

MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 2, 1912

Number 1515

Begin Again

Every day is a fresh beginning,

Every day is the world made new;

You who are weary of sorrow and sinning,

Here is a beautiful hope for you—

A hope for me and a hope for you.

All the past things are past and over,

The tasks are done and the tears are shed;

Yesterday's errors let yesterday cover;

Yesterday's wounds which smarted and bled

Are healed with the healing which night has shed.

Yesterday now is a part of forever,

Bound up in a sheaf which God holds tight;

With glad days and sad days and bad days which never

Shall visit us more with their bloom and their blight,

Their fullness of sunshine or sorrowful night.

Let them go since we cannot relieve them,

Cannot undo and cannot atone;

God in His mercy receive, forgive them;

Only the new days are our own,

To-day is ours and to-day alone.

Here are the skies all burnished brightly,

Here is the spent Earth all reborn,

Here are the tired limbs springing lightly

To face the sun and to share with the morn,

In the chiasm of dew and the cool of dawn.

Every day is a fresh beginning;

Listen, my soul, to the glad refrain,

And, spite of old sorrow and older sinning,

And puzzles forecasted and possible pain,

Take heart with the day and begin again.

Susan Coolidge.

The Bright Side

There is many a rest in the road of life,

If we only would stop to take it,

And many a tone from the better land,

If the querulous heart would wake it!

To the sunny soul that is full of hope,

And whose beautiful trust ne'er faileth,

The grass is green and the flowers are bright,

Though the wintry storm prevaileth.

Better to hope, though the clouds hang low,

And to keep the eyes still lifted;

For the sweet blue sky will soon peep through,

When the ominous clouds are rifted!

There was never a night without a day,

Or an evening without a morning,

And the darkest hour, as the proverb goes,

Is the hour before the dawning.

There is many a gem in the path of life

Which we pass in our idle pleasure,

That is richer far than the jewelled crown

Or the miser's hoarded treasure:

It may be the love of a little child,

Or a mother's prayer to Heaven;

Or only a beggar's grateful thanks

For a cup of water given.

Better to weave in the web of life

A bright and golden filling,

And to do God's will with a ready heart

And hands that are swift and willing,

Than to snap the delicate, slender threads

Of our curious living asunder,

And then blame Heaven for the tangled ends,

And sit and grieve and wonder.

M. A. Kidder.

Candy for Summer

COFFY TOFFY, KOKAYS, FUDGES, (10 kinds), LADY LIPS,
BONNIE BUTTER BITES.

They won't get soft or sticky. Sell all the time.
Ask us for samples or tell our salesman to show them to you.
We make a specialty of this class of goods for Summer trade.

Putnam Factory, Nat. Candy Co., Inc.
Grand Rapids, Mich.

Distributors of J. Hungerford Smith's Soda Fountain Fruits and Syrups.
Hires Syrup. Coco Cola and Lowney's Fountain Cocoa.

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.

We are sole Owners and Distributors of the
Celebrated



COFFEE

Roasted and Packed Daily

Judson Grocer Co.
Grand Rapids, Michigan

There's not another coffee—canned or un-
canned—that begins to have the record for uni-
formly high grade character "White House" has;
nor anywhere near its exquisite flavor and
smooth, slick, palatableness.

WHITE HOUSE
DWINELL-WRIGHT CO.
BOSTON.—Principal Coffee Roasters.—CHICAGO.
COFFEE

Fragrant—Delicious
Satisfactory



In 1, 2, and 3-lb.
sealed tin cans only.
Never sold in bulk.

SUITS WHEN OTHERS DISAPPOINT

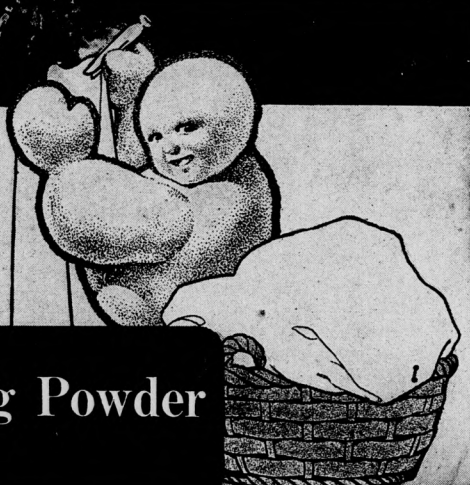
JUDSON GROCER CO.
Distributors
GRAND RAPIDS, MICH.

next time

**Don't forget to include
a box in your next order**

Lautz **Snow Boy** Washing Powder

Lautz Bros. & Co. Buffalo, N. Y.



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Thirtieth Year

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WILLIAM LOGIE.

The sudden and unexpected death of William Logie has saddened the hearts of the entire community, which has long loved and respected him as an excellent citizen, conspicuous in civic duty, in philanthropy and in all good works, and his name will ever be spoken with respect and admiration. But most of all will the almost countless number of individuals whose lives he has brightened by timely assistance and by wise counsel arise and call his name blessed.

In his work in the church, the Board of Trade and other avenues of usefulness, Mr. Logie was brave enough to contend in the open, big enough to concede sincerity to the other side, and so seasoned in the school of life that he could brook opposition with composure.

This public side of his activities was only one of many sides. His zeal for the general good was a matter of common understanding and in countless private and organized charities and reform projects his ample spirit sped forth in ceaseless ministry. He did not look upon success as a sign of arrested effort or idle indulgence, but as an incentive to direct his energies into channels of practical helpfulness and unselfishness; he felt himself commissioned by prosperity to be a trustee for his less fortunate fellow-beings. He possessed an almost superhuman power of arriving at an accurate knowledge of existing conditions and his wisdom in discovering the correct solution of pressing difficulties often filled his associates with wonder and admiration.

The serious side of life and of the daily battle of business is fully appreciated only when it becomes necessary to record the death of a man of large caliber, a man who has truly upheld the traditions of the pioneer merchants of the city, who has gone them a step better and advanced himself and his interests beyond their fondest expectations. In such cases is impressed upon the observer the fact that a man of this type, who makes for himself a prominent place in the world of business, when he goes, leaves an equally large void which no other person, however competent, can entirely fill. So there is an actual, material loss, not only to the friends and associates of a lifetime, but to the industry to which that lifetime has been devoted.

A career such as William Logie's—

proving that large rewards still wait upon the American youth who meets early adversity undaunted, and that those rewards, when acquired, derive their highest value from deeds of mercy and philanthropy—is fit to adorn a bright page in the annals of the city this most useful citizen served so tirelessly.

TOO CHEAP HELP.

It is very scant courtesy that those who call the Union station for information receive from the ticket office employees. Attention was called to this in a letter to the Tradesman last week, but it is a condition that has long existed and which nearly everybody has had experience with. The office is used jointly by the Michigan Central, the Grand Rapids & Indiana and the Pere Marquette railroads and, usually, there are two and often three clerks in attendance. The office is equipped with both telephones, ostensibly for the convenience of the public. And yet, let the public seek for information from the ticket office by telephone and those clerks sit around and give no heed to the ringing of the bell, or if the continual ringing becomes troublesome, they take the receiver down. The attitude of these clerks is the old one of the "public be damned." If any body wants to know when a train arrives or goes, let him come to the station to find out. This condition has long existed and it is a condition that those in authority ought to investigate, unless of course, this indifference to the convenience of the public is deliberate, and then it should be somebody else who applies the prod. If the duties of the clerks at the ticket windows are so onerous they cannot answer the telephone, then the three railroads should pool their resources in the employment of a cheap helper—if anything cheaper can be found that the smart clerks who now make a playhouse of the ticket office—whose entire duty should be to answer the telephones.

The Union station is also wonderfully careless or inefficient in the matter of sleeping and chair car reservations. Numerous instances can be cited when travelers have been told that every seat or berth had been taken only to find plenty of room when they boarded the train. They have been told, also, that there was plenty of room only to find every seat or chair taken. Passengers have found themselves consigned to upper berths when they paid for lowers and reservations supposed to have been secured have been found to have been forgotten. The Union station is in need of instructions in the art of pleasing the public. The easiest way to bring reform might be to give the office a thorough overhauling, and putting in clerks who will know what they are supposed to be put there for.

ONLY A CATALOGUE.

Too many catalogues are thrust into the waste basket, when the fact is, they are the bulletin board of manufacturers or dealers, carrying goods in which we are specially interested. Even though we do not and do not expect to make purchases through this source, it is never amiss to know what is going on in other circles than our own.

New things are continually being placed on the market. They originate somewhere, and the article will eventually be in demand in your own town. Just how soon, may depend upon your own enterprise; for with these new things the demand must be created; and there is no reason why you should not start the notion and thus get the cream of the profits as well as maintain your reputation of being in the lead.

Take the drug business, for instance. The man who hauls out his old chemistry that he used in college every time he wants to give an order will miss some of the new things which are continually coming up. The only way in which he can hope to keep up with the times is by noting the new things as they are listed; and the catalogue of a reputable house may thus become his up-to-date encyclopedia. It is the same with every other branch of trade.

The specialist always has something new or some new way of presenting it which the dealer cannot afford to pass by, even though it is offered through the medium of the mere catalogue. Make it a rule not to pass these things with a toss of contempt. There are lessons in them for us, even though they do not come directly in the plan of their distributor. Your goods may be purchased elsewhere, but the description of material, the styles, the dominant colors—hints innumerable will appeal if you give them a chance. The catalogue may eventually go to the waste basket, but the fault is with you, or the book is a slim one, if it has not first given you some good ideas and suggestions.

CHEAP—BUT NOT TOO CHEAP.

The price of any article is quite as important to the dealer as to the consumer. The latter gauges his estimate of any house largely by this single feature. There is the firm which proverbially charges two cents more a yard for the staple commodities, and none but an expert—possibly not even he—can detect wherein the advance in price lies. The buyer blames you if you ask more than your competitor. Unless you can prove yourself a shrewd buyer, the selling must be at a point open to criticism, or at your own loss.

Cheap bargains we are always looking for, but sometimes they are so cheap that they are in reality dear. The fabled wooden nutmeg man from Connecticut is still abroad at many curves,

with some new dodge each time. The cheap candies and countless other things which you know cannot be pure foods, it is best to pass by, even though the man around the corner does handle them. He may draw the crowd for a time, but sooner or later he will be found out and his shoddy slummed. Pure sugar is not so dear but that it can better be afforded than the questionable substitutes.

Cheap rubbers may be a temptation, but a few practical lessons, aided by a little plain talk on your part, will convince any sensible person that the rubber goods which break or tear after being worn a few times are more expensive than the better quality, which you are able to guarantee. The cheap stove may seem attractive, but some cold morning when it absolutely balks or has warped or cracked until not usable, the impression is different.

There are too many junk piles all over the country because of the shoddy. You as a specialist, are in part responsible for this if you aid in the distribution of cheap goods which are misnomers. Buy as low and sell as low as you can, but insist that you will give every one the worth of his money.

FORSAKING THE POINT.

Fear of disfavor often holds back valuable information. A manager should let his employees feel free to stick to the point in opposition to himself when they know, or feel certain they know, that they are serving his best interests in doing so.

A railroad clerk, handling the proofs of a new time-card, came to a mark indicating a stop which he felt sure was not intended. When he took the matter to the manager he received scant attention and was told the point was all right as it stood. The clerk returned to his work and let the matter go. A few days later, when the new time-card was in operation, the error was discovered, and the matter came again to the manager. He remembered, with chagrin, that his attention had been called to it before the card was printed. Wishing to justify himself, he sent for the young man, and said:

"Didn't you call my attention to this point?"

"Yes, sir," said the young man.

"What did you back down for?" asked the manager.

"You didn't seem inclined to pay any attention to it and there was nothing else for me to do."

"Well," said the manager, "don't ever do that again. If you find a point like that, make sure you are right and then come to me and stick to it until I see it your way."

We admire a well informed man who is able to keep his information under cover.

BANKRUPTCY MATTERS.

Proceedings in Western Districts of Michigan.

Sept. 25—In the matter of Willard C. Gregory, bankrupt, of Grand Rapids, an order was made closing the estate, and a certificate was made by the referee recommending that the bankrupt be granted his discharge. There were no assets in this estate above exemptions.

In the matter of Charles Emery, bankrupt, formerly merchant at Pellston, the final meeting of creditors was held, and the final report and account of Wm. J. Gillett, trustee, approved and allowed. The trustee was directed not to institute suit against the Mishawaka Woolen Mfg. Co. for the recovery of the alleged preference. The final meeting was then held open for the declaration of final dividend for creditors.

Sept. 27—In the matter of J. W. Fleming & Company, bankrupt, formerly at Muskegon, the trustee, Elmer J. Peterson, filed his report and vouchers showing compliance with the final order of distribution in this matter, and an order was made closing the estate and discharging the trustee.

In the matter of Elmer E. Jenks, bankrupt, of Grattan, the trustee filed a report showing an offer of \$800.00 from Geo. W. Moulton, of Belding, for the one-half interest in ten refrigerator cars belonging to the bankrupt's estate, and which are of the appraised valuation of \$3,000.00, and an order was made directing creditors to show cause on October 8th, 1912, why such offer or any other or further offers which may be received by the trustee at such hearing should not be accepted and the sale immediately confirmed.

In the matter of Lawrence Hanna, bankrupt, of Grand Rapids, it appearing there were no assets above the bankrupt's exemptions, an order was made closing the estate. No cause to the contrary having been shown by creditors a certificate recommending the bankrupt's discharge was made by the referee.

In the matter of Fred S. Nowland, bankrupt, of Grand Rapids, it appearing that there were no assets above the bankrupt's statutory exemptions, an order was made closing the estate. No cause to the contrary having been shown by creditors a certificate recommending the bankrupt's discharge was made by the referee.

Sept. 30—In the matter of Archibald W. Bryant, bankrupt, of Muskegon, final meeting of creditors was held. The trustee's final report showing that there were no assets excepting a right of action to recover an alleged preference against E. N. Manning & Company, of Chicago, was considered, and it appearing that none of the creditors of said bankrupt were willing to advance the necessary funds to conduct such litigation and no offers having been made for the purchase of such right of action, the trustee's final report was approved. No cause to the contrary being shown by creditors it was determined that a certificate recommending the bankrupt's discharge be made by the referee. Final meeting then adjourned.

A voluntary petition was filed by Louis Levin, tailor at 337 S. Division avenue, Grand Rapids, and he was adjudged a bankrupt by Judge Sessions, and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on October 14th, 1912, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc. The bankrupt's schedules show the following assets:

Real estate, mortgaged and exempt, held jointly with wife,	
Stock in trade	\$1,200.00
Fixtures, machines, tools, etc...	300.00
Wearing apparel, etc.	50.00
Accounts receivable	25.00
	<hr/>
	\$1,575.00

Of the above the wearing apparel, real estate and stock and fixtures to the amount of \$250.00 are claimed as exempt.

The following creditors are scheduled: Preferred and Secured.

City of Grand Rapids, taxes.....	\$ 8.65
Chattel Loan Co., Grand Rapids, (Mortgage)	100.00
Singer Sewing Machine Co., Grand Rapids, sewing machine on contract.....	37.50
Winegar Company, Grand Rapids, fixtures on contract.....	55.00
	<hr/>
	\$201.17

Unsecured Creditors.

Peoples Savings Bank.....	\$ 130.00
Kent State Bank.....	105.00
Old National Bank.....	75.00
City Trust & Savings Bank...	25.00
Commercial Savings Bank....	25.00
M. Bespaloff	37.75
W. E. Hoit.....	35.00
W. Bianchi & Co., New York.	533.43
Harrington & Goodman, Philadelphia	518.59
Frank Wollen Co., Buffalo....	320.20
A. H. Rice & Co., Pittsfield....	8.00
Economy Advertising Co., New York	45.00
H. Landauer & Co., Chicago..	50.00
Western Reserve Woolen Co., Cleveland	40.38
S. Lando & Company, Pittsburg	74.35
Cruver Mfg. Co., Chicago.....	8.25
G. R. Gas Light Co.,	3.25
Radcliff & Company.....	18.00
American Fashion Co., New York	15.00
John J. Mitchell Co., New York	3.00
G. R. Paper Co.....	1.26
Harry DeGraff, (Rent)	25.00
	<hr/>
	\$1,736.46

Oct. 1—In the matter of John O. Harrison, bankrupt, formerly merchant at Grand Rapids, the trustee, H. H. Freeland, filed his final report and account showing a balance of cash on hand of \$248.26, and the referee made an order calling the final meeting of creditors to be held at his office on October 21, 1912 to consider such final report and declare a final dividend for general creditors. Creditors are also directed to show cause if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Alvin L. Dennis, bankrupt, of Grand Rapids, the trustee, Charles B. Blair, filed his final re-

port and account showing a balance on hand for distribution of \$248.10, and also a report as to life insurance aggregating \$60,000 on the life of the bankrupt payable to his wife and children and that in his opinion none of such policies have any surrender value and the estate has no interest therein and recommending that an order be made to such effect. The referee made an order calling a final meeting of creditors to be held at his office on October 15th, 1912, to consider such reports and for the declaration of a final dividend, if any, for creditors.

In the matter of Abdullah E. Daas, bankrupt, formerly merchant on Division street, Grand Rapids, the trustee, Fred Maichele, filed his final report and account showing a balance above expenses of \$140.50, and also showing the Worden Grocer Company appears to have a valid preferred claim by virtue of a certain chattel mortgage for \$380.55, which will take all the balance of the proceeds of said estate. It appearing that there are not sufficient assets to pay the administration expenses and preferred claims in full an order was made by the referee calling a final meeting of creditors to be held at his office on October 16th, 1912, to consider such report. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Ottenwess & Huxoll, bankrupt, formerly of Grand Rapids, an order was made by the referee allowing the claims of creditors secured under the trust mortgage given to Guy W. Rouse, as trustee, priority in the distribution over the claim of Clemens Huxoll, based on an unrecorded chattel mortgage.

Chirpings From the Crickets.

Battle Creek, Sept. 30—Boyd Cortright, a member of the local jobbing house of Redner & Cortright, is very popular with his patrons. A straw vote was taken at a rural store in the vicinity of this city for President. A cigar box was nailed to a pillar in the store, with a sign, stating, "Vote for your choice of candidates for President." Some admirer of Boyd put in his name and it was posted with Taft, Theodore Roosevelt and Wilson. Such is fame! Boyd bought "champions."

The writer picked up a local newspaper a few evenings back and read an article that he thinks would be well to appear in these columns, as the principle in this item is a traveler and member of our Council. He has a line of cloaks from New York. The article read as follows:

"What Race Fans Say About Rachel.

Rachel Wiggins, a sprightly filly, owned and operated by George H. York, of this city, was entered in a race at the Kalamazoo Fair grounds yesterday. If she hadn't been entered there would never have been any record that she participated in the race. From press reports it is learned that Jerry Baker drove her with high wheels and that if the race had been staged twenty-five years ago, Rachel would have won hands down. As it was Rachel secured the flag in the first heat. York claims that Rachel's sulky was run into from

behind, but his assertion is generally discredited, as all the other entrants were too far ahead to indulge in any such frivolities. At one time during the race considerable anxiety was felt for the driver, Jerry Baker, as it seemed that he must topple from his seat at every turn of the course, but the high wheels of his sulky acted much like banisters on a stairway and held him in. He declared, after the race, that he couldn't have been any safer in a cradle. York brought Rachel back to Battle Creek to-day and will let her out about the first of the month to fill a plowing contract."

Bro. Lew Beckman is confined to his home on Cherry street with illness.

The United Confectionery Co. has put a new wagon into service. The rig is well gotten up and pulled by a beautiful black horse, fitted out with brass trappings, etc.

A local U. C. T. man was written up some weeks back and a friend of his read the article in the Tradesman in a hotel at Oklahoma City, Oklahoma. It's a small world, after all.

The hotel at Delton has been sold and will be re-opened in the near future.

Wm. Slawson has sold his drug store at Galesburg and is on the road again. William is a member of No. 131.

Bro. Ireland and wife entertained Bro. Gerould and family over Sunday at the former's suburban home.

Bro. Ireland's crop of tomatoes is a bumper. Who knows but what the public will have a chance to buy a new brand of catsup this winter?

Wm. Crabill, formerly with the Deal Carriage Co., is now with the Jackson Wire Fence Co. Success to you with your new line. Will. Guy Pfander.

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

Buffalo, Oct. 1—Creamery butter, 28@32c; dairy, 25@30c; poor to good, all kinds, 20@25c.

Cheese—Fancy, 16½@17c; choice, 16c; poor to common, 8@12c.

Eggs—Choice, fresh, candled, 24@

28c; cold storage, candled 24@25c.

Poultry (live)—Turkeys, 13@14c;

cox, 10@11c; fowls, 14@15c; springs,

13@15c; ducks, 14@16c; geese, 10@

12c.

Beans—Red Kidney, \$2.50; white

kidney, \$3.25; medium, \$3.25; narrow,

\$3.35@3.50; pea, \$3.15.

Potatoes—40@50c per bu.

Rea & Witzig.

He Didn't Like Either.

"John, we must go back home instantly."

"There you go. Can't we start for a couple of days in the country without you worrying?"

"But we have come off and left the cat and the parrot with nothing to eat."

"Don't let that bother you. Maybe the cat will eat the parrot."

Everything well done is good advertising

Dandelion Vegetable Butter Color

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

“Yes, Ma’am” Graham Flour

Rather funny name, isn't it?

But it's a pretty good one after all when you think it over.

And the Graham is mighty fine.

We make it on the old fashioned stone mills. The same kind that flour was made on forty years ago.

The only difference now is that we can get the wheat much cleaner than they could in old times.

So you can be sure that “Yes, Ma’am” Graham is pure, clean wheat and nothing else.

If you're influenced by the suggestion that you ought occasionally to eat **ALL** of the wheat, shell and all, here is the best way to do it.

Graham bread, muffins and gems **ARE** good if the Graham is fresh and clean and sweet.

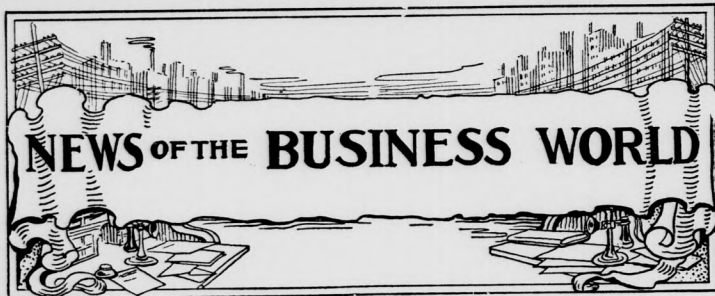
“Yes, Ma’am” Graham is.

Phone your grocer.

Valley City Milling Co.

Makers of Lily White Flour

Grand Rapids, Michigan



Movements of Merchants.

Freeport—Mrs. Mabel Miller has opened a millinery store here

Owosso—G. Balke has engaged in the meat business at 633 Corunna avenue.

Cadillac—Walter Truax has engaged in the meat business at 302 North Mitchell street.

Wallin—Miss Caroline Bye has engaged in the grocery business in the Morrill building.

Ithaca—J. C. Sherrick has sold his bakery to William Kinsel, who has taken possession.

Fulton—Edward F. Hayes has been appointed trustee of the drug stock of Fred W. Irwin.

Onaway—Roy McKenzie has engaged in the farm implement and cement business here.

Paw Paw—J. H. Charles has opened a confectionery and cigar store on West Main street.

Holland—F. B. Kammeraad, who has followed the painter's trade, will put in a side line of paints.

Marquette—Louis Grabower has sold his stock of dry goods to Joseph Brickman and will retire from business.

Galesburg—W. A. Slawson has sold his drug stock to J. H. Epley, formerly engaged in the drug business at Kalamazoo.

Maple Rapids—C. N. Cowles is closing out his stock of general merchandise at auction preparatory to removing to California.

Grand Junction—Fred Reinshuttle has completed a new store building which he will occupy with his grocery stock and bakery business.

Saginaw—The Eureka Oil Co has been organized with an authorized capital stock of \$10,000, of which \$1,000 has been paid in in cash.

Palo—Charles H. Mandeville, of the drug and grocery firm of Pew & Mandeville, has purchased the stock of hardware of Ira J. Jeffers for \$800 cash.

Gaylord—Dell Putnam has sold a half interest in his grocery stock to George Ogden and the business will be continued under the style of Putnam & Ogden.

Freeport—Miller & Rensch have purchased the George Simpson store building and will occupy it as a storage for their surplus stock of implements and hardware

Bendon—The Bendon Produce Co. has purchased the Jeffries warehouse and installed grain and bean cleaning machinery. They will build an elevator in the spring.

Kalamazoo—James W. Ryder has merged his business into a stock company under the style of the James

Ryder Coal Co., with an authorized capital stock of \$30,000.

Detroit—The Robinson & Cohen Furniture Co. has been organized with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Beaverton—The Beaverton Bank has merged its business into a State bank under the style of the State Bank of Beaverton, with an authorized capital stock of \$20,000.

Kalamazoo—Clark P. Critsinger, prescription clerk for C. E. Van Every, has purchased the drug stock of J. H. Epley and will continue the business at the same location.

Saginaw—Mrs. Trude, who conducts a confectionery store at 110 North Michigan avenue, has sold her stock to Misses Grace and Bertha Stevens, who will continue the business.

Blanchard—The Blanchard Gleaner Produce Co. has been incorporated with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and \$500 paid in in cash.

Detroit—The Castle Company, Inc. has engaged in the general jewelry business, with an authorized capital stock of \$35,000, of which \$17,500 has been subscribed and paid in in cash.

Chesaning—Dumas & Haley, dealers in dry goods, have sold their stock to W. H. Hafner, who has taken possession. Dumas & Haley will continue their produce business.

South Haven—Fred Moore, who conducts a confectionery store and ice cream parlor on Phoenix street, has sold his stock to Richard Gottschlich, who will continue the business.

Port Huron—E. F. Vahey, who has conducted a drug store at South Park for the past ten years, has sold his stock to Carlton E. Moore, recently of Pontiac, who has taken immediate possession.

Monroe—M. D. Duvall, recently engaged in the real estate business here, has leased a store building at 57 East Front street, which he will occupy with a stock of groceries October 15.

Detroit—The Monroe Paper Stock Co. has merged its business into a stock company under the same style with an authorized capital stock of \$6,000, which has been subscribed and paid in in cash.

Coldwater—Homer Wickes has sold his stock of clothing to Henry E. Straight and James Swain, who have taken possession and will continue the business under the style of Straight & Swain. Mr. Wickes will remove to Utica, N. Y., where he will engage in a similar business.

Dowagiac—Merwin & Bonnell, grocers, have dissolved partnership, Mr. Merwin selling his interest in the stock to John Hartter. The business will be continued under the style of Hartter & Bonnell.

Battle Creek—George C. Dowsett, traveling erector for the Duplex Printing Press Co., has severed his connection with that company and opened a grocery store at the corner of Calhoun and Harvard streets.

Big Rapids—C. W. Barton, grocer on North State street, has sold his stock to Robert Dixon and J. W. Turk, who took possession October 1, and will continue the business under the style of Dixon & Turk.

Carland—A. E. Shannon has sold his interest in the stock of the Carland Mercantile Co. for \$14,000, to Roy Tabor, who purchased a small interest in the stock a year ago, Robert Shannon still retains his interest in the stock.

Battle Creek—The drug store of Macomber & Johnson was raided by the police and a blind pig unearthed. The officers were led to the place by a little child. Both proprietors were arrested and a number of well known local patrons detained.

Negaunee—Thomas B. Kirkwood, who has conducted the Kirkwood Pharmacy since the death of his father, has sold the stock to Frank E. Tompkins, who has taken possession and will continue the business under the style of the Tompkins Pharmacy.

Saginaw—Herbert B. Ladd, formerly assistant manager of the Shockey Shoe Co., of Detroit, is now in charge of the shoe department of the William Barie Dry Goods Co. He has had nine years' experience, and has a thorough knowledge of his business. J. B. Oswald, who was formerly connected with Hunter & Hunter, of Detroit, has taken charge of the carpet and rug department of the Barie Dry Goods Co.

Kalamazoo—The Menter & Rosenbloom Co. is succeeded by the Menter Co. in the clothing business. Besides the Menter & Rosenbloom Co. stores the new company has taken over the business of a number of other stores, including the Empire Clothing Companies of Pittsburg and Kansas City, the Coast Outfitting Co. of Los Angeles, and the Grand Clothing Co. and the Genesee Clothing Co., of Rochester, N. Y. Altogether there are nearly 100 stores owned and controlled by The Menter Co.

Manufacturing Matters.

Port Huron—The Lakeside Ice & Coal Co. has increased its capital stock from \$10,000 to \$56,000.

Plainwell—The capital stock of the J. F. Easley Milling Co. has been increased from \$30,000 to \$60,000.

Detroit—The Armitage Enamel Leather Co. has increased its capital stock from \$10,000 to \$25,000.

Detroit—The capital stock of the M. & P. Electric Vehicle Co. has been increased from \$50,000 to \$100,000.

Muskegon—The Continental Motor Manufacturing Co. has increased its capital stock from \$500,000 to \$2,400,000.

Dimondale—Antone Berner, Jr., has purchased the apple dryer of Delmare Bros., of New York, and will operate it under his own name.

Manton—The Williams Bros. Co., manufacturers of lumber and last blocks, has increased its capital stock from \$150,000 to \$300,000.

Kalamazoo—E. M. Chidester has sold his interest in the stock of the Kalamazoo Bread Co. to O. E. Rasmus, Secretary of the company.

