fibre 10 25	Roasted	
No. 2 Fibre 9 25	Dwinell-Wright Co.'s B'ds	
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		
Wax Butter, full count 20		
Wax Butter, rolls 19		
YEAST CAKE		
Magic, 3 doz. 1 15		
Sunlight, 3 doz. 1 00		
Sunlight, 1 1/2 doz. 50		
Yeast Foam, 3 doz. 1 15		
Yeast Cream, 3 doz. 1 00		
Yeast Foam, 1 1/2 doz. .. 55		
AXLE GREASE		
		
Mica, tin boxes .. 75 9 00		
Paragon 55 6 00		
BAKING POWDER		
Royal		
10c size 90		
1/4 lb. cans 1 35		
6oz. cans 1 90		
1/2 lb. cans 2 50		
3/4 lb. cans 3 75		
1 lb. cans 4 80		
2 lb. cans 13 00		
5 lb. cans 21 50		
SAFES		
		
Full line of fire and bur-		
glar proof safes kept in		

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.

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.

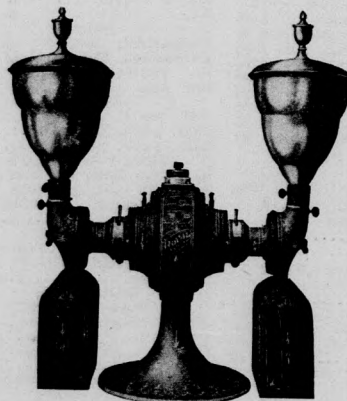
If you believe that you could handle from three to five times the amount of coffee trade you now have, our complete booklet will interest you. Write for it today.

We also manufacture Electric Meat Choppers and Meat Slicers.

The
A. J. Deer Company

172 West Street

HORNELL, N. Y.



The Mill that CUTS the Coffee

Send us your orders for

SUGAR

We have it on hand for
immediate shipment



Judson Grocer Co.

Wholesale Grocers

Grand Rapids, Mich.

SOAP

Beaver Soap Co.'s Brand



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

Gowans & Sons Brand.



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

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

Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00
Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes 3 25
Big Master, 72 blocks 2 85
German Mottled, 5 oxs 3 50
German Mottled, 10 bx 3 45
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 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Star 3 85

Tradesman Co.'s Brand



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

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

Soap Powders
Snow Boy, 24s family
size 3 75
Snow Boy, 60 5c 2 40
Snow Boy, 30 10c 2 40
Gold Dust, 24 large .. 4 50
Gold Dust, 100-5c 4 00
Kirkoline, 24 4lb. 3 80
Pearline 3 75
Soapine 4 10
Babbitt's 1776 3 75
Roseine 3 50
Armour's 3 70
Wisdom 3 80

Soap Compounds
Johnson's Fine 5 10
Johnson's XXX 4 25
Nine O'clock 3 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

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.

Rich Gold Ore struck in our Lost Gulch, Arizona mine. \$20 buys 100 shares (fully paid). Digging pays. Help dig? Particulars, Treasurer, 424 McPhee Bldg., Denver, Colo. 657

ATTENTION MERCHANTS

\$5,000 to \$20,000 cash raised on your stock by our special sales. Your stock reduced one-half to two-thirds in ten days or closed out entirely in twenty days. 100 cents realized on all goods. ADVERTISING FURNISHED FREE. Write for terms and dates. State size of stock. A. E. GREENE CO. 414 Moffat Bldg. Detroit, Mich. 658

For Sale—Clean stock dry goods, notions, furnishings, shoes. Doing cash business. Cash proposition. Snap for someone if taken at once. Going West. Address Lock Box 28, North Adams, Mich. 658

To Exchange—Quarter section good land adjoining good town in Michigan, for \$2,400 stock of general merchandise or hardware. Address E. T. Froelich, Froelich, Iowa. 656

