

Twenty-Ninth Year
GRAND RAPIDS, WEDNESDAY, SEPTEMBER 20, 1911
Number 1461


Experience has taught thousands that there
is no economy in cheap, inferior YEAST.
Use FLEISCHMANN'S-it is the
best-hence the cheapest.

## 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


## 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.

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



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

## will save you. Here are some of the facts

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

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

INTERNATIONAL HARVESTER COMPANY OF AMERICA (Incorporated)
85 Harvester Building, Chicago, U. S. A.


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## SPECIAL FEATURES.

Window Trimming
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New York Market.
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Hardware.
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Grocery Price Current.
Increasing the Bonded Indebtedness. The Michigan Trust Building Company is being refinanced. The company was organized twenty years ago to build the ten story red brick office building at Pearl and Ottawa streets, which to this day is one of the city's land marks. Many of those interested in the building compans were also interested in the Trust Company, but the two companies were entirely separate, and are today. The building company was capitalized at $\$ 185,250$ and issued 5 per cent. mortgage bonds to the amount of $\$ 170,000$ to cover the cost of the building. These bonds are now near ing maturity. The company has just executed a new mortgage of $\$ 350$, 000 and will issue $\$ 300,00041 / 2$ per cent. bonds, holding $\$ 50,000$ in re serve, and these will be used, $\$ 170,000$ to refund the old bonds and $\$ 130,000$ to cover the cost of the annex, the contract for which was recently awarded to the Hauser, Owen, Ames Co.
The company, since its organization, has always received enough income from the rentals to meet the bond interest charges, but it is stated the earnings on the stock have aver aged only about 2 per cent. during all these years. The taxes the current year, it is said, took about 14 per cent. of the gross income. With a reduction in the interest rate and an increased income from higher rentals it is hoped a better showing will be made in the years to come. However close to maintenance the income may have come during the twenty years the building has been in existence, never has the property been allowed to run down nor has the efficiency of the service rendered to tenants been impaired. In this respect the company has a record to be proud of.
Work on the excavations for the foundations for the annex begar: about a week ago and, with steam shovel, three or four men and teams enough to draw away the dirt, it is expected the work will be completed in about two weeks. Twenty years ago the excavating was done by a small army of shovelers under con-
rom Martin and the job fook two months and a half. This is an illustration of how methods have changed

Will Not Obey the Letter of the

## Law.

Kalamazoo, Sept. 19-Vigorous protest against the strict enforcement of the State Board of Health's rule regarding the display of fruits and vegetables by grocers and retail dealers was made at the last meeting of the Grocers' Association in a petition to the city Council.
W. R. Fox, attorney for the gro cers, appeared before the Council to set-forth the dealers' objections to the rule. He said that the rule was more stringent and sweeping than necessary for the protection of the public health and that in many of its provisions it was unreasonable.
"Grocers, as a class, are willing to co-operate with the Board of Health in regulation that would protect fruit and vegetables from contamination, he said; "but in this case the zeal and enthusiasm of the Board have either blinded or overridden its judgments of what is fair and reasonable.
'It is impossible for a grocer to obey the strict letter of the rule. It is all right to protect fruit from flies and dust, but to give absolute protection from these things is impossible. It may be all right to prohibit displaying of fruit in the streets, but protect them absolutely from flies and dust would require keeping them in a separate room, fly tight and air tight.
"The rule is unreasonable as applied to vegetables, or at least when applied to many vegetables. Potatoes and most other vegetables are washed and peeled before they are prepared for the table. They are not injured by either flies or dust, that is they are not contaminated. To attempt to obey the letter of the rule in regard to vegetables would work a great hardship upon the dealers, and to fully comply, with the rule would be impossible. The demand of the Board is unreasonable.
"None of these grocers want to be arrested, but they will not attempt to obey the rule strictly because it is unreasonable and compliance in many cases impossible. We want a modification of this rule, and ask the Council to help us in securing such modification as will give us a reasonable rule to work under. If we can secure no modificaton, then we will have to permit the arrest of some grocer and go into court for a ruling on the reasonableness of the regulation.'
Former Alderman John Steketee said that the grocers were taking care of the flies, and that if the Board of Health would direct its efforts to abating the dust that comes into stores from the streets, its efforts would
amount to something. The matter was referred to the Health Commit-

## Death of Orson A. Ball

Aiter a consistent, successful, well ordered life which shows in every part of it the influence of the highest standards of business probity and personal conduct, Orson A. Ball has gone to his reward. His demise occurred at 9 o'clock this morning.
sounding panegyric would impress those who had the good fortune to know Mr. Ball intimately. With them the simple, straightforward story of his life is the best eulogy that could be conceived or offered.
One of the most remarkable things about this man whom the city and State now mourns, was the rounded completeness of his character. His attributes covered what we most admare in the best type of our American citizenship. He was not alone a busi ness man of exceptional vigor, gen eralship and ability that mean success; he was not alone the careful scholar and tireless student, keeping track of the current history of a busy world day by day while drawing upon the literary riches of the ages; he was not alone the friend and th philosopher. Mr. Ball was all of these.

Mr. Ball has always been known as a man of probity and business integ rity and it was through his enterprise and business acumen that he was en abled to close his career in conspicuous identity with an enterprise which is notable for its size and importance in the business world, and in which he had a close personal interest. He has always been held in the highest esteem, both by his business associates and by those who met him so cially. He had a reputation which has never been called in question for honorable dealing in all business affairs. His home life, to all who knew its charm, was what any one might predicate of a character so strong, a nature so kindly and affectionate and a combination of those Christian vir tues which adorned his life.

Out With the Old-In With the New Ft. Wayne, Ind., Sept. 19-At the annual meeting of the Ft. Wayne Re tail Merchants' Association, the following officers were elected: President-George M. Haffner Vice President-R. P. Hinman. Treasurer-L. E. Heiny.
Secretary-H. F. Kennerk
The merchants agreed that track ele ation at Clinton street is a necessity to the city of Fort Wayne and went on record favoring the same. They also decided to assist the Blooming dale people in obtaining an elevation at St. Mary's avenue over the Nickle Plate railroad, and also at Walton ave-
eommittee was appointed to look after this business. The members are: George Herman, Charles Moellering and J. H. W. Schaefer. Retiring President Frank J. Rahe delivered a short address, telling of the accomplishments of the Associan tion during past year. He was tendered a unanimous vote of thanks During Ilr. Rathes presidency the Association has been responsible for running the transient merchants from the city and in less than twelve months more than $\$ \% 00$ was paid by these merchants into the county treas ury. The Association membership was increased 63 per cent. and the finances never were in better condiFollowing Mr. Rahe's address, the new president, George M. Haffner, spoke briefly. Refreshments and the session closed with social reunion of the members who have been attending the meetings regularly.
september 21 the local dry a meeting with a representative of the National an


Status of the Bean Market.
Beans have declined steadily dur ing August and few cars of old beans will be carried ower because of the light demand at this time. The new while there is gossip along the lins - yields seem to be normal ecretary of State in his report show estimated yeld of is per cent: per cent. decrease is small com crease in acreage. California has a increase in colored varietics and
tion in New York and Wisconsin i
wout the sme as in Michan. We are informed that the foreign crop is light and there will be few beans to export. We found, however, that st year this same information was given us, and from September 1,1910,

September 1, 1911, the imports in 240 pounds each, or 888,720 bushels. Canada also has a fair crop of beans The memories of last year's market rom September 20 to the latter part more than 30 c per bushel, are still It would seem that the farmer who sells his beans from the thresher this year, and, in fact, any year, gets the most for his crop in dollars and cents. E. L. Wellman.


Modern Methods of Making Win dows Attractive. I.

Written for the Tradesman,
Merchants are often importuned by writers on store methods to make their windows attractive.
In general, all this talk about the value of getting the attention of the passers-by through unusually strong and interesting display windows is good enough as far as it goes-only much of it stops just before it comes to telling us how we can make our windows strong on attention-getting features.
If some windows are more attracitve than others, there must be some reason for it. If one window stops the pedestrian and causes him to look, forgetting for the nonce that he is a very busy person and that there are interests of his own femanding his attention, while other windows do not thus appeal to him, there are reasons for it.
It is certainly an interesting and profitable study to look into this matter with a view to discovering, if we may, the secret of the window that pulls.

## The Human Element.

As I have thought over the question it has occurred to me that the human element in a window is always a strong card.

But what exactly do I mean by "the human element?" I mean something that invests the window with an interest quite apart from the in. terest that the wares themselves can create.

Suppose we are thinking about introducing the human element into a shoe window in which fall shoes are being featured. The shoe merchant, let us say, sells shoes for men's, women's and children's wear. Let us presume also that he has an ample stock of shoes from which to select attractive speciments for his window trim. Let us say that he has also a large window equipped with suitable stands upon which to place these shoes. And while we are presuming and supposing, we will also take it for granted that he carries an ample line of findings; and that he will also desire to show some up-to-date shoe findings in his window along with the shoes.
Now with an ample, well-lighted window in which there are adequate window fixtures, we will suppose thet our shoe merchant has neatly placed a lot of carefully selected specimens of his best sellers both in men's, women's and children's shoes. So far as the goods are concerned, the trim is complete.

But how about the human element? No matter how carefully polished the shoes may be, nor how cleverly the wrinkles and creases may have disappeared through the forms that have gone into them-there is no human clement thus far. All you have is merchandise.
But suppose the shoe merchant should clear out a sizeable space in the center of his window, and buildsay out of lichen-covered sticks gath"red in the woods-an old-fashioned "worm fence." Suppose he builds beyond the fence an "old log house" (on a diminutive scale, of course). and then sprinkles some greenish brown substance about it to simulate the earth. Suppose he put in the "vard" near the diminutive $\log$ house a great big yellow pumpkin? Wel!, in that event, he has introduced "the human" element. Instead of having just merchandise in that window, he has something that is intimately $r$ lated to human beings; for time was when people dwelt in $\log$ houses. Time was also when the festive pumpkin was looked upon as a delicious thing out of which to concoct toothsome dishes-particularly pies.
Many people seeing that old rail fence and the $\log$ bouse beyond and the pumpkin hard by would be constrained to think of their own childhood days; for many of them were mornsborhrdi rdl rdi roi haoinoin born in $\log$ houses, or used to live in communities where log houses were not unknown, or have visited in communities where $\log$ houses are still to be seen.
When they see such a picture, the imagination gets busy, and the scenes of other days are called up. Do you see that old fellow there, looking so interestedly at this window? What do you suppose he is thinking about? What mental pictures come and go on the field of consciousness within that head under the old, greasy felt hat? Was he a country-bred boy? Did his father once dwell in a log house? When this old man with the wrinkled face and the frost-rimmed hair was a bright faced little fellow in knee pants, did he play in the shadow of an old $\log$ house of hot summer afternoons? Did he used to Arive the cows in from the pasture in the late afternoons? Does he now see in memory the light of eyes that are no more? Does he hear the music of voices stilled these many a
year? year?
This is decidedly human-this picture of the humble log cabin and the leisurely, ambulating rail fence. It
invests our window with an interest that shoes can hardly impart.

Not Expensive or Difficult.
And it is not so expensive or difficult to introduce this human element. Last Saturday evening I stood, with my little family, admiring a window for perhaps ten minutes, and scarcely realized the passage of time.
It was a window trimmed by a chap who decided wisely with refe:ence to the art of injecting "the human element" into his trim.
And didn't entail much of an outlay, either.
It was a doll honse of two rooms "dining room and kitchen. The "wall" of the house next to the window had been removed, giving an excellent view of its interior, both upstors and down-for it was a tw, story doll house.
The little doll family of four-father, mother and two children-a little boy doll and a little girl doll-were at dinner. The diminutive little table was spread with a snow white cover: and there were tiny little dishes on the table. There was "roast" and "fish" and other tempting things-everything just as natural as could be.
And there was such a look of fatherly pride and satisfaction on the boy doll's face; and the little doll wife was demure and sweet; and the doll children appeared so eager and happy! They were evidently having a glorious meal.
In the kitchen there was a little range with a real little pipe set up just like a sure-enough stovepipe; and there were pots and pans and cooking paraphernalia-and superintending it all was a colored doll cook with a blue gingham apron on. And she appeared to be onto the job. Perhaps that is the reason the doll family in the dining rom seemed to be so contented and happy. As long as you have an efficient cook in the kitchen with plenty of materials to work with, nothing else matters much.
But this wasn't all. There was a doll wash woman in the yard. Since there were tiny electric lights in the dining room and kitchen, this washer woman was evidently working over time. I take it that she didn't belong to the union. Or it may have been that it was dinnertime in the house, but the middle of the aft $\mathbf{r}$ noon in the yard. But, anyhow, she was there washing to beat the band.
Beyond the washer woman there was a little two-seated swing with a couple of little doll girls sitting upperhaps waiting for the doll children inside to finish their dinner. I take it that the little girls in the swing had had their supper; otherwise, of course, they would have been invited in to have dinner with the family.
My little boy and girl dilated on that scene. It was hard to pull them away. There was strong human interest there-and yet the whole thing could be duplicated anywhere for an outlay of not to exceed ten dollars.

Frank Fenwick.
[Mr. Fenwick's interesting article will be concluded in next week's issue of the Tradesman.]

Window Suggestions.
Don't overcrowd your windows. Don't let your window displays get dusty.
Don't wait until Saturday to wash your windows.
Don't overlook the seasonableness of all displays.
Don't forget that the keynote of a good display is simplicity.
Don't forget that dirty windows shut out trade as well as light.
Invite people to look in the window and see all the new shoes.
Don't put in freak displays that have no connection with your business.
Don't stick to one style of trimming. Branch out. Variety is the spice of life.
Don't allow your window display to shut off the view of the inside of the store.
Don't ever dress the window for any purpose other than as a means to advertise your goods.
Don't forget that the window, like newspaper advertising, is intended to bring results.
Don't fear people will think you have not the stock just because it is not all in the window.
Don't fail to "hook up" your win. dow displays with your advertising. They should pull together.
Don't copy-but you can elaborate or change someone'e else ideas without being open to the criticism of copying.

Many people's greatest skill lies in doing nothing.

## I Want to Make the Acquaintance

 of the merchant who hasn' $t$ the time-doesn't know howdoesn'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 eariy morn till late at night.
Ads with that HEART to HEART talk in them.
Say $n$ ay 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 <br> Mid-City Bank BIdg. Halstead and Madison Sts. Chicago

## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

## Special Correspondence

New York, Sept. 18-Spot coffees remain about unchanged from last report. Sales are individually smal! and the whole situation is a waiting one. At the close Rio No. 7 is quoted in an invoice way at $135 / 8 \mathrm{c}$. In store and afloat there are $2,261,989$ bags, against $2,870,330$ bags at the same time last year. Mild sorts are in fair supply, but there is no surplus. Prices show little, if any, change and demand is quiet. Goorl Cucuta, 145/8@147/8c.
Sugar is still on the upward path, as "ultimate consumers" are finding to their sorrow. Retailers are asking 28 c for the usual $31 / 2$ pounds. Wholesalers are paying at least $71 / 4 \mathrm{c}$, less 2 per cent., with the probability of a further advance at any time. Where will it end? is the frequent question.
At the moment there is litle call for teas, but sellers are looking forward with a good deal of confidence and believe that a higher range will prevail with the advancing season. There was good business in Formosas last week and the market is pretty well cleaned up of stock under 16 c . There has been no earthly reason why rice should not have joined the procession of higher prices and the moment has arrived. Prices are very firm at the mills and the demand is showing some improvement. Prime to choice domestic is quoted at $41 / 2 @$ $47 / \mathrm{sc}$.

In spices there has been some call for nutmegs. Cloves are well sustained. Pepper is in less active demand than at last report. Singapore black, 111/4@113/8c.
Certain packers of tomatoes, putting up the plea, "We need the money," are offering tomatoes rather under the quotations which have recently prevailed, and this being the time of year when the greatest supply is probable, there is, at the moment, less firmness for this article than prevailed last week. The general rate is still 85 c , however, for standard 3 's. Corn in Maine is now said to be cut by frosts and the pack is likely to be limited. The falling off, if any, will be made good as to quantity by the South and West, but they can not furnish "Maine" sweet corn. String beans of New York State are sure to be in light pack and the market is very firm. Other goods are about unchanged.
Molasses is in rather light demand, but, as the season advances, there is more enquiry. Prices are firm and a large supply is promised. Syrups are unchanged.

Butter is well sustained. Receipts are moderate and at the close $271 / 2 \mathrm{c}$ is the ruling rate for creamery specials; extras, 26@261/2c; firsts, 24@ 25c; process, 22@23c; factory, 18@ 19@20c.
Cheese is steady at $133 / 4 \mathrm{c}$ for whole milk New York State specials, and "Daisies" best, $141 / 4 \mathrm{c}$.
Eggs are firm, if the quality meets requirements, but there is a lot of
stock here that seems to be the "fag end" of summer supplies and prices on such depend on circumstances. Best Western, 25@26c for extras; firsts, 23@23 $1 / 2$ c. A large part of the supply is working off at 19@20c.

The Approach To Certainty. We often hear of the man who refuses to let one dollar go until he can see the certainty of two coming back to replace it. Such men always want to gamble on a sure thing. There is no such thing as certainty in business. Whosoever wants t., succeed must take some chance. No guaranty bond goes with opportunity.
Business sagacity, mental acumen, assiduity, integrity, careful attention to details--these must endorse every business movement. With these on the bond the business man may afford the chance, and by means of them he can approach as nearly as is possible to certainty.
This is the only chance there is in business. There is no such thing as chance in the sense of luck. Those successes which have been won apparently by a lucky turn, as they are sometimes called, will, upon analysis, resolve themselves into nothing more than the application of good business judgment to opportunity. The real distinction to be made is this: Opportunity, written in capital letters, does not come to everybody. In a qualified sense only is it true that opportunity comes to all men. To some it comes so fraught with possibilities that to seize it brings fame, fortune and success at once. These are those chances that are called lucky ones. But to most opportunity comes in humbler guise and affords but the chance to make a mediocre fortune or merely the fame of the man who did the best he could.
Such is the fate of the vast majority. Yet even so this same vast majority can so improve their limited opportunity as to achieve happiness of not wealth, content if not fame. After all it is the small things in this life which make it best worth while living, and the man who is content to do his duty within his sphere, and who makes the most of the limited opportunities that are presented to him, is not to be denied the name of successful. He may not attain a glittering eminence in any walk of life. Neither does he have to assume the responsibilities entailed by that glitter. He really stands a far better chance for real, true, unqualified happiness than does his more brilliant neighbor.

## What Woke Him Up.

Two Irishmen met one morning in Casey's saloon. One says to the other:
"Casey, ye are lukin bad this marnin'. Phat's ailin' ye?"
"Shure, Murphy, I had the divil's owin drame las' night."
"An' phat was ut?"
"Begorra, I dramed I was dead."
"An' what woke ye?"
"The heat."

What Some Michigan Cities Are Doing.

## Written for the Tradesman

The action taken by Kalamazoo in forbidding the display of fruit and vegetables uncovered is meeting with much opposition among grocers and fruit dealers. It is contended that in the case of fruit and produce the exterior of which is not to be eaten, there can be no harm in an open display, and that in any event the hucksters and venders who go about with stuff uncovered should be compelled to observe the new rules.
September 27 and 28 have been set aside as special days for entertainment of visiting merchants at the Saginaw Industrial Exposition, and the Wholesalers' and Manufacturers' Association will see that visitors are well taken care of.
Bay City learns with pleasure that plans for a bridge across the Saginaw River, also a new passenger station in that city, have been completed.
Battle Creek is still discussing the need of some central business organization to include all lines of activity.
Bay City is preparing to entertain the State Sunday School convention Nov. 1 to 3. Last year 1,154 delegates attended the gathering, which was held in Grand Rapids.
Ionia people are asking the Grand Trunk for a morning train to Grand Rapids. Under the present schedule there is a noon train, which returns early in the evening, giving but litt!e time here. The Traffic Committee of the Ionia Board of Trade has taken up the matter.
The State Railroad Commission has been investigating conditions at Battle Creek, with the result that the crossings there are to be made moze safe.
The Reo people at Lansing plan to build 9,000 cars this season and to add 500 more men to the payroll before winter, making a total of 1,700 employes.
The Young Men's Business Association of Port Huron is investigat. ing the matter of building a new electric railway line into the Thumb district.
The Transportation Bureau of the Detroit Chamber of Commerce is preparing for its season's educational course on such subjects as rate making, differentials, routing, service and claims. Speakers have been se-
lected and the slogan of the Bureau will be : "Co-operation for the good of Detroit traffic.'
The German-American Sugar Co., of Bay City, has increased its capitai to $\$ 1,500,00$ and will increase the daily slicing capacity of its plant from 725 tons to 1,200 tons.
A campaign to secure 1,000 members has been entered ints by the Saginaw Board of Trade.
The Saginaw River channel is to be dredged to a uniform depth of 16 feet from the Twenty-third street bridge, Bay City to Saginaw, a distance of sixteen miles, and the sand taken from the bed will be used in filling in along the east bank, in construction of an interurban boulevard.
The slaughter houses of Bay City must soon give way to a central abattoir, where all meats can be inspected.
Dowagiac will hold a Home Coming celebration Oct. 5 to
Plans for a continuation school are being made by Superintendent Hartwell, of the Kalamazoo schools, combining factory and school work.

> Almond Griffen.

Sleep Result of Brain Poison.
Considerable discussion has arisen in scientific circles over the experiments of $M$. Legendre and Pieron in Paris, who have discovered that the real reason why we go to sleep is because our brain has been actually poisoned. Sleep, they declare, is produced through a morbid change in the cells of the frontal lobe of the brain. They discoveref a dog that died of insomnia, and injected some of the serum of its brain ints another dog, thereby causing it to fail into a deep sleep, from which it subsequently awakened in a perfectly healthy condition. From this and similar experiments they assert that sleep is due to a natural poison. The poison of sleep, they contend, is, in fact, an antidote for the poisons that are the by-products of every mental and physical action of our lives, and we awake from asleep when it has cleansed our higher nervous centers of the poisons that our daily toil has produced. These experiments should lead to the discovery of a practical sleep inducer.