Ypsilanti—Ferguson, Clancy & Reule Co., has increased its capital stock from \$16,000 to \$20,000 and changed its name to the Ann Arbor Buggy Co.

Detroit—The J. R. Stone Tool & Supply Co. has been organized with an authorized capital stock of \$10,000, of which \$7,500 has been subscribed and paid in in cash.

Detroit—The Wolverine Castings Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,500 paid in in property.

Montague—The Montague Milling Co. is succeeded by the Montague Milling & Supply Co. It has an authorized capital stock of \$15,000, all of which has been paid in.

Detroit—The Pendry Button Co. has been organized with an authorized capital stock of \$50,000 common and \$50,000 preferred, of which \$75,000 has been subscribed and paid in in property.

Flint—The Walker-Weiss Axle Co. has been incorporated with an authorized capital stock of \$105,000 common and \$45,000 preferred, of which \$84,000 has been subscribed, \$3,364.75 being paid in in cash and \$80,635.25 in property.

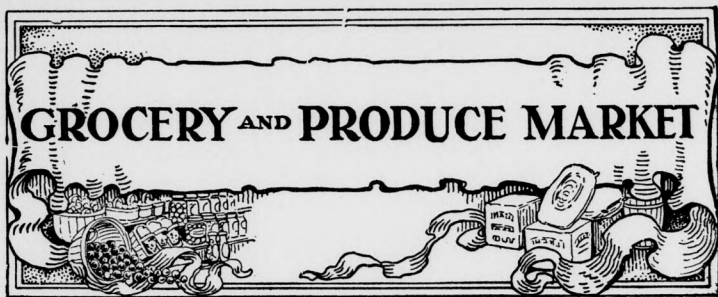
Detroit—The Metropolitan Manufacturing Co. has engaged in the general foundry business, with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

Detroit—The Anderson Manufacturing Co. has engaged in business to manufacture and sell automobile parts, shrouds and hoods, radiator repairing and enamelling, with an authorized capital stock of \$15,000, of which \$9,550 has been subscribed, \$250 being paid in in cash and \$9,300 in property.

Mammoth Skull Weighs Almost Ton.

The skeleton of a mammoth just set up at Stuttgart is the largest ever discovered. Bones were found last August in the diluvial deposits of the river Murr, in Swabia, and the months of work since then have been rewarded by the obtaining and removal of a nearly complete skeleton. The great size is indicated by the fact that the skull weighs nearly three-fourths of a ton, while the upper foreleg is four and one-half feet long. The specimen is remarkable for the great length of the legs, the general lightness of frame, and for the shortness of the curved tusks—less than eight feet long. It seems to represent a transition type between the most ancient mammoth and the fleet and smaller modern elephant.

Discern a need and fill it—that's the way to build a big business.



The Produce Market.

Apples—Wealthy, Strawberry, Wolf River and Maiden Blush command \$2.50 per bbl.

Bananas—\$3.75 per 100 lbs.

Beets—60c per bu.

Butter—Receipts are about normal for the season and the consumptive demand has been very good, absorbing the receipts on arrival. Some butter is being withdrawn from cold storage to help piece out the supply and the quality of the butter arriving is fully up to the standard. The market is healthy and if the present good demand continues there may be a further advance. Creamery extras are now held at 32c in tubs and 33c in prints. Local dealers pay 23c for No. 1 dairy grades and 19½c for packing stock.

Cabbage—\$1.50 per bbl.

Carrots—60c per bu.

Cauliflower—\$2 per doz.

Celery—18c per bunch for home grown.

Crabapples—\$1.25 per bu. for Siberian or Hyslips.

Cranberries—\$7.25 per bbl. for early Blacks.

Cucumbers—50c per bu.

Eggs—Receipts of new laid eggs are very light and the consumptive demand is absorbing everything which shows fine quality on arrival at 1c per dozen above a week ago. The production of eggs is lighter than usual at this season and the outlook is for a continued good firm market. Local dealers pay 23c, less off. Enthusiastic authorities have been working their pencils and their arithmetic overtime of late figuring out the county and state and national losses annually on account of improper handling of eggs. In Texas J. S. Abbott, State Food Commissioner, puts the valuation at \$1,000,000. And the Commissioner, in sending out a little notice to the egg dealers of the State, requests them to buy on a loss off basis and gently intimates that this department has waited long enough and warned often enough to expect results.

Egg Plant—\$1.50 per doz.

Grapes—Wordens and Moore's Early, 15c per 8 lb. basket; Niagaras, 16c per 8 lb. basket; Delawares, \$2.25 per crate of 12 4 lb. baskets; Wordens, \$1.50 per crate of 12 4 lb. baskets; bulk stock (Concords and Wordens), 75c per ½ bu. and \$1.25 per bu.

Green Onions—12c per doz. for Evergreen and 15c for Silver Skins.

Honey—18c per lb. for white clover and 17c for dark.

Lemons—The price has declined to \$7.50 per box on California.

Lettuce—Leaf, 65c per bu.; head, 90c per bu.

Musk Melon—Home grown Osage, \$1.25 per bu.

Onions—Spanish are in fair demand at \$1.50 per crate; home grown command \$1.25 per 70 lb. sack.

Oranges—\$4.25@4.50 for Valencias.

Peaches—Prolifics, Crawford's and Elbertas command \$2 per bu.

Pears—Bartlett's, \$2 per bu.; Anjous, \$1.75 per bu.

Peppers—20c per doz. for red; \$1.25 per bu. for green.

Pickling Stock—Cucumbers, 25c per 100; onions, \$1.25 per ¾ bu. box.

Pieplant—85c per 40 lb. box for home grown.

Potatoes—60c per bushel.

Sweet Potatoes—\$2.50 for Virginas and \$4 for Jerseys.

Poultry—Local dealers pay 10c for broilers and fowls; 5c for old roosters; 7c for geese; 8c for ducks; 10c for turkeys. These prices are for live-weight. Dressed are 2c higher.

Tomatoes—85c per bu. for ripe and 50c for green.

Veal—6@11½c, according to the quality.

Announcement of Death.

The Rindge-Kalmbach-Logie Co., Ltd., is sending out the following announcement of the death of Mr. Logie to its customers:

With profound sorrow and regret we announce the death of our beloved associate and friend, William Logie, who has been connected with our institution as clerk, salesman and partner for forty-seven years. No one has added more or given more in tireless effort for the welfare of our Company. He was unselfish in promoting the general good and constant and sincere in his sympathy for each individual member of our organization. He was tender in his love and firm in his advocacy of high business morals.

Manager Instead of Owner.

Bangor, Sept. 30—We see in the last issue of the Trademan that Levi DeHaven & Sons have sold their branch store at Lawrence to Henry Phillips. That is a mistake. C. L. DeHaven & Co. owned the store and Levi DeHaven & Sons bought out C. L. DeHaven and Mr. Phillips runs the store for us. Please correct. Levi DeHaven & Sons.

Claude E. Cady, formerly engaged in the retail grocery business at Lansing, is in the city for a few days in the interest of the Lansing Sanitary Iceless Packer Co., of which he is sales manager.

The Grocery Market.

Sugar—The market is in a peculiar condition. Quotations on raw advanced until there was only a little more than half the usual difference in price between raw and refined, but still refined prices have remained unchanged for some time. Federal still offers to sell granulated at 5.05. The other refiners are holding at 5.10. Beet sugar is being offered at 4.95 for delivery about the middle of October. The general situation is soft, largely on the reports from Europe that the beet sugar crop there would be about 50 per cent. higher than last year. The demand for refined sugar has fallen off very decidedly.

Later—Federal reduced its price today to 4.95 and all other refiners to 5c.

Tea—There is little change in the Japan market. The demand is steady, but not speculative. Prices are especially firm in Formosas and Congous. The production of Formosas Oolongs will be about 2,000,000 pounds short of last year, the higher grade bringing about the same prices, but the lower grades which are inferior and scarce continuing to command the high opening prices. China Greens remain quiet and unsteady. The quality is good, but the style not satisfactory. On the whole the tea market is dull.

Coffee—The trade appear to be huddled up for the time and the present movement is exceedingly small. Prices remain unchanged for the week, prices on all grades of Rio and Santos coffee being steady. Milds are likewise unchanged and dull. Java and Mocha quiet at ruling prices.

Canned Goods—Corn canners report that a good average pack will be put up this year and no higher prices are expected. Peas are causing considerable trouble for the jobber as new goods arriving have not been very uniform in quality. It will be impossible for the retailer to get a good standard pea to sell at 10c per can retail and even the grade which he will be compelled to ask 15c for will not be of nearly as good a quality as in 1911. The market on tomatoes has advanced 10c per dozen during the past two or three weeks.

Dried Fruits—Prunes are easy, due to a large stock in California which has not moved very actively at ruling prices. Peaches and apricots are unchanged and dull. Raisins quiet at ruling prices. Currants are in moderate request and steady.

Syrup and Molasses—Glucose is still unchanged, notwithstanding the lower corn market. Compound syrup unchanged and dull. Sugar syrup rules unchanged and in light demand. Molasses dull at ruling prices.

Cheese—The market is firm at the same prices as ruled last week. A continued fair supply is indicated, without any radical change in prices in the near future.

Fish—Cod, hake and haddock are in moderate demand at unchanged prices. Domestic sardines are weak and unsettled, with a light demand. Imported sardines are unchanged. The mackerel situation is decidedly firm. The market in Norway and on

this side for Norway mackerel has advanced from 25c to 75c per barrel. There has been no quotable change in Irish mackerel for the week, but on the other side the market is much firmer, and it looks like higher prices here. The general mackerel situation is steady to firm by reason of apparent actual scarcity. The demand is good.

Salmon—Jobbers report that business in salmon has been light, as it is thought that most retailers want to be well cleaned up when new pack goods arrive. Columbia River Chinook salmon is not plentiful and prices are firm. Prices on Cohos will be lower than last year and also on Alaska Pinks. It is expected that a big business will be done in pink salmon during the coming year as either the one pound tall of flat can be sold at 10c.

Rolled Oats—Prices have declined, with the market still weak, and another decline may be put into effect soon.

Olives—Prices are still very reasonable, but if reports received some time ago from primary points are to be depended upon we may expect a higher market soon.

Pickles—The yield of cucumbers in many sections is said to be small, and pickle prices on this year's pack are expected to be higher than a year ago.

Provisions—Smoked meats are firm at prices that show no change from a week ago. Both pure and compound lard are in good consumptive demand, with a steady market. Barrel pork is firm at 50c advance over a week ago. Dried beef and canned meats are steady with a fair consumptive demand and unchanged prices.

A substitute for wood made out of straw is attracting considerable attention in Europe, where the steadily increasing price of lumber makes the question one of no small importance. It is fashioned with a single piece of machinery by a process at once simple and inexpensive. The straw waste is first split longitudinally, according to a description given in the Scientific American, and this is done by a special cutting device to destroy the resiliency in the stalk. The ripped material is then placed in the machine together with certain ingredients, being laid upon a traveling plate. The latter is kept at a certain uniform temperature by means of steam so as to cook the straw and substances associated therewith. When this stage has been carried to the requisite degree intense pressure is applied, the results of which are to knit or compress the fibres of straw very closely and tightly together to form a homogeneous mass. A pressure of between two and three tons per square inch is required in order to produce the best results, and the fabric issues from the machine in continuous lengths of the required thickness and width to be sawed as desired. In general appearance the material resembles whitewood. The first experiments were made five years ago.

The man who wants the earth generally wants a good woman to give it to.



Good Banking Conditions in Southwestern Michigan.

The Grand Rapids National City, The Grand Rapids Savings and the Michigan Trust Company were represented on the trade extension excursion last week by Arthur T. Slaght, Frank S. Coleman and Marsh Sorrick, respectively. In the territory visited, comprising the seven counties in Southwestern Michigan are fifty-four banks, national, state and private. Kalamazoo has four, Holland, Benton Harbor, Dowagiac and Allegan three each, Zeeland, St. Joseph, Buchanan, Niles, Decatur, Paw Paw, South Haven, Three Rivers, Constantine, Sturgis and Vicksburg two each, and sixteen towns on the route have one each. Most of these banks are what would be called agricultural, with farmers as their chief patrons and with farmers taking an active hand in their management as directors and officers. Nowhere in the State will be found banks that are better managed, that stand higher in credit or show better records of success. They may not show totals as high as the banks in the larger cities, their capitals may not be so large, their ability to swing big deals may be lacking, but they are conducted with a wise conservatism that means security for depositors, fair returns for stockholders and strength and stability for the communities in which they are located. Many of the banks in this territory own the buildings which they occupy and some of the buildings would be creditable to a city of any size. There is the building of the Kalamazoo National, for instance, a fine ten story fire proof structure, with offices that Grand Rapids might well be proud of. The Union Banking Company of St. Joseph have just moved into its handsome new building. The National Bank of Sturgis is about to remodel its building and will install a safety deposit department, buying the old vaults of the Michigan Trust Company of this city. The First National of Kalamazoo has plans for a new building which will be modern in every respect. The Farmers and Merchants of Benton Harbor has a handsome building and the Allegan banks are up to date in the appearance and equipment of their places of business. A very gratifying feature is that all the towns visited there seemed to be local confidence and pride in the home banks and a disposition to be loyal to them on the part of the business men and people generally. In every town visited the bankers seemed to be ranked foremost among the citizens and held in

an esteem that was personal rather than financial. Few sections of the State or, for that matter, of the country can show as large a number of banks in proportion to population as Southwestern Michigan or banks that are more uniformly successful.

The banks in Southwestern Michigan are not so flush with money as they have been in other years at this time. The failure of the peach crop, owing to the severity of the last winter, made a big difference in their fall deposits, and plum money also fell short and the melon and wheat money has not been what it should be. There will also be a shortage in the grape money. But there is a bumper crop of apples on the trees and, when these are marketed, the money will pile up in the good old way. Southwestern Michigan is rich. A succession of prosperous years have given it a fine reserve to fall back upon. A crop failure is merely a little set back, not a smash, and all through the fruit belt the people, even those who have been hit the hardest are optimistically looking forward to better luck next year.

In local banking circles collections are reported as slow and money is tight. The peach and plum money which usually comes in at this season is not in evidence this year and this makes a million dollars difference just in this district alone. The apple, potato and bean money is still on the trees or in the fields and money will be required to finance their movement. The industrial demand for money is said to be good and this is the season when merchants borrow to swing their fall and winter deals. Many of the country banks are calling in their deposits or rediscounting to meet their local demands. There is no severe stringency and legitimate needs can be met for business, manufacturing or crops, but conditions nevertheless are tight and will probably continue so for a couple of months.

The usual quarterly dividends have been distributed this week, 2½ per cent. by the Fourth and Grand Rapids National City, 3 per cent. by the Kent State, 2 per cent. by the Commercial, and 1 per cent. monthly by the Peoples. The Old National, the Grand Rapids Savings and the Michigan Trust still adhere to the old custom of paying semi-annually, but it is likely the Grand Rapids Savings will adopt the quarterly style next year.

The bank clearings for September showed a total of \$12,571,255.24, an increase of 18 per cent., as compared with September last year. For the quarter ending with September the total was \$41,443,422.24, an increase of 24 per cent. and for the nine months to date this year the total reached \$121,422,888.50, a gain of 22 per cent. With the single exception of February the September clearings showed the smallest total of any month this year, and yet the showing is the best for September in local annals. The total for the quarter makes an entirely new record, not merely for the corresponding quarter of other years but for any three months. The total for the nine months is far ahead of any similar period and is almost up to the total for eleven months last year and the year before.

A favorite investment in this city, and also a channel for more or less speculation, is in the securities of various holding companies controlling public utilities, gas, electric and street railway. The first of these holding companies was the American Light and Traction, which has been so suc-

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

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

We recommend

6% Cumulative Preferred
Stock

of the

**American Public
Utilities Company**

To net 7½%

Earning three times the amount required to pay 6% on the preferred stock. Other information will be given on application to

Kelsey, Brewer & Company
Investment Securities

401 Mich. Trust Bldg., Grand Rapids, Mich.

Use

Tradesman Coupons

2½% Every Six Months

Is what we pay at our office on the Bonds we sell.

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

We Offer and Recommend

The Preferred Stock of Consumers Power Co.

Largest Underlying Company of

Commonwealth Power Ry. Lt. Co.

Netting about 6½% and **TAX EXEMPT**

A. E. Kusterer & Co.

733 Michigan Trust Bldg., Grand Rapids
Both Phones: 2435.

ANNOUNCEMENT

Mr. Burton A. Howe, formerly associated with Kelsey, Brewer & Co., and Mr. Claud H. Corrigan of C. H. Corrigan & Co., have formed an organization under the name of

Howe, Corrigan & Company

to underwrite and distribute seasoned, high grade Public Utility Securities, with offices at 339 to 343 Michigan Trust Building, Grand Rapids, Mich.

SURPLUS FUNDS

Individuals, firms and corporations having a large reserve, a surplus temporarily idle or funds awaiting investment, in choosing a depository must consider first of all the safety of this money.

No bank could be safer than **The Old National Bank of Grand Rapids, Mich.**, with its large resources, capital and surplus, its rigid government supervision and its conservative and able directorate and management.

The Savings Certificates of Deposit of this bank form an exceedingly convenient and satisfactory method of investing your surplus. They are readily negotiable, being transferable by indorsement and earn interest at the rate of 3½% if left a year.

THE OLD NATIONAL BANK
GRAND RAPIDS, MICH.

New No. 177 Monroe Ave.

...

Old No. 1 Canal St.

cessful that its 6 per cent. preferred stock is quoted around 110 and its common stock at something like 430. About a score of other holding companies have since been organized, most of them in recent years, and they are all patterned after the American Light and Traction—some of them, it must be admitted, a long ways after. Up to this time there has been no notable failures of these holding companies and several of them have been highly successful, and the disposition in financial circles is to hold them in pretty fair esteem. Bunching up several small plants under a single control has advantages which work for the success of the combination. Through the holding company the small plants have the benefit of engineering and managerial skill and experience which as an independent proposition it could not possibly command, and this means higher efficiency and greater earnings. There are advantages, also, in the purchase of supplies and in the marketing of products or by-products. Conservatively and wisely organized, the holding company is a good thing, but it might be well to suggest that, as in every other line of investment, there are holding companies and holding companies, and those who have money to put out should investigate carefully before parting with their dollars. That rule in finance which warns against the proposition that promises great profit will apply to holding companies, as well as to mines and oil wells.

Let Us Dig Into the Future of Efficiency.

Evansville, Ind., Sept. 20—"The competition of the future is to be a competition of efficiency" which I find in the September 18 issue of the Tradesman has more business wisdom in it than most of us fully realize.

How many of us take this great question of future efficiency home with us and sincerely study the problem?

Don't most of us think more about what we are doing from day to day than we do of what we are going to do in a year or ten years from now?

How many of us think about business evolution? About human evolution? About intellectual evolution?

We have developed wonderfully and those of us who have not been inspired with the family of thought governing these great and grand mental influences are going to find that the competition of future efficiency will get the best of us if we do not attract the thoughts governing human evolution, business evolution and intellectual evolution. Without these forces we will find ourselves fighting revolution in the business world. That is to say, if our minds are not controlled by and through the thought of evolution—we will be made to believe that every thing is working against us instead of for and with us.

The thought of revolution in the business world is a very dangerous thought and the retailer who thinks he must fight future competition of efficiency is the man who is made to believe that everything is working against him, when, in fact, there is nothing in his way except his foolishness in thinking that he can not change his environments and his mental atmosphere.

Mental limitations cause weak backbones, weak hearts and make one narrow minded, which means that we are in such a mental state we can not concentrate on future efficiency and centralize our mental forces on the thought of human evolution.

The measure of our future inclinations are all based upon the rule governing the efficiency of our brain development, and if we expect to fight the business battles of the future, we will have to take a few of these points home with us and think them over.

These principles, cannot be attained over night, nor do they grow on trees, nor can they be bought with the profits of our business. They must be earned by laboring with our brains.

Too many of us seem to think that if we labor with our hands from early morn until late at night that this is the only thing that is required of us, but we are mistaken.

We have been taught to work with our hands and many of us are perfect in our work, but we have not had much mental training if we think manual labor is the only force that can combat future competition of efficiency.

If there is no limit to space, the compartment of intelligence has no limit also. Therefore let us dig into the future of efficiency by thinking thoughts concerning human, business and intellectual evolution. Edward Miller, Jr.

Under the new parcels post law the express companies will not be hurt much if they will but modify

their rates slightly on the shorter hauls. For longer distances they are pretty fairly protected as it is. For nearby deliveries they must come down. They will probably do this. Then they will keep the business. Sending by express is much more satisfactory than through the mails if the charges are equal, as better deliveries are made in the matter of careful handling. The postal department will get only the least profitable part of the business and there is more than likely to be an appalling deficit when the Postmaster General balances his books after the tryout. The solution is not through the mails, but in Government control of express companies.

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$300,000

Deposits
7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

Merchants, Treasurers, Trustees, Administrators and Individuals

who desire the best returns in interest consistent with safety, availability and strict confidence.

CORRESPONDENCE PROMPTLY REPLIED TO

Quotations on Local Stocks and Bonds.	Bid.	Asked.
Am. Gas & Elec. Co., Com.	91	95
Am. Gas & Elec. Co., Pfd.	49	51
Am. Light & Trac. Co., Com.	430	435
Am. Light & Trac. Co., Pfd.	110	112 1/2
Am. Public Utilities, Com.	57	58 1/2
Am. Public Utilities, Pfd.	80	81
Can. Puget Sound Lbr.	3 3/4	3
*Cities Service Co., Com.	120	122
*Cities Service Co., Pfd.	90	91 3/4
Citizens' Telephone	97	98
Comw'th Pr. Ry. & Lt. Com.	68	69
Comw'th Pr. Ry. & Lt. Pfd.	91	94
Dennis Salt & Lbr. Co.	95	100
Elec. Bond Deposit Pfd.	79	80
Fourth National Bank	200	203
Furniture City Brewing Co.	60	70
Globe Knitting Works, Com.	110	112 1/2
Globe Knitting Works, Pfd.	100	101
G. R. Brewing Co.		200
G. R. Nat'l City Bank	180	
G. R. Savings Bank	185	
Holland-St. Louis Sugar Com.	10	10 1/2
Kent State Bank	266	
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	40	41
Macey Company, Pfd.	95	98
Michigan Sugar Co., Com.	89 1/2	90 1/2
Michigan State Tele. Co., Pfd.	100	101 1/2
National Grocer Co., Pfd.	90	92
*Pacific Gas & Elec. Co., Com.	63 1/2	64 1/2
Pacific Gas & Elec. Co., Pfd.	92	93
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	24	26
Tennessee Ry. Lt. & Pr., Pfd.	78 1/2	80
United Light & Railway, Com.	78	80
*United Lt. & Ry., 1st Pfd.	85 1/2	86 1/2
*United Lt. & Ry., 2nd Pfd., (old)	79	80
*United Lt. & Ry., 2nd Pfd., (new)	74	75
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co. 1949	95 1/2	96 1/2
Flint Gas Co.	1924	96 97 1/2
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100 1/2 100 1/2
G. R. Railway Co.	1915	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	99

The Business Bee.

The honeybee is very small And doesn't make much showing. But leave it to him, one and all, To keep his end a-going.

Neglecting to broaden their views has kept some men doing one thing all their lives.

A penny held close to the eye would obscure a chest of gold ten feet away.

Fourth National Bank

Savings Deposits

3

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

Capital Stock **\$300,000**

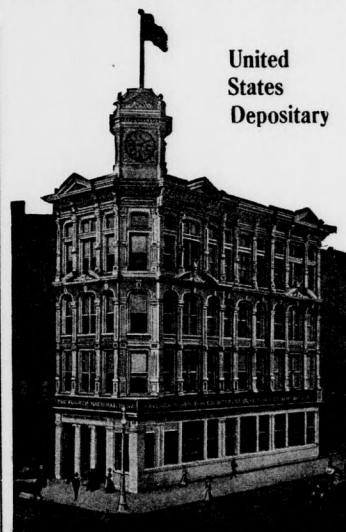
United States Depository

Commercial Deposits

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Surplus and Undivided Profits **\$250,000**



MICHIGAN TRADESMAN

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by

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Grand Rapids, Mich.

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One dollar per year, payable strictly in advance.
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of issues a month or more old, 10 cents;
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as Second Class Matter.

E. A. STOWE, Editor.

October 2, 1912

NOT BUTTING IN.

In a letter to the Tradesman, President Carroll F. Sweet, of the Association of Commerce, asks along what lines it would be advisable for the Association of Commerce to take up the matter of electing a successor to Robert D. Graham, who will not accept another term as President of the West Michigan State Fair, and "how could we consistently butt in, and how should we handle it after we were in?"

One answer will cover both questions, and that answer is almost ridiculously easy. It is found in the declaration of principles and purposes upon which the Association is based; to take an active interest in all things which relate to the welfare of the city.

The West Michigan State Fair is a public institution, not a private enterprise. It is conducted for the public good, not for private gain. If the Fair as an organization should dissolve the splendid property at Comstock park would become the property of the city of Grand Rapids and of the people, not of any individual or set of individuals. To take an active interest in the management of the Fair is not only clearly within the province of the Association, but it is one of the Association's duties, and it is a duty that those who have had the management of the Fair have been trying for the last ten years to awaken the city's chief commercial body to attend to, but in vain. Instead of resenting what President Sweet speaks of as "butting in," the officers of the Fair will heartily welcome the participation of the Association in the direction of its affairs, and there has not been a time in the last ten years that this has not been true. The Association of Commerce and its predecessor, the old Board of Trade, has been during all these years negligent of its duty in letting a few men do all the work, and now is the time for it to wake up and do something.

The old West Michigan Fair Association a dozen years ago was in the last stages of dissolution. It was heavily in debt and without credit, its buildings were going to decay and in rainy seasons Comstock park was a mud hole. For two years no fairs had been given. The old Board of Trade appointed a committee to effect a re-organization and this committee prevailed upon Wm. H. Anderson to accept the Presidency. Associated with Mr. Anderson were Lester J. Rindge as Vice-President, Robert

D. Graham as Treasurer and two years later Eugene D. Conger was secured for Secretary. For directors were Sydney F. Stevens, Wm. R. Shelby, the late Samuel M. Lemon, Amos S. Musselman, Sherwood Hall and others of the same type. The Board of Trade raised \$10,000 by subscription among the business men as working capital and for a year or two took an active interest in the Fair and its success, and then as the re-organization seemed to be working satisfactorily it let its interest lag and its interest has lagged to such a degree that to-day the President of the Association of Commerce rises to enquire how the Association can consistently butt it. A much more pertinent question would be why what purports to be a representative body of business men has been so long negligent of its duty to the community.

Under the management of President Anderson and those associated with him in the management, for ten years and under the administration of President Graham the past year the West Michigan State Fair has become an institution this city may well be proud of. The grounds are 50 per cent. larger in area than they were in the old days, new buildings have been erected, the old buildings have been kept in repair, cement walks have been built to replace the old wooden walks, roads have been built, drains and sewers have been put in, a complete water system has been created and the city car lines have been brought to the main entrance, instead of stopping at the other end of the bridge. This year the extension of the electric service was secured. The property to-day is worth between a quarter and a half million dollars, and, when President Robert D. Graham steps down, the Fair will be out of debt and with a credit as high as that of any Fair in the country. All this has been the work of a few men, of President Anderson, President Graham, Vice-President Rindge, Secretary Conger and their associates, who have given freely of their time, energies and best abilities, while the old Board of Trade and its successor, the Association of Commerce, has shirked. Mr. Anderson retired a year ago, after ten years of patriotic service. Mr. Graham reluctantly accepted the executive office and now he wishes to step aside, and so does Secretary Conger and Vice-President Rindge. Who shall succeed them in the management of the Fair is a question that is to be determined at the annual meeting in January.

The Fair charter provides that at the annual meeting anybody may become a member with power to vote upon, the payment of \$1. There has not been a time in the last ten years when a few exploiters could not have secured control of the Fair and all its assets through the judicious expenditure of a few dollars for membership at the annual meetings. There is no reason why this should not happen at the meeting in January unless the business men of the city, either individually or through the Association of Commerce, take an active interest in the proceedings and in the election of officers to succeed those who are about to retire. It is certainly not to the interest of the city that the Fair should be exploited by adventurers.

The Association of Commerce is not only the legitimate, but it is the logical, body to see that the Fair is kept in proper hands.

It is natural that those who have made the Fair the splendid institution that it has become should be interested in its future management, that what they have done may not be destroyed. It would be strange, indeed, if they would not want to be consulted as to methods and policies. With the experience they have had and the knowledge they have gained it would be folly not to advise with them and to give heed to their suggestions. For the Association of Commerce, however, to take a hand will not be "butting in," but will be merely the exercise of a long neglected duty. To advise with those who have made a success of the Fair will be wisdom and to give large heed to their wishes will be no more than "being decent." And when the new management is secured let us hope the Association of Commerce will give it the support which it neglected to give to the management that is about to retire.

TIME TO ACT.