For Sale—\$9,000 stock dry goods, shoes. Old stand. Best opening Southern Michigan. On Lake Shore. Town 1,500. Stock clean, best location. Address Busy, care Tradesman. 655

FOR SALE—UP-TO-DATE GENERAL MERCHANDISE STOCK—LESS THAN TWO YEARS OLD. GOOD LOCATION. GOOD BUSINESS. DOING OVER \$40,000 BUSINESS ANNUALLY. INVOICES ABOUT \$12,000. SATISFACTORY REASON FOR SELLING. ADDRESS NO. 654, CARE TRADESMAN. 654

For Sale—Stock of dry goods, clothing, shoes and groceries in town of 2,000 population, within 25 miles of Saginaw. Best location. Brick store. A good opportunity for any live man with \$3,000 to \$4,000 to invest. Owner must sell on account of other business. Address Jaxon, care Tradesman. 651

For Sale—Stock general merchandise in farming community, invoices \$3,000, but can reduce. Owner going West. L. E. Quivey, Fulton, Mich. 650

Wanted—To buy, for cash, stock of shoes, clothing or dry goods. Address R. W. Johnson, Pana, Ill. 659

For Sale—New stock general merchandise in rich farming country, 40 miles from Chicago. Will invoice \$4,500. New town. No store within 8 miles. Doing a splendid business. Cheap rent. Must be cash. No trade. Reason for selling, ill health. Address Henry C. Andres, R. D. No. 1, Peotone, Ill. 660

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—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

ENGINEERING FOR TOWN AND COUNTRY IMPROVEMENT

Reliable surveys and estimates made. Water Power, Water Works, Electric Lighting, Paving, Concrete Work, Drainage, Improvement of Swamp Lands, Geological Investigation of Mineral Deposits. R. and M. Engineering Co., Mendon, Mich. 643

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

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

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

To Exchange—I will trade general merchandise for cash register, computing scales, flour 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

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

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

LISTEN, MR. MERCHANT

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

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

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

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

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

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

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—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

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. Kaufer, 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—Clerk for shoe store, must be a good worker and reliable. Send references. Salary \$12. P. C. Sherwood & Son, Ypsilanti, Mich. 652

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.

Fire and Burglar Proof Safes

Grand Rapids Safe Co. Grand Rapids

Here is a Pointer

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

Michigan Tradesman

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 11—Coffee continues to drag its slow length along, so far as roasters are concerned, and individually they seem to be content with purchasing enough for everyday requirements. Needless to say that quotations are firm and likely to remain so for a long time to come. In store and afloat there are 2,271,711 bags, against 2,933,300 bags at the same time last year. At the close Rio No. 7 is well sustained at 13 $\frac{3}{4}$ c in an invoice way. Mild grades are high and no concessions are made. Good Cucuta is quoted at 14 $\frac{3}{4}$ c.

Seven cent sugar is something that will be talked of for years to come. It is here and apparently another "boost" is on the way. The result of the recent advances will, doubtless, curtail consumption on the part of the people generally and this may have a saving effect. As is the case with coffee, there are those who say it is mostly speculation, but statistics are "agin" them.

In a gentle, quiet way teas are moving and, in the aggregate, the volume of business must be fairly satisfactory. More demand exists for Japans and, taking the market as a whole, there is a satisfactory condition. Prices are practically without change, but are firmly sustained.

Rice shows little animation. Sales, when made, are at full rates, but a larger demand is wanted. The lower grades seem to be in better demand than other varieties. Prime to choice, 4 $\frac{1}{2}$ @7 $\frac{1}{2}$ c.

Cloves and pepper are higher, and too high, in fact, to meet the views of would-be buyers. Supplies are moderate, however, and it is thought the advance will be sustained. Other goods are about as last noted. Zanzibar, 17@17 $\frac{1}{4}$ c.

Molasses seems to be in better request with the advancing season. Good to prime centrifugal, 25@32c. Syrups are steady, with moderate demand.