Man in his true happiness involves the happiness of others.

## A new, valuable Delivery Motor

Car, Canopy Body, capacity 1,000 lbs. Valuable for Grocery, Cleaner, etc. BARGAIN—Quick Sale. VELIE COMPANY,

1615 Michigan Ave., Chicago.


Movements of Merchants.
St. Johns - Walter Emmons will open a jewelry store.
Nashville-M. L. Munson has opened a confectionery store.
Park Lake - Wm. Newman has opened a meat market.
Howell-Harry Gartrell will shortly open a jewelry store.
Evart-L. Loudon has purchased the bakery of W. A. Chase.

Elsie-W. L. Lusk has sold his meat market to John Scofield.
Coldwater-E. Butterworth has engaged in the grocery business.
Harbor Springs-Steward \& Bark ley have opened a grocery store.

Kalkaska-H. H. Potts has engaged in the meat market business.
Gagetown-Miss Rose Seurynek has opened a confectionery store.
Jackson-N. Colando has opened a grocery store at 808 Cooper street.
Benton Harbor-H. W. Diamond \& Son will open a new drug store.
Sturgis-E. A. Swoveland has sold his grocery stock to J. C. Lanning.
Lakeview - David Ginsburg has opened a fruit and confectionery store.
Benton Harbor-W. C. Wilmot will open a new grocery store about Oct. 1.

Albion-Little \& Johnson succeed Oakley \& Fahrion in the hardware business.
Petoskey-J. W. Stoughton will shortly open a bazaar store in the Leismer building.
Blanchard-Wm. Durkee has purchased the general stock of Gittleman Bros. \& Co.
Wyandotte-Mrs. Beach Carl has bought the confectionery stock of Mrs. F. A. Crossin.

Benton Harbor-F. R. Fashbaugh has closed his drug store and will retire from business.
Croswell-Moore \& Carter have purchased the lumber yard of the McIntyre Lumber Co.
Sheridan-Heisler \& Lavery have sold their stock of general merchandise to C. P. Ledlick.
Clinton-John S. Townsend has sold his dry goods stock to M. E. Olds, of Bluffton, Ind.

Pewamo-M. J. Simon has purchased the implement stock of the Pewamo Hardware Co.
Alpena - Jennie (Mrs. W. H.) Moore has sold her general stock to S. Gondman, of Toledo.

Eaton Rapids-H. L. Boice succeeds Boice \& Stoddard in the bazaar and confectionery business.
Hudson-C. C. Colvin \& Son, dealers in dairy supplies, have added lines of hay, grain, straw and dairy feeds.
Hastings - Frandsen \& Keefer

Detroit-The J. Gmeiner Co. has engaged in the jewelry business at 161 Griswold street, with an authorized capital stock of $\$ 5,000$, all of which has been subscribed and paid in in property.

Eaton Rapids-Custer \& Rogers, general dealers, have dissolved partnership. The new firm will be B. H. Custer \& Son, Mr. Rogers retiring to grow gingseng. Mr. Custer is an ex-mayor of this place.

Escanaba-The Snow-Man Prod. ucts $C o$. has engaged in the mercantile business 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.
Cheboygan-E. L. Lande, of Detroit, and A. E. Gingrich, of this city, have formed a copartnership and will engage in the laundry business. The O'Connor building is being equipped with the necessary machinery.

Sandusky-The Producers Elevator Co. has engaged in business to deal in farm produce, with an authorized capital stock of $\$ 6,000$ common and $\$ 3,000$ preferred, of which $\$ 5,000$ has been subscribed and paid in in cash.

Bay City-The Standard Silica Co. has engaged in business to deal in gravel, stone and sand, with an authorized capital stock of $\$ 50,000$ common and $\$ 50,000$ preferred, of which $\$ 75,000$ has been subscribed and paid in in cash.

Lake City-Fisher \& Kibby have sold their grocery stock and meat market to Geo. B. and Clyde Farmer, who will continue the business under the style of Farmer \& Son. The senior Farmer recently sold his drug stock to Douda \& Abbott.

Ludington-Charles F. W. Hansen will open a drug store in the National Bank building about Nov. 1. Mr. Hansen has been employed in Latimer's and Snow's drug stores for several years and has a wide acquaintance with the local trade.

Adrian-R. J. Clegg, of Dover, who has, through the management of his son, Fred Clegg, operated a meat market at 41 North Main street for the past twenty years, has disposed of the business to T. Elwood Randall, who will continue the business. Grand Haven-Arthur R. VanToll, who for a number of years has been a commercial traveler out of Chicago, and his brother, Arie VanToll, the well known grocery merchant, of this city, have engaged in the clothing business under the style of VanToll's Clothes Shop.
Traverse City - A new company has been organized under the style of the R. J. MacDonald Co. for the purpose of conducting a general trading and commission business, with an authorized capital stock of $\$ 15,000$, of which $\$ 7,500$ has been subscribed and $\$ 1,500$ paid in in cash.
Lansing-Henry L. and Herbert L. Brown, who have conducted a shoe store in Mason for the past twentyfive years, are closing out their business at that place and about Oct. 1 will open a new shoe store in this, city, having leased the building recently completed by O. W. Halstead
\& Son at 309 South Washington avenue.
Lakeview-Eli Lyons will close out his general store business here and has made arrangements to open a grocery store at 460 South Division street, Grand Rapids. Mr. Lyons will continue his produce business here, which will be conducted under the management of Theo. Brown, and will also retain his real estate.

Traverse City - An individual claiming to represent the McCall Pattern Co. has been doing business in Leelanau county among the country merchants, and according to reports has picked up considerable change. His scheme is to sell the merchants a pattern case for $\$ 3.48$, which he collects with the promise that the patterns will be forwarded in a few days. The patterns have failed to come and when the company was notified it disclaimed all knowledge of the man or the method he was using.

Manufacturing Matters.
Sterling - Marshall Glasure's creamery was recently destroyed by fire.
Turner-The creamery conducted by Robinson Bros. was recently destroyed by fire.
Detroit-The Standard Die Cu:ting Co. has changed its name to the Springman Paper Products Co.

Grayling-The capital stock of the Grayling Lumber Co. has been increased from $\$ 700,000$ to $\$ 1,900,000$.
Detroit - The McIntyre Pouring Block System has increased its capital stock from $\$ 10,000$ to $\$ 20,000$.
Big Rapids - The Luce-Redmond Chair Co., Ltd., has increased its capital stock from $\$ 50,000$ to $\$ 75,000$.
Chassell-The Chassel Creamery Co. has been organized with a capital stock of $\$ 5,000$ to erect and equip a modern butter factory.
Hermansville-The I. X. L. Creamery Co. has been organized with an authorized capital stock of $\$ 5,000$, of which $\$ 2,900$ has been subscribed and paid in in cash.
Detroit-The Miller Car Co. has engaged in business with an authorized capital stock of $\$ 50,000$, of which $\$ 25,000$ has been subscribed and $\$ 5,000$ paid in in cash.

Charlotte-O. D. Harshman, formerly in the cigar manufacturing business in Grand Rapids, has removed to this place and engaged in the cigar manufacturing business.
Detroit-The National Sad Iron Company has engaged in business with an authorized capital stock of $\$ 9,400$ common and $\$ 600$ preferred, of which $\$ 5,020$ has been subscribed and $\$ 1,150$ paid in in property.

Charlotte-Albert Lauritzen, foreman at the Beach manufacturing plant, has leased the building formerly occupied by the Burger garage, and has a small force of men at work assembling potato diggers. The digger is an invention of Mr. Lapritzen's, who has worked five years perfecting the machine. With him is associated Fred Nelson, a patternmaker of Greenville.


The Produce Market.
Apples-Wealthy, Maiden Blush and Twenty Ounce Pippin fetch 60c per bu.; Pound Sweets, 75c.

Bananas- $\$ 1.550 @ 2$ per bunch according to size and quality.

Beets-60c per bu.
Butter-Receipts of fancy butter have increased during the week, owing to the favorable weather. The current make meets with a ready sale at full prices. Medium grades are also in good demand and keep cleaned up from day to day. The market is healthy and seems not like1 l to radically change soon. Local dealers hold No. 1 creamery at $25 \mathrm{I} / 2 \mathrm{c}$. They pay 23 c for No. 1 dairy and 1 ic 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.

Citron-70c per doz
Cocoanuts-60c per doz. or $\$ 4.50$ per sack.
Crabapples-Hyslips, $\$ 1.25$ per bu. Cucumbers-20c per doz. for hot house.

Eggs-The consumptive demand for eggs is very good and the market is firm at 1 c advance. The quality of the current receipts is improving considerably, and the bulk of the arrivals show fine quality and freedom from heat. The market is firm at the recent advance, and receipts are readily cleaning up. Local dealers pay 19c, loss off, del.

Grapes - Wordens, Concords and Niagaras, 8 c for 4 fb . basket and 11c for 8 tb.; Delawares, $\$ 1.75$ per doz. for 4 tb. basket; Wordens in bulk command $\$ 1$ per bu.
Green Corn-15c per doz.
Green Onions- 15 c per doz
Honey-15@16c per tb for white clover and 12 c for dark.
Lemons-California, $\$ 4.75 @ 5$ per box; Verdellis, \$4.50@4.75.

Lettuce- 85 c per bu. for leaf; $\$ 1$ per bu. for head.
Musk Melons--Michigan Osage, $\$ 1$ (a) 1.25 per crate.

Onions--90c per bu for home grown.
Oranges-Late Valencies, \$4.75.
Peaches-Kalamazoo and Ingalls, \$1@1.25 per bu; Chilis, \$1 per bu.; Smocks, \$1.25@1.50 per bu.

Pears-Sugar, $\$ 1$ per bu.; Duchess, $\$ 1.25$ per bu.; Clapp's Favorite, $\$ 1.2 \pi$ per bu.; Keefers, 90c per doz.

Peppers-30c per doz. for red; 90c 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 ths.

Plums - German Prune, \$1.75; Damsons, $\$ 2$.
Pop Corn- $\$ 1$ per bu. for ear; 5 c per th. for shelled.
Potatoes-75@85c per bu.
Poultry-The market is dull and lower in New York, the receipts aggregating 150 cars last week. An era of lower prices has evidently set in, due to more poultry being raised, decreased consumption and - most important of all-concerted action among dealers to hold prices down so they will not get their fingers burned, as they have in previous seasons. Local dealers pay 10 c for fowls; 6c for old roosters; 10c for ducks; 8c for geese; 12c for turkeys; broilers, 11/4@2 tbs., 11c.

Radishes- 10 c per doz.
Squash-30c per bu. for croökneck; $11 / 2 \mathrm{c}$ per th. for Hubbard.

Tomatoes-75c per bu. for ripe and 60 c for green.

Turnips-50c per bu.
Veal-Local dealers pay $6 @ 11^{1 / 2}$ c.
Watermelons-Home grown command $\$ 1.75$ per bbl.

The name of the newly-organized Carpenter Chemical Co. has had to be changed, because it was found that there was a corporation already in existence by that name in Detroit. The stockholders have, therefore, voted to change the name $t$ ) the Carpenter-Udell Co., under which style business will be conducted hereafter. Mr. Carpenter will manage the manufacturing department and Mr. Udell will have charge of the sales department. Orders have already been booked for enough material to keep the factory in active operation for three or four months.

Clark J. Fuller has purchased the half interest of B. F. Kenyon in the mill supply establishment conducted under the style of the J. M. Hayden Co. and he and C. H. Kelley will continue the business at the same location under the same style. Mr. Fuller was formerly book-keeper for the Johnson Cigar Co., but for several years has been house salesman for the Grand Rapids Supply Co.

The Creston Auto Co. has been crganized with an authorized capital stock of $\$ 4,000$, of which $\$ 2,100$ has been subscribed, $\$ 1,500$ being paid in in cash and $\$ 500$ in property. Those interested are James Vander Waals, Chas. M. Smith and Claude McAuley, all of this city.

The Grocery Market.
Sugar-The market is still strong and excited. Arbuckle is the only refiner who has sugar for immediate shipment and he is filling orders for granulated on the basis of $71 / 2 \mathrm{c} \mathrm{f}. \mathrm{o}$. b. New York. The other refiners are so badly oversold and so short of supplies as to be out of the market. The trade is anxiously awaiting the production of beet sugar in Michigan. Several of the factories expected to start up on Monday of this week, but the rains last week started the beets growing again so that the beginning of operations will be delayed for one or two weeks longer. All of the Michigan factories have sold their October output at much lower values than the present prevailing prices for Eastern granulated. One of the largest sugar dealers in the United States predicts that granulated will reach Sc within a short time. The demand for refined sugar seems not to have been affected by the advance as yet; in fact, it has been quite active during the week. Tea-The market is quiet, but firm, and shows no signs of weakening. Medium and low grade Japans are coming in freely, with prices about the same as last year. The market on Formosas is steady. Foochows are very strong and the China black market is very active, low grades being higher than in years as the stocks are practically exhausted. No Gunpowders are in sight acceptable to the American market and the prospects are slim for any to arrive this year. Some of the New York importing houses are offering to buy back at an advance of 8 c per pound lines sold by them a short time before the Government rejections. As $15,000,000$ pounds of China greens were used in the United States last year, the shortage this year of such a quantity of tea can not help but put prices of all teas higher. Ceylons and. Indias are in good demand at strong prices.
Coffee-The market in Brazil is stronger than it has been, but in this country it is simply maintaine 1 on the firmer basis. The demand is fair. Mild coffees are active and considerably higher, the advance for the week being at least $1 / 2$ c. The main reason seems to be a realization of the fact on the part of buyers that milds are relatively much cheaper than Ris or Santos. Java and Mocha are steady and unchanged.
Canned Fruits-Prices are sure to be high during the remainder of the year. The situation in California fruits shows that there will be a shortage in some varieties and the wholesaler who did not get his orders placed for future delivery early, was unable to place them later, as many of the packers have withdrawn all quotations. Gallon apples are still quoted very high and the demand is light.
Canned Vegetables-The supply of peas is gradually cleaning up and, as has been stated many times, the retailer will be unable to get peas of fair quality to sell for less than 15 or two for 25 c . It looks now as if 10 c
peas for the present year will not be heard from. The corn market has weakened some during the week, as some of the packers seem anxious to unload and have been shading prices a few points. The tomato market shows more strength, whịh is said to be caused by the damage to growing crops by the recent rains in some of the packing districts. String beans are unchanged in price and are in fair demand.
Dried Fruits - Currants are in moderate demand at ruling prices. Citron shows an advance of $1 / 2 \mathrm{c}$ for the week, and is now quoted at $121 / 2 \mathrm{c}$ in a large way. The opening quotation was 11c. Prunes are easier, in fact, most California dried fruits are. The market for California fresh fruit, which has been high, has slumped, and in consequence packers are drying it instead of selling it fresh. Prunes are perhaps $1 / 2 c$ easier and now rest on a $51 / 2 \mathrm{C}$ basis. Peaches show about 1c decline. Apricots are also about 1 c ch aper. The demand for the fruits named is by no means heavy. Raisins are about $\mathrm{T} / 2 \mathrm{c}$ easier, speaking now of seeded goods.
Cheese-The consumptive demand is good for the season, and the quaiity of the receipts is showing very fine. The market is thoroughly healthy throughout.
Syrup and Molasses-Glucose is without change. Compound syrup is still dull, but a little more weather like that of the past week would speedily create an active movement. Sugar syrup is quiet at ruling quotations. Molasses is dull and unchanged.
Rice-Advices from the South note serious disasters on the Atlantic coast during the storm of last week and it is stated that fully 75 per cent. of the rice crop of Carolina was destroyed.
Provisions - Stocks are reported larger than usual, and as a result there has been a general decline of 1/2@1c per pound. The market is healthy at the present writing and if there is any further change, it will likely be a further slight decline. Both pure and compound lard are firm at unchanged prices; consumptive demand is good. Barrel pork, dried beef and canned meats are unchanged and in fair consumptive demand.
Fish-Cod, hake and haddock are steady to firm and quiet as yet. Domestic sardines are generally quoted on the basis of $\$ 2.40$ for quarter oils, and are not especially active. Imported sardines are statistically strong, but quiet and unchanged. There has been no general change in Alaska salmon since the opening, atthough some packers have advanced 10c per dozen on both pink and red. The pack of pink is not yet over and there seems to be plenty to sell at $\$ 1.10$, ani some sellers are willing to take $\$ 1$. Mackerel is firmer. Both Irish and shore fish are strong, an: 1 Norways are also well maintained. The demand is fair and a good many buyers seem to have some confidence in the market.



Proposed New Bank Building Establishes City's Center.
The Grand Rapids National City Bank has purchased the Wonderly property, at Monroe street and Campau square, and this with the old Na tional City Bank property, at Campau square and Pearl street, now occupied by the City Trust and Savings Bank, gives it what will be conceded to be the finest site for a banking and office building in Grand Rapids. The combined properties cover the entire 80 feet frontage of Campau square and has frontage of 50 feet on Monroe street and 132 on Pearl street. A more detailed description gives 55 by 132 feet on the Pearl street-Campau square corner and a rectangular piece with 50 feet on Monroe street, the eastern line running at right angles about 65 feet to the other property, with 25 feet frontage on the square. The combined area of the two properties is about 10,000 square feet, and it is so situated, with Monroe street, Pearl street and Campau square on three sides and an alley in the rear, that every square foot of the area will have the daylight and air without light wells or ventilating shafts. The only part that can ever be cut off by adjacent buildings is the 65 feet east line of the Monroe street annex. The surroundings are most desirable for banking or office building purposes, convenient alike for the hurrying foot traffic or the carriage trade. There is the busy Monroe street on one side, the broad expanse of Campau square in front and the quiet Pearl street on the north. Every street car line, except the hill
lines, passes through the square, up Pearl street, and so do the interurbans. The place is not only centrally located but, situated as it is, it can easily be made the most conspicuous and commanding corner in Grand Rapids. The two properties were valuable separately, but combining them has added infinitely to the value of both, and what has just been accomplished, incidentally, fulfills what has for years been a real estate ideal and the hope of the people. It will ensure the harmonious and artistic treatment of the east frontage of Campau square, which will always be the city's center, and will set the pace for other improvements in the downtown district.
No plans for the improvement of the property have yet been made beyond temporary alterations. The City Trust and Savings Bank needs more room and may be expanded into the Wonderly building, and the Wonderly building elevator service may be made available for the upper floors of the bank building by piercing the dividing walls. When it comes to permanent improvement, however, it will be something like a million dollar proposition, something that will be worthy the Grand Rapids National City Bank and a credit to the city. The plans for this improvement are already under tentative consideration, but nothing will be done until every phase of the problem has been weighed. What is best for the city will have almost as much influence in the final decision as what is best for the institution back of it. One plan is to build an exclusive banking building, the City Trust and Savings Bank to occupy the first floor, with safety deposit vaults and other departments, and the Grand Rapids National City to have the floor above. Such a building would be about as high as the present three story bank building, would have a light dome and would be distinctly ornamental. Another plan would be to build a fire proof sky scraper office building of from ten to fourteen stories, the banks to occupy the two lower floors and office above. This is the approved modern arrangement in the large cities. In real estate circles the opinon is epressed txhat the space in such an office building. thoroughly modern in all its equipments, could be leased before its completion, and that from the start the building would be a paying proposition from the rentals. Whichever plan is chosen it is certain that Grand Rapids will have a building of which it will be proud, and it is probable this building will be started

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Kent State Bank
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Grand Rapids, Mich.
Capital
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Surplus and Profits - $\mathbf{2 5 0 , 0 0 0}$
Deposits
6 Million Dollars
HENRY DEMA
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## Grand Rapids National City Bank

Monroe and Ottawa Sts.
Capital $\$ 1,000,000$
Surplus 350,000

City Trust And Savings Bank<br>Campau Square<br>BRANCH<br>Monroe and Division Sts.<br>Capital $\$ 200,000$<br>Surplus 40,000

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

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## Financial

within the next two or three years. The Grand Rapids National City Bank has four years left of its lease of its present quarters at Monroe and Ottawa streets. This lease is subject to a ten year extension if desired. Under the circumstances there is no need to hurry, but it is but natural that there should be a desire for action.
The price paid for the Wonderly building is $\$ 200,000$. The bank corner was for years carried in the statement of the old National City at $\$ 50,000$. The combined properties represent a cost of $\$ 250,000$, and this is an exceedingly moderate valuation. The rental of the first floors, as stores, would alone pay 6 per cent. on such a valuation, and then there are five upper floors in the Wonderly and two upper floors and the basement in the bank building besides. The price paid for the Wonderly may be all that the property is worth, but the enhancement both to the Wonderly and the bank by combining them makes the deal one of the best and most profitable ever pulled off in Grand Rapids.
The purchase price for the Wonderly is not to be paid in spot cash, but the payments are to extend over a period of thirty years. This arrangement, it is understood, was entered into to meet the wishes of Mrs. Wonderly, who did not want the responsibility of receiving and investing so large an amount. How the payments are to be made have not been explained, but a good guess might be the payment of somewhere between $\$ 12,000$ and $\$ 15,000$ annually for thirty years. With $\$ 200,000$ as the valuation, on a 5 per cent. basis, the bank could pay $\$ 13,000$ a year, and in almost exactly thirty years would have the last dollar paid by compounding the interest on the payments as made. The first year the interest would be $\$ 10,000$ and the payment $\$ 3,000$. The second year the interest would be $\$ 150$ less and the payment on principal that much greater. The third year the decrease in interest and increase in payment on principal would be $\$ 307.50$, and so on. On a 6 per cent. basis, paying $\$ 15,000$ a year would wipe out the debt in about twenty-eight years. This is the popular "buy your home while paying rent" plan so common in residential districts, and it is probable some form of this plan has been adopted by the bank. On the $\$ 13,000$ a year plan the total to be paid, interest and principal, will be something like $\$ 390,000$, and at $\$ 15,000$ a year it would be $\$ 450,000$. If the bank paid spot cash, the simple inerest on $\$ 200,000$ at 5 per cent. would be $\$ 300,000$ in thirty years, and this with the purchase price would make $\$ 500,000$ as the ultimate cost. The bank, it is apparent, has done well in its easy payment method of buying, and there is reason to believe the seller has also done well.