Having made a reconnaissance in force through Southwestern Michigan with their trade extension excursion, it is now for the Grand Rapids wholesalers and jobbers to study their note books, compare impressions and then draw conclusions—and act. The district visited is rich in resources and all along the line evidences were found of industrial activity, agricultural development and increase in population. All along the line, also, it was found that the feeling toward Grand Rapids was cordial, that the merchants were well disposed to trade if other things were equal. The records show, however, that the Grand Rapids trade in this district has not increased in the same proportion as the district's apparent consuming capacity. The reason for this, as revealed by last week's scouting trip, is that the transportation service from Grand Rapids is not what it should be. Grand Rapids can meet the price of the Chicago, Toledo, Fort Wayne and other jobbing center competitors; it can meet all competitors in the matter of quality, but Grand Rapids does not seem able to deliver the goods. The railroads covering this territory seem either unwilling or unable to give Grand Rapids a service that will make trade possible. The Pere Marquette is one of the railroads that traverses this territory and Grand Rapids must use such service as it can give against water deliveries at Holland, South Haven and Benton Harbor from Chicago and, at least during the summer months, Chicago distinctly has the best of it in the matter of promptness and efficiency. The remainder of the territory is reached by the Grand Rapids & Indiana and the Lake Shore. South to Kalamazoo on both lines the service is fairly satisfactory. Beyond Kalamazoo it is fairly satisfactory for carlot shipments, but the less than carlots are almost hopeless, whether on the two lines south or on the Michigan Central east and west. Package freight, once lodged in Kalamazoo seems there to stay. The town seems a Jonah for the Grand Rapids trade. This should be looked

into and without delay, and if possible some remedy should be found for a difficulty that puts a curb on this city's enterprise. Is it inadequate terminal facilities or is it discrimination against Grand Rapids that causes the trouble? At the meeting in South Haven Lee M. Hutchins spoke of the inadequate transportation service from Grand Rapids and asked if it were expected live, ambitious, energetic business men would forever tolerate the handicaps which the present service presented. It is for the Grand Rapids wholesalers to answer this question by their future action.

Another important matter that was brought to the attention of the excursionists is the need for a larger and better development of Western Michigan farming lands. In spots this district is a splendid garden, teeming with fruits and field crops, but there are still vast areas that have not been improved. Great as is the present population, there is room and opportunity for many times as many people. How to encourage the development of this district is a problem well worthy the best thought of the Grand Rapids merchants and there is no reason why they should not give their substantial aid as well.

THE STRAY SPARK.

This is the season of forest fires and statistics prove that every year the loss, individually and to the Nation, is a very large one. Most of it, too, might be just as well avoided if people would only be more careful. What is every one's business is usually that of no one and the cigar or match is carelessly thrust aside, no matter if it does happen to fall among the dry leaves, there to smoulder perhaps for hours and then burst forth into a blaze. The traveler in the smoker may be quite as much responsible for the fire started along the railroad track as is the passing locomotive. The hunter who leaves his camp fire may be doing an untold damage to the man upon whose premises he has gone, either with or without permission.

Aside from the direct damage at the time, the injury done by forest fires cannot be estimated in dollars and cents. The tree which is little more than a sapling represents a generation of time in the making, and another generation would have placed it among the great timber. Forest products are every year becoming more valuable, as they are becoming more rare. The man whose timber is thus wantonly destroyed is being cheated out of capital tied up for years, and that which has possibly just reached a stage of greater worth.

Fires destroy not only the standing timber, but the young growth; the seeds which are destined for future forests are likewise rendered worthless. If any disease is in the vicinity, the impaired vitality which results on tracts not wholly destroyed, finds here a ready soil. Thus the chestnut disease, which has devastated many forests east of the Alleghenies, spreads by easy jumps. Private property should be freed from the menace of the carelessly dropped spark. Burning growing trees is as culpable as burning buildings and should be just as disreputable.

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OUT AROUND.

Notable Features of the Seventh Annual Excursion.

The Grand Rapids wholesalers and jobbers made their seventh annual trade extension excursion last week and, like all the preceding excursions, it was full of interest and instruction and should be exceedingly fruitful in results the coming year. The excursion was into Southwestern Michigan and represented a fairly thorough canvass of the territory reached by the Pere Marquette south to St. Joseph, the Lake Shore south to White Pigeon and the Grand Rapids & Indiana south to Sturgis, with the Michigan Central and the Kalamazoo, Lake Michigan & Chicago for cross lines. All this territory is legitimately tributary to Grand Rapids, but the southern reaches are debatable with Chicago, Indianapolis, Fort Wayne, Detroit and Toledo. The purposes of the trip were to meet and greet at their own places of business those who trade in Grand Rapids, to ascertain how fully Grand Rapids is living up to its opportunities in this district, to search out new opportunities for the future, to get a line on what competitors in other trade centers are doing and to ascertain if the service from Grand Rapids is satisfactory and how it can be improved. Incidental purposes were to see how the towns in this district are prospering and to note the agricultural and industrial development. The excursion was accompanied by a brass band and, as should be expected when sixty or more live, active, healthy and optimistic men are out together, the frolic features were not entirely lacking, but back of the effervescence was a great volume of hard work and serious thought and some soul searching. All kinds of conditions were found on the trip—some highly encouraging, some suggesting the need of greater effort and some representing serious problems for which solutions must be found.

About fifty towns were visited on this trip and with a very few exceptions these towns show progress and improvement, as compared with their appearance, five years ago when the excursion traveled the same route. A few places have not changed materially and these are in two classes—those that are careless, unambitious and semi-discouraged and those that are old and eminently respectable, pretty as pictures, neat as wax and fast asleep. But for the most part the towns in Southwestern Michigan show the evidences of growth, enterprise and prosperity. They are improving their streets, have cement walks, are putting up new business buildings and finer residences, have larger and better stores, and all along the line will be found evidences of increased industrial development. In some districts the industrial development is along such lines as will encourage agricultural development, such as canneries for fruits and vegetables and creameries; these not only afford employment for those who live in town, but give the farmers a market for their products. At other places, like Benton Harbor, Niles, South Haven, Buchanan, Plainwell, Kalamazoo, Otsego and Allegan, the development is along mechanical lines, with wood working and metal factories, pa-

per mills and similar industries. These industries, both for the utilization of the farm products and the mechanical, seem to be prosperous and growing, and in every town visited local sentiment seems to be loyal to the institutions already established and hopeful that more will come. There has been as great industrial development in this district in the last five years as there has been improvement in the appearances of the towns and all the indications point to still greater development in the future. This means more consumers in this district to be served and better trade opportunities.

Agriculturally this district shows many evidences of improvement. This year has not been favorable for many of the crops, owing to the extreme cold last winter and the cold and wet summer, but the fields are well kept, the orchards are cared for, big barns and more of them adorn the landscapes and the farmers met with in the towns are optimistic. If their peaches are short this year they brag of their apples; if their wheat was damaged by the wet at harvest, they forget it and tell how well their hay crop turned out. All along the line reports were received that new settlers are coming in from Illinois, Indiana and Ohio to buy farms and that farm values were increasing with the demand for lands. Farms which five years ago were held at \$100 an acre are now quoted at from \$125 an acre and upwards, depending on location and special conditions. The rural growth is as important a factor in trade as the town growth and what the Grand Rapids tourists saw last week was for the most part highly encouraging.

One of the serious problems which this excursion discovered was the inadequacy of the freight service. Goods shipped from Grand Rapids are not handled with the promptness that insures satisfaction at the other end of the line. In some places there seems a disposition on the part of the railroads to discriminate in favor of the shippers from Chicago and other trade centers. The freight service is one of the things that will be taken up without delay by the wholesalers and the data gathered during this trip will be used in the campaign that will be made for improvement. At South Haven, Allegan and Kalamazoo, the building of interurbans as a means to improve the transportation system was discussed. Kalamazoo will in another year have the Michigan and Chicago air line to Grand Rapids, and this, with the Michigan United Traction lines eastward to Jackson and the electrification of the Kalamazoo, Lake Michigan and Chicago road to South Haven, will be a great help. South Haven wants the Holland interurban extended from Saugatuck southward to give a direct electric line to Grand Rapids. Allegan would like to be on the air line between Kalamazoo and Grand Rapids and, as second best, wants a branch from the air line at Martin, to run through Allegan westward to South Haven or through Paw Paw to Benton Harbor. The wholesalers, as a result of the trip, will give much attention to interurban development as well as to the improvement in the present steamroad service.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Grand Trunk car shops at Pt. Huron are employing 475 men and 200 more men are wanted. Labor is said to be scarcer than ever before in the history of the city.

Flint men have purchased the Flint Axle Works and will manufacture automobile axles and hubs, increasing the working force to 150 hands.

The Grand Trunk has submitted plans for a new \$35,000 passenger station at Bay City.

Engineers estimate that it will cost \$1,900,400 to build and equip the proposed eastern route railroad between Muskegon and Manistee, by way of Holton, Hesperia, Walkerville and Scottville, a distance of eighty-two miles.

The Bay City Iron Co. has plans for enlarging its plant this fall, doubling its present output.

The Muskegon Chamber of Commerce will hold its next regular meeting Oct. 8. A campaign is now on for new members.

The American Logging Tool Co. is building a large extension to its plant at Ewart.

The Wizard Manufacturing Co., with \$100,000 capital, has been formed at St. Joseph for the manufacture of automobile accessories.

Holland's newest industry is the Ottawa Brass Works. The output will be brass castings.

A Chamber of Commerce has been formed at Onaway, with Gaylord Freeman as paid secretary. Offices and display rooms will be established where visitors may see the products of lands around Onaway. The organization will also work to secure better highways into Onaway.

The village of Colon secures a new public library through the generosity of O. B. Culver, who donates \$15,000 for the building.

Wayland will hold a fall festival Oct. 11 and 12 for the farmers of that section. There will be balloon ascensions, fireworks, band music and all the other attractions.

Detroit is talking garbage incinerators and, as usual, there is no strife as to which section of the city shall have the burner. The superintendent of garbage collection suggests that the incinerator be put on wheels in order to give all sections of the city a whiff of the odors.

Marquette now has municipal garbage collection, with covered cans for every household and new steel wagons for hauling the stuff. The work is under direction of the city health officer.

Menominee will have a new manual training school costing \$30,000, with instruction in forge, foundry, machine and carpenter work, drawing, cooking, sewing, etc.

The water of Munising is declared unsafe for drinking and the board of health advises boiling all water.

The proposed tuberculosis sanitarium at Kalamazoo, after being kicked about for the past three months by citizens who were willing that their neighbors should have the institution but didn't want it themselves, has at last been

located on a tract of six acres at the top of Mile hill.

Health Officer Kiefer attributes many typhoid cases in Detroit to the non-collection of garbage.

Battle Creek has signed a ten-year contract for municipal lighting with the Commonwealth Power Co. and the Citizens Electric Co. The city will pay \$45 for the cluster incandescent five group lights and \$60 for the arc street lights.

The Muskegon council has ordered the traction company to extend its tracks from Sanford street along Southern avenue for a distance of one mile. Under the charter of the traction company the city can order only one mile of extension work in a year.

The Union Telephone Co. will build a modern exchange and office building at Owosso, installing therein a new \$10,000 switchboard.

Contracts have been let for building a new Masonic Temple costing \$32,000 at Menominee.

Sparta has a new opera house.

The Ross Cabinet Co., of Otsego, will build new dry kilns, install a sprinkler system and make other improvements.

The annual exhibit of the school flower and vegetable gardens at Alma, under auspices of the Civic Improvement League, was a decided success, with fifty entries in each department.

The Manistee Board of Trade held a lively smoker recently and listened to enthusiastic talks on harbor improvements, interurbans, summer resort business, telephones and other matters.

Engineer Cooley, who has been studying the flood problem at Saginaw, urges a deeper channel to the bay. He says the channel should be twenty-four feet deep and 500 feet wide at Saginaw, broadening to 700 feet at the bay. Saginaw's situation is similar to that of Grand Rapids, according to Mr. Cooley, in that flood prevention and better navigation facilities should go hand in hand. Speaking of the Grand-Saginaw valley canal, which has been proposed across the State, he says: "This route is singularly adapted to a waterway development of magnitude. The proper working out of flood, navigation and drainage problems will extend the lake level and deep water to Grand Rapids from the west and to Saginaw and St. Charles from the northeast, thus leaving little more than ninety miles for canalization and some forty miles of this is covered by the Grand River, which is well suited to improvement."

The Western Theological Seminary is building a new dormitory at Muskegon, costing \$16,482.

Almond Griffen.

Gas Engines in High Altitudes.

A gas engine was recently erected several thousand feet above sea level. The engine did not give the power expected, and it was concluded that the loss was due to the altitude of the station. Upon investigation of the theoretical and practical considerations involved, it was found that there is a loss of about 1 per cent of the indicated horse power for each 1,000 feet of increase in elevation. The effect with a low ratio of compression is slightly less than with a high degree of compression.

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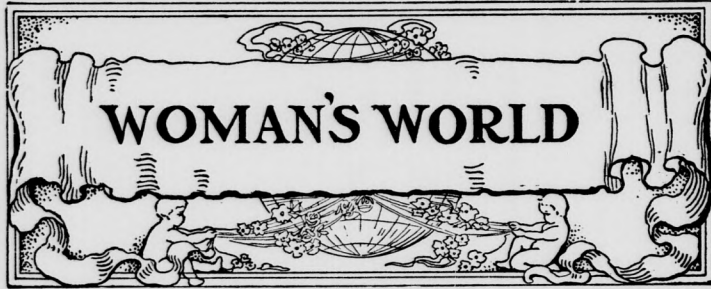


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The New Millinery That Paris Has Decreed.

As I have yet to be convinced that there is a more important part of the toilette than the hat I shall tell just about the new millinery modes in this article.

That there are just a dozen or so new styles is too absurd even to imagine. But that some American women labor under such an opinion each season, is illustrated upon our streets every day in the year—review in your mind the "peach-basket," the pull-down velour hat and a few more that have become the mode at various times from one end of America to the other.

Before talking about the fall-winter modes, I cannot refrain from mentioning the early fall hats that are quite as important and probably more vital just at this particular time, when so many women are in absolute need of hats—having come home from the vacation trip with dusty and shabby chapeaux.

Monsieur Lewis, of Paris, is really the sponsor of the satin hats that are so suitable for these early fall days—especially for wear with the charmeuse and crepe meteor dresses that have gripped the fashion world. His most distinctive model is an elongated turban shape of black velvet with draped crown of white satin, only adorned with an aigrette of white wings at the extreme left side, almost at the back. His little square crown (either soft or draped) hat, with narrow roll brim is also charming for its simplicity—having only a small American beauty rose at the edge of the brim on the left side. Another smart little hat has a high but soft top, oval crown and narrow roll brim of white satin, the latter being faced with black velvet to give the proper contrast. This hat seems very commonplace off the head, but when the Parisienne puts it on and pulls it down at the left side to give the proper angle, ah, what a stunning hat. When simply trimmed with a long, bushy, black aigrette placed horizontally with the brim at the left side, it is exquisite!

Georgette's mid-summer hats of many layers of maline or net were the inspiration of the large, flat taffeta and satin hats edged with folds of maline that are also among the early season hats.

Now, the hats for winter!

Are they large or small? is the first question I always hear women ask each season.

Of course, there are always large hats for afternoon and evening wear, and the smartest little hats for morning and street wear, for a well-dress-

ed woman must always have both kinds. And the law for proper dressing has not been changed this season, and what is more, it never will be so long as women possess good sense.

This reminds me to pause and dwell for a moment upon a fact that is more vital than the new styles. Why do American women follow styles instead of their personal appearances? The Parisienne does not! And right in those two sentences I have explained why the Parisienne is perfectly attired. It is said that one of the best-dressed women in Paris has not changed the shape of her hats in ten years. Of course, she has many hats a season, and whether large or small the contour of each shape is the same. That woman understands the art of dressing. I really need not say any more on this subject, because you know as well as I do that American women are always hungry for something new, and when they see it, and they wear it—seldom considering whether it enhances the beauty, or not.

As there are so many new modes, no one historic period was the root of inspiration. However, the mode that revives the elongated, side-roll brim hat made famous by the Empress Eugenie is quite the most different, for we have not had an attempt at this style in many years. Quite the smartest of these hats is of velvet, with clusters of coque feathers mounted high at the side and on the crown.

One of the most effective turbans fits very close and covers the back and sides of the head, but not extending over the face. It is of velvet folds and pheasant breasts, with loops of velvet rising high in the center of the front.

Then there are afternoon turbans, too. These being generally of jet with folds of a brilliant color velvet swirled around the edge, with a black Bird of Paradise or aigrette at the center of the front. Very regal!

Large hats are very large and flat. The very kinds that but a few American women have ever worn successfully. Although the brims are perfectly straight, women are not supposed to put them on perfectly straight, but at an angle that gives chic. But to do this the coiffure must be dressed in accord, or quite plain, depending upon the individual and the hat.

These large hats are mostly trimmed with ostrich plumes poised in various picturesque ways. Some also have their brims covered with rows of uncurled ostrich. Bird of Paradise

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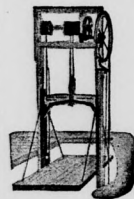
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and aigrettes are also favorite trimmings.

The Tam o'Shanter is also here this season, but in another guise—larger than ever before, and simply mounted on a bandeaux. Some one remarked that it looked like an airless cushion of velvet. While it seems an absurd style, there is a certain artistic type of young girl that will look charming in it.

For general utility wear, plush hats are considered the most correct. These are not "pull-down-hood" affairs, but new and smart adaptations of the "Continental" and close roll-brim styles. Their trimmings naturally are strictly tailored—cocards, mofits and stick-up feathers.

Velour hats are again in vogue! However, not for their beauty, but because they are so practical for strenuous knockabout wear. These are in similar tailored shapes and are quite the smartest when only trimmed with a richly-hued beaded or embroidered motif. Marion Morris.

The Menace of the Long Hatpin.

Woman's deadliest weapon is—no, not her tongue, though there are cynical men folks who might say so—but her long hatpin, which since fashion has reduced the enormous size of hat crowns sticks through her hair some three or four inches, making a dangerous sharp spike of which the wearer seems complacently unaware.

There really isn't any excuse for going about thus aping the fretful porcupine. It is just selfishness and thoughtlessness. The hatpin in your hat does not menace your own eyes, so you really do not believe that it menaces the eyes of other people. But let you, Madame, go into a crowded car or a packed elevator, and stand near to a woman a little shorter than yourself, whose hat crown bristles steel points, and maybe you will see how dangerous the protruding hatpin point really is.

You can't get short hatpins for every hat, you object. Well, you can have your long ones cut off and you don't need to go to the jeweler's either. The locksmith, or the tinsmith or the plumber will do it for you and sharpen the point again, quite perfectly. It will probably cost you ten cents for one, or fifteen cents for two. Not such a high price to pay for making yourself in a small way your brother's and sister's keeper, if I may use the term, since, everyone who contributes her share to public safety is thereby a "keeper" to her brothers and sisters of humanity.

Now when you read this humble appeal, go and put on your hat and see if your hatpins stick out more than half an inch from the crown of your hat. Ask yourself (if it is necessary) how you would like to put out some one's eye with your hatpin. Also ask yourself if you'd like to have your face slashed and jabbed by the hatpin of anyone else. I can guess the answer to both questions. Therefore, take ten minutes of your time, and have your hatpins properly shortened. Not content with that, look to the hatpins of all the other feminine

members of your family, and reason with your friends about the folly of making themselves into public nuisances—or rather dangers. A little missionary work will accomplish great results. Take my word for it, by so doing you will have accomplished a real good in the world. And it's such an easy thing to do, too.

When Repairing Your Ulster.

If you are going to have your ulster repaired why not see if you cannot bring it up to date by copying a detail which is a distinguishing feature of the latest English ulster in fur. This model, made very similarly to the American coat differs from it saliently because of its collar which is a deep square extending to or a trifle below the waist in the back and in the front is simply two narrow tabs which cross below the chin. The collar on a cloth ulster might be of velvet, plush or moire unless Hudson Bay seal, musquash, squirrel or some short-haired pelt were preferred. But if anything save fur is used the edges of the collar must be weighed with leads. Otherwise they will roll up and the neck finishing promptly lose its shape and style.

Return of the Tiny Hat.

Is the tiny hat coming back again? This is the question that many women are asking themselves at present and which might already be said to have been answered in the affirmative.

It is a long time since we have really given the tiny hat a chance of impressing its good qualities upon us. Nevertheless, it certainly has its pros as well as its cons. The absence of any soft shade which deepens the tone of the eyes and softens hard lines and unsightly crows' feet, is one of the latter; but, on the other hand, the minute hat which sets well down on the head, can be so fixed and arranged that it will retain its place even in a high wind, and is undeniably more comfortable than the large model.

A Luxurious Coat Collar.

Decidedly elaborate and novel is a coat collar consisting of a wide rear portion of Irish point, point de Venice or an ecclesiastical lace cut to form a deep center V and two side points which later fall from the tops of the shoulders half way down to the elbows. These points show only from the back. The front of the unique coat collar is a V-shaped plastron of finest linen, lace bordered. Any home needle-woman can make one of these coat collars and she'll find it a convenience when it is necessary to add a few dressy touches to the tailor-made crash or thin serge of somber hue.

One Kind.

"Pa, what is a time table?"
"A piece of dining room furniture that you buy on the installment plan, my son."

There's a better way of doing almost everything in the store. Always be on the watch for a chance to find out what it is.

Profits in Picture Post-cards.

The picture post-card industry is to-day in a more flourishing condition than ever before, besides being largely controlled by American manufacturers, who have improved their product so much that it compares very favorably with, if it does not in many cases surpass, the foreign product. Dealers are realizing more and more that the picture post-card can be made one of their most profitable lines, and there is hardly a store of consequence in the country to-day that has not a rack of picture post-cards on which are displayed for sale choice examples of the best products of American manufacture in this line. As an attractive addition to any store the picture post-card rack with its handsomely colored cards and interesting views is well worth installing, and the liberal margin of profit allowed by post-card manufacturers certainly makes it worth while from the profit viewpoint.

There is always room for the man who can be relied upon to deliver the goods when he said he would.

Progressiveness is looking forward intelligently, looking within critically, and moving on incessantly.

Don't hire Shakespeare to write plays and then keep him busy addressing envelopes.

Up-to-date Stores use

THE BEST SALES DUPLICATING BOOKS

Made of good BOOK paper, not print 15% OFF IN TOWNS WHERE WE HAVE NO AGENT. WRITE FOR SAMPLES TO MIDGARD SALES LIP CO. STOUGHTON, WIS. Also manufacture Triplicate Books, Carbonized back Books, White and Yellow Leaf Books.



The Diamond Match Company PRICE LIST

- BIRD'S-EYE.**
- Safety Heads. Protected Tips.**
- 5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots\$3.35
- Lesser quantities\$3.50
- BLACK DIAMOND.**
- 5 size—5 boxes in package, 20 packages in case, per case 20 gr. lots\$3.35
- Lesser quantities\$3.50
- BULL'S-EYE.**
- 1 size—10 boxes in package, 36 packages (360 boxes) in 2 1/2 gr. case, per case 20 gr. lot \$2.35
- Lesser quantities\$2.50
- SWIFT & COURTNEY.**
- 5 size—Black and white heads, double dip, 12 boxes in package, 12 packages (144 boxes) in 5 gross case, per case 20 gr. lots\$3.75
- Lesser quantities\$4.00
- BARBER'S RED DIAMOND.**
- 2 size—In slide box, 1 doz boxes in package, 144 boxes in 2 gr. case, per case in 20 gr. lots \$1.60
- Lesser quantities\$1.70
- BLACK AND WHITE.**
- 2 size—1 doz. boxes in package, 12 packages in 2 gr. case, per case in 20 gr. lots\$1.80
- Lesser quantities\$1.90
- THE GROCER'S MATCH.**
- 2 size—Grocers 6 gr. 8 boxes in package, 54 packages in 6 gr. case, per case in 20 gr. lots \$5.00
- Lesser quantities\$5.25
- Grocers 4 1-8 gr. 3 box packages, 100 packages in 4 1-8 gr. case, per case in 20 gr. lots.....\$3.50
- Lesser quantities\$3.65
- ANCHOR PARLOR MATCHES.**
- 2 size—In slide box, 1 doz in package, 144 boxes in two gross case in 20 gr. lots\$1.40
- Lesser quantities\$1.50
- BEST AND CHEAPEST PARLOR MATCHES.**
- 2 size—In slide box, 1 doz. in package, 144 boxes in 2 gr. case, in 20 gr. lots\$1.60
- Lesser quantities\$1.70
- 3 size—In slide box, 1 doz in package, 144 boxes in 3 gr. case, in 20 gr. lots.....\$2.40
- Lesser quantities\$2.55
- SEARCH-LIGHT PARLOR MATCH**
- 5 size—In slide box, 1 doz in package, 12 packages in 5 gr. case, in 20 gr. lots.....\$4.25
- Lesser quantities\$4.50
- UNCLE SAM.**
- 2 size—Parlor Matches, handsome box and package; red, white and blue heads, 3 boxes in flat packages, 100 packages (300 boxes) in 4 1-8 gr. case, per case in 20 gr. lots.....\$3.35
- Lesser quantities\$3.60
- SAFETY MATCHES.**
- Light only on box.
- Red Top Safety—0 size—1 doz. boxes in package 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots\$2.50
- Lesser quantities\$2.75
- Aluminum Safety, Aluminum Size—1 doz. boxes in package, 60 packages (720 boxes) in 5 gr. case, per case in 20 gr. lots\$1.90
- Lesser quantities\$2.00

We Manufacture **Public Seating** Exclusively

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

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

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

Write Dept. Y.

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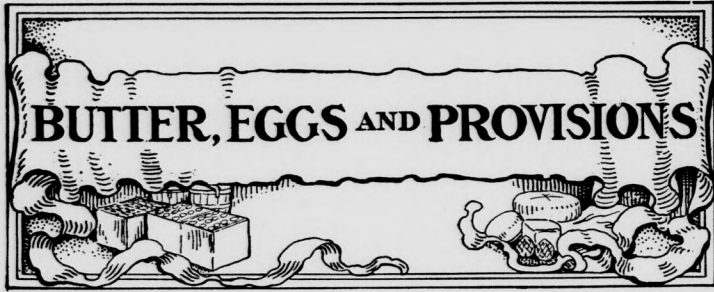


CHICAGO, ILL.

GRAND RAPIDS

NEW YORK BOSTON

PHILADELPHIA



Simple Methods Employed in Crate Fattening Poultry.

All varieties and types of chickens are fattened in this country. Several breeds give good results in fattening, and these are preferred by men who make a specialty of fattening poultry in the following order: Plymouth Rocks, Wyandottes, Rhode Island Reds, or taken as a whole, birds of the general-purpose class. The poultry packers often pay 1@3c a pound less for light weight hens, thus discouraging the farmer from keeping birds of the Mediterranean class, such as the Leghorn and Minorcas.

The common practice in poultry packing houses is to feed each lot seventeen days or less. The market or trade supplied and the results secured by the feeder determine the length of the feeding period. Most milk-fed chickens are fed fourteen days, but results secured in feeding indicate that a more profitable gain can be secured in a shorter feeding period, provided the same price per pound can be secured for the finished product. As the feeding season advances the tendency among feeders is to shorten the length of the feeding period, reducing it as low as seven days in many cases.

Crate fattening from troughs is the method of feeding employed in this country by most of the large fattening establishments. From six to ten chickens are placed in the crate or battery and given a light feed at the next regular feeding period. When the birds are large, not over eight should be placed in one division.

Rations for Milk Feeding.

Very good results in fattening are secured in the following rations:

- | | |
|------------------------------------|----------|
| (a) Cornmeal | 60 lbs. |
| Low-grade wheat flour | 40 lbs. |
| (b) Cornmeal | 58 lbs. |
| Oat flour | 36 lbs. |
| Tallow | 6 lbs. |
| (c) Wheat middlings (shorts) | 50 lbs. |
| Low-grade wheat flour | 100 lbs. |
| Cornmeal | 150 lbs. |

The proportion of cornmeal in the third ration can be increased in cool or cold weather.

Milk is used entirely in mixing these rations, and is considered essential both in this country and in England. Condensed butter-milk is used to a considerable extent in fattening, with very good results. Fresh butter-milk, condensed butter-milk, and skim-milk are preferred in this relative order. The milk produces the bleach appearance which is characteristic of milk-fed chickens and is a trade asset.

The feed is mixed to the consistency of thick cream, or so that it will drip from the tip of a wooden spoon. In very hot weather, it is advisable to mix

the feed thinner than in cooler weather, and results appear to indicate that one feed daily of a thin mixture with one or two thicker feeds makes the best feeding system. The percentage of milk used seems to depend on the kind of grains in the mixture, on the weather and on the feeder. It varies from 55 to 70 per cent. and an average of 50 per cent. or a trifle higher seems to give very good results. A good many birds die when on feed, especially during certain seasons. The loss is greatest during hot summer weather, when the birds become prostrated with the heat, and later during October and November, when many of the birds develop some form of sickness. While making the rounds for dead and sick birds, some feeders find that other birds which are healthy but off feed may be removed and dressed at once.

Portable Batteries.

Two kinds of batteries are used in feeding stations, long stationary and portable batteries. The portable type is replacing the stationary battery in some of the new stations. This battery is divided into eight coops, four tiers of two coops each, and holds 80 springers or 64 hens. It is 2 feet 7½ inches wide and 5 feet 9 inches high. The slats in the front are 17½ inches apart, and each set of slats is held in by buttons. The dropping pans are 13¼ inches below the floors, which are made of heavy, square-mesh wire, and have roost boards 2 inches wide by ¾ inch thick by 2 feet 6 inches long. The bottom of the first floor is 6 inches from the ground, while it is 15 inches from the wire floor to the top of each coop, making each tier, including the dropping pans, 16¾ inches deep. The battery rolls on four wheels, two double pivot wheels in front and two wheels connected by a bar in the rear. The battery is made of furring 17½ by 7½ inch, covered with 2 inch mesh wire and laths. The feeding troughs are 3½ inches across the top, inside measurements, and 3 inches from the top edge to the bottom, outside measurement. A wire partition divides the battery into two equal parts.