Packers of tomatoes are not inclined to talk anything less than 85c for standard 3's. A number of men who have "been all over the fields" bring dolorous reports of huge vines and no tomatoes. They think \$1 3's will be with us before the turn of the year. Corn is advancing and 75@77 $\frac{1}{2}$ c seems to be about the range for New York State. Peas are closely sold and the market is very firm. Other goods are about as last reported. The year is bound to go out with a diminished pack of all kinds of stock and canned goods in general are doubtless a good purchase at this time.

Butter seems to remain in the same channel it has moved in for some time. Creamery specials are quoted at 27 $\frac{1}{2}$ c; extras, 26@26 $\frac{1}{2}$ c; firsts, 24@25c. There is no accumulation to speak of and the outlook rather seems to indicate an advancing market. Factory, 19@20c.

Cheese is steady, with whole milk

New York State colored specials quoted at 13 $\frac{3}{4}$ c.

Eggs are firm and demand is good. Really desirable stock is not in large supply—that is, near-by eggs. Best Western, 22@24@26c. Lower grades are steady at 17@18c.

The Early Day Kent County Fair.

Written for the Tradesman.

"I was thinking of the old-time county fair," said Tom Tanner as his friend, Job Dobson, came up the steps and flung himself into a chair beside the old schoolmaster.

"And I am thinking about the present West Michigan State Fair," retorted Dobson with a frown. "Manda and the children want to go, so do I, and the clerks have been counting on one day at least. It is quite a problem, I tell you, to give everybody a chance and keep business going at the same time."

"I shouldn't wonder," laughed Tanner. "You might solve the problem as did old Sam Dunnard way back in '65."

"How was that, Tom?"

"Dunnard was storekeeper at Sand Flats, among the pines, the only store for miles either way. He decided that he must see the Kent County Fair. The old chap hadn't been to anything of the sort since he came from old York State in the fifties. He put up the blinds one night, locked his store and drove early the next morning to the State road, where he boarded the stage for the Valley City."

"He wasn't very thoughtful of his customers, it seems."

"No, and some of them came to the Sand Flats store from a long distance. His store was closed for three days. When he returned a mad lot of customers waited on the store steps to greet him. Some had come a dozen miles—too far to thing of returning without their goods—so they camped under the store, which stood up on blocks several feet above the ground."

"Several heads popped into view from beneath the store as old Sam approached on the fourth morning to open up. He met with a grand reception all right enough. Some greeted him with joke and laughter; others cursed and were disposed to feel ugly. One old woodsman, who had left a sick wife back six miles in his shack, wanted to thrash him. He might have done it, too, had not the less roiled of the waiting company laid hands on him and persuaded him by force to behave himself."

"Cranky folks in those days as well as now, eh?" laughed the schoolmaster's listener.

"Well, you see, the settler depended on medicine for the sick wife, no doctor being near at hand, the storekeeper selling various drugs as well as a lot of cure-all patent medicines. It seemed an aggravated case all right."

"I should say."

"Old Sam never got over talking about what he saw at the Fair. He thought it a wonderful layout. What do you suppose he would say if he could come back to-day and look

down upon the spread at Comstock Park? Flying machines, autos and the like, besides all the new inventions in the line of machinery would certainly startle him into opening his eyes to their widest.

"I attended the Kent County Fair as a boy, and found many things to interest me. I was attending the old Swensberg Commercial College and went to the Fair with some of my chums. Two of us were walking down the South Division road when a farmer's wagon rolled along, empty save for himself and wife on the high wooden-pole spring seat in front."

"Let's jump in and ride," cried my chum. I was a country boy with becoming modesty, therefore held to the sidewalk. Bob, however, dashed for the end of the farmer's wagon. He caught the tail board as the vehicle went swiftly down the road. One moment thus, then the farmer turned and saw the boy clinging to his rear."