The purchase of the Wonderly property was negotiated by President James R. Wylie, of the Grand Rapids National City. He began the negotiations about four years ago, when he was at the head of the National City, and had made considerable progress when the merger of the two banks occurred. With the hearty concurrence of Dudley E. Waters and the directors of the old Grand Rapids the negotiations were resumed after the consolidation, and were at last brought to a successful conclusion. It is stated that Mr. Waters, knowing real estate values as he does, was willing to take the deal on his own account if the bank did not want it.
The influence of this purchase on the down town district will, no doubt, receive much consideration in the future. With the Grand Rapids National Bank and its State auxiliary occupying one frontage, with the Fourth National and the old National on opposite corners across the square, the future of Campau square as the city's financial center is certainly nailed down. Banks, not opening until 9 o'clock, closing at ; o'clock and never open evenings or on holidays are not, as a rule, looked upon as good neighbors by retail merchants, and it is an interesting question if the centering of financial interests in Campau square will not strengthen Canal, upper Monroe and the side streets as retail districts. This, however, is a development of the future and need not be discussed at this time.

## A Tender Hearted Pa .

college graduate, after years of almost unbelievable misfortunes, decided to appeal to a classmate who had been very successful. He sought out the rich banker and was soon escorted into his presence. The banker, impressed by the signs of suffering and misfortune, in both the face and clothing of his old associate, said in a shocked manner:
"Goodness, man, what has happened to you?"
The unfortunate one began to tell his story. He passed from one disaster to another. He told of the loss of his wife, of the unfortunate speculation that had left him penniless, of broken health, of the death of his only son, and of his futile search for employment. As the tale unfolded, the banker's eyes began to dim with tears. His shoulders shook with sobs. He arose and walked unsteadily to a bell. A porter entered in response to the summons, and the banker said to him huskily
"James, throw this man out. He is breaking my heart."

## Uncle Had Met Dukes.

A Chicagoan was being shown through a New York picture gal lery by his nephew. He paused before a striking portrait.
"That, uncle," the nephew explained, "is the portrait of Napoleon Bon-aparte-the man the Duke of Wel!ington got the best of."
The uncle frowned and said angrily: "Durn them foreign noblemen! How much did he lend him?"
"Back To the Land" Topics. Written for the Tradesman.
Last year Michigan had ten high schools giving four-year courses in agriculture and the number this year is increased to fifteen, the Michigan Agricultural College being a pinneer institution in this movement. Prof. W. H. French, head of the Department of Agricultural Education at the College, is a man of broad education and of long experience as a successful teacher, so that the new course is sure to become popular and useful in the State.

School gatdens are being established in cities and Saginaw is a leader in this work. Through the generosity of Hon. W. R. Burt, of that city, every school has now been supplied with grounds for a garden and all are making good use of them. One of the most interesting exhibits to be made next week at the Saginaw Industrial Exposition will be vegetables and flowers grown on these gardens by the school children. The City Federation of Women's Clubs started the work in Saginaw.
Dr. H: W. Harvey, who has just been elected a member of the Battle Creek Board of Education, has raised fifty-one kinds of vegetables in his back yard garden this year and he asserts that for an expense of not to exceed $\$ 10$ for seeds and an hour's labor every morning anyone can raise enough stuff on an ordinary city lot to supply his family, no matter how large, and all the neighbors.
The high price of potatoes this fall suggests what might have been done by the owners of vacant lots in cities in following the old Pingree potato patch idea. One man, a resident of Sault Ste. Marie, is realizing a snug little income, having planted five city lots this spring, the returns from which were $\$ 45$ per lot, or a total of $\$ 225$.

A Muskegon man who spent thirteen years behind the counter and four years in a bakery has engages in gardening and says: "Get busy, you young men who are spending your best days in some other man's house, and build up a home for yourself. Any man who takes good care of five acres of garden land can make more clear cash in three months that the average man at his shop work and produce two-thirds of his living
besides story."

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E. A. STOWE, Editor

September 20, 1911

## GOOD TIME TO STRIKE.

Whether or not the shop hands in the employ of the Harriman lines, the Illinois Central and other Western railroads will go on strike seems still to be an open question. The railroads have positively refused to make any concessions and the unions are now debating among themselves what next to do. The strike, if one is declared, would involve somewhere between 50,000 and 100,000 men, and a strike of such magnitude would be unfortunate to the country and a serious blow to business. Nevertheless, it may almost be hoped the strike, with all that it implies and involves, will occur. This may sound like a cold blooded, cruel proposition, but the fact is organized labor has been to such an extent knuckled down to by the railroad managers, truckled to by the politicians and lied to by ambitious and unscrupulous leaders that its head has become tremmendously swelled and the only remedy is a hard fight and a thorough drubbing. The attitude of organized labor has been becoming more and more arrogant, its demands more and more exorbitant, and not until there has been a fight and somebody has been licked will anybody be happy. In other words, a strike is bound to come, and it would be better to have it now and out of the way than later. General business conditions are slow and if some of the railroads should be tied up the public would be less inconvenienced than if trade were rushing.
The demands upon which the possibilities of a strike are based illustrate the methods of the labor union. The men involved are those employed in the railroad shops. Five trades are represented and each has its union, and the railroads have contracts with each as to hours, wages, etc. The unions ask to have these separate contracts abrogated and that the railroads recognize and deal with them as a single federated boly. They ask, also, that only union men be employed, that no union man shall be discharged without the consent of the union, that in periods of depres. sion, when men are to be laid off, that the union and not the management of the road shall say who shall be laid off. As an incidental, there is a demand for an increase in pay and a reduction in the work hours.

The real issue, as in the furniture strike in this city, is not wages nor hours, but recognition of the union or, rather, of the proposed federation. The threatened strike is based on the refusal of the railroads to concede the recognition demanded. That the individual unions have their contracts with the railroads will make no difference with the strike action because it is a well recognized principle in unionism that contracts are binding on only one party to it, while the other may set it aside at will or forget it.
The demands for the recognition of the federation, for the closed shop and for the right to determine who shall and who shall not be employed are so extravagant as to be ridiculous and yet they are characteristic of unionism when the union thinks itself strong. The labor leaders have been working long and ardently along the lines of these demands and, no doubt, have imbued the men with the idea that they are badly abused and that the strike must come to win them what they think is duethem. This is a repetition on a larger scale of what happened in this city in recent history. As the situation stands, the men have the strike in their system and there will be no peace or happiness until the battle has been fought and some of the leaders have been proven to be promoters of their own interests and liars. A strike now would be of shorter duration and less inconvenient to the general public than one in the spring and, therefore, it is almost to be hoped that the controversy will come to the striking point instead of being put off.

## PRETTY SMALL BUSINESS.

The other day a schoolmaster, in looking over his spelling record-his method is the self-reporting one, it seems-found to his astonishment that the poorest spellers in the class had the highest marks. Without making any fuss about the wonderment, he made a list of words and waited for the result: The poorest spellers as usual stood highest. Determined to give each pupil the be:efit of every doubt, he had an oral spelling exercise and his fears were confirmed. His boys had deliberately cheated him and he had been showing them for weeks how "easy" he was. The remarks which followed necessarily ended with, "Pretty small business! Pretty small business! I find I can't trust you and hereafter I will mark your work myself." He did; and the boys learned not only to spell but-and it is the lesson of their lives-that they had belittled themselves in their own eyes as well as in their teacher's.
The woman belonged evidently to the well-to-do. Her apparel and her belongings were of the very best. Her orders in the diner figured high and even the porter in the Pullman smilet as he glanced at the unusual tip. The trouble appeared with the coming of the conductor. "Your son, madam, is too large for half fare."
"I've never paid more than that;
besides the rate depends not upon size but age, and he is only $14 . "$
Appearances were so strongly against the young man-he was that, if he was anything-that the woman paid the full fare rather than leave the train, while the conductor, disgusted at the woman's meanness, left her wondering if she "would let little Willie wear whiskers before she would admit that he ought to pay full fare."
It was pretty small business, and not one of the carful of passengers but believed that there are too many of that sort of littleness abroad in the land to-day.
There is a corporation, rich and powerful and honorable-"so are they all-all honorable men"-the American Sugar Refining Company of New York. Very high and mighty has been that company with its fat income, lifting every member ont of the thought or possibility of want, with its name in capitals among Commercialism's Four Hundred. Prosperity has marked every move and the highest respectability has kept step with it, and yet for more than a decade here is a corporation that has not hesitated to stoop to the most dishonorable pracices." They were caught-it is the fate of the sneak-thief-with their thievish fingers in the pockets of the Government and compelled to "make good."

A single comment is necessaryPretty small business!
This recalls the somewhat familiar word, "rebates," with the disreputable and dishonest conduct behind it; but these instances and others belonging to them all tend to the same thing-stealing. The thief is caught and punished properly enough, even the woman who stole because she was starving received !ittle sympathy; they were lowdowns and got what they deserved; but these high-toned rascals, with the villainy and the slippery fingers of the family to which they belong. are worse than these and more fangerous than these because they cover up their deviltry with their wealth and their position and their influence, and so take from their crime the enormity that belongs to it.
After all, it is not so much the amount pilfered as it is the pilfering that disturbs men's minds. The famous twenty-nine million dollar fine is as nothing when considered in connection with the law-breaking carried on with impunity behind them, and even this owes the supreme contempt awakened in society to the single fact that from beginning to end it is pretty small business. Some years ago the millionaire who was reported to haggle with the fruit woman on the corner over whether he should have three apples or two for his nickel was put down as contemptibly mean. In one sense, yes, but in another it was simple, honest, above board, legitimate trade. Pretty small business, it may be, but as far removed from the instances above referred to as black is from white.

## FALSE ECONOMY

We have all seen the man who sat down and bewailed his poverty. He could not afford good clothes and yet he seemed to think himself fully entitled to sit down in his rags because of the fact. Meantime a comrade equally hard pressed put his hand to the wheel and soon had the better clothing paid for. Not all can afford the good clothing but not one can afford to be inactive because of the lack. Doing without a thing jus: because it must be earned is but another name for laziness. We can afford a great deal more than we think if we but keep busy.
Going without some really needed article may be the grossest of false economy. No teamster worthy of the name would think of neglecting to have his team properly shod on the plea of economy. Neither would the laborer deem it economical to go hungry in order to lay aside more money. There are legitimate expenses which it is unsafe to ignore.
There are family expenses which were not even legitimate a generation ago that are now little short of necessities. As cultural advantages increase, there follow greater demands. Once the girl who owned a piano was favored; now it is a part of her regular education to be able to play well. Where the common schoo! education was once sufficient the high school must now be supplemented by technical work.
Yet to attempt the curtailing of these expenses would be false economy of the worst type. The best is none ton good. Good tools and thorough preparation are investments which yield the largest amount of profit. We may make many turns to help in eking out a scanty income, but the economy which means loss on goods, through inefficient storage, a crippling of service or a missing of the things which make life worth living is most false.
Because a woman is capable of umpiring a ball game at a Sunday school pienic is no evidence that she is a failure in other respects. A certain farmer's wife is such a woman. When the house needed painting, rather than drive five miles to town every morning to bring out the painters, prepare meals for them and the farm help and then drive to town again in the evening, she did the painting to the satisfaction of all concerned. Because she can paint a house and umpire a ball game is no sign she is not a womanly woman. During her widowhood, before her second marriage, she was a professional nurse and much in demand among her acquaintances.

A furniture salesman makes frequent trips to the West and is on friendly terms with the porter of a sleeper named Lawrence Lee. "Well, Lawrence," announced the salesman gleefully, on a certain occasion, " 1 have gond news for you. We've had a birth in our family-twins, by George." "Dat am no birth, sir," said Lawrence, "dat's a section."

## A WANING DYNASTY.

For years tyranny has reigned in the American kitchen. The supremacy of the despot has been complete. Officially the progress of the tyrant has been an honorable one and a remarkable one. Its spirit is purely American. It seized the humble implements of its industry and, with out relinquishing them for a moment, it has climbed from the lowest position to the highest and, enthroned, it has made the feather duster and the rolling pin the scepters of a power that has brought the rulers of the household to its feet. Time was when the simplest favor was asked for, but not now. Time was when the humblest wages were received with a feeling of gratitude, but not now. In that same period of hu: man existence the eyes of a maiden looked unto the hand of her mistress for guidance; but that time has now long gone by. The scepter of the servant has become the symbol of authority and all these favors are so many demands to be refused at the peril of the household. Truly the wise man was wise when the three things by which the earth is disquieted, he placed first "A servant when he reigneth."
That this tyranny should cease, that this reign should one day be over, has long been predicted. The cloud-no larger than a man's handhas already appeared in the horizon. In a single city the number of cooks employed has decreased 21 per cent. and from certain manifestations it is easy to infer that this percentage wiil increase.
First and foremost, it is stated with considerable earnestness that the women of the day are tired of playing in the social drama the part of the Prodigal Son. They are tired of being prodigal. They have tried it and are convinced that bridge and gambling generally are wicked and unwomanly. For a while a woman with a cigarette was considered chic, but womanhood has asserted itself and nicotine and alcohol have been for the most part turned over to the sex which they have unmanned and ruined for, lo! these many years. They are tired, too, of having nothing to do that is worth the doing, and, fighting at last in the face of the prejudice of the ages that they can do well much of the world's work that has been long kept from them, they have entered upon their widened world with victory in their hearts and its song upon their lips to show already that the confidence in themselves has not been misplaced.

With these facts fixed it is not too much to insist that the dynasty of the kitchen is on the wane. The disquietude of the reigning servant has reached its culmination, as Solomon said it would; and it is safe under existing conditions to predict the ignominious downfall of the watiing dynasty. The womanhood that has been dethroned is again asserting itself and the long line of unquestioned royalty-the world's real queen-ship-is evidently reaching conclusions, which a long waiting, a long
suffering and an already rejoicing multitude of servant-cursed homes is looking forward to with the liveliest anticipations of home's Golden Age restored. There is going to be again a nation of homes here in the United States of America. The care of the house is going to displace-it is dis placing-the empty, heartless, senseless ceremony of calls and card-leaving. There is to be again the facing of the drudgery of housekeeping, only now it is to be looked upon as the worse of the two evils, the olt and the new, to be made divine not only by the science-lightened labor which is coming into the kitchen, but by the warm, mother-loving heart, rejoicing in her motherhood and making home what the homeless port called it, "The dearest spot on earth."
Is it too much to say that the return of this Golden Age will change the nature and so the character of this republic? With motherhood again at the head of national home life, is there going to be quite so much of moral and mental lawlessness abroad as there is now? With the slattern and the impudence and the coarseness out of the kitchen and -what is better still-out of the house, will not the home-loving refinement and culture that take their places early appear in the carefully cared for children, few or many, that gather around the table and the evening fireside? With money now tak ing the subordinate place that belongs to it, will not paternity take up its long neglected duty and by example as well as by precept train $u_{i}$ the children in the way they should go, so that when they are old they will not depart from it? The home is the hope of the world, as it always has been, and with the falling of the waning dynasty the motherhood again in power will bring back the paradise which began in Eden.
MASTER OF THE SITUATION.
There are crucial tests which come to all of us; special occasions when diplomacy must be used; and the man who can successfully meet these circumstances is the one who will win in the end. No iron clad rules can be followed. Every one must be a law unts himself. And yet there is one thing which can always be depended upon as a help-do not lose your temper and hope to be master of the situation.

Not long ago we heard a story which well illustrates this point: A somewhat eccentric farmer came into the village store and the boys of the town decided to have some amusement at his expense. His cap happened to be not up to their idea of what a cap should be to make its appearance on the streets of their decidedly "backwoods" village, and one of them stepped up, removed it from his head and threw it into the stove.
War was thus formally declared; and yet, contrary to expectation, nothing happened, despite the red tinge in his brown hair. Then the leader among the lads passed the hat around and money was soon raised to purchase a new cap, which was duly presented to their victim.

He thanked them, and then producing a wallet and displaying before their surprised eyes more bills than had been seen together at "The Cor ners" for many a day, he turned to the proprietor and said: "Set up the cigars for the boys."
It was all done in the best of nature. He proved in an instant that he needed none of their charity and that he accepted none. Yet there was not the semblance of a quarrel. The boys were rendered speechless and the man whom they had regarded as their victim was complete master of the situation. How could a more tactful escape from an unpleasant situation have been made!

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## Detroit Produce Market

## When To Feed.

The custom of feeding cows jusi before or during milking time is a common one. Many farmers claim that the cows will stand more quietly and give their milk down better if they are eating while being milked
The experience of many dairymer, as ascertained by the Storrs, Con necticut, experiment station, shows this to be a mistaken idea. The man who has once adopted the plan of milking before any feeding is done seldom, if ever, cares to go back to the old method of having the cows eating while being milked.

The average cow seems to be unable to divide her attention satisfactorily between two operations, and the result is that either she pays most of her attention to eating or else she pays more attention to the man who is milking her and is, therefore, unable to eat quietly during the milking process, and probably will not see the milker when he approaches and the first intimation she has of his presence is when he speaks or touches her, and if she is a nervous cow she will probably either jump or kick and then continue to annoy him with her tail during the entire process of milking.
If the feeding is being done at the same time as the milking, the annoyance is even greater, since the cow is uneasy until she gets her feed and does not stand quietly or give down her milk freely.
Cows which have been accustomed to eating during the milking process may bother for a few days if the feeding is postponed until after the milking, but they become accustomed to the new order of things very quickly and after a few days will behave much more satisfactorily than they did when the two operations were done at the same time.
It is not only more pelasant to fo milking before the feeding is done as a result of the better behavior of the cows, but the sanitary and keeping qualities of the milk are also bet ter than when the feeding has beea done before or during the milking period.
All of the dry teeds, such as the common grains, hays, etc., contain large quantities of dust which is thrown into the air by the handling. This dust is heavily charged with bacteria and the atmosphere of the stable thus becomes filled with these micro-organisms.
As this dust settles into the milk pail it carries down with it the adhering bacteria and the germ content of the milk is thereby increased
At the same time the restlessnes; of the cow resutls in the dislodgment
of a greater amount of dust and bac teria from the cow and the milker, and these also fall into the milk.

Necessity Will Compel Scientific Methods.
Mention having been made of the increased interest in scientific agricuiture, one may be led to enquire what has caused that interest; and one need not seek far to find the cause. Perhaps it may be illustrated by an incident that came under the writer's own observation. A German of his acquaintance came to Illinois twenty-three years ago. When he reached his destination with his wife and three children he had 75 cents in his pocket, and owed his father $\$ 100$ advanced to aid his coming. He worked by the month a few years, then rentef, and nine years ago he bought a farm of 169 acres at $\$ 95$ an acre. Three years ago-six years after his purchase-he was literally persecuted by a real estate agent who wanted to buy his farm at $\$ 200$ an acre. His son likewise owns a 200 acre farm nearly paid for.

The former owners of both of these farms sold out at what they considered high prices to go West, and take up cheaper lan 1 s, thinking that Illinois land was too high priced to be farmed profitably. Can anyone believe that they made any more profitable investments than the present owners of the land made in their purchases? This German who has the $\$ 200$ farm is dissatisfied because no land near him is for sale, although he would buy it at $\$ 200$ an acre. He would appear to be in a position to know whether his land at $\$ 200$ an acre is too high priced to be profita ble for agriculture.

## Poor Consolation.

"Uncle Joe" Cannon, at a Republican banquet in Danville, said of a reverse:
"There are consolations, to be sure, but these consolations remind me of a Washington waiter.
"A friend of mine entered a famots Washington fish house and ordered soft-shell crabs one hot June afternoon. But when the crabs came they didn't please him.
' 'Waiter,' he said, 'these soft-shell crabs are very small.'
"'Yes, sah,' said the waiter.
"'They don't seem very fresh, either.'
"'Then, sah, it's lucky that they's small, sah, ain't it?" "

Success is ninety-nine hundredths matter of endurance.
There are invisible blood-stains on every national flag.