The use of a portable feeding battery eliminates labor to a considerable extent, and involves less handling of the birds, both when they go into the feeder and when they come out. The birds undoubtedly are placed in the feeder in better condition, and there is less chance of breaking their wings as they leave the battery. After fattening, the batteries of birds are taken directly into the killing room, where they are taken out by the pickers as killed.

The loss in weight or shrinkage in dressing (without drawing) for the different classes of birds varies as fol-

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty

Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

We want Butter, Eggs,
Veal and Poultry
STROUP & WIERSUM
Successors to F. E. Stroup, Grand Rapids, Mich.

Use
Tradesman Coupons

Potato Bags

New and second-hand, also bean bags, flour bags, etc.

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

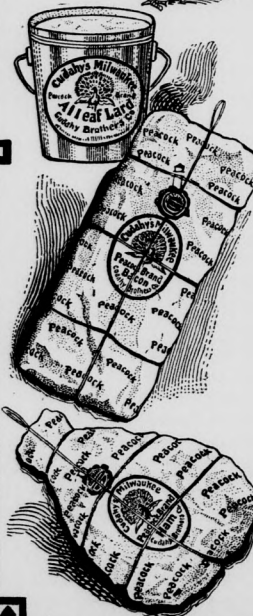
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Can fill all orders PROMPTLY
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PEACOCK BRAND



**MILD CURED
Hams and Bacon**
100 per cent. Pure
All-leaf Lard

A BARGAIN FOR YOU

For the present we are offering to the trade in Lower Michigan, freight prepaid, our Cream City Brand of Smoked Skinned Hams 22/24 average in barrel lots at

13 C.

Order of our nearest salesman or mail your order direct to the plant.

Ludington, Mich., F. L. Bents
Grand Rapids, W. T. Irwin, 538 Sheldon Ave.
Kalamazoo, H. J. Linsner, 911½ N. Burdick
Lansing, H. W. Garver, Hotel Wentworth
Adrian, A. P. Dickson, Hotel Maumee
Port Huron, W. C. Rossow, Harrington Hotel
Saginaw, W. C. Moeller, 1309 James Ave.
St. Johns, E. Marx, Steele Hotel

Write to-day

Cudahy Brothers Co.

Cudahy-Milwaukee

lows: Hens, 13.4 to 14.9 per cent., average 14.4 per cent.; roasters, 13.7 to 16 per cent., average 14.7 per cent.; springers, 9 to 14.5 per cent., average 12.1 per cent.; and broilers, 14 to 14.7 per cent., average 14.3 per cent. The chickens at the feeding stations are fed a mixture of fine sand and very thin feed, or first given a light feed and then sand, and water for the last feed on the day before they are killed. Careful records are kept of the cost of producing gains and of killing and dressing birds, while most of the packers have elaborate records which show all the expenses incurred by a lot of chickens until they go into storage.

Some of the conclusions drawn from the study of the fattening of poultry in the middle west, which has been described in Bulletin 140 of the Bureau of Animal Industry, Department of Agriculture, entitled, "Fattening Poultry," are given below:

1. The Plymouth Rock and other varieties of general-purpose fowls make more economical gains in fattening than the Mediterranean class, such as Leghorns.
2. The use of portable feeding batteries is more easily adapted to vary conditions, involves less labor, and turns the birds out in better condition than the stationary batteries.
3. Low-grade wheat flour is a more economical feed than oat flour in fattening rations for chickens at the present prices of grain.
4. It took an average of 3.26 pounds of grain to make one pound of flesh, which cost 7.1c, while the average cost of feed and labor per pound of gain was 9.09c.
5. The cheaper gains were made in the shorter periods (seven or eight days) and by the light chickens.
6. Hens make poorer gains than chickens in crate-feeding, and are less profitable to fatten.

Bad Eggs Loss and Remedy.

The financial loss resulting from bad eggs each year is something enormous, and during the last twenty years shippers of eggs have been interesting themselves in trying to reduce this loss. We are pleased to note that they are succeeding to some extent, and that buying eggs "loss off" results in greater celerity on the part of those who handle them. Rapidity in action is well enough and will reduce the loss, but this is not all that is needed, as exposure for only two or three days to the extreme heat of summer means a marked damage, and it can never be entirely avoided by quick handling. A suitable cooler or refrigerator is necessary, and we will venture to prognosticate that the time is not far distant when such sensitive goods as butter and eggs will be maintained under refrigeration from the time they are produced until consumed. The temperature need not be low; 50 degrees F. or even 60 degrees F. is all that is necessary. The producer must have a cooler, and the storekeeper or whoever receives the eggs from the producer must have a cooler, and the railroads have already provided suitable refrigerated transportation, and now if the city retailers can be induced to keep eggs in a refrigerator, as they should, and the householder

educated to do the same, an endless chain of refrigeration from the producer to the consumer will be established which will result in a saving each year which will go far toward solving the problem of the high cost of living.

Doings in the Hoosier State.
Written for the Tradesman.

Members of the Indiana Railway Commission were in South Bend Sept. 27 to hear the case of the South Bend Chamber of Commerce against the Lake Shore and other railroads. The Chamber is seeking to compel the railroads to reciprocally interchange carload consignment to team tracks and is brought in the interest of manufacturers of the city.

Evansville's new Masonic Temple will cost about \$75,000 and will be a beautiful building.

The first train over the Gary, Hobart & Eastern traction line was run from Gary to Hobart last week, carrying a band and many guests. The new road opens up a rich agricultural country.

The War Department is gathering data as to shipping volume at Michigan City, South Bend, Elkhart, Goshen and Fort Wayne, in connection with the preliminary survey made by engineers of the proposed ship canal from Lake Erie to Lake Michigan.

A farmer at Waldron recently made a shipment of thirteen cars of hogs to the Indianapolis market, for which he received \$17,000.

The State Conference of Charities and Corrections will be held at Logansport Oct. 12-15.

The Terre Haute Adscript Club has been formed at Terre Haute, with fifty wide awake and hustling members.

The South Bend Council is beginning a war on telephone, electric light and all poles in the business section and portions of the residence sections.

To encourage breeding and care of live stock, the Pittsburg, Cincinnati, Chicago and St. Louis Railway will operate a special train over its Logansport and Richmond divisions during the week beginning Sept. 30.

Warsaw will hold a street fair during the week opening Oct. 7.

Manager Emmons, of the Northern Indiana Railway, reports that near-corner stops for street cars have proven a failure at Fort Wayne and that people were glad to return to the old system. Almond Griffen.

How Much Did He Lose?

A St. Louis grocer and not a mathematician, has asked the police to solve a little financial problem for him.

A well-dressed, smooth-talking young man entered his store and asked for a 5 cent jar of mustard. He gave a \$10 bill in payment, and upon receiving his change remarked that he thought he had handed the grocer a \$1 bill.

"You certainly are an honest man," he said. "You might have given me only 95 cents in change and I would not have discovered the mistake."

Then the customer produced a \$1 bill placed it with four of the \$1 bills the grocer had given him in change

and asked the grocer if he would mind letting him have a \$5 bill for the five \$1 bills. The grocer threw a \$5 bill on the counter.

"Here, I'm robbing you of all your change," said the customer, picking up the \$5 bill and the five \$1 bills. "I can do better than this. Just let me have my \$10 bill back and I'll give you this \$5 bill and the \$1 bills."

The grocer made the change, and the customer left the store. Later the grocer, in going over his cash, discovered a shortage. He told the policeman he was not sure, but thought he was out about \$5.05. The policeman insisted the grocer was shy \$9, and the clerk at the police station to whom the report was made figured the shortage to be \$6.

Satisfy and Multiply

Flour Trade with
"Purity Patent" Flour

Grand Rapids Grain & Milling Co.
Grand Rapids, Mich.



**Not a Substitute
Mapleine**

Is an original flavoring producing a flavor similar to Maple in cakes, candies, puddings, tasties and sugar syrups.

Order a stock from your jobber, or

The Louis Hilfer Co.,
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

— ESTABLISHED 1876 —

When you want to Buy or Sell **Clover or Timothy Seed** Call or write

MOSELEY BROTHERS
GRAND RAPIDS, MICH.

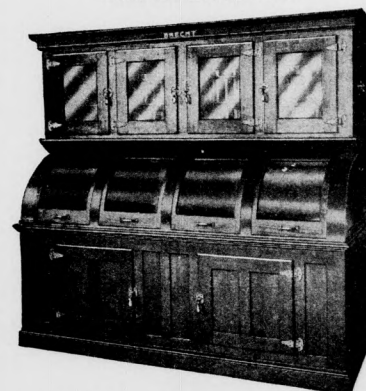
Geo. Wager, Toledo, Ohio

Wholesale distributors of potatoes and other farm products in car loads only. We act as agents for the shipper.

Write for information.

Brecht's Roll Top Refrigerators

PERFECT INSULATION



Made of Pine, Oak or any wood desired

Are constructed in a scientific way and thoroughly insulated the same as our coolers. Their reputation for efficiency and economy in ice consumption is well regarded by the grocery trade. Only the best selected woods are used. Hardware is of solid brass, quadruple nickel-plated.

**The Brecht Patented
Ventilating Ice Pan**

used in all our refrigerators is the most important and up-to-date development in refrigerator construction. It assures a dry, cold air, sweet and pure. Illustration shows our style "B" with four sections and overhead compartments for displaying package butter, rolls, etc. We build them from two to six sections, also special sizes.

Use a Brecht Refrigerator for Economy. Write us for any information on grocer or market equipments Dept. K.

The Brecht Company
Established 1853

Main Offices and Factories:
1201-1215 Cass Ave., St. Louis, U. S. A.
New York, Denver, San Francisco, Cal.
Hamburg, Buenos Aires

Watson - Higgins Milling Co.
Merchant Millers
Grand Rapids :: Michigan

Hart Brand Canned Goods

Packed by
W. R. Roach & Co., Hart, Mich.
Michigan People Want Michigan Products

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

104-106 West Market St.
Buffalo, N. Y.

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs in active demand and will be wanted in liberal quantities from now on.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

GONE BEYOND.

Death of William Logie, the Long-Time Shoeman.

William Logie, associated in the ownership of the Rindge, Kalmbach, Logie & Co., Ltd., and the Monroe avenue retail shoe house of Rindge, Krekel & Co., one of the most prominent business men of the city, died at the family residence, 636 Hawthorne street, Sunday after a short illness.

The immediate cause of his death was the swallowing of a fishbone, which found its way to his heart and caused hemorrhages which weakened him to that extent that he could not rally.

The body remained in state from 10 to 2 o'clock Tuesday and the funeral services were held at the residence at 2.30. Rev. John T. Thomas, Jr., officiated. The active pallbearers were C. L. Frost, James R. Wiley, Henry Idema, Lee M. Hutchins, C. Wilson and Edwin Owen. The honorary bearers were William Judson, E. D. Conger, E. A. Stowe, Henry B. Herpolsheimer, D. Forbes, Daniel Stekete and Amos S. Musselman.

Biographical.

Wm. Logie was born at Flamboro West, Ontario, Dec. 5, 1851, his antecedents on both sides being Scotch, his parents having emigrated to America from the Orkney Islands about sixty-eight years ago. When he was a year old the family removed to St. Mary's, Ont., where they remained ten years. They subsequently removed to Alsie Craig, where they remained two years, thence to Grand Rapids, where they arrived on St. Patrick's Day, 1865. Mr. Logie went to work for the Michigan Barrel Co., being assigned to the measure department. In September, 1865, he entered the employ of Whitley, Rindge & Co.—the predecessor of the present house of Rindge, Kalmbach, Logie & Co., Limited—as salesman, packer and porter. He swept the floor and washed the windows mornings, waited on customers during the daytime and at night assisted Mr. Rindge and Mr. Bertsch in packing the goods they had sold during the day, frequently taking them to the headquarters of the stage lines then centering in Grand Rapids. It was often midnight when Mr. Logie completed the work of packing and marking goods for transportation the next day.

After serving nine years in this capacity he was promoted to the position of traveling salesman, taking the old territory covered by Mr. Bertsch and a portion of the territory covered by Mr. Rindge. This included the available towns from Grand Rapids to Petoskey on the G. R. & I. and to Seney in the Upper Peninsula, including drives to Charlevoix, Sherman, Elk Rapids and Little Traverse; the F. & P. M. from Coleman and Mt. Pleasant to Ludington and Manistee; Trufant and Coral on the D. L. & N.; the D. & M. to Grand Haven and Muskegon and the Pentwater branch; the Michigan Central to Eaton Rapids; the South Haven branch; Bellevue and Olivet on the Grand Trunk and the Lake Shore from White Pigeon to Allegan; Chicago & West Michigan from Grand Junction to Watervliet. He saw his trade every six weeks with the regularity of clock-

work. When he first started out on the road he went to Petoskey four or five years before he ever saw the town by daylight. In those days there was only one train a day on the G. R. & I. and he usually arrived in town about 9 o'clock in the evening, borrowed a truck of the baggage master, pushed his trunks over to the store of his customer, opened up after the store was closed for the day, sold his customer, re-packed his trunks, pushed them back to the depot and went to sleep in the chair car, not awakening until he was aroused by either Captain May or Captain Heath in time to get breakfast in Mancelona the next morning.

Those were strenuous days for the boys on the road and few of those who are now calling on the trade can recall the privations and obstacles which the

est of three children. How well he discharged the duty placed on his young shoulders is a matter of common knowledge among those who have resided here for fifty years. His kindness to his mother and the other members of his family became proverbial and he was frequently pointed to as a model son and brother.

Mr. Logie was married Dec. 10, 1874, to Miss Carrie L. Bertsch and had three children—Charles and William, both of them are on the road for the Rindge, Kalmbach, Logie & Co., Limited, and Grace, who is now married and resides in this city. The family made a tour of Europe in 1900 and again in 1903. They have traveled all over this county from Maine to California and from the Upper Peninsula to the Gulf. They reside at 636 Hawthorne



traveling man of forty years ago endured.

After fifteen years' apprenticeship on the road Mr. Logie was promoted to a position in the house and, on the retirement of Mr. Bertsch from the former firm of Rindge, Bertsch & Co., he took entire charge of the purchasing department, which he still managed to the entire satisfaction of his house, his customers and himself.

In the logic of events Mr. Logie's fidelity to the house brought its reward, as fidelity and faithfulness invariably do. In 1877 he was given a working interest in the establishment, which he increased from time to time, until he owned a quarter interest in the magnificent business established and maintained by his house.

When he was 16 years old his father died, which made him the head of the family on account of his being the old-

street and have a handsome summer cottage at Macatawa Park, where they maintain a yacht during the summer season.

Mr. Logie was a member of the Westminster Presbyterian church nearly forty years and had been a constant attendant since 1866, there being only two members of the society who have been identified with the organization as long as he had. He was a member of the Board of Trustees for many years and President of the Board for several years and Treasurer of the Sunday School for thirty consecutive years. He was a member of the Peninsular Club and the Macatawa Yacht Club. He was a member of the Grand Rapids Association of Commerce, having served as a director and chairman of the Wholesale Dealers' Committee. He also did good work as a member of the Industrial Committee. He was a director of the Peoples Savings Bank

and the Grand Rapids Leather Co. and was financially interested in the Grand Rapids Street Railway and several other public utilities. He was once Vice-President of the Western Shoe Wholesalers' Association and a member of the Executive Committee of the National Association of Shoe Wholesalers. He was subsequently honored by that organization to an election as President and, on his retirement from office, he was presented with a beautiful gold watch, which he carried up to the time of his death.

Mr. Logie was proud of the fact that, never to his knowledge, had he offended a customer. He was also proud of the record he achieved as a traveling salesman—of never being out but two days that he did not book orders for goods. He was also proud of the fact that he had been with one house over forty-seven consecutive years, beginning as clerk and gradually working up to the responsible position of buyer and sharing with Mr. Rindge the general management of the business.

Mr. Logie was a man without a hobby, unless traveling, money-making and church-going come under that head. He had not been fishing for forty-six years, when he said he got wet, got lost and got everything else but fish. He never attended a horse race or a ball game; never spoke ill of his neighbors or competitors. In all the years he was on the road he was never known to decry a competitor or run down his goods, and whether the customer gave him an order or not, he always carried the same smile and conducted himself as becoming a gentleman. The influence of the life of such a man as Mr. Logie can hardly be computed. Embarking on a business career, as he did, nearly forty-eight years ago, when roughness of speech and uncouthness of manner were, apparently, at a premium, he formed habits of sobriety, fidelity and personal purity which marked his entire career from the start. His life demonstrates that a man can be a salesman and yet rise above his condition; that he can be a traveling man and still maintain his dignity and serenity; that he can be a buyer for a large house and not resort to browbeating tactics and overbearing conduct, bringing into play the same courteous demeanor and gentlemanly attributes which crowned him with success from the beginning.

Appreciation of a Long-Time Friend.

The following tribute to the sterling worth of William Logie, written by Arthur S. White, appeared in the Michigan Tradesman of May 3, 1911:

Said William Logie to the writer a short time ago:

"I have read the historical sketches written by you for the Tradesman during the past several years and have greatly enjoyed them. I have been especially interested in the incidents related in the lives of old citizens, many of whom I knew, who have passed away. I have a request to make of you at this time: When I pass way I wish you would write a few lines, telling the readers of the Tradesman that you knew me."

I can not grant your request, my friend. Life is so uncertain that to

Order It From Us



Everything good that is made as good as it can be made in superior wet weather foot wear.

Every one who knows, knows this is so.

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

Rouge Rex Shoes

Are Good Shoes



For this particular season Nos. 482 and 484 are especially good. The first is an 8 inch walrus blucher, and the latter is the same 10 inches high.

The stock is oil filled, which makes the shoes particularly adapted to wet weather service. Send us your orders.

HIRTH-KRAUSE COMPANY
Hide to Shoe
Tanners and Shoe Manufacturers
GRAND RAPIDS, MICH.



Women's and Children's Shoes

Made by Tappan, of Coldwater, Michigan, are ace high as regards true fitting features, shapeliness of lasts and stylishness of design. We center our entire effort toward making high class McKay sewed shoes that stand out conspicuously as every day sellers in the best boot shops of the country.

The Hoosier School Shoe

For girls and young women is a specialty which has attained great favor from the retail shoe merchant. We make them in heavy Dongola, Gun Metal Calf and Mule Skin, and we sell them at prices that give the retailer a wide margin of profit.

TAPPAN SHOE MFG. CO. :: Coldwater, Mich.

make such a promise as you desire would be unwise. I might not be able to fulfill it. But I shall claim the attention of the readers of the Tradesman for a few moments and tell them something about you now:

Forty-seven years ago the firm of Whitley, Rindge & Co. was engaged in the business of selling boots, shoes and other articles of footwear at No. 18 Canal street. I never met Mr. Whitley, but Mr. Rindge was an active young business man, ambitious and determined to rise in the business world. He did not ride an iron grey horse nor carry a toothpick of wood in his mouth in those days. His tastes were simple and his requirements few, but the people whom he met liked him and he steadily grew in popular estimation. "But what," the reader naturally asks, "has all this to do with Mr. Logie?" Just this: Mr. Rindge recognized in the boy, Logie, the elements of true manhood and made a place for him in the store. The boy rapidly developed qualities of salesmanship, and while the firm grew in financial strength the boy, Logie, kept pace with the rapid stride Mr. Rindge had set. My acquaintance with the youth began about the year 1870, when I purchased a pair of shoes for a member of my family. The shoes did not fit the person for whom I purchased them, and I took the pair to the store for an exchange. Mr. Logie was not present and another salesman waited upon me. The second pair was no more satisfactory than the first and when I again returned to the store of the firm I handed the shoes to Mr. Logie. Unwrapping the package Mr. Logie asked: "Who gave you this pair? This is not the grade of shoes you bought." I replied that one of the firm's salesmen had made the exchange.

"Well, he made a bad mistake," Mr. Logie continued. Taking down another box (in those days boxes capable of holding a dozen pairs each were used by retailers) Mr. Logie selected the pair that I needed. I thanked him and went my way. "A little thing," you say? Yes, it was a little thing, but it was big enough to secure the trade of myself and family during the following forty years.

"A little thing," you say? Yes, it was a little thing, but it was big enough to reveal the character of William Logie. A man without his high sense of honor would have given me a poor pair of shoes in exchange for the poor pair I returned, and in all probability I would not have known the difference. Mr. Logie's business career has always been upward and onward. When the firm engaged in the manufacture of footwear Mr. Logie took up the work of selling the goods to the country trade. Many years he spent in travel and to his efforts the firm is largely indebted for the large trade it has established. In later years he was admitted to partnership and since has served the house as a buyer and sales manager.

Mr. Logie is a father and a grandfather and the husband of a model wife, also a member of the Presbyte-

rian church. As a member of the Board of Trade and one of its life directors, he is a public spirited citizen, with a ready hand to assist in every enterprise designed to benefit the public. He is middle aged, enjoys good health and his work, and is a fine specimen of the man of business, of whom Grand Rapids as a city is proud.

I have written the above without his knowledge or consent and its publication may embarrass and annoy him. He is a modest man but not a resentful one, therefore I hope to deserve hereafter the warm friendship he has freely given me in the past.

Woman as a Shoe Store Patron.

It has often been said that, with man, shopping is a thing apart; but with women it is a serious business. And whether you look upon this statement, and others of similar import that one not frequently hears as derogatory to the fair sex, depends entirely upon your point of view.

But "mere man" must admit—i. e., if he means to be absolutely frank in the premises—that, as a shopper, he isn't in the running with the "eternally feminine." It simply isn't in his nature to compete with her in this province. She has both a finer intuition for bargains and more patience in continuing on the trail of them until she lands them. And her skill in stretching the elastic dollar to the limit of its capacity is something that never fails to interest and astonish the masculine mind.

But the feminine penchant for bargains is merely an incidental expression of her shopping instinct. And it is conspicuous only because her natural impulse must so often be controlled and kept within arbitrary limits. Give her an unlimited purse and she'll astonish the natives by the prodigality and brilliancy of her purchases.

The advertising manager of a big, prosperous shoe store in the Middle West recently said: "The women of this town are our big customers. And it's on our women's lines, rather than the men's and children's shoes, that we make our real money." And he went on to tell how, when a woman really got her heart set on a pair of shoes, she'd somehow dig up the price no matter what they cost her. So, knowing as that astute advertising man does, the susceptibility of the feminine heart to the charms of elegant and modish footwear for women, he is eternally ringing the seasonable changes on stylish and desirable footwear for feminine dressers.

And the prices that big, up-to-date shoe shop gets for some of its smart shoes for women's wear is enough to make the faint-hearted gasp. They asked—and got—from five to nine dollars a pair for suede shoes, when suedes came in. They priced their velvet shoes at about the same figures when velvets were new—and they got over with it. And last fall and winter they sold over-gaiter boots at seven dollars the pair; and white bucks from six to ten dollars. They find no difficulty in selling imported buckles at anywhere from three and a half to seven dollars the pair.—Shoe Retailer.

Cottages Built for Laborers.

According to a report made to parliament on March 31, 1912, the government has built in Ireland 39,241 laborers' cottages, and 3,439 additional homes of that kind were under construction. Loans aggregating \$38,465,877 have been sanctioned for these cottages, of which \$34,441,670 has been received. The total amount of

laborers' rent for the year was \$553,904. In Munster province 16,122 cottages have been built and 1,638 are under construction. These cottages, erected by the government, are located chiefly in the country districts, and, with one-half acre of land, rent to laborers at 24 to 36 cents per week, which is less than the amount charged for interest on the loans, the difference being borne by the taxpayers.

A Strong Black Elk Blucher At a Price



This shoe is solid with first quality Sole Leather counters, insoles and outsoles—

BUT—second selection of Heavy Elk upper stock.

It is not a smooth shoe—but it will wear like Iron.

No. 2312 at \$1.75. Less 10% in 10 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Have You Ordered Your

"Bear Brands"

Yet?

If not, would it not be the wisest of business policy to order them now, so you will have them when needed?

The Wales Goodyear (Bear Brand)

Rubbers are the undisputed standard of quality, and if you are not handling them you are not getting all you should in the way of quality.

Order to-day or send card for price list.

Herold-Bertsch Shoe Co. (Distributors)
Manufacturers "H. B. Hard Pan" and "Bertsch" Shoe Lines
Grand Rapids, Mich.

Doings in the Buckeye State.

Written for the Tradesman.

Annual membership dues of the Toledo Commerce Club have been raised from \$16 to \$20.

Seventy miles per hour is the maximum speed now allowed trains over the Pennsylvania system. Special speed restrictions also govern all curves.

The State recently purchased a million pounds of meat in a lump, at an average price of 10 cents per pound. It was bought by the board of administration for the State institutions and will last three months.

A site of forty acres has been chosen a short distance south of Dayton for the Montgomery-Preble county tuberculosis hospital.

Youngstown has adopted regulations for the city market. West Boardman, West Front and Chestnut streets are designated as market streets and spaces will be numbered and sold. Spaces about the market house shall bring \$24 dollars a year and along the market street \$20. No hucksters may buy spaces and wagons must be backed to the curbs and horses unhitched during market hours. Those using the market must sell goods in broken quantities and the superintendent will make an effort to have meat and produce dealers use the market and that arrangements be made for the delivery of goods. The market opens at 5:30 a. m.

Toledo's industrial exposition opened last week with an address by Mayor Whitlock and with a crowd of 8,000 people. The display of made-in-Toledo products was a revelation even to the home people.

Akron is again taking up the grade crossing problem and seeks to have the city's share of the expense reduced from \$720,000 to about \$125,000.

Dayton has appropriated \$78,675 for street improvements and is also taking steps toward better lighted thoroughfares.

The new laundry at the Columbus State Hospital will be completed in December and will be the most perfect establishment of the kind in the State.

The Canton Business Men's Association is arranged for a house warming night in November, when the headquarters will be thrown open to the members of their families. A fine lucheon will be served and there will be music and other events.

The Scioto Valley Traction Co. will finance the Union Depot Co., which plans to open a large interurban station in Columbus. It is estimated the station will cost half a million dollars.

The Canton Business Men's Association has appointed a special committee, the names of members being kept secret, to observe the window dressings in various stores of Canton from Oct. 1 to Nov. 15, at the end of which time cash prizes of \$5, \$3 and \$2 and engrossed letters of commendation will be awarded for efficiency in window trims.

Interurban railroad officials were summoned before the State Utilities Commission at Columbus recently to answer to complaint of a committee of

traveling men, headed by Secretary R. F. Somerville, of the United Commercial Travelers, of lack of pure drinking water and sanitary accommodations on interurban cars.

Almond Griffen.

Curtailling the Expense of Delivering Goods.

It is a recognized fact that part of the high cost of living—a popular topic in every community and a complaint of which the retail merchant has had to bear the brunt—is due to expensive systems of delivery. In the smaller town this can be quickly remedied. In many towns it has been done; but many merchants singly have endeavored to do away with free delivery and have almost invariably found that as individuals they can not accomplish this result. The consumer has no means of transporting the goods he buys except at great inconvenience. The merchant, therefore, must transport them for him to his home, and to have a store price or a yard, price with the delivery cost added when goods are delivered, has not worked out satisfactorily.

In the smaller town, at least, the solution is simple and will do away with the maintenance of idle teams and expensive equipment. In Allegan, for example, a town of 3,000 people, the merchants do not maintain individual equipment. All of the goods are delivered by a central delivery agency. Orders are supposed to be ready for delivery at a certain hour. The wagons make their rounds, pick up the goods of rival merchants and deliver them with a tremendous saving of investment and expense to the merchant and consequent saving of cost to the customer.

Although of less importance, suggestion has been made of the ease with which the Board of Trade may

officially promote early-closing movements, giving the merchant and his employes more liberty. This question can be attacked at two angles. First, consumers may be educated to the injustice of compelling the merchant to work long hours, even Sundays, to suit their convenience, or even to suit their indolence. The merchant himself can be induced by a disinterested committee to agree to a general early-closing movement in his line or in all lines, which compel

consumers to make their purchases within reasonable hours.

There is room at the top of every business for the man who goes down to the bottom of things.



Rubber Boots For Your Fall Trade

Let us ship you a case or two of famous WOONSOCKET BRAND "ELEPHANT HEAD" BOOTS.



Bear Brand
Wales Goodyear
Connecticut
Woonsocket

THE MAUMEE RUBBER CO.

224-226 Superior St., TOLEDO, OHIO

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of Furniture in America

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

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

Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan

You have had calls for

HAND SAPOLIO

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

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

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



Be Sure and Make Your Refusals Pleasant.

Written for the Tradesman.

Quite recently a number of merchants in a certain section of country decided that they would no longer send out goods on approval. Various reports have been received as to the result of the experiment. One merchant claims that the plan is doing away with a serious nuisance without injuring trade at all. Another declares that he will have to drop the scheme—finds he is losing customers.

Where results so directly oppose are reported, the trouble must largely rest, not with the refusal itself so much as with the manner in which the merchants and their salespeople refused.

Customers are, after all, merely human. Jump on them hard, and they'll feel like coming back in kind. Talk to them pleasantly and reasonably, and they'll usually see things from your point of view.

The other day a man went into a dry goods store. He lived in the suburbs and his wife, rather than come down town, had commissioned him to look at some ends of table cloth on sale, and to buy a piece of a certain length at a specific price per yard. There was nothing entirely answering the description, but one piece he thought would prove satisfactory.

"I'll take this," he said, "provided if it doesn't suit you'll exchange it—of course within a reasonable time."

"We don't exchange goods on sale," the clerk snapped. Then, in a more pleasant tone, he added, "But it's an excellent piece of goods and you can feel perfectly safe in taking it."