"Without a word the man swung his arm backward, his heavy black-snake whip cutting the air like a quirt. A scream from Bob announced the effect of the blow as he rolled howling into the dusty road. I sprang at once to his rescue, shaking my fist after the rapidly disappearing farmer's wagon. The road was full of swift-driven vehicles and my chum came near being run over before I conveyed him back to the sidewalk."

"Here I examined my chum's hurt. The cruel lash had cut across from just below the left eye, down across the cheek and chin, drawing blood its whole length. Poor Bob! He did not enjoy the day after that. Our young blood boiled to get hold of the whip-wielder. He, however, put the lash to his horses and made good his escape. That was, let me see, forty-six years ago. If that farmer is still living he probably remembers that incident. Whether he does or not, I thought at the time he was a mean-souled wretch and have often since felt sorry for the poor woman who had the misfortune to be his wife."

"A small-minded wretch all right," agreed Tom's friend. "I suppose you will go down to the present Fair—"

"Yes, if I can get away," laughed Tom. "I wish to see that flying man and his machine and note the changes that have taken place during the past half century in the methods and doings of the fair people."

Old Timer.

Furniture Club Goes To Pieces.

Hillsdale, Sept. 12—The General Outfitting Co. of Detroit, organized a so-called "furniture club" here some time ago which has since had a checkered career.

The plan on which the Club was operated was to collect 60 cents every two weeks from each member, to whom there were supposed to be forty-two, making a total of \$25.20, or \$12.60 per week. In return the members received in turn a piece of furniture each week, to be selected from a catalogue, worth \$12.60. As each member drew his prize, he dropped out of the Club. It will be seen, then, that the payments would keep fall-

ing off, so the total amount paid in, in forty-two weeks, would be but slightly more than half the alleged value of the prizes. How this plan could be maintained was not explained; it may be assumed that there was a large margin of profit in the prizes furnished, or that many of the members would drop out before receiving a prize. One means of overcoming the loss was by inducing the members who draw prizes to pay an additional amount and receive a more valuable article, on which a big profit could be made.

Among those who did this were Mrs. M. M. Winkleman, Mrs. Wm. Vreeland and Mrs. C. S. Woodworth, but all the premiums have not yet been received.

However, the plan was not carried out to a finish. One of the collectors skipped with all the money he could collect, and since then most of the members have refused to make any further payments.

Although the scheme has so many crooked features, there seems to be nothing about it contrary to the postal laws and nothing for which any arrests can be made, except, of course, the defalcation of the agent.

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

Buffalo, Sept. 13—Creamery, 23@27c; dairy, 20@25c; poor, all kinds, 14@18c.

Eggs—Fancy, candled, 21@23c; choice, 20c.

Live Poultry—Fowls, 13@14c; ducks, 13@15c; turkeys, 12@14c; springs, 13@15c.

Beans—Marrow, \$2.60; medium, \$2.50; pea, \$2.50; red kidney, \$3.25; white kidney, \$2.65.

Potatoes—New, 85@90c per bu. Rea & Witzig.

Detroit—The Wiard Manufacturing Co. has engaged in business to manufacture drill presses, chucks, special machinery, etc., with an authorized capital stock of \$25,000, of which \$15,200 has been subscribed, \$200 being paid in in cash and \$15,000 in property.

BUSINESS CHANCES.

For Sale—Nice meat market business at Fremont, Michigan. Good locality, slaughter house with the business and in a locality where live stock is plentiful. A party that can speak the Holland language will control the meat business here. Write H. McCarty, Fremont, Michigan. 661

For Sale—Small grocery stock and fixtures located in thriving town of 1,200 population. Good established business. Reason for selling, wish to retire from business. Address Box 25, Bellevue, Michigan. 663

If you want to buy a store for cash or for part cash and part real estate, we can show you some bargains. Interstate Land Agency, Decatur, Ill. 665

Will sell our stock of dry goods, carpets and rugs with small stock groceries. The main dry goods stock and located in brick store, best corner in town. Reason for selling, poor health. Address No. 664, care Tradesman. 664