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Does His Own Thinking and Acts Independently.
The farmer type has undergone almost a complete change within the past ten years.
The writer talked at a farmers pienic the other day at Bentley's Grove, near McCordsville, Indiana, and there wasn't five sets of long flowing whiskers on the grounds. Neither were there any of the fierce country doctor whiskers, all curried against the grain like a comic opera pirate, and which usually go with a pair of twinkling eyes-that twinkled with satisfaction that the whiskers that went with them had just "throwed a good scare" into somebody.
Most of the farmers wore shoes, too, rather than boots.
The disappearance of whiskers and boots, particularly long flowing whiskers, is a sign sure that we are getting the rocks out of our sacks.
The only remaining whiskers and boots were on men too old to be a part of the social system-they were just the last leaves on the tree.
There were about fifty automobiles at stacked arms on the grounds and forty-five of them belonged $t$ farmers.
It was a non-partisan pienic, so they had to have a Democrat as well as a Republican speaker, but there was none of the oldtime spread-eagle oratory, except that in the beginning the Democrat said something about pure democracy being the countersign of liberty, and something more in a general way about the constitution of the United States. Then he turned to the honesty theme, the text of which was that a good and prosperous community was created by not sitting around and waiting for the Lord to do things, but in each member of the community doing his own particular part as well as he coald-and which, by the way, is the very basis of real democracy.
The Republican did not say much of anything, and even then he did not commit himself, except to define a standpatter as a man whe was making money and an insurgent as one who was not.
The farmer is another type of man different in appearance from the type of ten years ago. He looks much like an efficient small contractor who does his own bossing-one that is on the job most of the time.
Most of the women were weil dressed-and not with clothes of their own making either. They were all "store clothes," as the old timers would say-that is, the applied science of the merchant and manufacturer had enabled them to get better material, better style with mor elaboration than the clothes of their own fashioning, and at a price within their means.
You don't see any of that brown liquid any more on the well paved sidewalks of the farmers' towns. Go through a little hamlet in Ohio or Indiana, hardly big enough to boast of a flock of English sparrows, and you will find well-lettered signs up every-
where, "Don't spit on the sidewalk." The social rise of the farmer came with the rural telephone about twelve years ago.
With the coming of the telephone, city hucksters and stock buyers found it impossible to trim the farmers any more. The farmer, rather than accept a huckster's statement of the price of provisions, would verify his price offer over a telephone. Any horse buyer who goes into a country district after animals for transfer companies or large delivery systems will tell you that the minute they appear every pound of horseesh in the county will jump 20 per cent.simply, the farmers tip it off to each other over telephones.
In every county seat nowadays there are two or three young fellows, usually reporters on country newspapers, who make a little money on the side by having a list of telephone subscribers to a news service on the line leading out into the country. Every night they will call up, give the market reports, the weather forecast, the national and international news of the day in bulletin form and the baseball scores.
Take a big news story like the recent attempted assassination of Mayor Gaynor, and it is known on a farm eight miles from a county seat as soon as it is in a city.
Anyone who has anything that can be sold to farmers, such as automobiles, pianos, phonographs and washing machines are instructing their agents and salesmen to go into the rural districts, for the farmer is the man with real money to spend for what he should have.
The big magazines are doing all in their power to increase their rural circulation in order to extend the selling power of their advertising pages to the farmer.
Now that most of us have automobiles and can go sut and see where the farmer lives, we should begin to have some better opinion of him other than the fact that he should do nothing but work on the roads so that they will be nice and smooth for the city man to ride over.
The average city man has held himself as a self-appointed guardian over the farmer. The city man is willing to think for him, he is even willing that he should have a little so-called culture, and, as somebody said about the poor man, he is willing to do everything but get off his back.
As a matter of fact, the farmer does not need the mental prescription of the city man, and if the latter does not look out the farmer will be on his back.

## David Gibson.

## Critical.

"How much cider did you make this year?" enquired Farmer A of Farmer B, who had offered him a sample for trial.
"Fifteen bar'ls," was the answer.
Farmer A took another sip. "I reckon, Si," he drawled, "ef you'd had another apple you might ha' made another bar'l."

Bill Was Bilious.
The new pupil was asked his name, by the teacher.

Jule," said he.
"No," said the teacher, "Julius."
The youngster squirmed and protested, amid the laughter of the older pupils. Then the next boy, also, happened to be a new pupil and he was asked his name.
"Bill," he said, "but I guess you would call me Bilious."

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## A Month On a Boer Farm.

An American woman traveling South Africa was detained by floods and compelled to spend a month 91 a Boer farm. The first night, she writes in Health Culture, was interesting and novel. All sorts of strange noises "populated" the air, and what she and her husband took for a tame lion was "merely the roaring of the ostriches under our window." But "simple life" on a Boer farm soon became very simple indeed, and all Boers were pronounced boors. She tells us
The farmer and his family lived chiefly on sour bread and sour skim med milk. I was, therefore, hungry most of the time and the ripe figs hanging in clusters were pretty alluring. After pushing back the skin of the fig and enjoying the soft fruit with its tropical taste, I had a refreshing night's sleep, only to awak en in the morning pretty well scared, for my tongue was so swollen and black that I could not talk
The Boer wife laughed and enjoy ed my discomfiture and explained that the skin of the fig had numerous fine thorns and I had not been careful to remove it when eating.

When I told the farmer's wife that I liked buttermilk in quantity, I noticed that I had a cupful or so given me, but she threw it by the pailfui to the pigs. They were of far more consequence to her than $I$, for they would stay longer with her, and were her familiars. I was not
Then, again, when I was hungry for butter on my bread, a white clammy substance made from "sheeptail fat" was handed to me, and I could not allow the farmer's wife to see m quiver. She sold her butter in the village close by at 75 cents a pound, more or less. Sour bread and green strawberries (plenty of them) were considered good enough.
This Boer family was one of the wealthiest of their kind. There was not a ripple of fun or exuberant life in anything but the live stock. Conversation was a dead language-unknown.
The women are mute beings, ac cepting their destiny with a deep stillness. The wife gives of het strength to the limit, and dies after giving birth to a dozen or more children, to make way for wife number two, who gives another dozen chil dren to her country. Her adobe house, with its dirt floor made of anthill clay mixed with beef gall, is a chamber of horror to an American traveler.
The farmer lepends upon his ten or eighteen children, of all sizes, to
help him. A Kaffir as an employe is undependable as the wind that blows. Yet that Kaffir is the hired man in the mines and elsewhere in South Africa. The white man as a day laborer is a general failure. He can not be worked in droves like the Kaffir from the interior, whose language, in clicks and vowel sounds, is hardly human.
The Boer is not long lived. One seldom met an aged Boer of the old stock. Oom Paul Kruger, who was 75 years old when he died, was an exception. Hatred toward the Uitlander and the lust for gold and power was what kept the fires of life burning at white heat within him.
To stem the elements alone in Africa takes the stoutest heart. Fevers assail the discouraged and underfed home boy. The easily forded streams become rivers, like swirling Niagaras, in a few hours and the ter rific thunderstorms paralyze one sensitive to electrical influences.
There is no pretty, little far-off streak in the sky which the amateur photographer can catch on his film, but the air is charged with electricity so appalling in its violet-hued and deep orange earth-bound clouds that one has to come to a complete standstill, whether walking or riding in the open veldt, so as not to attract the ribbonlike lightning playing around him and venting its fury on any moving object.

## Selling Dated Eggs Did Not Prove Satisfactory.

Written for the Tradesman
We do not dispute the oft made statement that many city people are willing to pay a fancy price for guaranteed strictly fresh eggs, nor do we deny that a poultry man, farmer or grocer can do a profitable business in supplying the desired article. However, one grocer who tried the plan of selling dated eggs discontinued doing so because it was unsatisfactory.

A farmer who always brought him large, clean eggs, which were always gathered the same day as laid, sug gested dating the eggs every day as gathed. The grocer approved of the plan and it was tried for a few weeks. The grocer found that if a customer secured eggs upon which the date was not more than three or four days old he or she was quite satisfied. If, however, the date showed that the egg had been laid eight or ten days, they enquired for fresher ones, and were disappointed if he could not produce them.
Had those eggs not been dated the grocer could unhesitatingly and with

## SUMMER SEEDS

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 la ws of every State and |
| of the United States. |
| Manufactured by Wells \& Richardson Co. |
| Burlington, Vt |

$\left.\begin{array}{cc}\text { The Flavor de Luxe } \\ \text { MAPLEINE } \\ \text { Original and } \\ \text { Distinctive }\end{array}\right\}$

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes \& Co., Gers
State Agents Hammond Dairy Feed

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.

## Roy Baker

General Sales Agent
Michigan, Indiana and Ohio
Sparks Waxed Paper Bread Wrappers And Weave 's Perfection Pure Evaporated Esg

Wm. Alden Smith Building
Grand Rapi4s, Michigan

## Wanted-Peaches and Grapes <br> Also advise what you have in Winter Apples

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

## The Vinkemulder Company <br> Grand Rapids, Mich.

We Buy and Sell all kinds of Fruits and Vegetables



We have the output of 30 factories. Brick, Limburger in 1 lim. Bricks, Block Swiss Write for prices.
Milwaukee, Wis.
w.c. ne Rea \& Witzig ${ }^{\wedge}$.wnem PRODUCE COMMISSION 104-106 West Market St., Buffalo, N. Y. "BUFFALO MEANS BUSINESS"

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

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

Established 1873

## We Sell Medium, Mammoth, Alsyke, Alfalfa Clover, Timothy Seeds

SEND US YOUR ORDERS
 Both Phones 121 Office and Warehouse, Second Ave. and Railroad Grand Rapids, Mich.
a clear conscience have guaranteed them to be new-laid eggs and of prime quality. In preference to those dated eggs, laid not more than ten days, they would take anything that the grocer might call "fresh eggs," which might have been a month old. It none of them proved to be positively bad they were satised.
There you have it. The dated egg must not be more than three or four days old to satisfy the critical customer. The grocer must not have an oversupply of them, so that all will be sold nearly as fast as brought in. The poultry man who supplies them must deliver them two or thres times a week, or else he must leave undated all except the ones gathered the two or three days previous to his weekly trip to town.

Because of ignorance and prejudice people become victims of the farmer who sells from house to house packed or held eggs as "fresh," and dupes of the grocer who dates the eggs himself to suit the customers' notions.

The means and information are within the reach of any one who desires to post himself or herself as to grades and condition of eggs. No one who buys eggs for his own consumption need to depend upon any other person's say so or guess as to what an egg is or is not.
E. E. Whitney.

Curative Virtues of Vegetables.
Without acknowledging that he is in any sense a vegetarian, a writer in the British M-dical Journal asserts that the therapeutic and dietetic uses of vegetables have been, by no means, left to be discovered by modern faddists. Cato, he says, regarded cabbage as the sovran'st thing on earth for every ailment and hurt, from a fever to a fracture. At the present day the banana and the potato are held in high repute by some physicians in the treatment of rheumatism; the latter vegetable has, moreover, been raised by a French physician to the rank of a specific for diabetes. Moreover:
"A larger field for the therapeutic action of vegetables is reported to have lately been opened up in France. In this, as far as we can make out, each vegetable is credited with a specific therapeutic action. The carrot, for instance, seems to hold a large place in the system, as to it is attributed the property of curing bilious attacks. Vegetables, it is said, act not only on the functions of the body, but on the temper and character, and even on domestic conditions. Thus, if a man is afflicted with a troublesome mother-in-law, the treatment is to send her to Vichy and feed her on carrots. But we seem to remember a proverb to the effect that it is easy to lead a certain animal to the water, but not so easy to make it drink. A plate of spinach is an excellent remedy for a too dietatorial character; it will also mitigate too aggressive amorous proclivities. But the system goes even beyond this. Artistic taste and sentimental feeling may be cultivated, and, as it were, grown, by eating French beans.

The potato helps to maintain the mental equilibrium. It may therefore be prescribed to enthusiasts of all kinds. The remedy, howeer, must not be abused, as too much potatoand this we can well believe-causes in the patient the development of a desire to do nothing.
"This action might, however, have a distinct advantage in the case of too ardent reformers. Lord Melbourne, whenever it was suggested to him that something in the British constitution, or in the general scheme of things, needed mending, used to ask, 'Can't you leave it alone?' This attitude does not tend to progress, but it is often expedient. For instance, massive doses of potato might perhaps be useful in preventing a politician in a hurry from pushing through a far-reaching measure without adequate discussion.

## Farmer Must Join the Procession of Progress.

The farmer in adopting scientific methods in agriculture is doing only what every other business man is doing and he is doing it for precisely the same reason, the only reason that produces quick action and practical results-that is, necessity. A few months ago the railroads asked an advance in rates that would have meant a heavy tax on shippers. A Boston attorney said if they would adopt "scientific management" they could save a million dollars a day. Of course some of the old railroad men said he was crazy. However, the railioads did not get the advance, but they are adopting scientific management. Why, nowadays, instead of the donkey hoisting engine-not to say the old "hod"-a cable conveyor carries bricks and mortar to the bricklayers at the top of the walls of skyscrapers. Common laborers even turn the bricks right side up and right end to for the mason, so that the cheap work may be done on the ground by cheap labor, instead as heretofore by the high priced men.

## Origin of the Menu Card.

The modern menu card or bill of fare which is a steady source of income to many printing offices, is a product of the fifteenth century. At a banquet given by Duke Henry, of Brunswick, in 1541, he was consulting a long slip of paper which reposed at the side of his plate. One of the Duke's guests, whose curiosity was aroused, ventured to ask his grace what the paper was for. He explained that it was a sort of list of the dishes he had commanded from the cook: "To the intent that if some delicacy, which especially appealed to his appetite, were marked for a later stage in the repast, he might carefully reserve his appetite for it." The implicity and utility of the idea at once took the fancy of the Duke's guests and the menu card from that moment became an institution. The new fashion was so much admired it traveled far and near and was adopted in England and France at once.

Circumstances never altered a case that was worth very much.

## ISBEL '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.


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.

Trees Trees Trees
fruit and ornamentals
Ccamest iem
GRAND RAPIDS NURSERY CO.
Grand Rapids, Mich.


Persistent, Forceful and Attractive advertising was not responsible for the extensive demand that is quickly sprung up for FROU-FROU immediately after its introduction into America some four years ago.


Perfect quality. delicious flavor and normal prices attracted the customer. Quick sales, repeat orders and lucrative profits made it interesting for the dealer and he pushed FROU-FROU.

Every day new dealers are featuring FROU-FROU and pushing it because it still pays the same good profit. while the demand is greater than ever before on account of our present extensive advertising to the consumer.

If you are not already handling FROU-FROU, write for samples, prices and the address of our nearest distributor.

BISCUIT FABRIEK "DE LINDEBOOM"
AMERICAN BRANCH
Grand Rapids, Mich.


The Problem of Shoe Fitting.
On the general proposition of shoe fitting, a recent correspondent, a practical shoe man of long experience, said: "Fit them long and narrow, rather than short and wide." Another correspondent objected to this formula, and says, "Fit them only long enough, and consider each foot on its own peculiarities." We see no particular fault to find with either of these general statements; no shoeman would order his sales force to "fit shoes short and wide," and every shoeman does the best he can to conform to the peculiarities of the foot he is trying to fit, whether it be long or short, thin or fat. You can not tell the whole story of shoe fitting in a single sentence, that no one can criticise.
Our second correspondent places special stress upon the merits of the new models of pump lasts, with the so-called "drop-ball" formation of the bottom. It is a well-known fact that the difficulties of making pumps fit led, a year or two ago, to a new modeling of the bottom of pump lasts, whereby the underneath ball was extended backward, giving more fullness further back, so that the fleshy part of the foot would drop back and be better accommodateri. This tended to prevent the foot from jamming forward into the toe of the pump.
This effected an improvement in pump lasts; but it was an improvement which was needed in order to correct a defect. The pump is not a rational piece of footwear, from the standpoint of utility, for all-day wear. No shoe can be so considered that affords no support across the front, at the instep or waist. What sells the pump is fashion and appearance, not usefulness. Women like their looks, and pumps therefore have come to be a favored style, because no consideration of usefulness and no deterrent torture ever influenced women very strongly, for or against, in matters of fashion.

Try selling pumps to men for ev-ery-day wear, and see how far you get with them! The difference is that men demand practicality and comfort in their articles of wear and will not tolerate anything which impairs their efficiency or comfort. The utmost they will stand for is a stiffbosom shirt and high collar. That is the only uncomfortable gear they will tolerate, for a dress suit is as comfortable as overalls to any man who knows how to wear one. That includes most men who do wear one.
Now, to revert to this drop-ball pump last; it has its merits, but will
anyone undertake to say that this idea will ever obviate the necessity of giving plenty of length in fitting shoes? Is it likely that it will be taken over from pumps and adopted as a general fitting device in women's boots? Is it going to produce any real revolution in the methods of fitting the human foot-which in its normal state has not changed a hair's breadth in a thousand years?
It seems to us that the value of this method is likely to be over-estimated. It depends upon forcing the foot into an unnatural position, in order to overcome a defect that is inherent in an unnatural shoe.
If this modeling of the bottom of the last is combined with a shortfront effect and applied to the making of either boots or low cuts, there will be a big increase of the difficulties that have already been noted by a number of shoe stores this summer, namely, trouble not only with the toes but with over-straining of the throat of the vamp.
You can not safely get very far from nature in fitting the human foot. It is worth remembering that American shoe models are already the shortest to be found in the world. They are at the last possible extreme of shortness.
The pump was not originally intended to be worn all day. It was made for a dress shoe. That is, $f \rightarrow r$ use only occasionally, at a time when there is special tension of both mind and body.. Extra muscular tension of the foot is needed to keep it on as compared with a boot or an Oxford or similar low-cut having some support in front for the instep and waist. The drop-ball relieves this tension, at least to some extent. But can it well be used in other forms of footwear, and can it be made the basis for any radical change in fitting? On the theory that the hu.man foot is for use, as an articulated part of the body, not as a mere lump of bone and tendon movable only from the ankle, the need of allowing it full means of thrusting forward naturally with each step will never be avoided by any possible modification of lasts.-Boot and Shoe Recorder.

## Solved.

Small Billy (at seashore)-Can't 1 have a ride on a donkey?
Mother-No, darling. Father says not.
Small Billy-Why can't I have a ride on a donkey, Mother?

Mother (to father)-Oh, for goodness' sake, David, give him a ride on your back to keep him quiet.

## Here's Our

 Duck Lumbermen's Over Made for Men, Youths and Boys

We carry it in both Wales-Goodyear and Connecticut makes: two grades of tops, and every height from 8 to 18 inches. Every size and style always in stock.【TS only one of our most complete line of Boots, Arctics and Overshoes. Catalog describing them, all yours for the asking.

## The Maumee Pubber(o. <br> 224226 SUDERIOR ST <br> TOLEDO. OHIO.

Headquarters for Wales-Goodyear and Connecticut Boots and Shoes


TOO MUCH PROSPERITY.
Story of Man Who Locked a Balance Wheel.
Written for the Tradesman.
Isn't it odd how prosperity goes to some men's head like an intoxicating beverage?
It's a fact, though; and I suspect that two readers out of three who see and peruse these lines will be able to verify the statement by some instance that has come under their own observation.
I am of the opinon that nearly every man (if not indeed every man) has somewhere a limit to the prosperity which he can safely bear; if he prospers beyond the danger point, he is apt to get puffed up. To underestimate one's abilities, certainly, is a mistake; for we have been told again and again that the world is very likely to accept us at our own appraisement -especially if we put the figure low. At the same time there is the danger of one's thinking of himself more highly than he should.
And this is the mistake the fellow makes who permits himself to be spoiled by too much success.
I have in mind a little chap who is a living example of this thing. His name is Dunlap. And he is an insurance man. He has ability, but lacks stability. He can do things, but he doesn't stay put. He's one of the sort who require a "manager." Put him over a job as "boss" and he is certain to blow out a mental cylin-der-head in no time. He isn't made of the stuff suitable for leadership.
For a long time he was working at a clerical position and making in the neighborhood of a hundred dollars a month, but he thought he ought to be getting more money; said very frankly he was worth it and, by jingoes! he was going to have it. So he applied for a position with another company.

They put him on as Supervisor of Agents. He had quite a large district in one of the Middle Western States; made the county-seat towns, went into the various offices, met the man, handed out a line of up-to-date boost talk and then went with them to call on "prospects." He had a wonderful way of closing the deal with hard "prospects:" and the company came to look upon him as a valuable man. They advanced his salary so that he was getting approximately two hundred dollars a month and expenses. $H$ is expense account enabled him to live handsomely in the best hotels of the towns he visited.
But he was not built on lines that would enable him to stand this amount of success. He got into fast company. There were chicken dinners in the country, automobile trips and champagne suppers. Frequently on the "day after" poor little Dunlap wasn't in condition for business. Sometimes when he hit a new town and struck one of the company's agents who also had a penchant for the great white way, these two-Dunlap and the agent-would go the gates to beat the band. Dunlap often got on a drunk that lasted a week. Afterwards he explained to the company that he was sick.

When Dunlap got good and drunk he always called up his wife and told her, pleasantly, that he was going to end his troubles; that he had bought a gun or a bottle of poison and that when she saw him again she would see his "cold, white face." Nice line of talk, wasn't it? This used to make the poor little soul frantic. When he got on a stem-winder like this somebody had to go and fetch him in. He never stopped boozing. The Lord only knows how long he could keep it up. Although he talked like a driveling idiot, he could walk as straight as anybody; and as long as he could swallow he kept boozing. The only way to stop him was to fetch him in and put him to bed. In about fortyeight hours-if you kept your eye on him-he could be sobered up. But he got awfully sick during the sobering process; and for days he would be extremely nervous.

Of course, the company got onto this thing in due time. There are always people who take particular pleasure in putting a concern wise to the delinquencies of their employes. And, moreover, the company had good reason to expect that the expense account was somewhat more sizeable than it really ought to be. Chicken dinners, automobile trips and champagne suppers cost like smoke, you know.
So, in a short time, they broke the news to Dunlap that they could get on quite nicely, thanks, without his services.
This was an unexpected blow.
Dunlap had got to thinking that the company's business would go absolutely and speedily to pot unless he was on the job. That's mistake number two. Big concerns have lost good men from time to time, but it is really disconcerting how the woods fairly teem with other good fellows who are perfectly willing to come right in and take the places made vacant from time to time.
When Dunlap found himself out, he soon discovered that he was out with a vengeance. He couldn't get a $j \not b b$ anywhere for a long time. He had made a bad record with one company, therefore other companies did not care to take any chances with him.
Finally, however, after months and months of hard pulling-with all his friends and all his wife's friends moving heaven and earth for him-he finaly did get a surordinate position with another concern. This job pays him fifteen bones a week. The hours are long and exacting. And he has a boss over him from early morning until dewy night. There is no time now for champagne suppers, and no extra money for the great white way. The circumstances of his present situation are beautifully calculated to keep him sober and faithful.
While it is something of a hardship for his faithful little wife, who must skimp and economize to the very limit in order to live on his present income, it is infinitely better than having him all unstrung by over-much prosperity.

Eli Elkins.
It's well to save a little just to keep from being afraid.

## 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.

RUBBERS


The equinox is at hand and with it the rainy season will begin. If you have not ordered your rubbers, write us today. Order the new style Romeos and Sandals for the shoes with high heels and toes. Unless they fit well they can not wear well.