In very good style he proceeded to bring out the strong selling points of the article. Nevertheless, the customer after listening without enthusiasm, announced that there was nothing doing.

While the salesman's selling talk was excellent, his attempt to make a sale was "queered" at the very start by the blunt words in which the refusal to exchange was couched. Having created a strongly antagonistic atmosphere, he could not overcome it.

A dry goods man had put in a special shirtwaist display at attractive prices, the goods being plainly marked, "On Sale Friday Afternoon." On Thursday afternoon a lady making some other purchases noticed the display and wanted to buy one of the shirtwaists at the special price.

"I'd be immensely pleased to sell you the whole window, Mrs. Blank," returned the merchant, with a smile, "but"—he indicated the card—

"those goods aren't on sale until tomorrow afternoon. Now, you appreciate the fact that if a store makes a representation of any kind, it must be lived up to. Now, what confidence would you have in me if you learned I had quietly let some one have some of my goods before the advertised selling time? Not much, I'm afraid. But if you'll come down to-morrow, we'll be glad to show you the entire line. We have some exceptionally fine bargains and you'll be able to make a good selection."

All this was spoken in a pleasant, friendly tone that at once set the lady at her ease. The bluntness of the refusal was tempered by the manner in which it was made. The lady took the refusal in very good part and probably left the store with a much higher confidence in the merchant's sense of honor than ever before.

It is necessary now and then in business to say "No," but the negative should always be couched in pleasant, friendly terms. There is no need to antagonize the customer.

William Edward Park.

Profits Come From the Pennies.

Attend to the little things. Do not believe that they are unimportant. Every trifle bears its own proportion of the general results. Little drops of water, you remember, and little grains of sand. Profits come from the pennies.

Napoleon never lost a battle until he began to neglect trivial details in preparation. He was defeated once because he had omitted to make certain that artillery could pass along a certain mountain road. He sent his artillery over that road, and it never reached the firing line. The way was too narrow. It was a small thing to think about and fuss over, but it lost him a battle, and battles lost cost him the world.

Little things may seem to be uninteresting. Young ambition is likely to fall out of patience with them. Do not let them be uninteresting. Whether a thing engages your interest or not depends upon you, and not upon the thing. It is a matter of the point of view. Adjust your point of view; compel your interest in trifles. They are important; they go to make the whole.

Success does not come through the crises met. Any one can arise to a crisis. There is a challenge in it. The little things do not challenge; they do not stimulate the imagination by an atmosphere of the heroic. But it takes as much courage to meet them day by day as it took to go down with the Titanic.

John A. Howland.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

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

Stable Blankets
Square Blankets
Wool Robes
Fancy Plush Robes
Steamer Rugs
Bells
Horse Covers
Buggy Aprons
Fur Robes
Fur Coats

Will be pleased to mail you our latest price list

Sherwood Hall Co., Ltd.
30-32 Ionia Ave., N.W.
Grand Rapids, Michigan

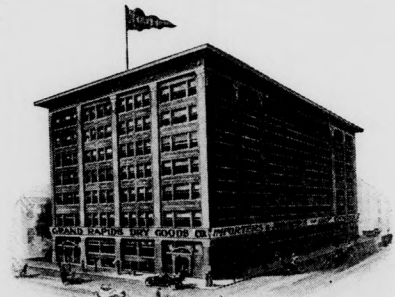
Just received a shipment of

Cotton Perle

D. M. C. No. 3

in skeins. Have colors or white.

Mail Orders Given Prompt Attention



WHOLESALE ONLY

GRAND RAPIDS DRY GOODS CO.
Corner Commerce Ave and Island St.
Grand Rapids, Mich.

House Cleaning

House cleaning time is here, the time when your customers buy Lace Curtains, Curtain Nets, Curtain Swisses, Shades, Curtain Rods, Rugs, Carpets, Oil Cloths, Linoleums, Mattings, etc. If your stocks are low let us replenish them for you. Mail orders promptly and carefully filled. ☺ ☺ ☺

Paul Steketee & Sons
Wholesale Dry Goods Grand Rapids, Mich.



FREE ADVERTISING IN THE "SUNBEAM"

Reaches the best dealers in

MICHIGAN, OHIO, INDIANA, WISCONSIN

Send for a copy and details—NOW

BROWN & SEHLER CO.

Home of Sunbeam Goods

GRAND RAPIDS, MICH.

First Annual Convention Of the National Confederation.

Lexington, Mo.,—The National Federation of Retail Merchants will hold its first annual convention at the Planters Hotel, St. Louis, November 19, 20 and 21.

This meeting will not be confined to retailers only who represent the various retail associations of the country, but will be a gathering of all those interests in the country who are particularly interested in and dependent upon the retail trade. This will include retail associations of every class, including local, state, and national, and the representation will not be limited. Every organization will be welcome to send as many delegates as they desire, whether they have affiliated with the Federation or not, and in addition thereto, all members of such organizations will be welcome to participate, whether delegates or not.

We also invite to this meeting the editors and representatives of trade papers, officers of the various country newspaper organizations, editors of the country and daily press, representatives from the traveling men's associations, commercial clubs, and jobbers' and manufacturers' associations throughout the country. In other words, we want to make this a National Retailers' Conservation Congress.

The convention will be addressed by the best talent we can secure, of national reputation, who will discuss the big questions now confronting the retail merchants of the country.

I shall be more than glad to have you give as much publicity as possible to this coming gathering. An official call for this convention will be mailed later, together with the program for the occasion. Special railroad rates will be arranged for.

Please remember that you have an invitation to be present in person, and to participate in the deliberations of the convention.

T. R. Moorehead, Secy.

Some Vacation Reflections.

The vacation season is over. The Saturday half-holiday, too, has passed away. Until Thanksgiving makes a momentary break in the strain life for almost all humans now become one "demnition grind." What a pity! Even the Christmas period hardly offers enough pause to enable hurried workers to catch a breath. We bend ourselves to the task. We chase the elusive dollar through all the rains and snows and frosts of the winter and all the capricious pranks of the so-called spring. In the summer we rest for a few moments and then we hasten onward again.

If we were all doing these things because it was imperative to do them in order to earn a living we might forgive ourselves. But if we honestly confront our own souls and confess the solemn truth we shall have to admit that most of us could get enough to live on and yet have far more time for play than we have now. The trouble with most of us is that our conceptions of play be-

come so false and misleading that we have to pay a heavy price for them in hard labor.

Summer is, of course, a most favorable time for the vacation. It is the time when one can enjoy the delights of sailing a boat. But it is not an undisputable fact that in order to have real pleasure on the water one must own at least a \$6,000 motor boat. If one were not obsessed by such ideas as that one might have time to take a day off in the winter and go skating.

Summer is the time to steep one's soul in the pleasures of the road. But in order to enjoy them it is not essential that one should own an automobile. Yet what American faces the finger of scorn which is certain in this pretentious land to be pointed at the man on a walking tour?

There are a hundred ways of getting recreation and health in the summer at a modern cost, but the true American spirit despises them. One must at least appear to be wealthy. This is one of the reasons why the summer vacation season is for us so short and the unbroken season of holding the nose to the grindstone so long. If we were perhaps a little less exorbitant in our demands of life we might have a little more time to play in the fall and winter and spring.

If we would spread our butter thinner we could spread it wider. But most of us would rather go to some small place and look very large for a short time than get lost in the crowded ranks of the average. So here we are back again and hard at it. In the ripeness of time we shall all get a long vacation. But we shall not know much about it when it comes.

Does all this sound pessimistic? It isn't. It is only a plea that while we journey through life we may do a little more living by the way.—New York Sun.

To Abolish Straitjackets for Insane.

Straitjackets and other violent measures are being abolished at the great hospital of Ste. Anne, on the recommendation of Dr. Mangin, a noted alienist. He says it is a mistake to use force in the treatment of crazy people, even though they be of a disposition to provoke violence. He advocates doing away with male nurses, holding that persons of unsound mind should be cared for by women, on account of their greater kindness towards patients. Dr. Mangin has put his theories into practice in his own wards in Ste. Anne, where 4,000 persons a year are treated for madness. Instead of straitjackets and solitary confinement the alienist advocates and is putting into practice what he calls "the bed cure"—that is, long hours in bed, with every opportunity for repose. Gentleness and patience, according to Dr. Mangin, have already proved at Ste. Anne's their superiority over harshness, particularly in curing cases of acute delirium in maniacs and fever sufferers, as well as melancholia and delirium tremens cases.

LAMSON

Your Store Needs Centralized Service

A Lamson Carrier **CENTRALIZES.**

Does away with the out-of-date Local Cashier plan or the discourtesy of obliging customers to carry check and money to cashier's desk.

Eliminates the shortages which cash tills can't stop and *Can't prove.*

Isolates the cashier from clerk and customer, supplies her with business-

like saleschecks, makes bookkeeping and balancing easy and accurate without duplication of work.

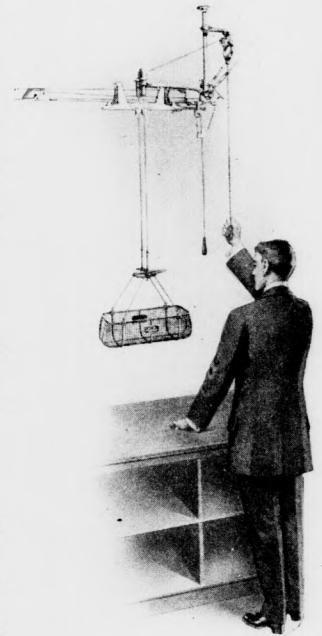
Saves time and temper; fixes responsibility immediately, lowers operating cost and **PROTECTS YOUR INCOME—BY CENTRALIZING.**

The Lamson Company

(Dept. No. 3) BOSTON, U. S. A.

Representatives in all Principal Cities.

SERVICE





Michigan Retail Hardware Association.
 President—Charles H. Miller, Flint.
 Vice-President—F. A. Rechlin, Bay City.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

The Mailing List and How to Use It.

Written for the Tradesman.

The hardware dealer who sells farm implements as well as the exclusive implement dealer ought to have a mailing list composed of the names of truck gardeners and farmers in his vicinity.

To the implement man every man in his community who uses farm or garden implements is a "prospect." Many of these "prospects" are not known personally to the implement dealer; many of them doubtless never visited the implement dealer's place of business; but that circumstance has no bearing on the matter. Inasmuch as they are accessible to a given farm implement dealer and use garden or farm implements, the enterprising dealer who carries such commodities regularly in stock, has a perfect right to look upon such people as "prospects."

When it comes to defining such terms as "vicinity" and "community"—both of which I have used in this connection—no hard and fast lines can be laid down. The dealer who is located either in a county-seat town or in any other sizeable and important town, would certainly seem justified in looking upon the farmers of his county as legitimate "prospects." But suppose one's town is neither a county-seat town nor by any means one of the largest towns in the county; is there anything in

"community" are vague and indefinite terms, and mean much or little according to the man. It is possible that a merchant with a large line of farm implements, advantageously located in the big county-seat town, with numerous possibilities everywhere about him, may be, to all intents and purposes, "a dead one," while another dealer off in some obscure little town may put out a line of selling talk that will make him known from one end of the county to the other. Manifestly, then, a man's "community" depends altogether upon the size of the man.

The Value of the Mailing List.

Looking at the matter from an advertising standpoint, direct mailing is a profitable and relatively inexpensive mode of publicity for the implement dealer.

With a good live list of names easily accessible—and to make them instantly accessible the card index system should, by all means, be installed—you can go directly to the people whom you want to reach and influence, and while you are going to one you are going to one hundred, or to five hundred, as the case may be.

If you have never made a beginning, by all means begin; for the implement dealer who is unmindful of the possibilities of the mailing list is missing a whole lot of business that he might just as well have.

And when you do start in to get up a mailing list, start right. Get you a small card index cabinet—something light, convenient, easily manipulated. Your stationer or office appliances man will be able to show you just about what you need, and it won't cost much. Here are two little cabinets such as I have in mind, which I clipped from the cata-



logue of a concern manufacturing filing appliances of various kinds. One of these little cabinets has two compartments, and the other four; the approximate card capacity of the smaller cabinet is from 1,850 to 3,150 cards, depending on the card stock. Card index cards ordinarily come in light, medium and heavy cards. For the farm implement dealer's use, medium cards will serve his

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Aeroplane Toys

And High Grade Wheel Goods
 Send for catalogue

MICHIGAN TOY COMPANY
 Grand Rapids

Established in 1873

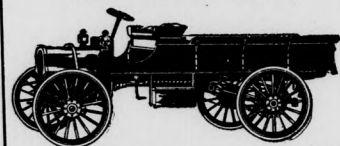
BEST EQUIPPED FIRM IN THE STATE

Steam and Water Heating
 Iron Pipe

Fittings and Brass Goods
 Electrical and Gas Fixtures
 Galvanized Iron Work

THE WEATHERLY CO.
 18 Pearl Street Grand Rapids, Mich.

Chase Motor Wagons



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

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

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

Foster, Stevens & Co.

Wholesale Hardware

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

Diamond Brand Steel Goods

The True Temper Kind

What about your next season's requirements

Give us a try



Michigan Hardware Company

Distributors

Exclusively Wholesale

Ionia Ave. and Island St.

GRAND RAPIDS, MICH.

requirements; and each of these compartments in the smaller cabinet will hold about 1,000 cards. So the little cabinet will accommodate a mailing list of 2,000 names.

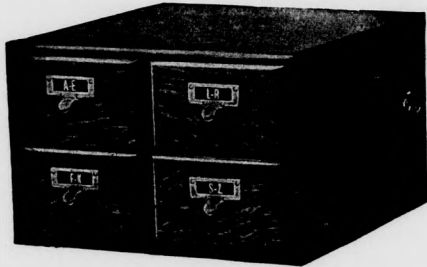
Your stationer will probably not be able to show you a stock card exact-

A good plan for imparting life and go into the form-letter is to inject the so-called human element into it. Suppose you are anxious to bring to the attention of the farmers of your community some new implement or device that the manufactur-

that he is welcome to use your store as his headquarters during his stay in the city.

It will pay you to get up a live mailing list and go after business by mail.

For Dealings in
Show Cases and Store Fixtures
Write to
Wilmarth Show Case Co.
Grand Rapids, Mich.



Name		Jno. T. Crawford	
Address		Lima, O., F. R. D. No. 7.	
Business F.		Rating OK	
Literature		Remarks	
Kind	B		
Date	9/4 9/21		
Letter	1 2 3		
Date	9/4 9/21 9/30		

ly suited to your requirements, but he will be glad to prepare them specially for you; and here's the way they ought to be gotten up.

This card is 3x5 inches. If this card is not large enough it can be made 4x6, as card index cabinets are built for both sizes. In the third line in the upper part of the end card there are blanks for two items—"Business" and "Rating." The "F" indicates that Jno. T. Crawford of Lima, Ohio, is a farmer; if he were a truck gardener he would have been listed T-G.

All that is mailed out to farmers and truck gardeners by the farm implement dealer is designated "Literature," whether catalogues, pamphlets, folders or other printed matter supplied by the manufacturers of farming implements, or whether it is a form-letter prepared by the dealer himself.

In order to facilitate matters in keeping track of the literature sent out, all this printed matter supplied by your house can be classified in some convenient manner and each class indicated by a certain letter. Thus if your classification includes four kinds of printed matter such as two pamphlets and two folders, your classification will be "A," "B," "C," "D." While your circular or form-letters should be numbered 1, 2, 3, 4 etc.

Under the head of "Remarks" you will indicate if you get any response by way of inquiry. If the effort finally results in a sale, this fact you will also indicate on your card.

A Word About the Form-Letter.

The phrase "Circular Letter" is too often suggestive of something extremely dry, dull and ineffective. Now there is no reason why the form-letter should be benzoated. It can be made bright and interesting.

ers have been talking about for quite a while, and have at length gotten out.

Suppose they have sent along with the goods (as they usually do) a fetching little folder illustrating the article, telling how it's made and what it's made for, etc.

Now we'll suppose you want to get out say 200 letters to 200 different farmers in your community, sending them one of these little folders just to see what you can do with this mailing list that you have begun. We'll say there are five thousand farmers in your county. Now suppose you begin with your letter something like this:

Mr. Jno. T. Crawford,
Lima, Ohio.

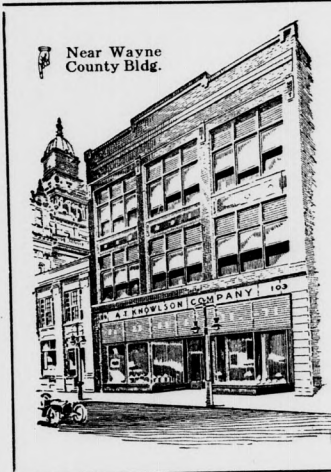
Dear Sir:

Out of the 5,000 farmers of this county I have selected your name as one most likely to be interested in our new Simplex Planter, etc.

Now the opening sentence of your letter will probably make a very favorable impression upon Mr. Crawford, and he'll be interested to know why you have selected his name from a list of 5,000 names; and why you think he will be particularly interested in hearing about this new device. So he'll read the communication to the end. Then, if you have played up the strong features about this new Simplex Planter you will have him sufficiently interested to read carefully the enclosed folder.

In the closing paragraph of your letter you should urge him to come in and see the Planter itself, reminding him that the finest illustration and the cleverest descriptive matter are inadequate to give him a full and complete idea of the implement itself; that to be correctly appreciated, it must be seen.

And you will impress it upon him



A. T. Knowlson Company

WHOLESALE

Gas and Electric Supplies

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USE THE BELL

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Every Bell Telephone is a long distance station.



FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeness **Lemon and High Class Vanilla**

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to **FOOTE & JENKS, Jackson, Mich.**

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Table Sauces Pork and Beans

Pickles—OF COURSE

HIGH GRADE FOOD PRODUCTS

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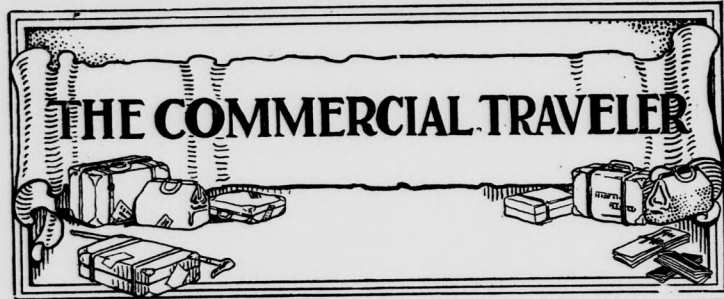


Mr. Pickle of Michigan

THE WILLIAMS BROS. CO. of Detroit

(Williams Square)

Pick the Pickle from Michigan



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 Secretary—Wm. J. Devereaux, Port Huron.
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Grand Council of Michigan, U. C. T.
 Grand Counselor—John Q. Adams, Battle Creek.
 Grand Junior Counselor—E. A. Welch, Kalamazoo.
 Grand Past Counselor—Geo. B. Craw, Petoskey.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Joe C. Wittliff, Detroit.
 Grand Conductor—M. S. Brown, Saginaw.
 Grand Page—W. S. Lawton, Grand Rapids.
 Grand Sentinel—F. J. Moutier, Detroit.
 Grand Chaplain—C. R. Dye, Battle Creek.
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. MeEachron, Detroit; James E. Burtless, Marquette; J. C. Saunders, Lansing.

Wafted Down From Grand Traverse Bay.

Traverse City, Oct. 1.—Often when a man is absent another can be found to take his place, but sometimes it requires several men to do his work. Fred C. Richter, the regular correspondent for the Tradesman at this point, being at the present time in Marquette, requested three men to do the best they could with the news at this point until he gets back on the job. As nearly every one has heard of Mr Richter, but many have not seen him we are presenting herewith one of his latest pictures and a short sketch of his eventful life. We have omitted many important happenings, some because we could not gather sufficient data and many were left out at the request of his wife after they had been fully explained to her.

Frederick Carl Richter was born in Berlin, Germany, January 31, 1881. He was the first born of fond parents and his mother still thinks there is no necessity of the "second coming" spoken of the Revelations as long as Frederick exists. At the age of 2 years, just as he was beginning to say "ein Glas Bier, bitte," the fatherland was left and our hero settled with his parents on a beautiful sandy farm near Manistee, were little Frederick found employment with the local merchants.

The Richters were well liked and respected people and, out of consideration for the family, Frederick was assisted out of town and accepted employment in the office of the Clark-Rutka-Weaver Co., at Grand Rapids. After a year in the office the management, at the request of the other office employes, removed him from this position and he was started on the road at the tender age of 19 years. Gentle reader, when you are inclined to judge a fellowman harshly, before doing so

consider all the circumstances. What would you do at the age of 19—a green country boy, meeting the trials and temptations of "the road?" For ten years our hero sold axes, grindstones, pancake griddles, etc., for the Grand Rapids house and three years ago severed his connections with it to take the same territory for the Freeman-Delemater Hardware Co., of Detroit.

December 5, 1902, Miss Nellie McLean, of Grand Rapids, denounced fu-



Frederick C. Richter.

ture happiness and independence and became Mrs. Frederick Carl Richter. At their home, 624 South Union street there are three sons, aged 8 years, 4 years and 7 months. Mr. Richter's mother lives near them in this city and we have heard some talk of a grandmother at Levering, but are unable to get the full details.

Mr. Richter is an enthusiastic U. C. T., having been instrumental in building up and maintaining the Traverse City Council, which elected him Past Counselor the first year and Secretary-Treasurer for three years. He has been elected Grand Secretary of the State for four terms, which office he now holds. Politically, he leans heavily to the Prohibition party and often has been heard to say "Down with rum." Mr. Richter owns his home, the money for which he saved by carefully handling his expense account and practising habits of frugality such as giving the McBain livery man a cigar and deducting the price of it from his bill; hurrying away

from the breakfast table of the P. M. eating house in Traverse City without paying his bill. When his wife is away he takes his meals at Joe's on Front street. At one time, needing medical attention, he consulted a veterinary surgeon at Bellaire, who put him to bed for one week and now he keeps all the necessary "dope" in his medicine cabinet at home. Instead of taking a Turkish bath "the morning after," he splits wood all morning. Since obligating Dave Ginrich, candidates are put through in the usual way. He one time tried to play possum at the dinner table at the Tustin House, but was unable to get away with it. He did a Marathon stunt with Liveryman Rogers, of McBain, as timekeeper one cold winter night a few years ago. He keeps rain coats, umbrellas, rubbers, etc., for relay purposes at Ludington, Manistee, Luther, and Mackinaw City. He has his picture conspicuously displayed in the U. C. T. hall at Traverse City and a hardware store in Fountain.

Aside from being an efficient salesman, Mr. Richter has gained a reputation as an entertainer not only at the recent hardware men's convention held at Grand Rapids, but among his many customers and there was some talk of presenting him with a medal for heroic work done at the fire in Boyne City.

The regular monthly meeting held Saturday evening was well attended. The following were initiated into the mysteries: T. F. Keaveney, John W. Bowman and William F. Morford. The visitors were H. G. McWilliams, Grand Rapids Council, No. 131, and W. H. Leonard, Auto City Council, No. 305. During the meeting the ladies enjoyed a visit in the parlors and later a modest spread was put on in the dining room. It was just like a big family reunion.

The first of our series of twelve parties was given Friday evening and, owing to the excitement of the fair and our regular meeting the following evening, several were unable to come who will be present at the remaining numbers. The twenty-five couple, however, who did attend report a very enjoyable evening and assure us they will be there Oct. 11.

Albert Sorenson has handed the M. & N. E. a petition with two signers to have the Sunday trains continue all winter and put a siding in on Second street.

Archie Jordon was looking the fair exhibits over carefully Friday with a view of improving his farm. Jay Young was to accompany him.

Ray Thacker
 Adrian Oole.
 W. E. Bennett.

Thank God every morning when you get up that you have something to do that day that must be done, whether you like it or not. Being forced to work, and forced to do your best, will breed in you temperance and self-control, diligence and strength of will, cheerfulness and content, and a hundred virtues which the idle will never know.—Charles Kingsley.

Honks From Auto City Council.

Lansing, Sept. 30—Brother W. S. Webster, of Peoria Council, No. 112, representing the Emerson-Brantingham Co., of Rockford, Ill., is in Lansing this week conferring with the Michigan branch of the above company now located on Grand avenue.

Our Secretary received notice this morning that Brother A. D. Norton was quite severely injured last week at Chicago.

Brother D. J. Riordan, with Reid, Murdock & Co., of Chicago, leaves tonight for the Windy City to visit headquarters.

This week Bro. F. H. Hastings will cover that portion of his territory in which is situated a lake full of hungry bass. He has taken along his fishing tackle and will at least be able to tell us how the big one got away.

If wedding bells don't ring pretty soon, we will be justified in presuming that a certain sample Oldsmobile was built for demonstrations only.

Hotel accommodations at Marcellus are very limited since the Columbian House fire. Last week a bunch of politicians touring Cass county found it necessary to go out to the lake for supper. Manager Schneider says repairs will be made as soon as possible.

Brothers John Himilberger, F. D. Engle and J. B. Losey attended the State fair at Detroit, each exhibiting their respective lines.

E. M. Holley, with the Garden City Feeder Co., has returned from an extended trip in Canada. During the past four weeks he has exhibited his line at three fairs and reports good business with the Canucks.

Brother L. L. Colton should be given a Carnegie medal for his bravery in defending one of the gentler sex some time ago at Elsie. Wish we might tell the whole story.

It has been hinted that our Senior Counselor will invite the entire K. U. membership to a stag party at his home during the absence of Mrs. H., who is making a fortnight's visit at Grand Rapids and Casnovia.

District Deputy James F. Hammell paid an official visit to Cadillac Council No. 143, on the second Saturday of this month and will visit U. P. Council, No. 186, in the same capacity next Saturday. Only a few more open dates left.
 H. D. B.

To Model Ship After Bats.

The new system of preventing collisions at sea proposed by Sir Hiram Maxim is based on a theory of the bat's sixth sense. A century ago Abbe Spallanzani proved that bats could pursue and catch insects without seeing them. The vibrations or waves from the bat's wings, though of too low frequency to produce sound, are reflected back from obstacles they strike, and it is supposed that the bat is able to detect the reflections and thus to guide its flight. Soundings for similar echoes could be made on shipboard. With a wave generator of 200 to 300 horse power, vibrations could be sent out of about the same frequency as those of a bat, and it is believed that they would be reflected from five miles away sufficiently strong to be detected. A trial apparatus has been made by Sir Hiram.

Interesting Meeting of Upper Peninsula Boys.

Marquette, Oct. 1—Marquette Council, No. 186, did themselves proud last night, at their annual banquet and entertainment of the Grand officers and invited guests. Marquette Council is the largest and liveliest council in the State of Michigan for its size. Its hospitality is only held in check by the great waters of Lake Superior. The first to arrive to attend the annual banquet of Grand officers and invited guests was Past Grand Counselor W. S. Burns, of Grand Rapids. The next invited guest to arrive was Past Grand Counselor James T. Hammell, of Lansing. Mr. Hammell was escorted to his hotel and, after registering, he was informed by the clerk that there was no room left. Mr. Hammell expostulated with the clerk and advised him that he had written for a room two weeks ago. The very affable clerk informed Brother Hammell that his letter had been mislaid. At a very critical moment several boys of Marquette Council appeared upon the scene, led by Brother Charles A. Wheeler. Brother Wheeler, in a very loud and sonorous voice, protested at the treatment of their guest. At this moment the clerk thought that he might help Mr. Hammell out of his dilemma by rooming him in Parlor A, where there was a davenport, but no bed. The clerk explained to Mr. Hammell that the davenport was already occupied, but as the man was small he thought that perhaps Mr. Hammell might rest on the edge. Apparently the occupant of the davenport, from the looks of him, was a little the worse for his cups. Again Mr. Hammell protested and became very indignant at the treatment he was receiving at the hands of the hotel man.

Explanation followed explanation and Mr. Hammell woke up to find that the boys of Marquette had put one over on him. The dapper clerk of the hotel was none other than Brother Martin Melvin. The regular hotel clerk had changed to bell boy and the fellow on the davenport in Parlor A was none other than Brother Carl Kraft. Saturday morning Brother John A. Hoffman, P. C., of Kalamazoo, and Grand Counselor John Quincy Adams arrived in the city. After breakfast plans for the day were made for the entertainment of the visiting brothers. Brother Hoffman expressed a desire to get shaved before the great events of the day were to take place and probably at that moment one of the greatest events in his life took place and one as he said afterwards, if he lived to be as old as Methuselah, he would never forget. Marquette council possesses probably more diversified material than any council in the United States. They have great speakers, great humorists, great actors, great singers and many attributes too numerous to mention. But among this collection is one B. J. Goodman, probably the greatest imitator in the Northland. It was he who sold Brother Hoffman a thousand pounds of fish last year, while apparently being initiated in the order, and it was he who to-day stood with regulation barber's coat and, taking possession of the barber's chair in the Hotel Marquette, proceeded to give Brother Hoffman the closest shave of

his life. Apparently in the shaving of Brother Hoffman, Brother Goodman acted the part of a barber whose nerves had been shattered by the excessive use of alcoholic drinks. Brother Hoffman soon realized the condition of his barber and endeavored to rise from the chair. At the critical moment Barber Goodman had a fit. Friends of Brother Hoffman came to his rescue and his life was spared. Brother Goodman explained to him that if he were selling fish to Brother Hoffman he probably would have greater success than barbering. Explanations followed and another horse on Hoffman.