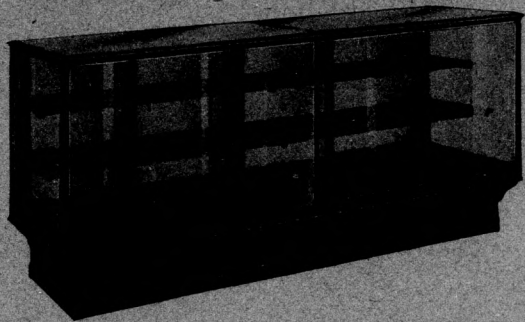
HELP WANTED.

Wanted—Experienced salesmen, calling on the dry goods and department trade to carry Komforter Kotton as a sideline on a 10% commission. Address P. G. Mayhew Company, Holland, Mich. 662

BECKER MAYER & COMPANY CHICAGO
VIKING OGDEN GRADUATED VIKING SYSTEM
EST. 1884 MADE CLASSY CLOTHING

SWATCHES ON REQUEST

Wilmarth Show Cases



Are Always Satisfactory

Our trade mark **Wilmarth** is the merchants' guarantee of High Quality, Excellence of Design and Moderate Price.

Our latest improvements make our show case line for the fall of 1911 far in advance of anything offered the merchant heretofore. We are carrying an unusually large stock of show cases on hand and are in position to make very prompt shipment of standard sizes. Write for our new catalog and prices.

WILMARTH SHOW CASE CO.

926 Jefferson Ave.

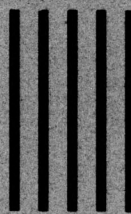
Grand Rapids, Mich.

Chicago Salesrooms
233 E. Jackson Blvd.

Detroit Salesrooms
84 Jefferson Ave.

New York Salesrooms
732 Broadway

If Your Customers Find the Cut of Our "QUAKER"



on their packages of Coffee and Spices they will be certain they bought the RIGHT KINDS.

WORDEN GROCER COMPANY

GRAND RAPIDS

The "Right Kind" Wholesalers



The Words of The Wise Merchants

basis—but to big and little grocers alike—in any and all quantities—is the original

Kellogg's

The Peril in "Free Deals"

Lieut.-Gov. C. E. COON
Of Washington

(In his annual address as President of the Washington State Retail Grocers' Association)

"Do you realize what a 'free deal' means? You get one case free in ten, we will say. To do this you invest in merchandise beyond your present needs and tie up capital which you could use to better profit in legitimate merchandising When you venture into 'free deals' you restrict your merchandising capacity by just the amount you thus tie up. Buy as you need and eschew all allurements to the 'free deal.' Retail grocers are distributors; not speculators. Speculative purchases are common enough—too common I believe—but I assert with confidence that they are not profitable one-half the time."

The *only* flaked food sold in America, at the same price all the time—never on a "deal"



Sanitary Flour Sacks

This is the age of sanitation.

When an ounce of prevention is considered better than a pound of cure.

We sew our flour sacks and also tie them.

We use electric sewing machines costing \$550 each. We have five of them.

It costs us extra to sew sacks, but you pay no more than for the unsewed. Compare prices.

Our tremendous volume of business makes it possible.

No dust, no dirt, no bugs can get into our sacks.

LILY WHITE FLOUR

"The Flour the Best Cooks Use"

Is all put up in tied and sewed sacks.

The flour reaches you perfectly clean.

Others will imitate our method of sewing sacks in time, but you don't need to wait for them—get Lily White and be sure.

Clean sacks outside—clean flour inside.

It is better to buy flour in paper sacks instead of cloth if you are so situated that you can. They are less porous.

And remember, it saves time for the dealer if you are able to tell him the name of the flour you want.

Valley City Milling Co.

Grand Rapids, Mich.

This is a reproduction of one of the advertisements appearing in the daily papers, all of which help the retailer to sell Lily White Flour.