## Glove Brand Rubbers

are pre-eminently superior in wearing and fitting qualities.

HIRTH-KRAUSE COMPANY
Grand Rapids, Mich.


Selecting Hats as a Profession. A girl who found herself face to face with the problem of self-support has utilized her good taste in millinery. She is not particularly adept at trimming a hat, but she can fit it to a face, which is, after all, the chief art of the milliner.
When she decided to take up the work she went directly to her man tailor and to her dressmaker, who had made her clothes in more prosperous days and asked them if they would permit her to suggest a suitable hat to be worn with each coat and gown which they might make. The tailor and the dressmaker both saw the possibilities of the scheme and gave her a chance. Many a time they had seen one of their choice suits ruined by an unsuitable hat.
The girl's idea is to study the gown and the customer and then take a commission to provide a hat to suit both. She first gains some idea of the customer's wishes, whether the hat should be large and picturesque in effect, smartly tailored, or in whatever form. Then armed with samples of the gown or suit and its trimmings she visits shop after shop until she secures exactly the right combination in colors and materials, after which she places the order and delivers the hat in person to the customer.
Occasionally changes have to be made in the hat, but so admirable is her taste and so pronounced her faculty for fitting the shape of the hat to the customer's face that few complaints are received.

Naturally she caters only to high priced trade and charges $\$ 5$ for her trouble and talent, and the women with whom she deals are only ton glad to be relieved of the task of matching gown and hat with all its attendant perplexities. She has been so successful that she intends extending her business and choosing hats for women of lesser means also, and in that case lowering the price. Her position with her tailor and dressmaker is so secure that they woult pay her a salary rather than have her leave them, as they are well aware that she can establish herself anywhere by using the talent that she possesses.
She does not count the time lost which is spent in studying the effects of harmonious colors. While she always consults her customers as to their likes and dislikes regarding the choice of a certain hat and its trimmings, nevertheless, by tact and diplomacy she succeeds in having her own way in the matter.

She does not think that a brunette must always wear red, or that the only color for a blond is blue. She often reverses the order. She finds that some brunettes can wear all the light shades of blue and a certain type of blond is a symphony in bright red, but the girl with red hair she restricts to green, white or brown in oak and copper tints that make her a model for any artist.
Every one has day colors and evening colors, dark and light colors, and you must know what they ar? for each individual customer if you would be successful in the business of choosing hats for other people. She says a hat is the article of attire more than any other that brings out the good points or accentuates the bad ones not only of the eyes and hair but of complexion and the shape of the head. She also goes so far as to say that if the hat is suited to the wearer all else is forgotten and forgiven.
She never attempts to have an elaborate thing in a cheap imitation. If the money she has to spend for the purpose is not adequate to buy the best plumes and velvet for a hat she chooses in place the best qualities of straw or felt and ribbon.

When choosing a hat the profile on each side has to be considered, and the general shape of the head as well. If the face is wide the hat must be wide. An aquiline nose takes kindly to the hat that bends over the face, and the retrousse nose is at its best under a more or less uptilted hat. These are only general rules, however. The individual face must be considered.

## Paper Combs.

The paper comb is a novelty. It is made of smooth nished hard cardboard. The teeth are coarse and far apart, but it is quite useful for combing the hair.
The paper comb is one to be used once and then thrown away. It is designed for travelers and for use in public baths and in various other places where now might be found combs kept for common use; in such places these combs might be furnished by the establishment free.
It is not costly, the paper comb: put up in a waxed paper holder, it is sold at retail at 1 cent.

Dissipation makes you a cheat and a thief of your own life fortune; you are fit for better things.
It takes a great deal of brains to conceal our foolishness from the world.

Polly's Last Cracker
Marks-My old aunt had not been dead twenty-four hours when her parrot died, too.
Parks-The poor bird died of grief,
I suppose.
Marks-No. Poison.
Up-to-Date
Slipon
Stylish, Sightly
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.


Those Michigan Merchants
who are now enjoying the biggest and most satisfactory Young Men's and Litthe Fellows trade are doing it on the merits of
Graduate Clothes (Sizes 31-40 - $\$ 12-\$ 20$ ) Viking Clothes (Sizes 31-40 - $\$ 7-\$ 11.50$ ) Wooly Boy Clothes (Sizes 6-17-\$3.75-\$10) and other moderate priced lines made by

The Man Who Knows
Wears "Miller-Made" Clothes
And merchants "who know" sell them. Will sent to any merchant, anywhere, any till be No obligations.

Miller, Watt \& Company
Pine 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.

## 書 DRESSGOODS <br> We show a very attractive line of

 fall and winter dress goods. PlaidsPlain Serges-Fancy Serges-Flannels -Suitings, etc.Our salesmen carry a full line of samples and will be pleased to show you.

## PAUL STEKETEE \& SONS

## Wholesale Dry Goods

Grand Rapids, Mich.

## Outing Flannel Night Shirts And Night Robes



Men's Shirts in assorted stripes at $\$ 4.50, \$ 8.50, \$ 9.00$ and in plain white at $\$ 9.00$ per dozen.
Ladies' Robes in assorted stripes at $\$ 4.75, \$ 8.50, \$ 9.00, \$ 9.50$ and in plain white at $\$ 9.00, \$ 12.00$ and $\$ 13.50$ per dozen.
We consider this a strong line from both quality and style standpoints. Look us over. No trouble to show goods.

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## GLORIOUS FALL

The Most Favored of All the Seasons.
Written for the Tradesman.
September, the month of fairs, home-comings, conventions, street pageants, ingatherings and harvesthome celebrations, is with us once again.
The clear, resonant tones of the school bells ringing out over this broad, fair land of curs-what vaguely remote, painfully sweet, strangely haunting memories they awaken within us of our own logg-gone school days!-summoning the boys and the girls to our temples of learn. ing.
There is one nation-wide, wildly exciting, vociferous scramble for books and pads and pencils and pens and atablets and crayons and craolas and water-paints and paint-boxes and pencil-boxes and paste and mucilage and scissors and sanitary drinking cups-and the whole house is one vast, pulsing chaos until Young America-washed, combed, dressed and loaded to the guards with his colossal burden of school suppliesgoes forth in pursuit of learning!
How wonderfully complex and multitudinous the paraphernalia of juvenile training have become in these latter days! When a lad of $j$ years I was sent off to school, I fared forth -sanis shoes, sans stockings, sans coat and sans tie. My visibie stock consisted of one mashed tre and an old, thumb-marked speller bound in Nile green boards. The bruised toe taught me endurance, while the speller introduced me th the whimsicalities of English spelling. But with the introduction and development of our modern processes of training the youth, all manner of collateral supplies, equipments and fitments are required.

Nowadays our little boys and girls must have a sizeable kit of implements, devices and tools; otherwise, so we are informed, they will not be able to cope with the asperities of learning. The unimaginative, unsupple person, who has been brought up under old-fashioned conditions-now happily antiquated by the enlightenment of this progressive, pauseless age of superior pedagogics-is apt to get himself balled up if he questions the whereforeness of this collateral impedimenta. But, really, this kit of implements, devices and tools, wherewith each lad is now duly equippef, is a wonderfully clever provision. Gems of thought, for instance, are cut out bodily with the scissors, so they can be viewed objectively and contemplated critically. Bits of essential wistom are pasted in a blank book, or something. That accounts for the paste tube and mucilage pot. Thus each implement is designed for a special purpose. Therefore when any formidable obstacle fronts the youth on the highway to erudition, the contemplative lad is taught first to size up the disturber, then to delve in his ever-present kit and produce the accredited implement or device for the obstacle's speedy undoing.

From a strictly pedagogic point of view, can you beat it?
But I have meandered hopelessly from my theme. This screed is primarily a tribute to fall, that delightsome season sandwiched in betwixt blistering, blustering summer and storm-laden, ice-bound winter.
Fortunate are the people whodwell in temperate zones; for theirs are the benefits that come with the changing seasons. This gives us variety and variety belongs in a booklet with chili-sauce and cocktail (oyster cock. tail, of course).
Give me the widest, wildest variety in the seasons! I love them all; and I am ready for each one of them when it comes. When it is hot I like to see it sure enough hot. Let the mercury in the column climb as higi as it will! And let the pesky heat waves dance in the sunlight! Let the scorching, withering, blistering heat of a good old-fashioned summer stew and fry, fricassee and parbiil us-I'm perfectly willing to take the incidental inconveniences along with the larger benefits!
But when summer is long passed, and midwinter has come, then I'm right in for anything the season has in store for us. If the mercury drops down to zero, and then some, I say, "Let her drop." What's the use of having a winter if you do not gct some ice-laden gusts from the Polar regions? Let the wind blow so hard I can lean against it, and let the white snow sift down out of the cold, blue depths until the whole earth is invested with a belt of sparkling frost-crystals an ankle deep, a knee deep, any old depth! And let the wind without howl as the swift-moving shadows of night fall! Winter has its glorious compensations along with its accompanying disadvantages.
But after summer is gone, together with the heat and dust of it, and before winter has yet arrived, there is this glorious season of fall. And this is the beginning of it. It is a season worth while, and deeply beloved it is! With many it is the most favored of all the seasons of the whole year. Although it does not bring us such conspicuous extremes of temperature, it provides us with many subtle and delightful charms. The ingratiating spirit of a typical day in early fall is a theme that has often been extolled. The glare and glitter of a sky dominated by an excess of light has given place to that deep, tranquil, restful blue; and our spirits are impressed with the vastness of the material world. Somehow the spirit seems to become eniranchised, and the currents of life within us and without us seem increasingly rich, full and fortifying.
After the strenuous labors of sum mer Nature is disposed just now to have a little breathing spell. The crops are "made," the grass of the field has matured, and the industrious leaves of the trees have performed their appointed tasks. Looking back upon the work of the summer Nature observes that her work has been satisfactorily done; and now it is as if she said: "Go to, let us pause
for a space ere we tackle this winter job!" So Nature takes a hol-iday-her grand autumnal vacation. Later on, when the early frosts come, she'll bedeck the trees with gay banners. There'll be delightful, sunlighted days somewhat reminiscent of summer, when the sun was in the heyday of his strength; and there'll be nights when you feel an increasing tang in the air. There'll be times when the wind seems to sough dolefully about the corners of the house, but the sparkling frostcrystals of morning will convince you that Nature is not mourning.
If you aie inclined to a somewhat morbid view of fall-finding in the falling leaves a symbol of death, and reading in the soughing wind a message of inconsolable grief, someboly has been doping you with decadent literary musings. The leaf does not shed any tears because it has been detached and set loose so that it can scamper with the wind-why shouid you? And as for "the wind in the chimney"-well, as the poet said, "That's God's own harmony." So chipper up, old scout, and be gay! And, above all things, make it a point to get out into the fresh air and inflate your lungs with this invigorating fall air. It will do you good.

Charles L. Garrison.

## No Job For Him.

A week previous to Labor Day the rising young lawyer called on the President of a labor union to ask:
"Will your union have an excursion or picinc to celebrate the day?" "That is the plan," was the reply "Then, of course, you will want an orator?"
"What for?"
"Why, to speak of labor as enno bling, and all that-to refer to the wheels of industry-to picture the vine-clad cottage-bone and sinewbrawn and muscle. You know how those things go, and I'll give you something extra for ten dollars."
"I see. Can you bring down rents?"
"Hardly."
"Or the price of food stuffs?"
"I don't think so."
"Can you tell us how to beat the trusts?"
"I can't promise."
"Can you raise our wages?"
"You must know I can't."
"Just hot air, eh? Then please excuse me. This is my busy day. Yes, labor is ennobling, but we work with our hands instead of our mouths!"
Some men are too polite to remove the beam from their own eyes before taking the mote out of their neighbors'.

## $\sqrt{3}$ "The Favor of the Trade"

Does your business have. it? Do you enjoy the goodwill of your trade? You say "yes"-but, consider the matter impersonally. Is your business growing For growth is the sure sign that your business possesses a goodwill.
The various products of the National Biscuit Company enjoy the favor of the trade throughout these United States-they enjoy the goodwill of over one hundred millions of people.
Mr. Dealer-in the past twelve years hundreds of millions of In-er-seal packages have been sold, to say nothing of the inconceivable quantities of National Biscuit Company products sold from the famous glass-front cans.

## NATIONAL BISCUIT COMPANY

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


THE PRICE OF SUGAR.
Cheerful Topic Now Giving Weather a Rest.
Written for the Tradesman.
It was eggs a year or so ago. Then it was butter. After that it was both eggs and butter. Long before that it was meat. Now it is sugar. The weather man should be thankful for the diversion.

Brown was weighing out twelve pounds of sugar for a dollar yesterday with a sparing hand. He did not permit the scales to tip even to the weight of one grain. The customer saw what he was doing and laughed.
"What else?" asked Brown.
The customer shook his head.
"Not a thing," he replied.
Brown tied up the sugar and sat back on the edge of the counter.
"I'm losing money on you," he said.

Brown and the customer were old friends, and the grocer felt just like letting some of his pent-up wrath escape.
"That is what they all say," quoth the customer.
Brown snorted and stroked his curly hair.
"Get any beet sugar?" asked the customer.
"Not a pound," was the reply. "I can't get it. That is why the canc sugar is mounting to the sky."
"No beets?" asked the customer.
"Oh, I don't know," was the disgusted reply.
"Perhaps it is combine," roared the customer.
"I don't know!" said Brown. "I know that all the profit I make on you to-day is the profit I make on that paper bag you are carrying the sugar away in. I charged you something over eight cents a pound for that, and it did not cost quite so much. How about coffee, or spice?"
"That is what the grocers all say," repeated the customer. "Leave it to you and you're ready for the bankruptcy court."
And the customer walked out of the store without giving Brown a chance to get back at him. Then three men came in and asked the price of sugar and went out.

Then two women came in and said Brown ought to be ashamed of himself, and went out. Next a boy came in and asked what time it was. Brown thought he was having quite a brisk business-not!

In half an hour the keeper of a boarding house entered and stood with her hands on her swelling hips looking at the grocer.
"I'll not pay it!" she shouted.
Brown looked astonished, but kept mum.
"I'll see you further first!" the woman went on.
"All right!" said Brown.
Then the keeper of the boarding house took one hand off her right hip and held out a damp and sweaty paper. It was a bill Brown had attached to her latest order, and in the bill sugar was charged at twelve pounds for a dollar.
"Oh!" said Brown. "I see!"
"You must thing I'm easy," roared the woman.
"I think you're honest," replied Brown.
"Eight cents and a third for sugar!" cackled the woman.
"Nice morning!" observed Brown.
"I dunno," said the woman. "How much do I get off this bill?"
Before Brown could reply the door opened again and Mary Belle Darl-ing-Sweet came in with a frown on her face. The keeper of the boarding house scowled at the make-up on Mary Belle Darling-Sweet's front elevation.
Mary Belle produred a copy of the morning newspaper.
"Is this right about sugar?" she asked.
"Dunno," said Brown.
"It says here that sugar will be ten cents a pound hefore the week is over."
"That is some guff some fool grocer whispered into the ear of a kici reporter," replied Brown.
"Is it true?"
"You see," Brown went on, "there are dealers who think they can prepare the public for advances in prices by predicting boosts which never take place. Instead of doing the thing expected of them, these tinhorn predictions make consumers mad, and instead of making them meek and humble in the face of stiff prices, they keep buyers away from the stores."
"I'll never pay ten cents for sugar!" shouted the keeper of the bjarding house.
The elegant Mary Belle DarlingSweet would have achoed the sentiment, only she was too exclusive to have anything whatever in common with the keeper of a boarding house.
So the keeper of the boarding house glared at Mary Belle and went out, and Mary Belle glared at Brown and made her exit, and Brown sat
back on the edge of the counter and wondered if he would ever have a cash customer again.
When the door opened again Mother Garney came in. She was the terror of the ward. Brown ad-

Symons Brothers \& Company Wholesale Grocers

Saginaw :: Michigan

\author{

## SAGINAW MILLING CO.

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


## HENNING'S HORSE RADISH AND SUMMER SAUSAGE

Quality and price right Order through your jobber
CHAS. W. HENNING \& SONS, Mfrs. SAGINAW, MICH.


It Satisfies
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.

## Always Reliable

## Phipps, Penoyer \& Co.

## Wholesale Grocers

vanced to meet her with a worried look on his face.
"What's this about sugar?" demanded the woman.
"What's what about sugar?" asked Brown.
"Ten cents a pound!" shouted Mother Garney.
"Eight and a third," said Brown.
Mother Garney threw two wrin kled hands toward high heaven.
"Robbery!" cried the woman, in a moment.
"Of course," admitted Brown.
"An' you have the nerve to say it to me face?"
"Sure!", replied Brown. "The refiners are merely getting back the moniey they paid out in fines."
"The nerve of this!" said Mother Garney.
"The Government cost them a lot of money in the defense they were obliged to put up, and took quite a few dollars in fines. Now they are getting it back!"
"The thaves of the world!"
"The Standard Oil Company did the same thing," Brown went on, with quiet sarcasm, trying to get $t$ the things the woman had come there to say before she could limber up her tongue. "The corporation was fined $\$ 20,000,000$, or thereabouts, and the corporation proceeded to collect it from the people." The fine was never paid, although the people paid it to the trust."
"The scamps!" said Mother Garney.
"And I know," Brown went on,
with the idea of saying it first, "that the refiners have lifted prices only half a cent a pound, and that the retailers are lifting it three cents a pound!"
"'Tis a shame for you!" satd Mother Garney, in doubt as to Brown's seriousness.
"And I anow that the cane sugar men bought up the beet sugar interests and put the kibosh on them so there could be rin competition.
The door opened again as the woman glared at the grocer, and Hamilton Dyer, the hardware man and the expert kicker of the town, entered and beckoned to Brown.
"The newspapers say sugar is going up," Hamilton said, "so I thought I'd order before it got above six cents."
"Eight and a third," said Brown.
"Oh, it may go up to that," Hamilton said, with a forced laugh, "but i'll be ready for it. Can I have two hundred at anything less than six?"
"Eight and a third," persisted Brown.

## "Not now?"

Right now!"
Well, of all the bare-faced-"
"As I was just saying to Mrs. Garney," Brown went oa, "the trusts are now collecting in the money they have been forced to pay to the Govermment in the way of fines."
"It is your inimnal retailer who is making the trouble!" roared Hamilton.
"As I have been saying," Brewn continued, with a grin, "the cane men
bought up the best men to do away with competition, and then tied the price of sugar to an aeroplane. It is a combine, all right!"
"I tell you it is the retailers!" roared Hamilton.
"Sure!" answered Brown. "We like to have prices go up. It saves us talking about the weather. I presume jou came over here to tell me that the grocers are doing this. ()f course we are! W've got a combine that is going to boost prices until the consumer starves to death."
"Well, you needn't get gay about it!" said Hamilton. "I did not come in here to be stuffed with guff like that."
"I have only taken the words out of your mouth," said Brown. "From morning to night it is nothing but sugar! People who tise three pounds a week act as if they were about to go to the poor house. People ride about the city at ten cents a trip hunting for sugar at seven cents and forget that they are spending a quarter to save a few cents. Of all the blasted, foolish-"
Then Brown's language trailed off into diamond type because there was a lady present, and Hamilton went out to the door and looked thenugh the plate glass.
"Here's the chairwoman of the Consumers League coming," said Hamilton, in a moment. I'll just remain a few moments and hear you repeat the guff you have been giving me about the price of sugar.
"Fine morning," said the chairwoman.
"Eight and a third," said Brown.
"That was a nice rain we had last night," said the woman.
"It is caused by the interests trying to collect the fines-"
"If this weather keeps up," the chairwoman said, "I'll have a bushel of the nicest watermelons that ever grew."
"And the grocers' combine has boosted the price to eight and a third--"
And Hamilton sent out for a policeman and advised the taking into custody of the chairwoman of the Consumers' League.
"She's crazy," he said. "No sane woman would talk about the weather when she has a chance to slam a grocer about the price of sugar!"
The conduct of the chairwoman was so unusual and irregular that the policeman took her away and fastened her up in a padded cell.
"Talk about the weather!" growled the policeman. "And there's the price of sugar to howl about! Plumb crazy!" Alfred B. Tozer.

The Sucker Worked.
A faker passed through a small town selling pumps, which he claimed would force water without any pipe. A native bought one and sweated at the handle, but no water appeared. He asked for an explanation.
"Why," said the faker, as he drove on, "the sucker is at the wrong end of the pump."

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Process Work in Manufacture-Illustrated detail of production from raw material to finished article; side lights on material progress.
NaVassar-Worlds' Greatest Ladies Band-Forty beautiful women, all artists. Two magnificent concerts daily-Splendid Soloists.

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Wonderful Illuminations-Venetian Nights Entertainment-Joy Rides-Fire Works-Speed Boat Events.
A hundred fascinating attractions on a lavish scale.
All roads lead to Saginaw. Take any of them.


Sympathy
When you sit in the house of mourning, Bet a wordless pledge of comfort And your friend will understarnd That your heart is aching with her,
Though your words be ever so few And the thought of your deep compassion And the thought of your deep compassi
When you sit in the house of mourning Let your never the light streams in, Let conquering way to win:
Let it spell itsel
Let it spell itself out in fowers, Let it cause no hurt nor jar,
Let it bring a a message from heaven
Where the angels of comfort are.