In the afternoon the officers of the Grand Council were entertained by an automobile drive and at 3:30 o'clock Grand Secretary Fred C. Richter, of Traverse City, arrived upon the scene, after having missed his connections at Mackinaw City, thus arriving ten hours late. Arrangement were at once made for his entertainment and he was driven out in the country to refreshment parlors, where the mixers of the flowing bowl were all Marquette boys, dressed in disguise, and a tougher looking bunch the human eye never rested upon. Hardly had Brother Richter entered this Saint's Rest than a rough house was started. Glasses flew and you could have played checkers on Fred's coattail as he was seen going through the back door, then over the fence, hollering, "Save me." He was finally lassoed and brought back, only to learn that he was in the hands of his friends. At 4:30 o'clock the Council was called to order by Senior Counselor Kraft, with the Council chamber packed to the doors. A rousing meeting was held, three candidates were initiated and the lectures by the Grand officers will long be remembered. It is such meetings as these that are building this great order with marked rapidity.

In the evening a banquet was given by Marquette Council at the Marquette Club, which will long be remembered as one of the greatest events ever pulled off. At the banquet table presided P. C. Charles A. Wheeler as toastmaster. His reputation as an after-dinner speaker and toastmaster is well known throughout the State. His eloquence and extensive vocabulary and rich baritone voice holds you spellbound, and were there no other speakers than he, the guests would have been highly entertained. At the speaker's table were Grand Counselor John Quincy Adams, Past Counselor James Hammell, of Lansing, Past Counselor John Hoffman, of Kalamazoo, Past Counselor W. S. Burns, of Grand Rapids, and Grand Secretary Fred C. Richter, of Traverse City. The boys gave an excellent account of themselves and each and every address was well received. Several speeches were made by prominent citizens of Marquette, among whom were Warden Russell, Myron J. Sherwood, John R. Van Evera and J. F. Cramer. Songs were sung by Geo. Tucker, Karl Kraft and Martin Melvin. B. J. Goodman gave a very clever imitation of the Swedish fish salesman selling John Hoffman a thousand pounds of fish. Brother T. F. Follis also gave a reproduction of the Salvation Army scene which he so successfully pulled off at Bay City. The meeting was closed by the singing

of Auld Lang Syne, and everyone voiced the sentiment that the meeting was the most successful from every point of view ever held in the Upper Peninsula.

News and Gossip Around Grand Rapids.

Grand Rapids, Oct. 1—Walter Ryder was seen on Monroe avenue Saturday night with four girls. These single fellows have their troubles, also, especially the handsome ones. We will give Walt credit for picking pretty ones.

According to a city ordinance in Holland, all beggars and peddlars are required to wear badges and, unless they are so provided, they should be classed as fakirs. Pretty good, eh?

The King Hotel, at Reed City, has raised its rates to \$2.25 a day, now, which ought to enable the landlord to meet his obligations in man fashion, instead of repudiating his debts like a sneak. At the present time the wash stands, toilets and bedrooms are in a filthy condition. The U. C. T. boys hope Mr King will return and take hold of this hotel and run it right. We recommend that the present proprietor clean up at once—for the sake of Reed City, as well as the boys.

Brother A. J. Borden's family, who have all been sick except Art, have fully recovered and are now able to say, Hello Unfortunately, the whole family seemed to be sick almost at the same time. We sincerely hope sickness will not visit again at Bro. Borden's home in many a year.

Five new members were added to the membership of the Grand Rapids Traveling Men's Association Saturday. This meeting was the second annual meeting and the membership is gaining rapidly. It is a fine thing boys. Ask some of the members about it. W. S. Lawton is President. Ask him. He will be pleased to give you any information.

Past Senior Counselor Henry Perry, of Cadillac Council No. 143, located at Detroit, has been spending the last week or ten days around Grand Rapids, calling on the trade. Brother Perry is Lee & Cady's cigar man in this section and is well liked by the boys. Glad to see you, Brother Perry.

P. M. Roach is also with Lee & Cady, of Detroit, but lives in Grand Rapids. Brother Roach is now covering part of Brother Perry's territory in Western Michigan. Cigars is his line. Brother Roach is there all right.

According to a news item in the Chicago American, a permanent home for aged and indigent members of the National Association of Traveling Men will be erected in some city next spring, to be chosen at the first annual convention to be held during the coming holidays, according to the action of the Board of Directors of the Association at a meeting in the Grand Pacific Hotel.

F. L. Linehan, traveling salesman for the Brown Seed Co., returned Saturday from a 500-mile country road tour of Southwestern Michigan, made in four days. He started half an hour in advance of the wholesalers' trade extension excursion

Tuesday morning and was at Zeeland when the train arrived and headed the procession through the business street. He reached Holland in time to be at the head of the procession. There were fifteen stops between Holland and Benton Harbor and at every stop Linehan was there or arrived during the visit. The train traveled south almost to the Indiana state line and then swung northwest to South Haven and then across the state to Kalamazoo, southward again almost to the Indiana line and back to Kalamazoo by another route and always Linehan was on the spot. The first day the jobbers wondered what it was all about, the second day they began placing bets as to whether Linehan would be at the next station and the next two days they took turns one at a time in riding with Linehan from one station to the next.

Next regular meeting is next Saturday, October 5, 7:30 p. m., at Herald hall. You will take notice, brothers, that summer is now over and that the meetings will be called at 7:30 sharp, instead of 8 o'clock, as before. Important business to be transacted. You can't afford to be absent, brothers.

Train from Ludington to Saginaw (P. M.) was 1 hour and 10 minutes late, as usual, last Thursday.

General Chairman Harry D. Hyndorn, of the Convention Committee, has called a meeting of the chairman of all the committees for Saturday, October 5, 2 o'clock, at the Board of Trade rooms. This means 2 o'clock sharp, boys. You wouldn't go to catch a 2 o'clock train at 2:15, so be on time. It is important that you be there, brothers.

Brother O. W. Stark, who was recently operated on, has been removed from the U. B. A. hospital to his home, 610 Lake avenue. Brother Stark is improving and getting along fine for a man who has gone through what Brother Stark has. We hope to see you on the job soon again, Brother Stark.

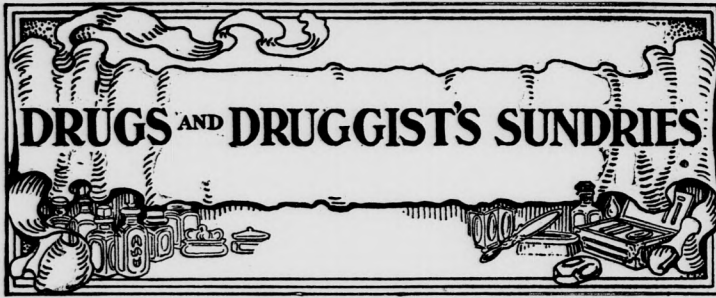
J. K. Johnston, who is proprietor of the Eagle Hotel, was reminded by his sons last Saturday, that he was 85 years old. The boys gave him a jardiniere with 85 roses—a rose for each year of his life. Mr. Johnston has been connected with the Eagle Hotel since 1870. The U. C. T. boys wish him many happy returns of the day.

J. A. Keane is taking the balance of his vacation this week, and is bringing in his potatoes off the dear old farm.

A. T. Driggs is confined to his home by sickness. The U. C. T. boys wish the Bulletin's office boy a speedy recovery.

The Bulletin will be out about October 10. Save up your money, boys, for a year's subscription—50c. You get the first Bulletin free and you will find a subscription blank enclosed. Let's start your subscription at once. You can't afford to miss a single copy. J. A. Keane.

A dollar is not exactly a hundred cents—depends on whether it is going or coming.



Michigan Board of Pharmacy.
 President—Ed. J. Rodgers, Port Huron.
 Secretary—John J. Campbell, Pigeon.
 Treasurer—W. E. Collins, Owosso.
 Other Members—Edwin T. Boden, Bay City; G. E. Foulkner, Delton.

Michigan State Pharmaceutical Association.
 President—Henry Riechel, Grand Rapids.
 First Vice-President—F. E. Thatcher, Ravenna.
 Second Vice-President—E. E. Miller, Traverse City.
 Secretary—Von W. Furniss, Nashville.
 Treasurer—Ed. Varnum, Jonesville.
 Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochrane, Kalamazoo, D. G. Look, Lowell; Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.
 President—F. W. Kerr, Detroit.
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

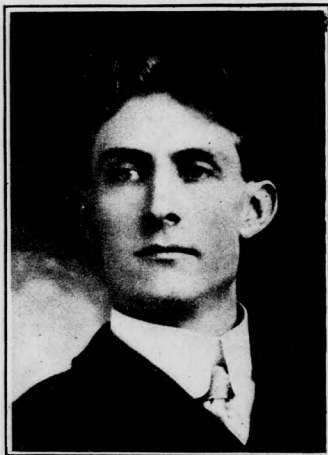
Grand Rapids Drug Club.
 President—Wm. C. Kirchgessner.
 Vice-President—E. D. De La Mater.
 Secretary and Treasurer—Wm. H. Tibbs.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

REPRESENTATIVE RETAILERS.

Von W. Furniss, the Well-Known Nashville Druggist.

Von W. Furniss, the recently elected Secretary of the Michigan State Pharmaceutical Association, is one of the hustling young business men of the State and will make good as Secretary of the Association, as he has in his own business. He was born at Nashville, Michigan, January 24, 1878, and has spent all his life in the town of his birth. He graduated from the Nashville schools in June, 1895, and in September of the same year started work in the drug store which he now owns. He was a good student and soon passed his examination as an assistant pharmacist and later as a registered pharmacist. On February 14, 1904, he purchased the drug store in which he had been employed and is still conducting it with marked success. Since entering business he has bought the brick store building in which he is located and has enlarged it until it is now the largest single store building in the county. In addition to his stock of drugs, he carries stocks of jewelry, books, wall paper, paints and musical instruments. Three years ago he erected a handsome residence on one of the desirable streets of the village. In addition to being one of the leading business men of the town, he is a prominent public citizen, having served two terms as a member of the Common Council and one as President of the village. He has twice been elected and is now serving as a member of the Barry County Republican Committee and is one of the directors of the Farmers & Merchants Bank, the leading financial institution of the

village. He has also been prominent as a member of the Michigan Retail Druggists' Association, having been appointed in 1910 a member of the nominating committee and in 1911



a member of the Legislative Committee. He was honored this year by election to the secretaryship of the Michigan State Pharmaceutical Association and has assumed the duties of the office.

Only Trouble He Ever Had With the Law.

My friend, the old druggist, was seated in the rear of my drug store. The day was hot and he was vigorously fanning himself with his straw hat. For thirty years he had been engaged in the drug business, but his health having failed him some time past I had purchased his store.

"This weather we are having now is as hot as number six; it reminds me of the month of May, 1899," the old man remarked, placing his hat back on his head. "I got mixed up with the Board of Pharmacy that spring is the reason I recollect it so well. It sure was one hot compound—the weather and that law suit.

"I remember the morning of the trial as well as if it had been yesterday. In spite of the heat the people came swarming in that first Monday. I felt that they were all coming especially to hear my case tried, but they paid no attention to that, they came mostly to swap horses, some even arrived the day before in order to dope up their diseased plugs.

"My lawyer, Daniel W. Watson, a tall, thin man who always wore a Prince Albert coat and slouch hat, had assured me that he would win the case, but I was somewhat doubtful of the outcome.

"Well, after a while my case was called up and the trial went forward. The prosecuting-attorney was a kind

of a compound of quinine, acetic acid, capsicum, etc., when he turned loose on a fellow and my lawyer was a candidate for his office, so I naturally looked for him to make it warm as a mustard plaster for Daniel W.

"The State placed J. B. Adams, the man who made the complaint against me, in the witness chair. He testified that he was employed by the Board of Pharmacy to prosecute violators of the Pharmacy act, and on the 13th of last month he had entered Day's drug store with a prescription and in the absence of the registered man, which was me, the clerk compounded it for him.

"The prosecuting-attorney after a few more questions turned the witness over to my lawyer. He had made out a strong case.

"My attorney arose and began his cross-examination without hesitation.

"Mr. Adams, did you really need the medicine you obtained from Day's drug store or did you just merely go in there to see if you could not persuade his clerk to break the law?"

"I wanted the medicine," answered the witness shortly.

"Does the State Board pay you a salary or do you work on commission like a news boy?"

"I receive payment for every conviction I obtain," replied the witness stiffly. He had begun to get nervous, for it was plain that the crowd in the court room wasn't friendly with him.

"Are you certain that the clerk filled your prescription?"

"I am," the witness said confidently, "the prescription case is situated behind the partition at the rear of the store. I walked back to it and looked through the window that is placed there for the prescriptionist to look over the store while at work. I could see every move he made, from measuring the ingredients in the graduate to writing the label; I saw every thing as plain as if I had been behind there myself."

"And Mr. Day was not present at the time?" questioned my lawyer.

"No sir, he was not in the store then, but as I walked out I saw him coming across the street, so it was not possible for him to have been present unless he can be in two dif-

ferent places at the same time" concluded the witness, trying to be funny.

"Was the prescription properly compounded or do you know?"

"Oh yes, it was put up all right."

"Then you are a pharmacist?" my lawyer asked.

"Yes sir, I have been a registered pharmacist for ten years," he answered.

"That's all," snapped my attorney.

"I testified that I had given my clerk orders not to dispense any medicine in my absence and that I didn't know anything about it until I was served with papers. Several other witnesses testified, but their testimony didn't amount to anything. I didn't see anyway I could come clear, still Daniel W. kept assuring me that everything was all right.

"When my attorney's time came to speak he arose and said: 'I propose to show the law in the case briefly. I deny that the law has been violated by the defendant. The law plainly states in Section 8: 'No person not a registered pharmacist or assistant shall be allowed to compound or fill any prescription of a physician without a registered man being present.' Now that is what the law says; for the facts in the case we will turn to the testimony of the State's chief witness, Mr. Adams: 'Yes, sir, I have been registered for ten years,' and again, 'I could see every move made.' Now that is the prosecuting attorney's idea of a violation of the law," says he sarcastically.

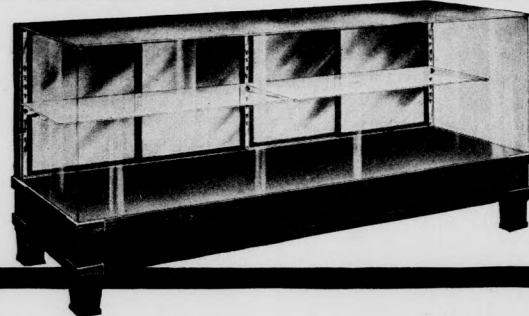
"That was about all there was to it, the prosecuting-attorney tried to think up something else to do but there was no use. The detective looked as if he had taken an overdose of strychnine by mistake; he realized that his occupation was gone.

"That was the only trouble I ever had with the Pharmacy Act," old man Day concluded. H. S. Brown.

Improved Ammonia Liniment.

Castor Oil 30 parts
 Sesame Oil 50 parts
 Ammonia Water 20 parts

By varying the proportion of castor oil the consistence of the liniment may be modified as desired.

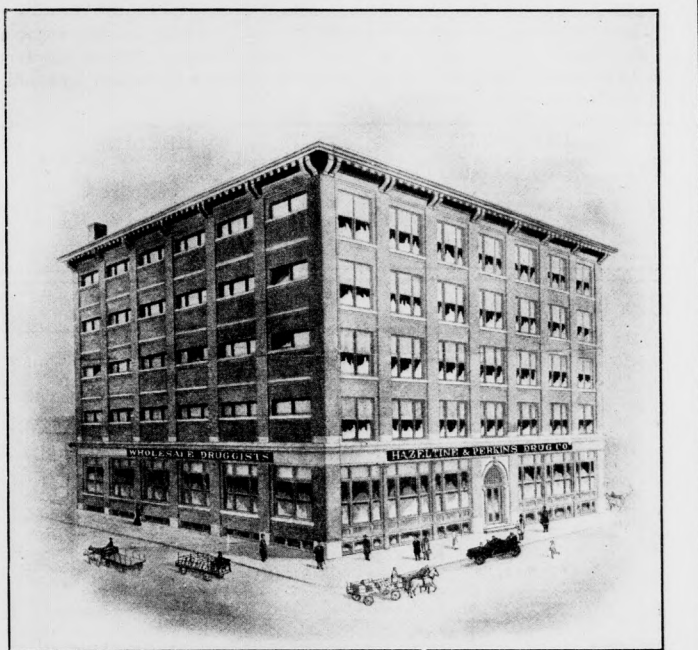


"AMERICAN BEAUTY" Display Case No. 412—one of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
 The Largest Show Case and Store Equipment Plant in the World
 Show Rooms and Factories: New York, Grand Rapids, Chicago, Boston, Portland

WHOLESALE DRUG PRICE CURRENT

Acids	Acetic 6 @ 8	Boric 10 @ 15	Carbolic 24 @ 28	Citric 45 @ 50	Muriatic 1 1/4 @ 5	Nitric 5 1/2 @ 10	Oxalic 13 @ 16	Sulphuric 1 3/4 @ 5	Tartaric 38 @ 40																																																																										
Ammonia	Water 26 deg. ... 6 1/2 @ 10	Water 18 deg. ... 4 1/2 @ 8	Water 14 deg. ... 3 1/2 @ 6	Carbonate 13 @ 16	Chloride 12 @ 15																																																																														
Balsams	Copaiba 70 @ 75	Flr (Canada) ... 75 @ 85	Flr (Oregon) ... 25 @ 35	Peru 2 @ 20 @ 2 40 @ 24	Tolu 2 @ 00 @ 2 25 @ 25																																																																														
Berries	Cubeb 65 @ 75	Fish 15 @ 20	Juniper 6 @ 10	Prickly Ash ... 40 @ 50																																																																															
Barks	Cassia (ordinary) 25	Cassia (Saigon) 65 @ 75	Elm (powd. 25c) 25 @ 30	Sassafras (pow. 30c) @ 25	Soap (powd. 25c) @ 15																																																																														
Extracts	Licorice 24 @ 28	Licorice powdered 25 @ 30																																																																																	
Flowers	Arnica 18 @ 25	Chamomile (Ger.) 25 @ 35	Chamomile (Rom.) 40 @ 50																																																																																
Gums	Acacia, 1st 40 @ 50	Acacia, 2nd 35 @ 40	Acacia, 3d 30 @ 35	Acacia, Sorts ... @ 20	Acacia, Powdered 35 @ 40	Aloes (Barb. Pow) 22 @ 25	Aloes (Cape Pow) 20 @ 25	Aloes (Soc. Powd.) 40 @ 50	Asafoetida 1 @ 00 @ 1 25 @ 25	Asafoetida, Powd. U. S. P. @ 2 00 @ 2 00	Camphor 55 @ 60	Guaiaic 35 @ 40	Guaiaic, Powdered 40 @ 50	Kino @ 40	Kino, Powdered... @ 45	Myrrh @ 40	Myrrh, Powdered @ 50	Opium 8 25 @ 8 50 @ 25	Opium, Powd. ... 9 25 @ 9 50 @ 25	Opium, Gran. ... 9 50 @ 9 75 @ 30	Shellac 25 @ 30	Shellac, Bleached 30 @ 35	Tragacanth 1 @ 00 @ 1 25 @ 75	Tragacanth, Pow 60 @ 75	Turpentine 10 @ 15																																																										
Leaves	Buchu 2 @ 00 @ 2 25 @ 25	Buchu, Powd. ... 2 @ 00 @ 2 25 @ 25	Sage, bulk 18 @ 25	Sage, 1/4s Loose 20 @ 25	Sage, Powdered 25 @ 30	Senna, Alex. 25 @ 30	Senna, Tinn. ... 15 @ 20	Senna, Tinn, Pow. 20 @ 25	Uva Ursi 10 @ 15																																																																										
Oils	Almonds, Bitter, true 6 @ 00 @ 6 50 @ 75	Almond, Bitter, artificial ... @ 1 75	Almonds, Sweet, true 80 @ 1 00	Almond, Sweet, imitation ... 40 @ 50	Amber, crude ... 25 @ 30	Amber rectified ... 40 @ 50	Anise 2 @ 00 @ 2 25 @ 25	Bergamot @ 9 00	Cajeput @ 75	Cassia 1 50 @ 1 75	Castor, bbls. and cans 12 1/2 @ 15 @ 85	Cedar Leaf @ 85	Citronella @ 60	Cloves 18 @ 20	Cod Liver 1 15 @ 1 25	Cotton Seed 70 @ 85	Croton @ 1 60																																																																		
Potassium	Bicarbonate 15 @ 18	Bichromate 13 @ 16	Bromide 40 @ 50	Carbonate 12 @ 15	Chlorate, xtal and powdered 12 @ 16	Chlorate, granular 16 @ 20	Cyanide 30 @ 40	Iodide 2 85 @ 2 90	Permanganate .. 15 @ 30	Prussiate yellow 25 @ 30	Prussiate, red .. 50 @ 60	Sulphate 15 @ 20																																																																							
Roots	Alkanet 15 @ 20	Road, powdered 20 @ 25	Calamus 35 @ 40	Elicampane, powd 25 @ 30	Gentian, powd... 12 @ 15	Ginger, African, powdered ... 15 @ 20	Ginger, Jamaica, 20 @ 25	Ginger, Jamaica, powdered, red, @ 6 50	Goldenal, powd. 2 75 @ 3 00	Ipecac, powd. ... 2 75 @ 3 00	Licorice 12 @ 15	Licorice, powd. 12 @ 15	Orris, powdered 20 @ 25	Poke, powdered 20 @ 25	Rhubarb 75 @ 1 00	Rhubarb, powd. 75 @ 1 25	Rosinweed, powd. 25 @ 30	Sarsaparilla, Hond. ground @ 45	Sarsaparilla Mexican, ground 25 @ 30	Squills 20 @ 25	Squills, powdered 40 @ 60	Tumeric, powd. 12 @ 15	Valerian, powd. 25 @ 30																																																												
Seeds	Anise 18 @ 22	Anise, powdered 22 @ 25	Bird, Is 7 @ 8	Canary 5 @ 7	Caraway 12 @ 15	Cardamon 1 40 @ 1 50 @ 50 @ 60	Celery 50 @ 60	Coriander 10 @ 15	Dill 18 @ 20	Fennel 25 @ 30	Flax, ground 5 1/2 @ 10	Foenugreeek, pow. 6 @ 10	Hemp 5 @ 7	Lobelia @ 50	Mustard, yellow 9 @ 12	Mustard, black .. 9 @ 12	Mustard, powd. ... 20 @ 25	Poppy 15 @ 20	Quince @ 1 00	Rape 6 @ 10	Sabadilla 25 @ 30	Sabadilla, powd. 35 @ 45	Sunflower 6 @ 8	Worm American 15 @ 20	Worm Levant .. 30 @ 35																																																										
Tinctures	Aconite @ 60	Aloes @ 60	Arnica @ 60	Asafoetida @ 1 00	Belladonna @ 60	Benzoin @ 70	Benzoin Compound @ 75	Buchu @ 90	Cantharadies ... @ 75	Capsicum @ 60	Cardamon @ 75	Cardamon, Comp. @ 75	Catechu @ 60	Cinchona @ 60	Colchicum @ 60	Cubeb @ 75																																																																			
Digitalis @ 60	Erigeron @ 2 50	Eucalyptus 75 @ 85	Hemlock, pure .. @ 1 00	Juniper, Berries @ 21 25	Juniper, Wood ... 40 @ 50	Lard, extra 85 @ 1 00	Lard, No. 1 75 @ 90	Lavender Flowers @ 4 00	Lavender Garden 85 @ 1 00	Lemon @ 2 50	Linseed, raw bbls. @ 65	Linseed raw, less 70 @ 75	Linseed, boiled bbl @ 66	Linseed, boiled less 71 @ 76	Mustard, true ... 4 50 @ 6 00	Mustard, artifl 2 75 @ 3 00	Neatsfoot 80 @ 85	Olive, pure 2 50 @ 3 50	Olive, Malaga, yellow 1 50 @ 1 60	Olive, Malaga, green 1 50 @ 1 60	Orange, sweet ... 3 50 @ 4 00	Organum, pure 1 25 @ 1 50	Organum, com'l 50 @ 75	Pennyroyal 2 25 @ 2 50	Peppermint @ 3 75	Rose, pure 15 00 @ 18 00	Rosmary Flowers 90 @ 1 00	Sandalwood, E. I. @ 4 50	Sassafras, true ... 80 @ 90	Sassafras, artifl 45 @ 50	Spearmint 6 00 @ 6 50	Sperm 90 @ 1 00	Tansy 3 50 @ 4 00	Tar, USP 25 @ 35	Turpentine, bbls. @ 46 1/2	Turpentine, less 50 @ 55	Wintergreen, true @ 5 00	Wintergreen, sweet bblch 2 00 @ 2 25	Wintergreen, art'l 50 @ 60	Wormseed @ 6 00	Wormwood @ 8 00																																										
Paints	Lead, red, dry 7 1/2 @ 10	Lead, white dry 7 1/2 @ 10	Lead, white oil 7 1/2 @ 10	Ochre, yellow bbl 1 @ 1 1/4	Ochre, yellow less 2 @ 1 1/4	Patty 2 1/2 @ 3 5	Red Venetian, bbl 1 @ 1 1/2	Red Venet'n, less 2 @ 5	Shaker, Prepared 1 50 @ 1 60	Vermillion, Eng. 90 @ 1 00	Vermillion, Amer. 15 @ 20	Whiting, bbl. 1 @ 1 1/2	Whiting 2 @ 1 5																																																																						
Insecticides	Arsenic 6 @ 10	Blue Vitrol bbl. @ 6 1/2	Blue Vitrol less 7 @ 10	Bordeaux Mix Pst 8 @ 15	Hellebore, white powdered ... 15 @ 20	Insect Powder ... 20 @ 35	Lead Arsenate .. 8 @ 16	Lime & Sulphur Solution, gal 15 @ 25	Paris Green 15 @ 20																																																																										
Miscellaneous	Acetanalid 30 @ 35	Alum 3 @ 5	Alum, powdered and ground 5 @ 7	Bismuth Subnitrate 2 10 @ 2 25	Borax xtal or powdered ... 6 @ 12	Cantharadies powd. @ 1 25	Calomel 1 25 @ 1 35	Capsicum 20 @ 25	Carmine @ 3 50	Cassia Buds @ 40	Cloves 25 @ 30	Chalk Prepared .. 6 @ 8 1/2	Chalk Precipitated 7 @ 10	Chloroform 34 @ 44	Chloral Hydrate 1 25 @ 1 45	Cocaine 3 65 @ 3 90	Cocoa Butter ... 50 @ 60	Corks, list, less 70% Copperas bbls cwt @ 75	Copperas, less .. 2 @ 5	Copperas, Powd. 4 @ 6	Corrosive Sublim. 1 25 @ 1 40	Cream Tartar ... 28 @ 35	Cuttlebone 25 @ 35	Dextrine 7 @ 10	Dover's Powder 2 00 @ 2 25	Emery, all Nos. 6 @ 10	Emery, powdered 5 @ 8	Epsom Salts, bbls @ 13 1/2	Epsom Salts, less 2 1/2 @ 5	Ergot 1 50 @ 1 75	Ergot, powdered 1 80 @ 2 00	Flake White 12 @ 15	Formaldehyde lb. 12 @ 15	Gambier 6 @ 10	Gelatine 35 @ 45	Glassware, full cases 80%	Glassware, less 70 & 10%	Glauber Salts bbl. @ 14 1/2	Glauber Salts less 2 @ 5	Glue, brown ... 11 @ 15	Glue, brown grd 10 @ 15	Glue, white 15 @ 25	Glue, white grd 15 @ 20	Glycerine 20 @ 30	Hops 50 @ 80	Indigo 85 @ 1 00	Iodine 3 75 @ 4 00	Iodoform 4 80 @ 5 00	Lead Acetate ... 12 @ 18	Xyopidium 60 @ 75	Mace 80 @ 90	Mace, powdered 90 @ 1 00	Menthol 10 00 @ 10 50	Mercury 85 @ 90	Morphine, all brd 4 55 @ 4 80	Nux Vomica ... @ 10	Nux Vomica pow @ 15	Pepper, black pow 20 @ 25	Pepper, white ... 25 @ 35	Pitch, Burgundy 10 @ 15	Quassia 10 @ 15	Quinine, all brds 21 1/2 @ 31 1/2	Rochelle Salts .. 20 @ 26	Saccharine 2 00 @ 2 20	Salt Peter 7 @ 12	Seidlitz Mixture 20 @ 25	Soap, green 15 @ 20	Soap, mott castile 30 @ 10	Soap, white castile case @ 6 25	Soap, white castile less per bar @ 65	Soda Ash 1 1/2 @ 5	Soda Bicarbonate 1 1/2 @ 5	Soda, Sal 1 @ 4	Spirit Camphoe .. @ 75	Spirit Cologne .. 2 80 @ 3 00	Sulphur roll 2 1/2 @ 5	Sulphur Subl. ... 2 3/4 @ 5	Tamarinds 10 @ 15	Tartar Emetic .. 40 @ 50	Turpentine Venice 40 @ 50	Vanila Ext. pure 1 00 @ 1 50	Witch Hazel 65 @ 1 00	Zinc Sulphate ... 7 @ 10



Our Home—Corner Oakes and Commerce

A larger and more complete line of Holiday Goods Samples than ever shown before, are now on display in our store, in the handsomest sundry room in this part of the country. Come early and inspect the same.

We are now reserving dates for prospective buyers.

Grand Rapids. HAZELTINE & PERKINS DRUG CO.