When you play with the little children When you play with the litille cheart be your own. Ah, me, that the years of childhood Are so soon and swiftly flown! Play with the little children
In their beautiful, brave, sweet morning
They are cumbered not with care.
When you sit with the dear old people
Who have reached the western slope, Share in the ir tranquil evening,
For just across the splendid hope.
There is waiting for them, in truth The joy of the life immortal,

When you sit in the house of feasting There must be a smile on your lips, Beware of the selfish shadow
Join in the mirth and laughter,
Join in the merry song,
When you sit mer the song, house of feasting
When you take the road with a comrade Whatever the hap may be,
Accept your mood be bold and fre
Care naught for the roughest weather
Shirink not from the steepest way,
The two who are marching together
Should fare to the end of the day. the end of the day.
Margaret E . Sangster.
Courtesy, Like Charity, Should Begin at Home.
Written for the Tradesman.
A lawyer was speaking of one of his clients who was filing an application for a divorce: "It is a queer case. I never before had one like it. This man has been married some eighteen years. His wife is fine looking, of very pleasant manner and is often called even a charming woman. Their most intimate friends never suspected that the marriage was not most harmonious and happy. Their separation, soon followed by his application for a divorce, came as a complete surprise and shock to their whole circle of acquaintances.
"For some time," the attorney continued, "I thought my client was not being quite frank with me, and supposed that eventually I should find there was another woman in the case. Of late, from the very liberai property settlement which my Mr. A. is planning to allow his wife, I have decided that this supposition of mine was wholly wrong. Mr. A., whom I now believe to be speaking with entire sincerity, explains his course in this way:
"When any one was near my wife was all right, but when we were alone she never had a pleasant word nor look for me. It was nag, nag, nag continually. I stood it for eighteen years until my daughter should
be grown, and now I refuse to live longer with a woman who insists on treating me like a dog. My wife's contentious spirit and spiteful tongue have made my life one long inferno of torture. My own home, for the maintenance of which I have bent my every effort, has held no joy nor comfort for me. The most orthodox views of the hereafter of the unrighteous hardly present miseries greater than those which I actually have endured.'
And yet this woman, who because of her acrimonious tongue and temper has already lost her husband's regard and probably soon will lose even her legal hold upon him, can be and habitually is gracious, amiable and lovely to those sutside her own household.
It would seem that in the several thousand years that the human race is known to have inhabited this earth living sught to have been gotten down to a science, and we would know how to get on comfortably and happily together. But many of $\mathrm{u}_{5}$ do not. We make the mistake of venting our ill humor on the home folks, thinking that they will stand it without making a fuss or coming back at us in any way. Sometimes they do stand it for a while, but before we realize the ruin we have wrought, happiness and harmony are forever gone.
All are liable to make this error. A man goes to his store or office or factory in the morning. All day long he is in contact with his customers or his employes or his fellowworkers. Irritating circumstances are constantly arising, but those who are wise keep friction reduced to the minimum. A dispute or a wrangle means an inevitable loss of time, force, patronage and eventually of money. So from motives of business policy, if for no higher reason, Mr . Man is compelled to hold his tongue on many a trying occasion, and learns to be polite and courteous when the feelings of his heart would prompt to words of scorn and insult if not to actual blows.
But when he leaves the store or office and enters the precincts of his own home conditions are changed. He can be gruff and surly, sullen and morase, he can give the bearish tendencies of his nature free rein without causing the loss of one customer or the disaffection of a single employe. He can snap up his wife when she innocently chances to drop some remark that jars upon his overwrought and sensitive nerves, he can reduce the children to a painful silence by an undeserved but harsh


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

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COMPOUND GRAIN, SUGAR AND GRAPE VINEGAR
The price is $131 / 2$ cts. per gallon with one barrel free with each fifth barrel shipped this season
F. O. B. $\begin{gathered}\text { Kalamazoo. Lawton, Grand Rapids. Sasinaw, Jackson. F. O. B. } \\ \text { Detroit. Alpena, Traverse City or Bay City. }\end{gathered}$ STOCK ALWAYS ON HAND at these points An Ideal Pickling and Table Vinegar Satisfaction Absolutely Guaranteed
Lawton Vineyards Co.
Kalamazoo, Mich.

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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.
reprimand, and his rudeness will not cost him a cent in money. Just because this is so, many a man at his own fireside in the evening "takes out" the accumulated choler of the day on those who stand nearest and dearest to him.
A wife easily may make a similar mistake. A woman of any brains learns very early in life that it is most impolitic for her to gain the reputation in her neighborhood, or in society, or among her circle of friends, of being "red-headed." Likewise the woman who is cross and sour-tempered always is shunned. A sensible woman knows that in her ordinary days' work she must keep calm and placid even when subjected to all kinds of annoyances. One cross word and the girl who is a jewel of a cook may sulk for a whole day or even pick up and leave. But the woman who chances to have a good, patient, forbearing husband (and there are such) may fancy that she can nag and find fault with him with impunity, since by so doing she will neither lose social prestige nor get into a racket with the servants.
If every family quarrel cost five dollars in cold, hard cash, or had to be squared by some other definite and tangible loss, peace and tranquility would reign in many a household where now there is little besides discord and heartache. We foolishly imagine we are running no risk in ill treating our own until we lose that which is far more precious than the things for which we so carefully maintain our urbanity and self-control in public.

Should we, then, try to use company manners at home? Will they stand the stress and strain of everyday wear? The answer to these questions is: Yes and no. In home life there is a lack of formality, a familiarity, if we use the word in its best sense, that is at once a necessity of its conditions and its chief charm. A married pair or parents and children can not talk to one another in polite drawing room platitudes; they must get down to facts. A man, when he leaves the breakfast table and hurries to catch his street car or train, can not use the studied ceremony with which he would take his departure from a fashionable reception; a wife, when she is telling her husband of some bill that must be paid or of certain expenses that will have to be met, does not put on the coquettish airs of a belle at a ball. Stilting and artificiality in family manners are intolerable. But the homely sincerity, the plain matter-of-factness that form the very basis of home life make necessary a better and gentler kindness, a broader toleration for differing views and opinions, a quicker forgiveness of errors, a deeper tenderness and a truer and finer courtesy toward those who are under the same roof with us than are due to outsiders. We do not want courtliness in the home, but we do want and imperatively need common courtesy and consideration.
Especially should every married pair strive to avoid the mutual fault
finding and recriminations that are all too common with very many whose birth and breeding would promise better things. "Rubbing it in" as to every trifling mistake and every small failing soon blasts all happiness. Financial prosperity, social and business success, even congeniality of temperament and a likeness of views on all fundamental things, can not make a truly happy home life unless a husband and wife are willing to take the trouble to use good manners toward each other. The affection that should grow stronger with the passing years soon dies a natural death if allowed to suffer continual ill treatment.
In those other cases where there exists a genuine incompatibility of temperament, where, as sometimes happens, two excellent people have to face the hard fact that their marriage has been an irrevocable mis-take-even under those sad circumstances perfect mutual courtesy will afford a balm of healing and alleviation. It can not make an ill-assorted pair altogether happy, but it will go a long way, farther than anything else, in lessening their miseries.

Quillo.
Great Chance For This Judge's Wife. A New York court has established a ruling that no woman's dress carries a mony value after it has been worn ten times. The tecision was made in a fire insurance suit whereby the plaintiff sought to recover the full value of clothing destroyed. In admitting that the clothing had been worn more than ten times the plaintiff lost her case, for the court gave her but a trifling sum.

Whew! What an opportunity for that judge's wife! She might hang a tally sheet by her wardrobe donr with the record of every wearing of every garment. "Ten times and out"
might become her slogan. If she chose, she could have a new dress or two or three new dresses every ten days-according to the number of times she wishes to change her clothes in a day's time. Perhaps at the end of a month the Judge might come to the conclusion that after all a dress has some money value after it has been worn ten times.

They Don't Have To. "A Missouri judge has ruled that a mán may spank his wife."
"A man may stick a pin in a mule's leg, too, but there'll be very few who will care to do it."

It is a clever girl who knows how to fall in love with her head, and not with her heart.

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CPESCENT FLOUR

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This is the reason why this brand of flour wins suecess for every dealer who recommends

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

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Make Crescent Flour one of your trade puliers-recommend it to your discriminating customers.


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Grand Rapids
Gand Rapids
Mich.

## You have had calls for

## HaND SAPOLIO

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

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

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


Conservation and the Implement Dealer.
It is surprising, and likewise gratifying, to see how extensive is the interest that is being manifested in conservation. All classes of the people are considering the subject in its various phases, and there is a growing consciousness that conservation of resources, natural and otherwise. is one of the most important movemeints of the age. Even the funny men have taken it up.
"Are you willing to chop some wood for your dinner?" asked the woman of the house.
"Lady," answered Plodding Pete, "I'm interested in de preservation of de forests, an' it would be agin' me principles to put an ax into one of de monarchs of de forest, even although he lay prostrate at me feet."
This is representative of the attitude of the public in general. That it is of vast moment to the country is a fit condition for congratulation.
It is inevitable, however, that there is going to be a deal of zeal wasted, a lot of motion lost and a vast amount of enthusiasm dissipated to no purpose. There is too much general and individual ignorance as to what conservation really means, and tos little real knowledge as to the means which must be employed to bring about the end which all are so unanimously desiring. This is more particularly true regarding soil fertility conservation, which, after all, is perhaps the most important department of the whole movement. Not so very much is accurately and definitely known about soil constitution. Authorities, or so-called authorities, are divided upon the question as to what constituent elements, and what proportions of them, are essential to provide plant food for a normal yield and to still leave a sufficient surplusage to prevent soil depletion.
It is true that more or less well directed experiments are being undertaken in many localities, the results from which will go far toward dissipating this prevalent ignorance. These experiments should be carefully watched and the results should be given serious consideration.
Herein the implement dealer, if he is alive to the imminence of his opportunity, can be of signal service to his community. But not alone can he benefit his community, he can derive a substantial advantage for himself. He can and ought to maintain a supply of the literature on this subject now being issued by the Goverament and the state experiment stations for purposes of distribution
in his locality. Then he should en courage experimentation and soil analysis among his farmer friends. The deficiencies of the soil in his territory should be determined as nearly as may be, and he should put himself in the way of being able to supply those deficiencies.
This would naturally introduce him to the sale of fertilizers, machines for sowing or spreading fertilizers, and particularly this ought to make it possible for him to encourage a demand for manure spreaders. The Age has heretofore called attention to the possibilities of the fertilizer trade. It is true that there have been conditions in that trade in the past which have made it measurably undesirable from the implement dealer's point of view. But with the growth of the soil fertility conservation idea, and with the necessity for the scientific application of fertilizer materials becoming more pressing daily, an opportunity is going to be afforded to the implement dealer to enter this field with pleasure and profit. It will become possible for him to dictate the terms upon which the coming trade shall be conducted, and it will be his function to eradicate from that trade those features which at present detract from its desirability.
This is a subject the implement dealer can well afford to take into serious consideration, hence the present mention of the matter may well close with the emphatic advice to look into it.-Implement Age.

Personality in the Store.
Everybody likes to do business with the "boss." It always seems as if a more intimate relation had been established with the store when there is a personal acquaintance with the proprietor. Of course, in the larger stores one rarely gets beyond the head of a department, and in the smaller stores it is a physical impossibility for the proprietor to wait upon everybody. But it is unnecessary that he should even attempt to do so. To know and to feel the pleasure of doing business with the "boss" does not imply that he is himself to tie up your pound of nails nor to help you to load your plow. His personality can so permeate the whole establishment that actual personal contact is not needed to make his presence felt.
This matter of personality is a great thing in business. Other thing; being equal a genial and popular personality will draw and will hold trade that nothing else will. As was stated above, such a personality will
permeate the whole store organization and will give it that air of welcome and of comfort that robs business of its asperities and makes it a pleasure instead. The retail merchant should do everything in his power to give his store this comfortable and pleasing atmosphere, and when he has succeeded in doing that he has advanced a long way on the road toward a permanent and a profitable business.
In this connection it is pertinent $t$ ) say that a good many business men fail to reap the full benefit from a personality that is pleasing purely because they so load themselves down with detail that they can find no time to exercise their genality in the store. The most successful men in all walks of life have been those who could delegate detail, and who could devote their own eaergies to the larger things. Clerks are cheap and can be made to be competent. Any man who does things which can be done just as well by a clerk is robbing his business of one of its most efficient and desirable assistants, his own individuality.
It is possible to maintain a rigid supervision over the detail of a store; to so compel its conduct in every department that it shall reflect the will and the policy of the owner, and at the same time to preserve the appearance of leisure. This apparent leisure can and ought to be devoted to the customers of the store. It should not be necessary to point out what these attentions should be, nor how they should be rendered. Each man must solve those problems for himself. But the important point is that the "boss" should find the time to make himself agreeable.-Implement Age.

German railroads are experimenting with electric locomotive headlights, swiveled so that an engineer can throw the rays wherever he wants them.

## 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

TRACEYour Delayed Freight Easily and Quickly. We can tell you how. BARLOW BROS.,

Grand Rapids, Mich.


KINGERY MFG. C0,106-108 E. Pearl St.,Clnclinnath, $a$

## 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 antirust and anti-corrosive. Put up in $1 / 2,1$ and 5 gallon cans.

STANDARD OIL CO.
Grand Rapids, Mich.

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.

WEST MICHIGAN FAIR.

## Strong and Weak Features of the

 Exhibition.The West Michigan State Fair last week was a pronounced success. In spite of rain on Thursday, the financial returns show a substantial balance on the right side, which is good. Even more gratifying than financial success, however, was the success of the Fair as an agricultural, horticultural and industrial exposition. It was in many respects the best fair ever given in Grand Rapids, and an important factor in making it the best was the strong local color show: in every department. The cattle sheds are usually filled with blooded stock sent here by professional breeders who have stock for sale or to whom the prize money is an object. There was no lack of this professional display this year and the professional stock was high grade and worth looking at, but the greatest interest centered in the splendid showing of what our own farmers, dairymen and stock breeders are doing. There were about a dozen local herds in the cattle sheds this yearmore than has ever been shown be-fore-and it was this stock, far more then the stock shown by the professional breeders, that appealed to local interest and pride and will awaken others to the value of good stock. Milo H. Edison's Jerseys and John H. Bonnell's Holsteins were of greater value to the Fair than would have been twice the number of cattle from some distant part of the State or some other state, and, as stated, there were about a dozen just such local herds, and each will be an influence for good in its neighborhoor in the future. It was the same, although not to so great a degree, in the horse department. The predominating feature in the horse show was the heavy draft horses-Belgians, Clydesdales and Shires-big fellows that make things move when they put their shoulders to the load. There were several splendid exhibits of these horses at the Fair, imported and domestic stock, but the horses that attracted the most attention were the horses brought in from the farms within sight of Grand Rapids by the owners, who were justly proud of them. These horses were not fancy stock, nor fattened and dressed up for the show, but they came right off the farm and are the homes that are used in the every day work on the farm, and every one of these horses had its personal appeal to the crowds. In this connection it may be said that Kent county has no reason to be ashamed of its farm horses. A visit to the city market almost any morning will show as fine a lot of farm horses as will be found anywhere, well kept, weil fed and in many instances of good blood.

The local interest was not so manifest among the swine and sheep, as there were but few home exhibitors in these departments, but the outside breeders who made displays say they had a very successful week in the sales they made. The farmers around here carry their sheep and swine as side lines or by-products,
rather than the main thing. Th: stock is steadily improving, but the farmers not specializing in them do not take the pride or interest in them they do in their horses and cattle.
The striking feature of the Fair was the display of fruits and vegetables which filled Agricultural Hall to capacity. Nearly everything raised on the farm was shown and nearly every section of Western Michigan was represented. Several counties had fine displays of their choicest products and it was a great exposition of the fruit and vegetable resources of this part of the State There is one weak point in this department, however-the personal interest is eliminated. In the cattle sheds cards on the stalls tell which are Milo H. Edison's Jerseys, but in Agricultural Hall there is no way to tell whose orchard produced the fine peaches or apples or from whose acres the big potatoes came. What purported to be the Kent county exhibit was made by a small and not particularly successful farmer out in Walker and most of the stuff he displayed was not the product of his own farm, but was purchased down on the city market from the farmers and gardeners who brought it in to sell. The exhibitor received all the popular credit for raising the stuff and the real producers received no recognition whatever, not even to the extent of having their names mentioned. The display would be more interesting and of greater value if the Fair management did the buying and entered everything shown with the name of the grower attached. That the farmers do not themselves make entries is because those who are big farmers and successful are ton busy to bother with it at Fair time, but there is reason to believe they would gladly contribute of their best if a way were found to relieve them of the trouble and to have their names known would in most instances be ample reward. This city is a great truck farm and fruit growing center, and the Agricultural Department as it has been conducted is not
a fair representation of this great interest.
The main building this year was well filled. The merchants and manufacturers made a creditable showing and then there were several special exhibits of great interest. The Daughters of the American Revolution occupied one section with a Colonial exhibit that attracted more attention than anything the Fair has had in several years. The Globe Knitting Works, the Grand Kapids. Hosiery Co. and the Coronet Corset Co. exhibited machinery in motion and methods of manufacturing that prove immensely attractive to the crowds. There were several other very attractive displays and, taken as a whole, the Fair had reason to be proud of the big building.
The agricultural implement field was larger than ever before and was interesting, even to the city man. The ordinary farm machinery, plows, harrows, harvesters, potato diggers, etc., were shown in the usual large variety, but the striking features were the gasoline motors, the cream separators and the spraying apparatus, modern inventions without which few successful farmers now try to do business. The motor has become an almost indispensible part of the modern farm equipment and motors of all sorts, sizes and makes were shown at the Fair. The cream separator is a time and labor saver and a source of economy, and even the one and two cow farms are putting them in. This naturally creates a cemand that has encouraged invention and production. The fruit grower who tries to get along without a spraying apparatus makes slow progress toward success and a realization of this keeps the manufacturers busy. These three pieces of modern farm equipment attracted more attention and caused more enquiries probably than all the others combined, but all the exhibitors had stories o tell of good sales made.
The various entertainment features provided by the Fair management were above the average in popular
interest and, no doubt, helped make the Fair a success. The automobile races and the airship performances appealed to everybody, city people and farmers alike, and the box office received the benefit.

## ROBIN HOOD AMMUNITION ( $\left.\begin{array}{l}\text { Vot Made } \\ \text { by: Trut }\end{array}\right)$ <br> k for special co-operative selling plan. Big

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

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Established In 1873
Best Equipped Pirm in the state Steam and Water Heating Iron Pipe Fittings and Brass Goods Electrical and Gas Fixtures Galvanized Iron Work
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The Weatherly Co. 18 Pearl St. Grand Raplds, Mich.

## A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies<br>Michigan Distributors for Welsbach Company<br>99-103 Congress St. East, Detroit Telephones, Main 2228-2229 Catalog or quotations on request

The McCaskey Register Co. Manufacturers of The McCaskey Gravity Account Register System
The one writing method of handing account goods, money, labor, anything. alliance, OHIO


## REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES <br> an HONEST PRODUCT AT AN HONEST PRICE




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trit mazoo.
Grand
Grand Page-Mark S. Brown, Saginaw Grand Rentinel-Walter S. Lawton Grand Chaplain-Thos. M. Travis, Petoskey.
Executive Committee-James F. Ham mell, Lansing; John D. Martin, Gran Rapids; Angus G. McEachron, Detroit James 'E. Burtless, Marquette.

COMPLIMENTARY BANQUET
Tendered Frank S. Ganiard by Jackson U. C. T.'s.
Jackson, Sept. 15-A monster banquet, given by the Jackson Council, United Commercial Travelers, in honor of Supreme Sentinel Frank S Ganiard, was held at Masonic temple last Saturday evening, and over 200 invited guests sat down to a fine dinner, chewed gum after the edibles were consummed, listened to the wittiest speakers and the richest stories ever told, saw the battle of wit as the United States Senate never saw it, as mind matched mind, each speaker seemingly rising above his predecessor, heard delightful music well rendered by a male quartette and the eigth grade orchestra, while over all hung the spirit of love and fraternalism, enveloping all like some splendid sunset.
Wit sparkled and flowed like wine, oratory of the purest quality burst from breasts that believed in the home and the State, and the people assembled were surprised to hear poetry, science, logic and ethics discussed by men who seemed to be bathed in their colors. From the opening strains of the orchestral march, as the diners led into the banquet hall, until the last word died on the lips of the speaker who spoke the last word, there was not a dull moment, and each speaker echoed the thought of every other-the popularity of the man who had been honored by being elected Supreme Sentinel at the great convention at Columbus, Frank S. Ganiard, and the main speaker at the banquet.
The toastmaster, Grand Past Counselor F. L. Day, was introduced by K. S. Dean, who told of the glories of the U. C. T., and its wonderful and amazing growth since its organization, then announced that, instead
of cigars, the guests would be treated to gum. He gave way to the toastmaster, who at once turned on the hydrant of wit, and the night of gaiety had begun. They jollied each other, they gave each other away, they spoke of the weaknesses of each other, and it was all taken in good part, for when the time came they retaliated with a vengeance and ev-


Past Grand Counselors of the State of Michigan
First row (reading from left), F. D. Page, Jackson; F. S. Ganiard Jackson; John A. Murray, Detroit; M. G. Howran, Detroit; W. D. Watkins, Kalamazoo; A. T. Lincoln, Hillsdale; John W. Schram, Detroit.

Second row, F. L. Day, Jackson; H. E. Vashold, Saginaw; John A Hoffman, Kalamazoo; Fred H. Clarke, Detroit; Henry Marx, Detroit
erything above the earth was joked about, except the number of the lodge, which, like a famous brand of pickles, has " 57 " for its number.
The first speaker was James F. Hammel, of Lansing, who spoke on the Grand Council and its growth. It was organized twenty years ago at Detroit. To-day there are twentytwo councils and 2,500 members. He said that often members find fault with the organization, but that once a member always a member, and that they generally stick.
Following him, M. J. Howran, of Detroit, spoke on the delegation to Columbus. Mr. Howran is a very pleasing speaker with a fund of wit and new stories. He told how there were twenty-four aspirants for the office, but that Brother Ganiard won out, through the indefatigable effort; of his confreres; that more than once, said Brother Ganiard was afflicted with a cooling of the extreme end of his person, but that a dose of campaign dope usually brought him around again, but that they had been
but he did get to the hearts of his auditors, and that was his intention, with history, especially that part of it relating to the early guilds, when men stood together for protection and sociability, and claimed that the U. C. T. was a direct outgrowth of these wonderful monastic orders. Brotherhood, he said, was the great word; that the other orders were cosmopolitan, but the U. C. T. was comradeship, and that the traveler was a commercial missionary. He said that the great war of the fu ture would not be a battle of blood but a struggle along commercial lines.
The Mayor of Hillsdale, Hon. A. T. Lincoln, was the next speaker. He talked of his town and his politics and showed himself a true and loyal citizen of his city, for he seemed to forget the Council in his enthusiasm for his home city, but his worls were entertaining, and he show:d himself to be a tireless worker for his Council as well as his city. He urged the wives of the members to
take a rolling pin to their hubbics and compel them to attend the meetings of the Council, as its principles were for the home, and its aim to help when either the member or his family needed help.
L. P. Thompkins objected to being called a "corset" salesman, and called himself a "jewel case" salesman instead. Mr. Thompson is Senior Counselor of the local order, and gave facts which seemed like poetry. He said that the U. C. T. gave Jackson the Chamber of Commerce and the first Industrial Fair and that when one is down and out, it is not the church that helps or visits him, but the fraternal order, organized and maintained for that purpose. He showed that the order in Jackson has 213 members and called the members "live wires."
John W. Schram spoke on the value of conventions to the order and said many encouraging things about the growth and interest of the organization. He is Grand Past Counselor, and his intimacy with the needs of the order was a revelation to those present.
Mrs. D. S. Fleming, with rare charm and abundant wit, spoke of the La-

## Hotel Cody

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

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

## The Breslin

Absolutely Fireproof<br>Broadway, Corner of 29th Street

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


Are built in several sizes and body styles. Carrying
capacity from 800 to 4,000 pounds. Prices from $\$ 750$ capacity from 800 to 4.000 pounds. Prices from $\$ 750$
to $\$ 2,200$. Over 25,00 Chase Motor Wing 102200 . Over 25,00 Chase Motor Wagons in use.
Write for catalog.

Ad
47-49 No. Division St., Grand Rapids
dies' Auxiliary to the Council, and she was applauded and cheered, the only voice of the evening coming from a woman.

Interesting talks were also given by John A. Murray, Fred H. Clark, F. D. Page and John D. Martin.

The male quartette, composed of Messrs. Barker, Lyons, Munger and Boucher, sang many selections serious and comic, the Eigth Grade Orchestra, composed of Mary Kelly, Anita Crouch, Clarke Lewis and Brockway Crouch, rendered severa! very enjoyable selections of music, and a reception was held in the parlors of the temple, and when the festivities at last came to a close the large crowd declared they had enjoyed the best time they had ever spent together, and wished the time had not gone so quickly. The influence of the night's entertainment will long live in the minds and hearts of those who were fortunate enough to be present, and the layman will have a deeper respect in the future for the man who carries the grip and tries to live up to the highest ideals than for any set of men ever banded together to "love and to cherish until death do them part."

Mackinaw City correspondence Cheboygan Tribune: The friends of James E. Wirt, the representative of the Michigan Drug Co., of Detroit, were very much shocked last Friday evening to learn of his death at the Hotel Stimpson. Mr. Wirt had been at the hotel for a few days, and while he was not well, no one considered him in any danger of death. Friday he kept to his room nearly all day. About 6 o'clock one of the proprietors went into the room to see about his supper and found he had passed away Dr. Hirschberg held the post morten and found that his death was caused by cirrhosis of the liver of a hyfettraphic form. There were no traces of any poison, as had been whispered by some on hearing of his sudden death. His wife was notified by telegraph and Saturday evening Mr. Wirt's eldest son and an undertaker from Sault Ste. Marie arrived and took charge of the remains. Sunday they returned to their home. The Masonic brethren cared for the remains while here and accompanied them to the train Sunday morning.
Bruce Burlingame and Walter Shankland have formed a copartnership under the style of Bruce Burlingame \& Co. to engage in the manufacture of toy monoplanes and biplanes. These devices are the invention of Mr. Burlingame. They have from two to four feet spread and fly 200 feet with their own motors. The firm is also manufacturing gliders which will fly twenty feet without power. They can also be towed by automobile or bicycle so that they will stay up in the air indefinitely. The office of the firm is at 74 Mon roe street.
J. Claude Ballard (Herold-Bertsch Shoe Co) has the sympathy of the fraternity in the deaht of his father, who was one of the pioneer business men of Sparta and commanded the respect and love of all who knew him.

News and Gossip of the Traveling Boys
Louie Koster, of Grand Haven, is spending his vacation in Detroit this week.
Marie Berard, formerly with the Grand Rapids branch office of Edson, Moore \& Co., is now located in Detroit with the same firm. The traveling boys and the trade in Western Michigan wish her success.
Otto C. Utley, member of Muskegon Council, U. C. T., formerly representative of the Washburn-Crosby Co., with headquarters at Marion, Ohio, has leased the Phelps House at Greenville. Otto says he will make many improvements and run a strictly first-class place.
Ed. Mayer, the liveliest city salesman in Detroit, says: "A glass of beer taken each day of the month is better than thirty-one glasses taken on the last day of the month."
K. Cadaret, of Wyandotte, paid R. Seewald a visit Saturday. K. C. likes the name Seewald very well and in-
mysterious disappearance of Bill was solved.
Frank Ewing, country merchant from Grant, was in Grand Rapids last week.

If the boys keep on deserting the road for the country, we will change this column to "News and Gossip of the Country Boys."
We were shocked to hear of the sudden death of Ralph Otto, 21 years old, night clerk at the Briny Inn, Manistee. Ralph was one of the nicest boys behind the counter.
Louis Hake, who has had charge of the Lima, Ohio, branch for the Washburn-Crosby Co., of Minneapolis, is back in Grand Rapids and will represent the same company in this territory. Grand Rapids isn't so worse, eh, Louie?
Bert Hudson is laid up at his home, 260 South College avenue, with an injured leg. He would be pleased to have U. C. T. members call on bim.
Traverse City Council, No. 361,

D. A. Walsh and Thomas Bailey. members of Petoskey Council. No. 235. U. C. T.. spending a pleasant Sunday afternoon. They represent the Petoskey Grocery Co. Their wives took the picture so it is all right.
tends using it herself at an early date. U. C. T. meeting first Saturday in every month. Ladies are invited at the next meeting, which will begin promptly at $7: 30$.

Bob Bradley, of Detroit, and his calabash pipe from Alaska are with us for a few days.
Dan Steketee, of P. Steketee \& Sons, is in New York looking over spring styles. Mr. Steketee is accompanied by Mrs. Steketee.
John McMahon, of Detroit, attended a wedding in Flint last week.
Wilbur Burns spent Sunday in Grand Haven. Wilbur was invited to attend the Presbyterian church while there and undoubtedly would have accepted if it were not for the fact that he discovered Louie Koster was to take up the collection.
H. L. Proper made arrangements to attend the Wolgast-McFarland fight in Milwaukee, but changed his mind and decided to stay at home.

Our old friend, Bill Zylstra, at one time one of the most popular boys on the road, was finally discovered last week. In crossing the street in a farm wagon the hayseed was jarred from his face and hair and the
will pass the century mark in membership at their next regular meeting Saturday, Sept. 23. They will make the occasion an auspicious one by having an all day celebration, winding up with a banquet in the evening. We wish to congratulate them on their success.
P. C. Payette, of the Woodhouse Co., has returned from a two weeks' business trip to New York.
C. A. Stillman has gone to Detroit to purchase a new auto. Stillman says that business is getting so good that the Pere Marquette does not move fast enough to suit him.

Ray Thacker has purchased home in Traverse City and expects to make it his headquarters from now on.
O. J. O'Reilly, of Traverse City, had his winter's supply of coal put in and has decided to stay at home instead of spending the winter in the South.

Claude Ballard says the reason he does not stop at the leading hotel in Cadillac is because he is afraid the building will fall down. And Claude is such a devoted church man, too. Archie Jourdan is soliciting orders
for spring broilers from the travel ing boys. The "broilers" have seen many springs and all orders from the traveling boys will be promptly and carefully filled. Archie does not handle the Godfrey brand broilers.

Bill Godfrey and E. A. Ford, of Traverse City, have added a new word to their vocabulary, "egotistical," which they use quite fluently.
R. E. Weaver was seen selling his cigars in Williamsburg last week. R. E. sends many cigars abroad.

This is not a daffydil; just a plain puzzle: Why did Paul Heinzelman attend the Cadillac fair in a closed carriage?
L. D. Miller is bound to get into this column. Louis had a nice display of ladies' hosiery at the Cadillac fair. We have instructed the mailing clerk (after much persuasion) not to mail a copy of the Tradesman to Miller's home this week.
C. A. Cressy, of Traverse City, has taken the Lansing agency for the Singer Machine Co. Charlie intends moving his family to Lansing as soon as possible. The Traverse City boys all join in wishing him good luck.

Wm. Pearson, of Fremont, gained a pound and a quarter during the recent chilly spell.

Born-To Mr. and Mrs. John Shumacher Friday, Sept. 15, a five pound girl. Little under size, John, but don't let that worry you. We weighed six pounds on our arrival; we tip 'em at 200 now with our muslin underwear on.
Malc. Winnie was in Milwaukee last week. While there Malc. says he saw an airship two miles in the air. Never knew that two days in Milwaukee could affect a man like that. We've heard of fellows that have spent two days in Milwaukee and couldn't see anything, but two miles in the air! J. M. Goldstein.

## Forty Good Feeders Present.

Saginaw, Sept. 18-Saginaw Council, No. 43, U. C. T., had a very good meeting Sept. 16. One candidate was on hand and the work was given in a very creditable manner by the degree team, after which a banquet and smoker took place, with forty "good feeders" on hand to do justice to the viands.
C. S. F.

A new company has been organized under the style of the National Motor Starter Co., with an authorized capital stock of $\$ 10,000$, all of which has been subscribed and paid in in cash. The stockholders and the number of shares held by each are: John W. Goodspeed, 255 shares; Theron H. Goodspeed, 253 shares; Milton S. Weaver, 195 shares; Richard Goodspeed, 100 shares, of this city, and Burr B. Noble, Addison, N. Y., 195 shares.

Saginaw-A new company has been incorporated under the style of the C. \& C. Engineering Co., to manufacture and deal in motors, autos, etc., with an authorized capital stock of $\$ 50,000$, of which $\$ 25,000$ has been subscribed and $\$ 5,000$ paid in in cash.

my name and address up in the left hand corner of the drop curtain in one of those kick and scream shows will think I have not used a foot warmer in fourteen years. This decision also applies to the gentleman who gets out a programme for every ten-twent-thirt theatrical explosion that blows into town, at advertising rates that are about identical with those of the Saturday Evening Post. I have had the advertising bug from infancy and have gone against every scheme from printed powder rags to souvenir washboards, and have decided that the hotel register, the cook book, the theater programme and the trash can are for the amusement of amateurs who have never been close enough to the ragged edge to look across the line and get a good view of bankruptcy.
After having met and stood for interviews with several purveyors of publicity, whose charges ranged from the price of a hamburger to all 1 had and my note for the rest, and whose methods embraced every scheme from souvenir potato mashers to block letter signs done on the tombstones in the cemetery at midnight, I am willing to take my chances with that greatest of advertising mediums, the newspaper. However, even the best newspaper advertising is not a specific for a sick drug store. I have seen some stores in my wanderings that would require a ton of bonami, a barrel of soap and water and a new proprietor to make them even look profitable.
There are several malignant forms of advertising that might be diag. nosed as chronic. The art calendar, for instance, ranging in subjects from the ballet girl in abbreviated habiliments to great baskets of fruit and flowers such as grow only in lithograhping plants. The calendar is first shorn of its advertising and then it is used with great success for decorating the interior of children's play houses, and quite a few ladies have come in and asked me for three or four of these handsome lithographs that come at a dollar fifteen a throw F. O. B. Graftsburg, Iowa saying they wanted them for the date pads, which, after having been removed from the calendar, are made into home-grown Christmas gifts to slip some unsuspecting male friend as a decoy that might bring back a choice piece of hand smearel Haviland china or fourteen dollars' worth of Allegretti chocolate-covered matinee dreams. It is my humble opinion that the dated lithograph is a dead one that had its demise long before the advent of serum
therapy, back when it took five balls to walk the batter and foul strikes did not count.
The cafe menu card is another favorite means of getting back to poverty with a great many druggists. They get such catchy sayings as pure drugs sandwiched in between the price of potatoes a la rotten and sundries and spring chickens of the vintage of 1845, and expect the populace to fall over each other to get rid of their real money, when really the man who peruses the menu card is too much taken up with the odor of onions to even think of the existence of a drug store.
The head mechanic in a pill shop has various opportunities to exchange good American for what is erroneously called advertising. For in stance, the pleasant mannered thus who is compiling matter for a de luxe edition of Famous Families and heard of you from an ex-Governor of Virginia, and is ready to trace your lineal descendancy straight to Plymouth Rock and show that you are from a family of alchemists that made the world sit up and take nctice from the first. What an advertisement it would be for your business. This is a spiel that all amateurs and nine out of ten professionals will fall for, while as an alvertisement it is a melancholy fluke that is about as valuable to a business as a bull in the systematic management of a china shop.
The trash can artist is another spotter of easy marks, who wants only fifteen dollars for stenciling your business autograph on the side of a handsomely painted can labeled trash. These cans are usually placed on prominent corners of business streets some time between midnight and morning when the police are not looking. They usually remain there until discovered by some of the city fathers, when a meeting of the Council is called and the cans are condemned as a nuisance and dumped into the river. This is the revised version of the proverbial fool and his money.

## (Concluded next week)

## Toughening Brittle Nails.

To harden brittle finger nails, the employment of one of the following ointments at bedtime is recommended, the nails being covered with glove fingers:

## Oil of mastic

1. 



Cochinea, a sufficiency.

## A Health Hint.

Tattered Tim-I've beeñ trampin four years, ma'am, an' it's all 'cause. I heard the doctors recommended walkin' as the best exercise.
Mrs. Prim-Well, the doctors are right. Walk along.

## Deadly Explosives.

Paradox as it may seem, by mixing together two powerful explosives, a smokeless, slow-burning powder is the result. This is called cordite. Nitroglycerin and guncotton, mixed to gether, to which is added a little petroleum jelly, are its constituents, These two deadly explosives are mixed together in a paste by women with as much unconcern as they would knead bread. Then there are machines, similar to those used in bakeries, which take up the work and knead the buff-colored paste for seven hours. Then it is forced through molds and issues in long cords; hence the name, cordite. The thickness varies according to the weapon in which it is to be used. For large guns the cordite is half an inch thick and cut into lengths of thirty-seven inches. For the rifle, the cordite is pressed into a thin string, like the finest macaroni. Sixty of these strands, one and one-half inches long, make up the neat little bundle which lies inside the cartridge case. In some of the European armies the cordite is made into thin strips like whalebone. If kept from the fire, cordite can be handled with impunity.

## Cure For Leprosy Announced

The Tribune de Geneve, under the heading of "One More Success for Raoul Pictet," publishes a paragraph to the effect that by means of "liquefied oxide of carbnnate," the discovery of Prof. Pictet of Geneva university, a cure for leprosy has been found. By the local application of liquefied air at the low temperaure of 110 degrees below zero a number of lepers have been cured in the Hawaii islands, the intense cold destroying the microbes gradually and the diseased flesh regaining its original health and color.

## The Drug Market.

Opium-Has advanced.
Carbolic Acid, bottles and tins-Is higher.

Lycopodium-Has declined.
Lupulin-Has advanced.
Celery Seed-Has declined.
Sugar Milk-Is higher.
Prickly Ash Berries-Have advanced.
Oils of Bay, Bergamot and Lem-on-Are higher.
Goldenseal Rost-Has advanced.

## Jockey Club Bouquet.

Oil neroli,
Oil rose
Oil lavender
Oil cloves
Oil verbena
Essence tonquin
Essence jasmin
Essence ambergris
Musk
Alcohol
1 dr.
$21 / 2 \mathrm{drs}$.
$1 / 2 \mathrm{dr}$.
5 mms
$11 / 2 \mathrm{ozs}$.
drs.
drs.
Macerate one month. 30 ozs.

## Where He Was.

The young daughter of the house came into the parlor to entertain th: guest. By way of conversation the old lady asked the child where her brother was. The little girl thought for a few minutes and then replied:
"Why, ma'am, he's gone to the


## 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 lisble to change at any time，and country merchants will have their orders filled at market prices at date of purchase．
Confections



Dried Fruits


Gelatine
Gratin Bag：







Table Sauces ${ }^{\top}$
Tobace

Teast Cuke．



DECLINED
Smoke
Smoked Meats
Holland Herrin


## Special Price Current

 Tubs
20-in. Standard, No.
$18-\mathrm{in}$.
7 $18-\mathrm{in}$. Standard, No. 26650
 $16-i n$. Cable,
No. 1 Hibre. No. z F'ibre


Window Cleaners

13 in . Butter 15 15 in. Butter 19 in . Butter Common straw Fibre, Manila, white... Fibre, Manila, colored No. 1 Manila Wax Butter, short cint 13 Wax Butter, rolls .

Mas YEAST CAKE Sunlight, $11 / \mathrm{I}^{\mathrm{doz} . . .}$ Yeast Foam, 3 doz.. .115
Yeast Cream, 3 doz. 11100
Yeast Foam, $11 / 2 \mathrm{doz} . .$.
58

$\begin{array}{lllll}\text { Mica, tin boxes } & .75 & 9 & 00 \\ \text { Paragon } & & \\ 55 & 6 & 00\end{array}$


\section*{Wood Bowls} | Assorted, | $13-15-17$ | $\ldots .3$ |
| :--- | :--- | :--- |
| Assorted, | $15-17-19$ | $\ldots . .4$ |

WRAPPING PAPER Butchers' Manila $\cdots \cdots 3_{3}^{23 / 4}$
W2x Butter, short c'nt $^{13}$ Sugic, 3 doz. .......... 115


## 14

 51b. cans 2150

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


10 c pkgs., per case 260
36
10 c pkgs., per case 260
 RRFEE
Rwinell-Wristed
Wro.'s
C'


White House, 1 ID
White
House,
2 D White House, 210. Excelsior, Blend, 21 D . Tip Top, Blend, 11t. Royal Blend Grade
Superior Blend Royalior Bhend....
Boston Combination Boston Combination $\quad$ Di.......
Distributed by Judson Gistributed by Judson
Lee \& Co., Grand Rapis; Grocer Co., Grand Rapids;
Lee \& Cady, Detroit; Sy-
naw: Bros. \& Co., Sagimons Bros. \& Co., Sagi-
naw; Brown, Davis \&
Warner, Jackson; Godsmark, Durand \& Co., Bat-
tle Creek; Fielbach Co.,
Toledo. Toledo.
 Worden Grocer Co. Brand Perfection Ben Hur Perfection
Perfection Extras
Londres Londres
Londres
Standard
Grand Standard Panatellas, Finas Panatellas, Bock
Jo


Single boxes Five box lot
Ten box lots



## Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

## Butler Brothers

New York
Chicago St. Louis

## Minneapolis

We have a lot of choice buckwheat suitable for seed. Write for prices.
Watson-Higgins Milling Co.
Grand Rapids, Mich.

## Evidence

Is what the man from Missouri wanted when he said "SHOW ME."
He was just like the grocer who buys flour-only the grocer must protect himself as well as his customers and it is up to his trade to call for a certain brand before he will stock it.

## "Purity Patent" Flour

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

Made by
194 Ganal St., Grand Rapids, Mich.

## Do You Handle Coffee

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

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


One of several styles

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


The Mill that CUTS the Coffee

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.

# BUSINESS-WANTS DEPARTMENT 

 man to tom sur can memmen

BUSINESS CHANCES
Wanted-One triplicate mirror. Address
Lock Box 26, Stockbridge, Michigan 677 For sale or trade for real estate, stock ness town in Montcalm congood busi-
beautiful lake and pleasure resort. with
Just the place for goo peaidea rake business
man. Invoices about $\$ 5$, 0 . to suit. Yearly business abo Can reduce A liberal discount business about $\$ 20,000$.
Good reasons for selling. Address C sale. C., care Michigan Tradesman. 676 . chandise, will invoice between stock of merchandise, will invoice between $\$ 3,000$ and
wentrally located, in good brick building, 30x60 with plate front. Good
furnace, and lighting plant. Will sell
bilding or building or rent reasonable. Also, three
only, 10 ft. floor casen and one National
Cash register for sale. Address Mrs. M.