FLEISCHMANN'S YEAST is to-day sold by thousands of grocers, who realize the advantage of pleasing their customers and at the same time making a good profit from the goods they sell. If you are not selling it now, Mr. Grocer, let us suggest that you fall into line. You won't regret it.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Nuts—shelled		Flour	
Cheese		Corn	
Roll'd Oats		Raisins	
Dried Peaches			

Index to Markets

By Columns

Column	Item	Price
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A	Axle Grease	1
B	Baked Beans	1
B	Bath Brick	1
B	Bluing	1
B	Breakfast Food	1
B	Brooms	1
B	Brushes	1
B	Butter Color	1
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C	Canned Goods	1-2
C	Carbon Oils	2
C	Catsup	2
C	Cheese	2
C	Chewing Gum	2
C	Chicory	2
C	Chocolate	2
C	Cider, Sweet	2
C	Clothes Lines	2
C	Cocoa	2
C	Cocunut	2
C	Coffee	2
C	Confections	2
C	Cracked Wheat	2
C	Crackers	2, 4, 5, 6
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D	Dried Fruits	6
F	Farinaceous Goods	6
F	Fishing Tackle	6
F	Flavoring Extracts	6
F	Flour and Feed	6
F	Fruit Jars	6
G	Jelatin	7
G	Grain Bags	7
H	Herbs	7
H	Hides and Pelts	8
H	Horse Radish	8
J	Jelly	8
J	Jelly Glasses	8
M	Mapleine	8
M	Mince Meats	8
M	Molasses	8
M	Mustard	8
N	Nuts	4
O	Olives	8
P	Pickles	8
P	Pipes	8
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P	Potash	8
P	Provisions	8
R	Rice	9
R	Roll'd Oats	9
S	Salad Dressing	9
S	Taleratus	9
S	Sal Soda	9
S	Salt	9
S	Salt Fish	9
S	Seeds	9
S	Shoe Blacking	9
S	Snuff	9
S	Soap	14
S	Soda	10
S	Spices	10
S	Starch	10
S	Syrups	10
T	Table Sauces	10
T	Tea	10
T	Tobasco	11, 12, 13
T	Twine	13
V	Vinegar	13
W	Wicking	13
W	Woodware	13
W	Wrapping Paper	14
Y	Yeast Cake	14

1

Item	Price
Ammonia	Doz. 12 oz. ovals 2 doz. box 75
Axle Grease	Frazer's 1 lb. wood boxes, 4 doz. 3 00
	1 lb. tin boxes, 3 doz. 2 35
	3 1/2 lb. tin boxes, 2 doz. 4 25
Baked Beans	10 lb. pails, per doz. 6 00
Bath Brick	15 lb. pails, per doz. 7 20
Bluing	25 lb. pails, per doz. 12 00
BAKED BEANS	No. 1, per doz. 45@ 90
	No. 2, per doz. 75@ 1 40
	No. 3, per doz. 85@ 1 75
BATH BRICK	English 95
BLUING	Jennings' Condensed Pearl Bluing
	Small C P Bluing, doz. 45
	Large, C P Bluing, doz. 75
BREAKFAST FOODS	Apetizo, Biscuits 3 00
	Bear Food, Pettijohns 1 95
	Cracked Wheat, 24-2 2 50
	Cream of Wheat, 36-2 4 50
	Eggs-O-See Wheat 2 75
	Eggs-O-See Corn 2 75
	Flakes 2 75
	Posts Toasties, T. No. 2 2 80
	Posts Toasties, T. No. 3 2 80
	Farinose, 24-2 2 70
	Grape Nuts 2 70
	Grape Sugar Flakes 2 50
	Sugar Corn Flakes 2 50
	Hardy Wheat Food 2 25
	Postma's Dutch Cook 2 75
	Holland Rusks 3 20
	Saxon Wheat Food 3 00
	Krinkle Corn Flake 2 00
	Malt Breakfast Food 4 50
	Maple Flakes 2 70
	Maple Corn Flakes 3 75
	Minn. Wheat Cereal 4 25
	Algrain Food 4 25
	Ralston Wheat Food 4 50
	Saxon Wheat Food 2 85
	Shred Wheat Biscuit 3 60
	Triscuit, 18 1 80
	Pillsbury's Best Cerl Post Tavern Special 2 80
	Voigt's Cream Flakes 4 50
	Quaker Puffed Rice 4 25
	Quaker Puffed Wheat 2 85
	Quaker Brkfst Biscuit 1 90
	Quaker Corn Flakes 1 90
	Victor Corn Flakes 2 20
	Washington Crisps 2 80
	Wheat Hearts 1 90
	Wheatena 4 50
	Zest 4 00
	Evapor'd Sugar Corn 90
BROOMS	Parlor 3 00
	Jewel 3 70
	Winner 4 25
	Whittier Special 4 55
	Parlor Gem 3 75
	Common Whisk 1 10
	Fancy Whisk 1 50
	Warehouse 4 50
BRUSHES	Scrub 75
	Solid Back, 8 in. 95
	Solid Back, 11 in. 95
	Pointed Ends 85
Stove	No. 3 90
	No. 2 1 25
	No. 1 1 75
Shoe	No. 8 1 00
	No. 7 1 30
	No. 4 1 70
	No. 3 1 90
BUTTER COLOR	Dandelion, 25c size 2 00
CANDLES	Paraffine, 6s 10
	Paraffine, 12s 10
	Wicking 20
CANNED GOODS	Apples 3 lb. Standards @ 90
	Gallon 2 60@ 2 85
Blackberries	2 lb. 1 50@ 1 90
	Standards gallons @ 5 00
Beans	Baked 85@ 1 30
	Red Kidney 85@ 95
	String 70@ 1 15
	Wax 75@ 1 25
Blueberries	Standard 1 30
	Gallon 6 75

2

Item	Price
Clams	Little Neck, 1 lb. @ 1 00
	Little Neck, 2 lb. @ 1 50
Clam Bouillon	Burnham's, 1/2 pt. 2 25
	Burnham's, pts. 3 75
	Burnham's qts. 7 50
Corn	Fair 75@ 90
	Good 1 00@ 1 10
	Fancy @ 1 30
French Peas	Monbadon (Natural) per doz. 2 45
Gooseberries	No. 2, Fair 1 50
	No. 2, Fancy 2 35
Hominy	Standard 85
Lobster	1/2 lb. 2 50
	1 lb. 4 25
	Picnic Tails 2 75
Mackerel	Mustard, 1 lb. 1 80
	Mustard, 2 lb. 2 80
	Soused, 1 1/2 lb. 3 60
	Soused, 2 lb. 2 75
	Tomato, 1 lb. 1 50
	Tomato, 2 lb. 2 80
Mushrooms	Hotels @ 15
	Buttons, 1/2s @ 14
	Buttons, 1s @ 25
Oysters	Cove, 1 lb. 90@
	Cove, 2 lb. 1 60@
Plums	Plums 90@ 1 35
Pears in Syrup	No. 3 cans, per doz. 1 50
Peas	Marrowfat @ 1 25
	Early June @ 1 25
	Early June sifted 1 45@ 1 55
Peaches	Pje 90@ 1 25
	No. 10 size can pie @ 3 25
Pineapple	Grated 1 75@ 2 10
	Sliced 90@ 2 60
Pumpkin	Fair 80
	Good 90
	Fancy 1 00
	Gallon 2 15
Raspberries	Standard @
Salmon	Warrens, 1 lb. Tall 2 30
	Warrens, 1 lb. Flat 2 40
	Red Alaska 1 65@ 1 75
	Pink Alaska 1 85@ 1 45
Sardines	Domestic, 1/4s 2 75
	Domestic, 1/4 Mustard 2 75
	Domestic, 3/4 Mustard @ 6 1/2
	French, 1/4s 7@ 14
	French, 3/4s 18@ 23
Shrimps	Dunbar, 1st, doz. 1 25
	Dunbar, 1 1/2s, doz. 2 25
Succotash	Fair 90
	Good 1 20
	Fancy 1 25@ 1 40
Strawberries	Standard 2 95
	Fancy 2 95
Tomatoes	Good 1 05
	Fancy 1 35
	No. 10 3 25
CARBON OILS	Barrels
	Perfection @ 11 1/2
	D. S. Gasoline @ 18 1/2
	Gas Machine @ 25 1/2
	Deodor'd Nap'a @ 17 1/2
	Cylinder 29 @ 34 1/2
	Engine 16 @ 22
	Black, winter 8 @ 10
CATSUP	Snider's pints 2 85
	Snider's 1/2 pints 1 35
CHEESE	Acme @ 17
	Bloomingsdale @ 16 1/2
	Carson City @ 17
	Hopkins @ 17
	Riverside @ 17
	Warner @ 18
	Briek @ 19
	Leiden @ 15
	Limburger @ 19
	Pineapple 40 @ 60
	Sap Sago @ 22
	Swiss, domestic @ 13

3

Item	Price
CHEWING GUM	Adams Pepsin 55
	American Flag Spruce 55
	Beaman's Pepsin 55
	Beat Pepsin 55
	Black Jack 55
	Largest Gum (white) 55
	O. K. Pepsin 65
	Red Robin 55
	Sen Sen 55
	Sen Sen Breath Perf. 1 00
	Spearmint 55
	Spearmint, jars 5 bxs 2 75
	Yucatan 55
	Zeno 55

Item	Price
CHICORY	Bulk 5
	Red 7
	Eagle 5
	Franck's 7
	Schener's 6
	Red Standards 1 60
	White 1 60

Item	Price
CHOCOLATE	Walter Baker & Co. German's Sweet 22
	Premium 30
	Caracas 28
	Walter M. Lowney Co. Premium, 1/4s 27
	Premium, 1/2s 27

Item	Price
CIDER, SWEET	Regular barrel 50 gal 10 00
	Trade barrel, 28 gals 5 50
	1/2 Trade barrel, 14 gal 3 50
	Bolled, per gal. 60
	Hard, per gal. 25

Item	Price
CLOTHES LINE	No. 40 Twisted Cotton 95
	No. 50 Twisted Cotton 1 70
	No. 60 Twisted Cotton 1 70
	No. 80 Twisted Cotton 2 00
	No. 80 Braided Cotton 1 00
	No. 60 Braided Cotton 1 25
	No. 60 Braided Cotton 1 85
	No. 80 Braided Cotton 2 25
	No. 50 Sash Cord 1 75
	No. 60 Sash Cord 2 00
	No. 60 Jute 3 00
	No. 72 Jute 1 00
	No. 60 Sisal 85
	Galvanized Wire
	No. 20, each 100ft. long 1 90
	No. 19, each 100ft. long 2 10

Item	Price
COCOA	Baker's 36
	Cleveland 41
	Colonial, 1/4s 35
	Colonial, 1/2s 33
	Epps 36
	Huyler 36
	Lowney, 1/4s 32
	Lowney, 1/2s 32
	Lowney, 3/4s 30
	Lowney, 5 lb. cans 30
	Van Houten, 1/4s 12
	Van Houten, 1/2s 18
	Van Houten, 3/4s 26
	Van Houten, 1s 65
	Webb 33
	Wilber, 1/2s 33
	Wilber, 3/4s 32

Item	Price
COCOANUT	Dunham's per lb.
	1/4s, 5 lb. case 39
	1/2s, 15 lb. case 29
	3/4s, 15 lb. case 28
	1s, 15 lb. case 27
	1/4s & 1/2s, 15 lb. case 28
	Scalloped Gems 10
	1/4s & 1/2s pails 16
	Bulk, pails 14 1/2
	Bulk, barrels 12 1/2

Item	Price
COFFEES, ROASTED	Rio
	Common 19
	Fair 19 1/2
	Choice 20
	Fancy 21
	Peaberry 23
Santos	Common 20
	Fair 20 1/2
	Choice 21
	Fancy 23
Peaberry	23

Item	Price
Maracabo	Fair 24
	Choice 25
Mexican	Choice 25
	Fancy 26
Guatemala	Fair 25
	Fancy 28
Private Growth	.26@ 30
Manding	.31@ 35
Aukola	.30@ 32
Mocha	5 lb. can 25@ 27
	Long Bean 24@ 25
	H. L. O. G. 26@ 28

Item	Price
Bogota	Fair 24
	Fancy 26
exchange Market, Steady	Spot Market, Strong
Package	New York Basis
Arbuckle	24 25
Lion	24 00
McLaughlin's XXXX	sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.
Extract	Holland, 1/2 gro boxes 95
	Felix, 1/2 gro. 1 15
	Hummel's oil, 1/2 gro. 85
	Hummel's tin, 1/2 gro. 1 43

4

Item	Price
CONFECTIONS	Stick Candy Pails
	Standard 8 1/2
	Standard H H 8 1/2
	Standard Twist 9
	Jumbo, 32 lb. 9
	Extra H H 11
	Boston Cream 14
	Big stick, 30 lb. case 9

Item	Price
Mixed Candy	Grocers 7
	X L O 7 1/2
	Special 10
	Conserve 8 1/2
	Royal 8 1/2
	Ribbon 14
	Broken 8 1/2
	Cut Loaf 8 1/2
	Leader 8 1/2
	Kindergarten 11
	French Cream 17
	Hand Made Cream 17
	Premio Cream mixed 14
	Paris Cream Bon Bons 10

Item	Price
Fancy—in Pails	Gypsy Hearts 15
	Coco Bon Bons 14
	Fudge Squares 14
	Peanut Squares 17
	Sugared Peanuts 12
	Salted Peanuts 12
	Starlight Kisses 12
	Lozenges, plain 11
	Champion Chocolate 12 1/2
	Eureka Chocolates 15
	Champion Gum Drops 10
	Anise squares 10
	Lemon Sours 10
	Imperials 10
	Ital. Cream Bon Bons 13
	Golden Waffles 14
	Red Rose Gum Drops 10
	Auto Kisses 14
	Coffy Toffy 14
	Molasses Mint Kisses 12

Item	Price
Fancy—in 5 lb. Boxes	Old Fashioned Molasses Kisses 10 lb. bx. 1 30
	Orange Jellies 60
	Lemon Sours 60
	Old Fashioned Household Cookies 60
	Peppermint Drops 70
	Champion Choc Drops 65
	H. M. Choc. Lt. and Dark, No. 12 1 10
	Bitter Sweets, 2 1/2 1 25
	Brilliant Gums, Cryst. 1 00
	A. A. Licorice Drops 1 00
	Lozenges, printed 65
	Lozenges, plain 60
	Imperials 65
	Mottoes 65
	G. M. Peanut Bar 60
	Hand Made Crms 80@ 90
	Cream Wafers 65
	String Rock 70
	Wintergreen Berries 60

Item	Price
Pop Corn	Cracker 3 25
	Giggles, 5c pkg. cs. 3 50
	Fan Corn, 50's 1 65
	Azulikit 100s 3 25
	Oh My 100s 3 50

Item	Price
Cough Drops	Putnam Mental 1 00
	Smith Bros. 1 25

Item	Price
NUTS—Whole	Almonds, Tarragona 18
	Almonds, Drake 15
	Almonds, California soft shell @ 12
	Brazils @ 12
	Filberts 12@ 13
	Cal. No. 1 12
	Walnuts, sft shell @ 17
	Walnuts, Marbot @ 15</

6

7

8

9

10

11

Graham Crackers, Red Label 1 00
Lemon Snaps 50
Oatmeal Crackers 1 00
Old Time Sugar Cook 1 00
Oval Salt Biscuit 1 00
Oysterettes 50
Premium Sodas 1 00
Pretzettes, Hd. Md. 1 00
Royal Toast 1 00
Rykon Biscuit 1 00
Saltine Biscuit 1 00
Saratoga Flakes 1 50
Social Tea Biscuit 1 00
Sultana Fruit Biscuit 1 00
Soda Crackers N B C 1 50
Soda Crackers Select 1 00
S. S. Butter Crackers 1 50
Unedda Biscuit 50
Unedda Jiniir Wayfer 50
Unedda Lunch Biscuit 50
Vanilla Wafers 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 50
Zwieback 1 00

Other Package Goods
Barnum's Animals 50
Chocolate Tokens 2 50
American Beauty 2 50
Ginger Snaps 2 50
Butter Crackers, NBC 2 50
family package 2 50
Soda Crackers, NBC 2 50
family ypackage 2 50

In Special Tin Packages.
Festino 2 50
Minaret Wafers 1 00
Nabisco 2 50
Nabisco, 10c 1 00
Champagne Wafer 2 50
Per tin in bulk
Sorbetto 1 00
Nabisco 1 75
Festino 1 50
Bent's Water Crackers 1 40

CREAM TARTAR
Barrels or drums 33
Boxes 34
Square Cans 36
Fancy caddies 41

DRIED FRUITS
Apples
Evapor'ed, Choice bulk 9
Evapor'ed, Fancy pkg. 10 1/2
Apricots 14@15
Citron
Corsican 16
Currants
Imp'd 1 lb. pkg. 9 1/2
Imported, bulk 9 1/2
Peaches
Muir's-Choice, 25 lb. b 9
Muir's-Fancy, 25 lb. b 10
Fancy, Peeled, 25 lb. b 18

Peel
Lemon, American 12 1/2
Orange, American 12 1/2
Raisins
Connosiar Cluster 1 lb. 17
Dessert Cluster, 1 lb. 21
Loose Muscatels 3 Cr 7 1/2
Loose Muscatels 4 Cr 8
L. M. Seeded, 1 lb. @ 7

California Prunes
90-100 25lb. boxes..@ 7
80-90 25lb. boxes..@ 7 1/2
70-80 25lb. boxes..@ 7 3/4
60-70 25lb. boxes..@ 8
50-60 25lb. boxes..@ 8 1/2
40-50 25lb. boxes..@ 9 1/2

FARINACEOUS GOODS
Beans
Dried Lima 7 1/2
Med. Hand Picked 3 10
Brown Holland 3 25
Farina
25 1 lb. packages 1 50
Bulk, per 100 lbs. 4 00

Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 2 85
5 containers (60) rolls 4 75

Hominy
Pearl, 100 lb. sack 2 00
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50

Pearl Barley
Chester 3 00
Empire 3 75

Peas
Green, Wisconsin, bu. 3 00
Green, Scotch, bu. 3 00
Split, lb. 4 1/2

Sago
East India 5 1/2
German, sacks 5 1/2
German, broken pkg. 5 1/2

Flake, 100 lb. sacks 5 1/2
Pearl, 130 lb. sacks 5 1/2
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75

FISHING TACKLE
1/4 to 2 in. 6
1/2 to 2 in. 7
1 1/2 to 2 in. 9
2 in. 11
2 1/2 in. 15
3 in. 20

Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 12
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linens
Small 20
Medium 26
Large 34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

FLAVORING EXTRACTS
Jennings D C Brand
Terpeness Extract Lemon
No. 1 F Box, per doz. 75
No. 2 F Box, per doz. 90
No. 4 F Box, per doz. 1 75
No. 3 Taper, per doz. 1 75
2 oz. Flat, F M per dz. 1 50

Jennings D C Brand
Extract Mexican Vanilla
No. 1 F Box, per doz. 90
No. 2 F Box, per doz. 1 40
No. 4 F Box, per doz. 2 25
No. 3 Taper, per doz. 2 25
2 oz. Flat F M per dz. 2 00

FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat.
Purity Patent 5 70
Seal of Minnesota 5 25
Sunburst 5 25
Wizard Flour 5 40
Wizard Graham 5 60
Wizard Gran. Meal 4 60
Wizard Buckwheat 6 80
Rye 4 80

Valley City Milling Co.
Lily White 5 70
Light Leaf 5 10
Graham 2 50
Gran. Meal 2 60
Bolted Med. 2 00

Worden Grocer Co.
Quaker, paper 5 50
Quaker, cloth 5 60

Spring Wheat.
Roy Baker
Golden Horn, family 5 50
Golden Horn, bakers 4 90
Wisconsin Rye 4 00

Judson Grocer Co.
Ceresota, 1/8s 6 00
Ceresota, 1/4s 5 90
Ceresota, 1/2s 5 80

Worden Grocer Co.
Laurel, 1/8s cloth 6 00
Laurel, 1/4s cloth 5 90
Laurel, 1/2s & 1/4s paper 5 80
Laurel, 1/2s cloth 5 80

Wingold, 1/4s 5 70
Wingold, 1/2s 5 60
Wingold, 1/2s 5 50

Wykes & Co.
Sleepy Eye, 1/8s cloth 5 70
Sleepy Eye, 1/4s cloth 5 60
Sleepy Eye, 1/2s cloth 5 50
Sleepy Eye, 1/4s paper 5 50
Sleepy Eye, 1/2s paper 5 50

Meat
Bolted 4 40
Golden Granulated 4 60

Wheat
Red 1 03
White 1 02

Oats
Michigan carlots 36
Less than carlots 38

Corn
Carlots 80
Less than carlots 82

GRAIN BAGS
Broad Gauge 18
Amoskeag 19

HERBS
Sage 15
Laurel 15
Senna Leaves 25

HIDES AND PELTS
Hides
Green, No. 1 11 1/2
Green, No. 2 10 1/2
Cured, No. 1 13
Cured, No. 2 12
Calfskin, green, No. 1 15
Calfskin, green, No. 2 13 1/2
Calfskin, cured, No. 1 16
Calfskin, cured, No. 2 14 1/2

Pelts
Old Wool @ 30
Lambs 25@ 60
Shearlings 25@ 50

Tallow
No. 1 @ 5
No. 2 @ 4

Wool
Unwashed, med. @ 20
Unwashed, fine @ 15

HORSE RADISH
Per doz. 90

JELLY
15lb. pails, per doz. 20
5lb. pails, per pail. 60
30lb. pails, per pail 1 05

JELLY GLASSES
1/2 pt. in bbls, per doz. 15
1/2 pt. in bbls, per doz. 16
8 oz. capped in bbls, per doz. 18

MAPLEINE
2 oz. bottles, per doz. 3 00

MINCE MEAT
Per case 2 85

MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 35
Good 22
Fair 20

MUSTARD
1/2 lb. 6 lb. box 16

OLIVES
Bulk, 1 gal. kegs 1 05@ 15
Bulk, 2 gal. kegs 90@ 105
Bulk, 5 gal. kegs 90@ 100
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 35
Stuffed, 1 doz. 2 25

Pitted (not stuffed)
14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25

Queen, Mammoth, 19 oz. 3 75
Queen, Mammoth, 28 oz. 5 25
Queen, Mammoth, 28 oz. 5 75

Olive Chow, 2 doz. cs, per doz. 2 25

PICKLES
Medium
Barrels, 1,200 count 6 75
Half bbls., 600 count 4 00
5 gallon kegs 1 90

Small
Barrels 8 25
Half barrels 4 65
5 gallon kegs 2 25

Gherkins
Barrels 8 25
Half barrels 4 65
5 gallon kegs 2 25

Sweet Small
Barrels 14 50
Half barrels 8 00
5 gallon kegs 3 25

PIPES
Clay, No. 216, per box 1 75
Clay, T. D., full count 60
Cob 90

PLAYING CARDS
No. 90, Steamboat 75
No. 15, Rival, assorted 25
No. 20, Rover, enam'd 1 50
No. 572, Special 1 75
No. 98 Golf, satin fin. 2 00
No. 808, Bicycle 2 00
No. 632, Tour'n whist 2 25

POTASH
Babbitt's 4 00

PROVISIONS
Barreled Pork
Clear Back 21 00@22 00
Short Cut Clear 20 00@20 50
Bean 17 00@17 50
Brisket, Clear 19 50@20 00
Pig 23 00
Clear Family 26 00

Dry Salt Meats
S P Bellies 13

Lard
Pure in tierces 12 @12 1/2
Compound Lard 9 @9 1/2

80 lb. tubs advance 7/8
60 lb. tubs advance 7/8
50 lb. tubs advance 7/8
40 lb. tubs advance 7/8
10 lb. pails advance 7/8
5 lb. pails advance 1
8 lb. pails advance 1

Smoked Meats
Hams, 12 lb. av. 15 @16
Hams, 14 lb. av. 14 @15 1/2
Hams, 16 lb. av. 14 1/2 @15
Hams, 18 lb. av. 14 @14 1/2
Skinned Hams 15 @16 1/2
Ham, dried beef 20 @20 1/2
California Hams 12 @12 1/2
Plenic Boiled Hams 15
Boiled Hams 23 1/2 @24
Minced Ham 12 1/2 @13
Bacon 15 1/2 @16

Sausages
Bologna 8 1/2 @ 9
Liver 7 1/2 @ 8
Frankfort 10 @10 1/2
Pork 11
Veal 11
Tongue 11
Headcheese 9

Beef
Boneless 14 00
Rump, new 15 00

Pig's Feet
1/2 bbls. 95
3/4 bbls., 40 lbs. 1 90
1/2 bbls. 3 75
1 bbl. 8 00

Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00

Casings
Hogs, per lb. 35
Beef, middle, set 17 @18
Beef, round, set 90 @95
Sheep, per bundle 80

Uncolored Butterine
Solid Dairy 12 @16
Country Rolls 12 1/2 @18

Canned Meats
Corned beef, 2 lb. 3 50
Corned beef, 1 lb. 1 85
Roast beef, 2 lb. 3 50
Roast beef, 1 lb. 1 85

Potted Ham, 1/2s 45
Potted Ham, 1/4s 40
Deviled Ham, 1/2s 45
Deviled Ham, 1/4s 40
Potted Tongue, 1/2s 45
Potted Tongue, 1/4s 40

Pure Ground in Bulk
Allspice, Jamaica 12
Cloves, Zanzibar 18
Cassia, Canton 14
Cassia, 5c pkg. doz. 25
Ginger, African 9 1/2
Ginger, Cochin 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45

Nutmegs, 70-80 30
Nutmegs, 105-110 22
Pepper, Black 15
Pepper, White 25
Pepper, Cayenne 22
Paprika, Hungarian 45

RICE
Fancy 6 @6 1/2
Japan Style 5 @5 3/4
Broken 3 1/2 @4 1/4

ROLLED OATS
Rolled Avena, bbls. 4 80
Steel Cut, 100 lb. sks. 2 60
Monarch, bbls. 4 50
Monarch, 90 lb. sacks 2 15
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 00

SALAD DRESSING
Columbia, 1/2 pt. 2 25
Columbia, 1 pint 4 00
Durkee's, large, 1 doz. 4 50
Durkee's, small, 2 doz. 5 25
Snider's, large, 1 doz. 2 35
Snider's, small, 2 doz. 1 35

SALERATUS
Packed 60 lbs. in box. 3 00
Arm and Hammer 3 00
Wyandotte, 100 %s. 3 00

SAL SODA
Granulated, bbls. 80
Granulated, 100 lbs. cs. 90
Granulated, 36 pkgs. 1 25

SALT
Common Grades
100 3 lb. sacks 2 40
60 5 lb. sacks 2 25
28 10 1/2 lb. sacks 2 10
56 lb. sacks 40
28 lb. sacks 20

Warsaw
56 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20

Solar Rock
56 lb. sacks 24

Common
Granulated, Fine 95
Medium, Fine 1 00

SALT FISH
Cod
Large, whole @7 1/2
Small, whole @7
Strips or bricks 7 1/2 @10 1/2
Pollock @4 1/2

Hallbut
Strips 15
Chunks 16

Holland Herring
Y. M. wh. hoops 11 50
Y. M. wh. hoop 6 00
Y. M. wh. hoop 6 50
Y. M. wh. hoop 72
Queen, bbls. 10 00
Queen, 1/2 bbls. 5 25
Queen, kegs 60

Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 3 25
No. 1, 10 lbs. 90
No. 1, 8 lbs. 75

Mackerel
Mess, 100 lbs. 16 50
Mess, 40 lbs. 7 00
Mess, 10 lbs. 1 85
Mess, 8 lbs. 1 50
No. 1, 100 lbs. 10 00
No. 1, 40 lbs. 6 60
No. 1, 10 lbs. 1 25

Whitefish
100 lbs. 9 75
50 lbs. 5 25
10 lbs. 1 12
8 lbs. 92
100 lbs. 4 65
40 lbs. 2 10
10 lbs. 75
8 lbs. 65

SEEDS
Anise 14
Canary, Smyrna 5
Caraway 10
Cardomom, Malabar 1 20
Celery 40
Hemp, Russian 5
Mixed Bird 5
Mustard, white 8
Poppy 16
Rape 6 1/2

SHOE BLACKING
Handy Box, large 3 dz 3 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85

SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rappie in jars 43

SODA
Boxes 5 1/2
Kegs, English 4 3/4

SPICES
Whole Spices
Allspice, Jamaica 9
Allspice, large Garden 18
Cloves, Zanzibar 18
Cassia, Canton 14
Cassia, 5c pkg. doz. 25
Ginger, African 9 1/2
Ginger, Cochin 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45

Nutmegs, 70-80 30
Nutmegs, 105-110 22
Pepper, Black 15
Pepper, White 25
Pepper, Cayenne 22
Paprika, Hungarian 45