ENGINEERING FOR TOWN AND COUNTRY IMPROVEMENT Reliable surveys and estimates made. Water
Power. Water Works. ITectric Lighting. Pav-
ing. Concrete Work. Drainage. Improvement ing. Concrete Work. Drainage. Improvemement
of Swamp Lands. Geological Investigation of
Minera of Swamp Lands. Geological Investigation of
Mineral Deposits.
ginering Co., Mendon. Mich. McCoy En-
To Exchange-For shoes and men'
furnishings, equity in 160 acres solid furnishings, equity in 160 acres sen
heavy
Geavimber, near railroad in Wisconsin Growing in value every year. Address For Sale-Buy at your own price, one
 Wholesale and retail cigar business in four years and doing good business; stock apportunity for one who understands the business; good adiaecent trade territory;
good railroad facilities, having three main ines. A modern smail citty chimee main
health conditions
ind heath conditions excellent; business did
$\$ 40,000$ during 1910 and susceptible to in-
crease crease; now partly owned by non-resident
who wishes to retire; a very good deal
 For Sale-Tea and coffee business; full
line of premiums; established routes, electric mill, horse and wagon, fixtures,
etc. A good proposition for the right
party. Must leave inty ${ }^{\text {sickness. Address }} \mathbf{V}$. Hobart, 710 21st Ave., S., Minneapolis. For Sale-Four drawer National Cash
register, latest model. Adler Bros., Vassar, Michigan. city shoe men. Start a branch store.
Get away from cut prices. Frarmers ail
rich. Will give rent, heat, lishting telerich. Will give rent, heat, lightiners all tele-
phone, all shoe fixtures for $\$ 240$
In
 in connection. Bank and Aranding shop
references. Address No. 668 , eare Trades$\frac{\text { man. }}{\text { For }}$ Sale- Store building with storage and notions, also residence, grood mining town with good surrounding farming com-
munity. Write for particulars to Lock munity, Write for particulars to $\mathrm{L}_{666}$
Box 13 J. L. McKennan, Omaha's noted mer-
chandise auctioneer, is now selling fifteen chandise auctioneer, is now seling firteen
thousand dollar general stock for L E.
Holmes, Afton, Iowa. Write for my book Holmes, Afton, Iowa. Write for my book
of reference, Home address Lock
(Box
B79, Omaha, Neb.
at Fr Fremont, Nice Michigan. market business slaughter house with the business and in A locality where live stock is plentiful. A party that can speak the Holland
anguage will control the meat busniness
here. Write H. McCarty, Fremont, Mich-

For Sale-Small grocery stock and fix-
tures iocated in thriving town of 1,200 population. Good established business. reason for selling, wish to
business.
Addiress
Box
25
rethen

Bellevue, or for want cash to buy part real estate, we | can show you some bargains. Interstate |
| :--- |
| Land Agency, Decatur, |
| 105 | Will sell our stock of dry goods, carpets and rugs with small stock groceries.

The main dry goods stock and located in bre matore, best corn stor in tond located in
for selling, poor health. Write. or peson
for for selling, poor health. Write or phone
C. G. Morrris \& Son, Athens, Mich. 664 Wanted-Too buy, for cash, stock of
shoes, clothing or dry cras.
R. W. Johnson, Pana, niods.


#### Abstract

For Sale-Clean stock dry goods, no- tions, furnishings, shoes. tions, furnishings, shoes. Doing, cash business. sameone pash proposition. someone if taken at at once. Going for Address Lock Box 28 , North Adams, Mich.

To Exchange-Quarter section good land adjoining good town in Michigan, for $\$ 2,40$, hardware. stock of general merchandise or lich, Iowa. Address E. T. Froelich, Froefor Sale- 89,000 stock dry goods, shoes Old stand. Sest opening Southern Michi:- gan. On La clear, best lae Shore. Town 1,500. Stock gan. On Lake Shore. Town 1,500. Stock clea, best location. Adress Busy, care Tradesman. MERR SALE-UP-TO-DATE GENERAL TWO YEARS OLD. GOOD LOCATHAN GUSIN BUSINESS. DOING OVER $\$ 40,000$ ABOUT $\$ 12,000$ NNAALLY SATIFACTINVOICES  $\frac{654}{\text { For Sale-Stock of dry goods, clothing, }}$ shoes and groceries in town of 2,000 pop- ulation, within 25 miles of saginaw. location. Brick store. A good opportun ity for any live man with $\$ 3,000$ opportun- $\$ 4,000$ to invest. Owner must to invest. Owner must sell on a acount of other business. Address Jaxon, care $\frac{\text { Tradesman. }}{\text { Tor Sale-New stock general }}$ For Sale-New stock general merchan- fise in rich farming chicago. Wing country. 40 miles from Chicago. Will invoice $\$ 4,500$. $\frac{\text { mew }}{\text { New }}$ town. No store within town. No store within 8 miles. Doing a cash. No trade. Reneap rent. Must be health. Address Henry C. Andrelling, ill D. health. Address Hery C. Andres, ${ }_{660} \mathrm{R}$. No. 1, Peotone, Ill.


 For Sale or Rent-Good store building, only one other store iving rooms above;right. W . B. Alfke, Owner, Lily, Price
D. For Sale-Clean stock of general mertown in the Thumb of Michigan. Inventories $\$ 3,000$. Reason for selling, Invenhealth. Can reduce stock. Address Lock
Box 107 , Colling, Michigan. Factory Site- 150 horse water power, on rairyoad, near county water
Nash, Allegan, Mich. $\begin{gathered}\text { power, } \\ \text { Virgii } \\ \text { V43 }\end{gathered}$ To Exchange- I will trade general mer-
chandise for cash register, computing chandise for cash register, computing
seales. flour scales, small safe. Address
Lock Box 87 , olney, Ill For Sale-A first-class stock of grosas. Will invoice 7 to 8 thousand. Sales last year over 80 thousand. Will reauce stock to suit purchaser. Business estab-
lished over 40 years. Reason for selling,
other other business. AAdress A. B. C., care

Michigan Tradesman. $\frac{638}{\text { Michigan Tradesman. }}$ | property. Address |
| :--- |
| Greensburg, Ind. | For Sale-Good paying, well established

dry goods and shoe business in city of ary goods and shoe business in city or
46.000 inhabitants in Central
Michigan. Bestern Michigan Binat location in city. Stock
about $\$ 10,000$, fixtures $\$ 600$. Store building 50 ft . front, $40 \times 54$ long, also five rooms over store, all with gas, sewer,
water and electric lights. A bargain for
s7o $\$ 7,000$ easy payments. $\$ 6,500$ will buy it, $1 / 2$ cash, bal
ance duced to suit buyer. Don't write ue rese-

you mean business. Address No. 628 , care | you mean business. Address No. 628, care |
| :--- |
| Tradesman. |

LISTEN, MR. MERCHANT We are ready. right now. to conduct a business
building. protit producing advertising campaign thatdining profit producing advertising campaign. siat wimes, diseapese of old goods. and leave your
business in a stronger, healthier condition than business in a stronger, healthier condition tha
Comstock-Grisier Advertising \& Sales Co.
For Building Fror Sale Complete stock dry goods, of 1,400. Large payroil. Old business. Snap. Going West. No trade. Address
No. 613 , care Michigan Tradesman. 613 For Sale- A moneymaking live busisales $\$ 25,0000$ sut,000 or cheral mererchandise and store buildings
400. Address Box
83,
For Sale-Only drug store in small some of the best farming country in state. $\$ 1,700$. Good reason for selling. Address \$1,
Drugs,
Gare Tradesman. Valuable residence with electric light
and bath, in good town, to exchange for merchanditse.
Tradesman.
Address
mo.

Foing sale-Grocery stock and fixtures reason for selling. Address No. 566, care
Tradesman. radesman.
Grocery stock for sale, located in city of 12,000 , store building can be rented will sell the property. Address No. 555 ,
For Sale-Good clean stock hardware in tion. Address Hardware, care Michigan
 Michizan Tradesman.
Wanted-Several good, clean stocks of proved farms in Central and Northern lowa. For further information write Iowa Do you want to purchase any line of hig, class business in the West? If so,
Write us. Members Portland Realty
Board. Address Portland Investment Board. As. Members Portland Realty
Realty Co., Yeon Bortland Investment Portland, Oregon.

For Sale-General hardware store doing
 Write
rousing for rousing ten-days' sale. Address Western
Sales Company, Homer, La.
Safes Opened-W. L. Slocum, safe ex-
pert and lockssith.
Grand Rapids Mich. pert and locksmith.
Grand Rapids, Mich.
Will pay cash for stock of shoes and ., care Tradescas
Cash for your business or real estate. 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. Cise 1261 Adams Express Building, Chicago,
Illinols.
984

I pay cash for stocks or part stocks
of merchandise
Kast be cheap. of merchandise,
Kaufer. Milwaukee, Must
Wis. be cheap. ${ }_{92}$ H. If you want to trade your store or city
property for farm land, write us, stating what you have; it's fair value and wher you want your land. We can get woure $\xlongequal{\substack{\text { trade. Interstate Land Agency, Decatur, } \\ \text { IIl. } \\ \hline 50 \\ \hline}}$
 Partner Wanted-Refined lady with
some cash; a splendid opportunity. C. H. Wanted-Clerk for shoe store, must be
 Wanted-Clerk for general store. Must previous experience. References required. Local Representative Wanted-Splendid representative after learning our busi-
ness thoroughly perience unnecessary
honesty, ability, ambitio we require is to learn a lucrative business. No solicitopportunity for a man in your section to get into a big paying business without Write at once for particulars. Address
 SITUATIONS WANTED.
Wanted-Position by young experienced Address No. 678, care Tradesman. 678 . man in hardware and houser furnishing Give goo references. Age ${ }^{\text {and. Ader }}$ Address
Position, 278 Scribner st., Grand want ads continued on next pase

## We Manufacture

Churches We furnish churches of all denominations, designing and 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 or the merit and district schools throughout the country, speaks volumes materials used and modiol furniture. Excellence of design, construction and Lodge Halls $\begin{gathered}\text { We specialize Lodge Hall and Assembly seating. }\end{gathered}$ quirements 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. CHIGAGO, ILL.GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

## Fifty-Four Acceptances For Trade

 Extension Excursion.Grand Rapidš, Sept. 20-We enclose herewith itinerary covering the Trade Extension Excursion to be held Tuesday, Wednesday, Thursday and Friday, Sept. 26, 27, 28 and 29.
Up to this time we have secured the assurance of fifty-four people to participate in this excursion, and it is hoped that within the next day or so that this number will be increased to sixty.
The Furniture City band of fifteen pieces, under the personal direction of Frank Wurzburg, will accompany the party, and Mr. Wurzburg has given his assurance that he will lose no effort in rendering the best selections and that they will play at all times when requested by the parties in charge of the excursion.
A letter has been sent to all the newspapers along the line and up to this time several have sent in copies of their papers, in which they report that a big reception will await the wholesalers upon their arrival.
Attached hereto please find a list of those who have given their assurance that they will take part in the excursion. Wm. H. Breidenstein. Personnel of the Party.
Barclay, Ayers \& Bertsch Co.-C. A. Ayers or C. H. Bertsch

Brown \& Sehler Co.-John Sehler, Sr.
A. J. Brown Seed Co.-Alfred J. Brown and T. Herschel Brown.
Blue Valley Creamery Co.-G.T. Guthrie.
Bennett Fuel \& Ice Co.-A. S. Ainsworth.
Will P. Canaan Co.-Will P. Canaan.
Central Michigan Paper Co.-Geo. L. Warren.

Citizens Telephone Co.-C. E. Tarte.

Clark-Weaver Co.-C. A. Benjamin.

Corl, Knott \& Co., Ltd.-Heber A. Knott.
Fairbanks-Morse \& Co.-M. V. Burlingame.
Foster, Stevens \& Co.-J. Harvey Mann and William E. Beeson.

Globe Knitting Works-E. Alfred Clements.
Grand Rapids Board of TradeMartin Charles Huggett.

Grand Rapids Dry Goods Co.William B. Holden.
Grand Rapids National City Banis -A T. Slaght.
Grand Rapids Savings Bank-F. S. Coleman.
Grand Rapids Shoe \& Rubber Co. P. D. Leavenworth

Grand Rapids Stationery Co.-G. J. Haan.

Grand Rapids Supply Co.-Robert B. Kellogg.

Hazeltine \& Perkins Drug Co.Lee M. Hutchins.
Herold-Bertsch Shre Co.-G. J. Wissink.
Hirth-Krause \& Co. - Samu 1 Krause.
W. C. Hopson \& Co.-W. C. Hopson.

Hot Blast Feather Co.-Wm. J. Kennedy.

International Harvester Co.-F. T. Fallon.

Jennings Manufacturing Co. -C . W. Jennings.

Johnson Cigar Co.-John Dietrich. Judson Grocer Co.-H. G. Bar low.
A. B. Knowlson-A. B. Knowlson. Lemon \& Wheeler Co.-Richard J Prendergast.
H. Leonard \& Sons-Frank E. Leonard.
C. J. Litscher Electric Co.-C. J. Litscher.
Michigan Hearse \& Carriage Co.A. C. Chapman.

Michigan Trust Company-Marsh H. Sorrick.
C. W. Mills Paper Co.-Sol J. Hufford.
Musselman Grocer Co.-M. D. Elgin.

National Biscuit Co.-H. W. Sears John S. Noel Co.-John S. Noal.
F. Raniville Co.-F. T. Raniville.

Rapid Heater Co.-C. H. Alexander.
Rindge, Kalmback, Logie \& Co., Ltd.-Lester J. Rindge
P. Steketee \& Sons-Harold A Steketee.
Tradesman Company-E. A. Stowe and C. H. Perkins.
Valley City Milling Co.-Fred N Rowe and Albert B. Merritt.
Vinkemulder Company-Henry J Vinkemulder.
Voigt Milling Co.-Carl F. Voigt. Watson-Higgins Milling Co.-Leo Higgins.
Worden Grocer Co.-E. D. Winchester and Guy W. Rouse
Yuille-Carroll Co.-W. C. Carroll.
Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.
Buffalo, Sept. 20-Creamery, 23@ 27 c ; dairy, 20@25c; poor, all kinds, 15@18c.
Eggs - Fancy, candled, 25@26c; choice, 22@24c.
Live Poultry - Fowls, 13@14c: ducks, 13@15c; turkeys, 12@14c; springs, 13@15c.

Beans - Marrow, \$2.50; medium, $\$ 2.40$; pea, $\$ 2.40$; red kilney, $\$ 3.25$ white kidney, \$2.65.

Potatoes-New, 80c per bu.
Rea \& Witzig.
Sparta-President Keister, of the Business Men's Association, recently called a mass meeting to consider the proposition of the Elkhart Manufacturing Co., of Elkhart, Ind. This corporation manufactures an alternating current magneto and is desirous of securing a factory site of about two acres upon which it would expect to erect a $\$ 10,000$ factory building. The officers ask no bonus, but instead would expect to dispose of $\$ 25,000$ worth of preferred stock locally if they decide to locate here.
W. R. Webber, merchant tailor in the rear of the Morton House, has uttered a chattel mortgage for $\$ 400$ to the Chattel Loan Co., covering all stock and fixtures.
A. P. Lincoln will fill the vacancy caused by the death of James Wirt, for the Michigan Drug Co., of Detroit.

A CERTAIN DISTINCTION.
The incident is common enough, more's the pity, and has its counterpart many times too often in every church organization in the country. A respectable branch of the Smith family, moving to town, presented authenticated papers to the proper church officials for membership. The right hand of fellowship was given and received and the Smiths naturaily concluded that they were at home and proceeded to make themselves so. As time went by, however, there seemed to be an indefinable something that prevented that communion of souls which the Smiths expected and did not receive. An imaginary line-not mathematical, for they are straight-existed somewhere. Occasionally "a Shafow of the Salt," as Tennyson puts it, appeared only to vanish, until, finally, a certain distinction asserted itself, that distinction which all churches are conscious of but never acknowledge, that there is a difference between the well-todo and the poor and that, therefore, the two must be dealt with on different bases. It happened in this instance that the Smiths-these Smiths -descended from Captain John who married Pocahontas, of royal blood. The difference between the dates, 1607, when Captain John was here, and 1620, the arrival of the May Flower, is just thirteen years, a fact that wipes out that certain distinction and takes good care of the quotation from the poet and of the idea behind it. It happened, too, that the Smith fortune was more than thirteen years ahead of the average fortune of the church society, and when it finally dawned upon the mith mind that its blue blood and the plutocracy attending it had been put on the wrong side of the uncertain line by a certain distinction, that certain church and all things belonging to it were urged in very unscriptural language to betake itself to a certain locality somewhat noted for its excessive temperature; and with them the Smiths did not go.
It is a matter of regret that the church organization has not yet found a way to deal with its poor without humiliating them and angering them. The failure to find that way explains largely the attitude that the man of small income, whether a working man or not, has taken to-
wards his brotherhood of the same communion. He has a feeling amounting to conviction that "It is the mind that makes the body rich," that it is not the coat but the heart under it that tells, that while the full pocketbook is not a thing to be despised, "A man's a man for a' that," and that if there be a place on the whole earth where Christian kindness should be recognized and greeted for its own sweet sake that place is located and jught to be located in the church. There, if anywhere, is to be found the common level that Christianity seeks and loves; there, if anywhere, lives the charity that suffers long and is kind; and there, if anywhere, without even a certain distinction, shall "The peace that passeth all understanding" come down like a benediction upon the longing hearts that are suffering for the solace that heaven alone can give, provided always that the reign of the Golden Rule shall again begin; and begin again it shall if men will but love their neighbors as they love themselves.

Detroit - The Dongan Electric Manufacturing Co. has been organized to manufacture and deal in electrical and mechanical instruments, with an authorized capital stock of $\$ 10,000$, all of which has been subscribed and $\$ 7,386.33$ paid in in property.

Hastings-The Advance Manufacturing Co. has been organized to manufacture suction cleaning machines, etc., with an authorized capital stock of $\$ 25,000$, of which $\$ 20$,020 has been subscribed, $\$ 1,004$ being paid in in cash and $\$ 15,000$ in property.

The Dillard Shoe Co., 715 Madison avenue, has discontinued business.
"Foul play" really means foul work-and a good deal of it, first and last.

The most bashful boys often become the most self-possessed men.

A thought is good for nothing, un; less it breeds more thoughts.

BUSINESS CHANCES.
Merchandise sale conductors, A. Greene Co, ${ }^{414 \text { Morfat Blig. Detroit. Ad- }}$ terms, etc.

## Michigan College of Chiropractic

The College of Chiropractic Standard, 108 Jefferson Ave., Grand Rapids. Mich. Catalogue mailed on request. Fall classes begin Oct. 2.


No. 81 Display Case
Saginaw Show Case Co., Ltd., Saginaw, W. S., Mich. We make all styles


We help the sale of Triscuit by extensive magazine, newspaper, street car advertising, by sampling and demonstration in connection with Shredded Wheat. It will pay you to push Triscuit because you can be sure it will please your customers. Just call attention to its many uses as shown on the back of the carton. If your customers like Shredded Wheat for breakfast, they will like Triscuit for any mea' as a loast, with butter, cheese or marmalades.


Company

## Fresh Goods

## J. W. RITTENHOUSE

official Organizer for the Pennsylvania Retail Merchants' Association
"Some time ago I assisted in adjusting a fire loss for a grocer. Among the stuff set aside for adjustment of loss sustained was a lot of breakfast food supposed to be damaged by smoke. I opened several packages and found them not damaged by smoke-but decidedly stale.
"Among the Cereals put out as damaged by smoke, none of which had the least trace of smoke, were Keliogg's foasted Corn Flakes, three other advertised brands and others, not one of them crisp and fresh but Kellogg's Toasted Corn Flakes. Why? Kellogg's was the only Cereal there not bought in quantity. Single case purchases kept it on the shelf fresh, crisp, wholesome.and appetizing. From every standpoint, considering quality, capital or warehouse room, the square deal policy is the best and only policy for the Grocer."

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

## "Won its FAVOR through its FLAVOR"



# Open Letter to the Merchants of Michigan 

1N TRAVELING over the State our representatives occasionally find a busy merchant who has established himself in business through close application and economical figuring; who has equipped his store with many conveniences but has entirely overlooked one item of vital importance, the lack of which may put him back ten years, namely, a fire-proof safe.

We do not know whether you have a safe or not, but we want to talk to all those Michigan merchants who have none or may need a larger one.

A fire-proof safe protects against the loss of money by ordinary burglars and sneak thieves, but this is not its greatest value.

With most merchants the value of their accounts for goods sold on credit greatly exceeds the cash in hand. If you have no safe, just stop and think for a moment. How many of these accounts could you collect in full if your books were destroyed by fire? How many notes which you hold would ever be paid if the notes themselves were destroyed? How many times the cost of a safe would you lose? Where would you be, financially, if you lost these accounts? Only a very wealthy man can afford to take this chance and he won't. Ask the most successful merchants in your town, or any other town, if they have fire-proof safes.

Perhaps you say you carry your accounts home every night. Suppose your house should burn some night and you barely escape with your life. The loss of your accounts would be added to the loss of your home. Insurance may partly cover your home, but yoú can't buy fire insurance on your accounts any way in the world 'except by buying a fire-proof safe.

Perbaps you keep your books near the door or window and hope to get them out safely by breaking the glass after the midnight alarm has finally awakened you. Many have tried this, but few have succeeded. The fire does not wait while you jump into your clothes and run four blocks down town. It reaches out after you as well as your property.

Suppose you are successful in saving your accounts. Have you saved your inventory of stock on hand and your record of sales and purchases singe the inventory was taken? If not, how are you going to show your insurance companies how much stock you had? The insurance contract requires that you furnish them a full statement of the sound value of your stock and the loss thereon, under oath. Can you do this after a fire?

If you were an insurance adjuster, would you pay your company's money out on a guess-so statement? A knowledge of human nature makes the insurance man guess that the other man would guess in his own favor. The insurance adjuster must pay, but he cuts off a large percentage for the uncertainty. And remember that, should you swell your statement to offset this apparent injustice, you are making a sworn statement and can be compelled to answer all questions about your stock under oath.

If you have kept and preserved the records of your business in a fire-proof safe, the adjustment of your insurance is an easy matter.

How much credit do you think a merchant is entitled to from the wholesale houses if he does not protect his creditors by protecting his own ability to pay?

We carry a large stock of safes here in Grand Rapids, which we would be glad to show you. We also ship direct from the factory with difference in freight allowed.

If a merchant has other uses for his ready money just now, we will furnish a safe for part cash and take small notes, payable monthly, with $6 \%$ per annum interest for the balance. If he has a safe and requires a larger one, we will take the old safe in part payment.

The above may not just fit your case, but if you have no safe, you don't need to have us tell you that you ought to have one. You know it but have probably been waiting for a more con̨venient time.

If you have no safe tell us about the size you need and do it right now. We will take great pleasure in mailing you illustrations and prices of several styles and sizes.

Kindly let us hear from you.


[^0]:    GRAND RAPIDS DRY GOODS CO. Exclusively Wholesale

    Grand Rapids, Mich.
    We close Saturdays at one o'clock