Special Price Current

12	
Big Chief, 2 1/2 oz.	6 00
Big Chief 16 oz.	30
Bull Durham, 5c	5 90
Bull Durham, 10c	10 80
Bull Durham, 15c	18 48
Bull Durham, 8 oz.	60
Bull Durham, 16 oz.	72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 50
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	5 90
Brotherhood, 5c	5 95
Brotherhood, 10c	11 00
Brotherhood, 16 oz.	17 00
Carnival, 5c	5 70
Carnival, 10c	11 40
Cigar Clip Johnson	30
Cigar Clip, Seymour	30
Identity, 8 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	9 00
Corn Cake, 4 oz.	2 55
Corn Cake, 7 oz.	4 45
Corn Cake, 5c	4 60
Cream, 6oz pail	4 60
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	7 20
Chips, 10c	10 20
Dills Best, 1 1/2 oz.	7 90
Dills Best, 3 1/2 oz.	11 50
Dills Best, 16 oz.	7 30
Dixie Kid, 1 1/2 foil	5 90
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 40
Duke's Cameo, 1 1/2 oz.	5 90
Drum, 5c	4 95
F. F. A. 3 oz.	11 50
F. F. A. 7 oz.	11 50
Fashion, 5c	6 00
Fashion, 16 oz.	4 30
Five Bros., 5c	5 60
Five Bros., 10c	10 70
Five cent cut Plug	2 90
F. O. B. 10c	11 50
Four Roses, 10c	9 60
Full Dress, 1 1/2 oz.	7 20
Glad Hand, 5c	1 44
Gold Block, 1 1/2 oz.	3 90
Gold Block, 10c	11 85
Gold Star, 16 oz.	3 80
Gail & Ax Navy, 5c	5 95
Growler, 5c	4 50
Growler, 10c	9 20
Giant, 20c	2 63
Giant, 5c	1 55
Giant, 16 oz.	3 30
Hand Made, 2 1/2 oz.	5 50
Hazel Nut, 5c	5 76
Honey Dew, 1 1/2 oz.	4 40
Honey Dew, 10c	11 88
Hunting, 1 1/2 & 3 1/2 oz.	6 10
I X L, 5c	6 10
I X L, in pails	3 30
Just Suits, 5c	6 00
Just Suits, 10c	11 88
Kiln Dried, 25c	2 45
King Bird, 7 oz.	25 20
King Bird, 3 oz.	11 00
King Bird, 1 1/2 oz.	5 70
La Turka, 5c	5 76
Little Giant, 1 lb.	9 80
Lucky Strike, 1 1/2 oz.	9 40
Lucky Strike, 1 3/4 oz.	9 60
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	3 30
Myrtle Navy, 10c	11 80
Myrtle Navy, 5c	5 94
Maryland Club, 5c	5 50
Mayflower, 5c	5 76
Mayflower, 10c	11 40
Mayflower, 20c	1 92
Nigger Hair, 5c	5 94
Nigger Hair, 10c	10 66
Nigger Head, 5c	4 96
Nigger Head, 10c	9 84
Noon Hour, 5c	1 44
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz.	5 96
Old Crop, 5c	5 76
Old Crop, 25c	2 90
P. S., 8 oz., 30 lb. cs.	19
P. S., 3 oz. per gro.	5 70
Pat Hand, 1 oz.	6 30
Patterson Seal, 1 1/2 oz.	4 80
Patterson Seal, 3 oz.	9 60
Patterson Seal, 16 oz.	5 70
Peerless, 5c	5 90
Peerless, 10c	11 80
Peerless, 3 oz.	10 20
Peerless, 7 oz.	23 76
Peerless, 14 oz.	47 52
Plaza, 2 gro. cs.	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 00
Plow Boy, 14 oz.	4 50
Pedro, 10c	11 80
Pride of Virginia, 1 1/2	5 76
Pilot 5c	5 76
Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 10c	9 60
Prince Albert, 8 oz.	4 92
Prince Albert, 16 oz.	8 40
Queen Quality, 5c	4 80
Rob Roy, 5c foil	5 90
Rob Roy, 10c gross	10 20
Rob Roy, 25c doz.	4 12
Rob Roy, 50c doz.	5 76
S. & M., 5c. gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 90
Soldier Boy, 10c	10 56
Soldier Boy, 1 lb.	4 80
Sweet Caporal, 1 oz.	6 00
Sweet Lotus, 5c	6 00

13	
Sweet Lotus, 10c	12 00
Sweet Lotus, per doz.	4 85
Sweet Rose, 2 1/2 oz.	4 30
Sweet Tip Top, 5c	2 00
Sweet Tip Top, 3 1/2 oz.	3 38
Sweet Tips, 1/4 gro	10 08
Sun Cured, 10c	11 75
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time 14 oz.	3 50
Standard, 2 oz.	5 90
Standard, 3 1/2 oz.	2 25
Standard, 7 oz.	1 68
Seal N. C., 1 1/2 cut plug	70
Seal N. C., 1 1/2 Gran	63
Three Feathers, 1 oz.	63
Three Feathers, 10c	10 20
Three Feathers and Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	8 75
Trout Line, 5c	5 95
Trout Line, 10c	10 00
Turkish, Patrol. 2-9	5 76
Tuxedo, 1 oz. bags	4 80
Tuxedo, 2 oz. tins	9 60
Tuxedo, 4 oz. cart	6 40
Tuxedo, 16 oz. tins	6 40
Twain Saks, 10c	9 40
Union Leader, 50c	5 00
Union Leader, 25c	2 55
Union Leader, 10c	11 60
Union Leader, 5c	5 95
Union Workman, 1 1/4	5 76
Uncle Sam, 10c	10 80
Uncle Sam, 8 oz.	2 20
U. S. Marine, 5c	6 00
Van Bibber, 2 oz. tin	8 80
Velvet, 5c pouch	1 44
Velvet, 10c tin	1 92
Velvet, 8 oz tin	3 84
Velvet, 16 oz. can.	7 68
Velvet, combination cs	5 75
War Path, 5c	5 95
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	2 30
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1lb., doz.	4 80

14	
3-hoop Standard	2 95
2-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 40
10 qt. Galvanized	1 70
12 qt. Galvanized	1 90
14 qt. Galvanized	2 10

Toothpicks	
Birch, 100 packages	2 00
Ideal	85

Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

Tubs	
20-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
16-in. Standard, No. 3	5 50
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	10 25
No. 2 Fibre	9 25
No. 3 Fibre	8 25
Large Galvanized	5 75
Medium Galvanized	5 00
Small Galvanized	4 25

Washboards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	3 75
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 00

Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls	
13 in. Butter	1 50
15 in. Butter	2 00
17 in. Butter	3 75
19 in. Butter	6 00
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25

WRAPPING PAPER	
Common Straw	2 20
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short cut	13
Wax Butter, full count	20
Wax Butter, rolls	19

YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Cream, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	58

AXLE GREASE	
1 lb. boxes, per gross	9 00
3 lb. boxes, per gross	24 00

BAKING POWDER		
Royal	10c size	90
	1/4 lb. cans	1 35
	6 oz. cans	1 90
	1/2 lb. cans	2 50
	3/4 lb. cans	3 75
	1 lb. cans	4 80
	1 lb. cans	13 00
	5 lb. cans	21 50


CIGARS	
Johnson Cigar Co.'s Brand	

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

15

Panatellas, Bock35
Jockey Club35

COCOANUT
Baker's Brazil Shredded



10 5c pkgs., per case 2 60
36 10c pkgs., per case 2 60
16 10c and 38 5c pkgs., per case2 60

16


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



White House, 1lb.
White House, 2lb.
Excelsior, Blend, 1lb.
Excelsior, Blend, 2lb.
Tip Top, Blend, 1lb.
Royal Blend
Royal High Grade
Superior Blend
Boston Combination
Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown Davis & War-

17

SOAP
Gowans & Sons Brand.



Single boxes3 00
Five box lots2 95
Ten box lots2 90
Twenty-five box lots2 85

Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00

16

The only 5c Cleanser
Guaranteed to equal the best 10c kinds




SAFES



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

SOAP
Gowans & Sons Brand.



SOAP
Gowans & Sons Brand.

Single boxes3 00
Five box lots2 95
Ten box lots2 90
Twenty-five box lots2 85

Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00

17

Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes3 25
Big Master, 100 blocks 4 00
German Mottled3 50
German Mottled, 5 bxs 3 50
German Mottled, 10 bx 3 45
German Mottled; 25 bx 2 40
Marseilles, 100 cakes6 00
Marseilles, 100 cks 5 40
Marseilles, 100 ck toil 4 00
Marseilles, 1/2 box toil 2 10

Proctor & Gamble Co.
Lenox3 00
Ivory, 6 oz.4 00
Ivory, 10 oz.6 75
Star3 85

Tradesman Co.'s Brand

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

A. B. Wrisley
Good Cheer4 00
Old Country3 40

Soap Powders
Snow Boy, 24s family size3 75
Snow Boy, 60 5c2 40
Gold Dust, 24 large4 50
Gold Dust, 100-5c4 00
Kirkoline, 24 4lb.3 80
Pearline3 75
Soapine4 00
Ea-abitt's 17763 75
Roseline3 59
Armour's3 70
Wisdom3 80

Soap Compounds
Johnson's Fine5 10
Johnson's XXXX4 25
Rub-No-More3 85
Nine O'clock3 30

Scouring
Enoch Morgan's Sons
Sapallo, gross lots9 50
Sapallo, half gro. lots 4 85
Sapallo, single boxes 2 40
Sapallo, hand2 40
Scourine Manufacturing Co
Scourine, 50 cakes1 80
Scourine, 100 cakes3 50

Lowest Advertising Service

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
Dallas

Fisk Advertising Service

For Clothiers and Furnishers
52 ads. one each week for a \$5.00 year. text matter only .. \$5.00
Privilege to buy cuts if desired
Check must accompany order

For Hardware Dealers
52 ads. one each week for a \$5.00 year. text matter only .. \$5.00
Privilege to buy cuts if desired
Check must accompany order

For Grocers
52 ads. one each week for a \$5.00 year. text matter only .. \$5.00
Privilege to buy cuts if desired
Check must accompany order

Every retailer in America, in these lines, can make more money by using a Fisk Service. Samples sent on request, but I advise you send order and check before your competitor gets ahead of you, as I sell only one dealer in a town.

HENRY STIRLING FISK, Pres.
Fisk Publishing Company
Schiller Building, Chicago

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

Store and Office Fixtures

One jewelry outfit complete, including large safe, fine enough for any store. One oak drug outfit, complete with prescription case, work board, etc. One mahogany confectionery outfit. These are all bargains and in fine condition. Show cases of every description. A fine line of tobacco, wall and floor cases. All kinds of office desks and chairs, safes, Strubler's computing scales, are of the highest quality and prices are right. Cash registers, detail and total adders. Coffee mills, counters. We may have just what you require in second-hand, and you save the money. Michigan Store & Office Fixture Co., 929-931 Ottawa Ave., N. W., Grand Rapids, Mich. 435

BUSINESS CHANCES.

For Sale—New York Racket store in good factory town, 1,100. Good farming country. Clean stock, inventories about \$4,800. Good business for the right man. Address No. 461, care Tradesman. 461

For Sale—Grocery, fixtures, clean up-to-date stock, invoices about \$3,000. Business over \$38,000 cash annually. Located in fine R. R. center, with excellent farming community around it. Satisfactory reasons for selling. Address No. 460, care Tradesman. 460

Outside show cases, electric lighted, 19 and 27 inches wide, \$10 and \$15. Electric sign, will repaint to order, \$10. All real snaps. E. H. Davis, Box 126, Lansing, Michigan. 459

For Sale—Good clean stock of groceries and merchandise, in good farming country. Established 30 years. Must sell on account of ill health. Invoice \$1,500. Rare bargain for small investment. Will sell or rent property. Address R. H. Wolf, Bowersville, Ohio. 458

For Sale—Clean up-to-date grocery stock, with fixtures. Price \$2,000. Reason selling, poor health. H. Miller & Son, Rockford, Mich. 453

For Sale—Established shoe business and complete new fixtures in a beautiful town of 1,000 inhabitants. Best location. Fine brick two-story building, 22 x 60. Good cobbling shop in connection. Living rooms over store. No cut prices, farmers are rich. Owner wishes to retire. Rent reasonable. Enquire Fletcher & Hakes, Suite 419, Widdicomb Bldg., Grand Rapids, Mich. 457

For Sale—Fresh grocery stock. Best location in town. Will invoice about \$2,000. Large paper mill just started. Good business and moneymaker. Address Geo. V. Garter & Co., White Pigeon, Mich. 456

Business Opening. An excellent opening for a general store in the thrifty little village of Butternut, Mich. Building, 22 x 50, modern, with pressed steel ceiling and walls, also exterior. New counters and shelving; reasonable rent. Only one general store in town. Fine opening for bright hustling young man. Town has elevator, pickling station, feed mill and planer, cheese factory, bank, hardware, drug store. Fine agricultural section. See or write. Jno. R. Hudson, Middleton, Mich. 455

For Sale—Stock of groceries, etc., in village in Northern Michigan resort district. Good farming country surrounding. For particulars, address J. C. Chase, Norwood, Mich. 454

Hotel For Sale—Eighteen rooms, only first-class house in Gladstone, a growing city of 5,000. Will sell for two-thirds value, furnished or unfurnished. Good reasons for selling. Best location. Good transient trade. A moneymaker. Lately remodeled. Send for cut and description. W. L. Marble, Gladstone, Mich. 451

For Sale—Hotel, livery and potato cellar, good farming country, small town, no competition. \$1,500 to \$2,000 year clear. Write C 100, care Tradesman for full particulars. 450

Stores bought, sold and exchanged. If you want to get in or out of business write me. I handle all kinds of business places and real estate. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 386

Merchants! Do you want to sell out? Have an auction sale. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 449

50c on the dollar buys a nice brick store and a general stock of merchandise in good railroad town. Address No. 448, care Michigan Tradesman. 448

A store for rent, 33 x 60, Glencoe, Minn., for furniture dealer. Great opportunity, best location. Only one furniture dealer in town. Vacant about October 15. For information write J. A. Karstens, Glencoe, Minn. 445

For Sale—Clean, bright bazaar stock, Central Michigan town. Cheap for cash. Reason, ill health. Address No. 404, care Tradesman. 404

For Sale—Only hardware and implement store in small town, near Grand Rapids. Store and fixtures for sale, stock invoices about five thousand dollars. This is a snap and if you are looking for a hardware business better investigate. Address No. 440, care Michigan Tradesman. 440

For Rent—A first-class brick store building 25 x 80 feet and basement, on the best corner of a live town of 1,400 inhabitants. No greater opportunity ever afforded a live merchant with a good general stock. Box 576, Shelby, Mich. 438

For Sale—A good clean, up-to-date stock of clothing and store fixtures in a live and growing county seat, where you will not be bothered with cut prices. The stock and fixtures will inventory about \$9,000. The surrounding country is good and prosperous. The city has all modern conveniences. If you will take into consideration the established business, the town and exceptionally clean stock, it would be worth more than inventory price but for certain reasons will sell at a bargain for cash. For particulars enquire at our office, Fletcher & Hakes, Suite 419 Widdicomb Bldg., Grand Rapids, Mich. 436

For Sale—\$25,000 general stock in one of the best towns of 5,000, Barry county. Might consider some desirable real estate as part payment. Harry Thomasma, 433 Houseman Bldg., Grand Rapids, Mich. 428

Bakery, ice cream, candy plant, wholesale and retail. Doing good business. Invoice \$2,300. Big territory for quick sale. Going to California. Hoham, Chesterton, Ind. 426

For Sale—Money-making dry goods business, doing \$35,000. If \$40,000 yearly sales can be increased; stock about \$10,000; easy terms to the right man. Address W. H. Kirby, California, Pa. 424

Splendid farm lands. Eight thousand (8,000) acres of Minnesota farm lands for sale; black loam, clay subsoil; some timber, near Palsade, on the new Soo Railroad; only about two miles from the Mississippi River; divided to suit purchasers; fair payment down, liberal time on balance. Address Pat Hines & Co., 601 Manhattan Bldg., Duluth, Minn. 423

Financial company dealing in high grade investment securities, can earn 50% annually on every dollar invested; additional capital is desired; will pay 1% per month now and three or four times that later; will develop into regular banking business. Write for particulars. United States Trust & Finance Co., American Trust Bldg., Chicago, Ill. 422

For Sale—Grocery, fixtures, clean stock. Invoices about \$1,800. Good factory city. Address No. 421, care Michigan Tradesman. 421

For Rent—Only store in village, four miles from nearest town. Cheese factory, blacksmith and machine shop, two churches, school. Fine business point. No old stock to buy. O. M. Pearl, R. F. D. No. 15, Shepardsville, Mich. 416

For Sale—Grocery stock and fixtures. Doing a large business. Bakery in connection. Apply H. T. Stanton, 18 Market St., Grand Rapids. 405

Honey For Sale—Fancy Michigan comb and extracted honey, in quantity and packages to suit. Postpaid samples, 10 cents each. A. G. Woodman Co., Grand Rapids, Mich. 443

For Sale—A \$25,000 fruit farm for 60 cents on the dollar. Send your address for full particulars. Address A. C. Gongwer, Real Estate, Hart, Michigan. 399

C. W. Reimer, Auctioneer, merchandise and real estate sales a specialty. Write for dates. Arcola, Ill. 396

No better farm and fruit lands in Michigan. 800 acres, 120 acres cleared, 320 acres fenced, well watered and only two miles from Boyne City, Mich. For particulars write to W. E. Ormsby, Boyne City, Mich. 410

For Sale—Cheap for cash, home bakery and lunch room. Building, living rooms, bake oven and furnishings. Only oven in town. Box 456, Bellaire, Mich. 406

For Sale—Up-to-date wholesale and retail bakery, candies, ice cream, lunch and tobacco business. Can be bought cheap. Good reason for selling. For particulars address No. 387, care Tradesman. 387

For Sale—For health reasons, well located and long established shoe store in growing city of 30,000, in Michigan. Clean stock about \$8,000. Modern front. Low rent doing \$1 cash business. Address Edwards, care Tradesman, Grand Rapids. 430

Printing—250 envelopes, 150 letterheads and 125 business cards, printed and post-paid for \$1. Chas. Champion, Gladstone, Michigan. 413

For Rent—Seven-room house, newly decorated and painted, gas, bath, etc. Dandy location. Good neighbors, quiet, near car line, ten minutes walk from downtown. Rent \$17. Apply 509 N. Prospect Ave., Grand Rapids, Mich. Take Michigan street car. 384

\$3,800 equity in stock and dairy farm to exchange for going mercantile business. C. W. Long, 353 Division Ave. So., Grand Rapids, Mich. 367

For Sale—Four station air line cash carrier. David Gibbs, Ludington, Michigan. 345

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

Wanted—For cash, stock of general merchandise, clothing or shoes. Address Box 112, Bardolph, Ill. 315

Salesmen Attention—For a special or sideline, send for a Northey refrigerator catalog No. 12, 170 pages. It has all kinds of refrigerators for every purpose and can be sold anywhere. Write today. Northey Manufacturing Co., Waterloo, Iowa. 258

Spot cash, quick action, a fair price is my way of buying shoe stores and general stocks of merchandise; city, country, anywhere. Will advance money on anything saleable. Address No. 366, care Tradesman. 366

For Sale—Cheap, McCaskey, American and Simplex account systems, second-hand. For particulars write A. R. Hensler, Battle Creek, Mich. 299

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

Merchandise sale conductors. A. E. Greene Co., 135 Grand River Ave., Detroit. Advertising furnished free. Write for date, terms, etc. 549

Auctioneers—We have been closing out merchandise stocks for years all over this country. If you wish to reduce or close out, write for a date to men who know how. Address Perry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

HELP WANTED.

Wanted—First-class road salesman for wholesale paper house. One with established territory in Northern and Western Michigan. Grand Rapids Paper Co. 446

Wanted—Two young men of good character, who understand stenography and typewriting, also general office work. Must have good references. Apply to No. 441, care Michigan Tradesman. 441

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

Want ads. continued on next page.

Local Option Liquor Records

For Use in
Local Option
Counties

We manufacture complete Liquor Records for use in local option counties, prepared by our attorney to conform to the State law. Each book contains 400 sheets—200 originals and 200 duplicates. Price \$2.50, including 50 blank affidavits.

Send in your orders early to avoid the rush.

TRADESMAN COMPANY
GRAND RAPIDS, MICH.

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed

Beware of Imitations. For Particulars Ask for Sample and Booklet.

Write us for Agency Proposition. Distributing Agents at

Saginaw Kalamazoo Toledo Columbus Rochester Boston Chicago
Detroit Lansing Cleveland Cincinnati Buffalo Worcester Jackson
Milwaukee Battle Creek Dayton Youngstown Syracuse Scranton

H. M. REYNOLDS ASPHALT SHINGLE CO.
Original Manufacturer, GRAND RAPIDS, MICH.

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 30—Sympathizing with the option market, spot coffee has shown a stronger tone than characterized it a week ago and, as it seems very probable that stocks in the hands of the interior dealers must be quite depleted, an improving market is looked for with great confidence. At the close Rio No. 7 is worth, in an invoice way, 14 $\frac{3}{4}$ c. In store and afloat there are 2,229,664 bags, against 2,201,892 bags at the same time last year. A pretty good enquiry exists for milds. Good Cucuta is quoted at 16 $\frac{3}{8}$ c.

Teas show greater activity and quotations are firmly maintained.

Molasses is quiet, but the outlook is for steadily improving call with the colder weather. Good to prime centrifugal, 26@34c. Syrups are in increasing supply. The demand is steady. Fancy 25@28c.

The cold wet weather has probably knocked the tomato crop into a cocked hat and this may also be said of Maine (and other) corn. The latter is quoted at 80c for fancy New York, and the tendency is toward a higher level right along. The whole canned goods market is strong and characterized by an upward swing for almost the whole line.

Top grades of butter are strong and quotations show decided advance. Creamery specials, 31 $\frac{1}{2}$ @32c; firsts, 29@31c; held extras, 30 $\frac{1}{2}$ @31c; imitation creamery, 24@24 $\frac{1}{2}$ c; factory,

THE FROST THAT BLIGHTS.

A man's progressiveness is often measured by the way he receives a suggestion from an employe.

A salesman in a hardware store said to one of the managers, "Don't you think it would be a good idea to cut a door through that wall? We have the same kind of goods on both sides and have to go all the way up to the other end every time we want to get through."

"Well," drawled the manager, "I guess if we can afford to pay you for your time, you can afford to take the trouble to walk around there. You sell the goods, young man, and I'll decide when to tear down the walls."

About three months later the young man had so far forgotten the sting of the former rebuff that he grew bold

danger were real—perhaps more so than if he actually had been dismissed.

This fear is so blighting in its effects, so detrimental to good work, that employers and managers and all with any degree of authority in business should take every reasonable precaution to remove it from the minds of employes. When necessary to quiet the thought of a fearful employe, it is sometimes well for the superior to come right out with the assurance and say, "Don't be afraid of losing your position with us. We need you and are depending on you to help us carry on this business." Such an assurance is of untold value to a worker, not only to his peace of mind, but also to his work itself.

Some employers and managers try



Apple Display of Western Michigan Development Bureau at West Michigan State Fair

Stocks seem sufficient for present needs and fair supplies are on the way. The loss of a cargo of Japans has strengthened the situation in this variety.

Only a moderate volume of business has been reported in the sugar trade, as the season is on the wane. Withdrawals have been light and quotations are steady at 5.15c.

Rice is well sustained, but the demand has hardly been equal to that of previous weeks. Planters are having their say as to the price of the "raw" material and are making no concessions, so there seems to be absolutely no surplus stocks on hand. Prime to choice domestic, 53 $\frac{3}{8}$ @5 $\frac{1}{2}$ c.

Spices are firm. The demand is fair, and shows increasing strength from week to week. Pepper is in strong hands and prices are bound to be firmly sustained. Singapore black, 11 $\frac{3}{8}$ @11 $\frac{1}{4}$ c; white 18 $\frac{1}{2}$ @18 $\frac{3}{4}$ c.

23@23 $\frac{1}{2}$ c; packing stock, 21 $\frac{1}{2}$ @22c.

Cheese has reached a point higher, it is said, than at any time since the Civil War. Supplies are moderate and what the top figure will be no one can foretell. Whole milk, 16 $\frac{3}{4}$ c for white or colored.

Eggs are steadily advancing for top grades and already the 45c mark is not far away. This for nearby stock. Best white Western, 32@34c; firsts to extra firsts, 27@30c.

Wm. Bezanson, (Hazeltine & Perkins Drug Co.) was recently run into by two boys on a bicycle at Kalamazoo. In the encounter one leg was sprained and one arm skinned, while his trousers were so badly wrecked that he had to borrow a pair of one of his customers before he could venture out on the street.

A man may work harder counting peanuts than signing treaties.

enough to make one more suggestion.

"If we had a medium size of this wrapping paper I think it would save a good many sheets of this large size in the course of a day."

"You think so? Well, you attend to your customers and we'll try to provide enough paper to wrap the goods up in."

What a wholesome atmosphere to work in! How it must unfold the buds of original thought—like the gentle spring rain falling on the grass and trees or the warm sunshine that brings out the apple blossoms! Or— but maybe it's only a cruel frost that kills the flowers.

The Bane of Fear.

Thousands of men and women are living in constant fear of losing their positions. It is good to know that in most instances this fear is groundless, but until this fact is known to the worker he is just as unhappy as if the

to rule their men by purposely keeping them in fear of losing their positions. Such a policy is nothing short of cruelty. A manager who knowingly does that has no moral right to hold authority at all. This policy should be utterly condemned wherever found. It may sometimes be done ignorantly, but the effect is the same as if done from cruel motives.

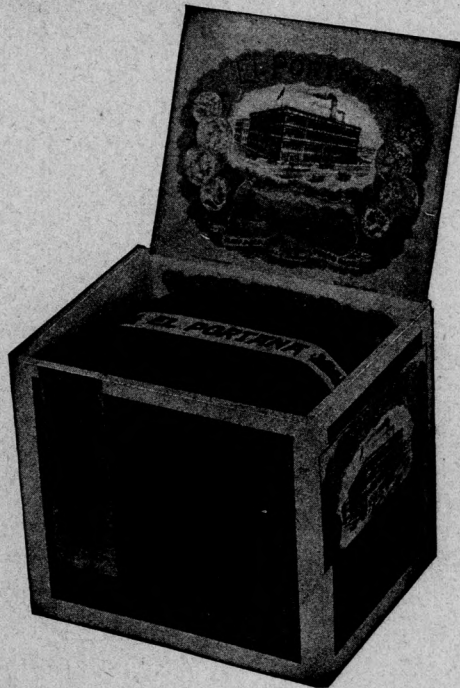
Let every sincere worker feel the satisfaction of knowing that his efforts are appreciated and that he is not to be cast aside at the whim of any man.

A man may have his price, but it takes a woman to make him feel like a bargain counter remnant.

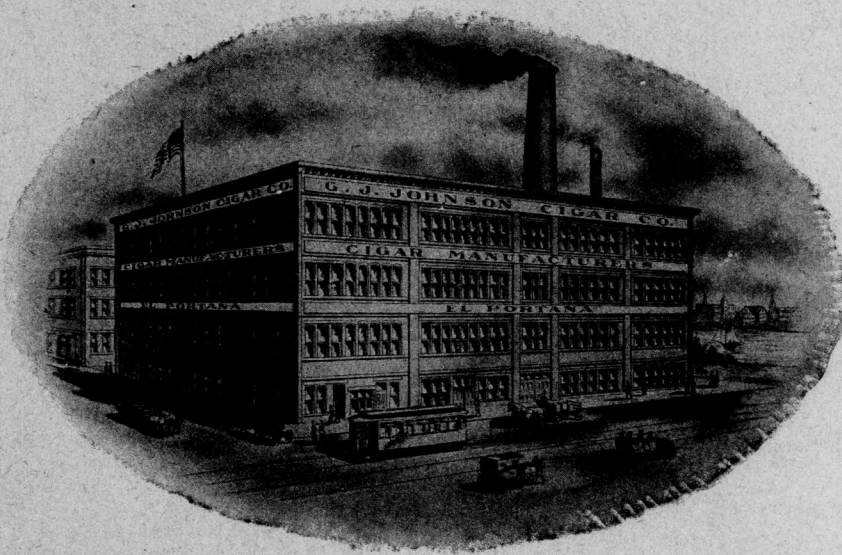
BUSINESS CHANCES.

Drug store fixtures for sale, cheap. Address E. L. Howard, Gobleville, Mich.

EL PORTANA 5c CIGAR



"In a
Class by
Itself"



Manufactured
Under
Sanitary
Conditions

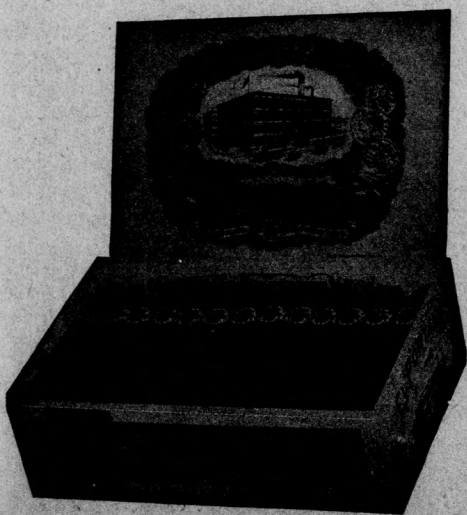
Made in

Five Sizes

G. J. Johnson
Cigar Co.

Makers

Grand Rapids, Mich.



Did You Do More Business in September, 1912, than in September a Year Ago?

Every keen merchant strives to make each business period produce a greater volume than the corresponding one of the previous year and watches anxiously for the results when the comparison is made.

Most merchants make the comparison by months—checking the total business this month with the same month last year. It is a good plan.

Volume can be increased most easily by special attention to those standard items which are particularly in demand at the moment. *More than any other time this is the oatmeal season and this is an oatmeal year.* A prominent store display of

Quaker Oats

will largely increase your sales during these fall months and add materially to your volume and profit.

We are doing a lot of extra work now to make every customer a possible Quaker Oats buyer. Big additional advertising started September 1st and will run indefinitely.

It will pay you to boost this package in which the public so thoroughly believes.

The Quaker Oats Company

CHICAGO