

# MICHIGAN TRADESMAN

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Thirtieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 23, 1912

Number 1518

## From Birth to Battlefield

A child is born—it gasps and cries,  
And clasps its wee fist to its eyes;  
It stares at those who stand around,  
And sleeps, a stranger unto care,  
While she that smiles o'er joys profound,  
Prays for him ere he needs for prayer.

A hundred childish ills he worries through,  
A thousand times his life hangs by a thread;  
He falls, when there is nothing else to do,  
From some high perch and strikes upon his head—  
Ah, who shall say God keeps him not in sight,  
Nor hears the prayers she offers up at night?

Toil and hope and despair,  
Grieving and doubting and joy;  
Days that were dark and days that were fair  
For those who love the boy;  
Years that have wearily dragged.  
Years that have flown and griefs that have lagged—lagged—  
To make him a man at last.

Hark to the summons that comes!  
Hear the merciless roll of the drums!  
The man for whom plans were made,  
He for whom schemes were laid,  
Must brush them aside, for somewhere  
Somebody has wronged someone—  
Let the banners wave high in the air,  
There is soul stirring work to be done.

Down through the valley and over the slope,  
A regiment sweeps to the fray!  
What of the prayers, the toil, the hope,  
And the lofty plans of yesterday?  
An angry shot,  
A crimson clot,  
End the smiles and tears  
Of twenty years  
And in a lump of lifeless clay.

## Give the Boy a Chance

Give him a chance when he's free and young,  
Give him a chance for a decent start,  
Before the devil his snares has flung  
Or poisoned the blood of his boyish heart;  
Give him a chance for air and sun,  
For happy play with a happy throng.  
As the twig is bent the trees's inclined,  
And ever this selfsame truth we find,  
That the bad man's only a grownup boy  
Gone wrong!

Give him a chance in the busy game,  
Give him a chance for the best he knows.  
You raise a boy in sin and shame  
And he won't be white as the driven snows;  
But give him the chance that he ought to have  
And he'll wax manly and fine and strong.  
It's the youth that's spent in a rotten slum  
That makes the thief and the thug and bum,  
For the bad man's only a grownup boy  
Gone wrong!

Berton Draley.

## The Big and the Little

WITH GOD there is no great nor small—no distinction between important and unimportant. The feathers of the tiniest insect are fashioned as carefully as the wings of a condor. The eagle soars to dizzy heights in cerulean realms, but the little wren—flitting back and forth from a wood-pile to a fence corner, admiring the grass and daisies—can talk just as intelligently about the beauties of Nature as the bird of bigger build.

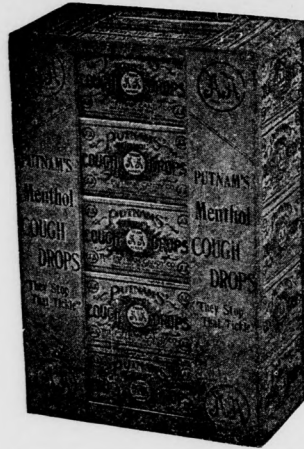
Robert Hanna Davis.

# Foster, Stevens & Co.

## Wholesale Hardware



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



## Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton  
Price \$1.00

Each carton contains a certificate, ten of which entitle the dealer to

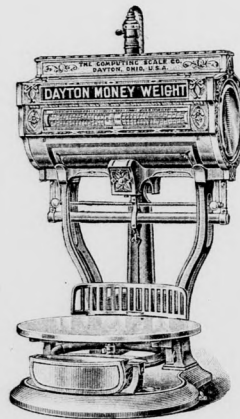
**ONE FULL SIZE CARTON  
FREE**

when returned to us or your jobber  
properly endorsed

**PUTNAM FACTORY, National Candy Co.**  
Makers  
GRAND RAPIDS, MICH.

We have an ambition to largely increase the sale of our old reliable brand of **B-B-B COFFEE**. To assist in this, we will from this date furnish a vastly improved quality, both in style and drink; in fact, a coffee that we believe to be unequalled at anything near the price. It is a beauty and is just as good as it looks, and we ask our patrons, on receipt of the goods, to open and compare them with anything heretofore offered them. To furnish this quality our margin of profit is seriously interfered with but we believe the natural increase in sales resulting from the improvement will more than offset this. If this fails our patrons and theirs will at least be gainers.

**JUDSON GROCER CO.**  
GRAND RAPIDS



## Let the Other Fellow Experiment

Twenty years' experience in building Computing Scales, is a service that is handed you when you buy a Dayton Moneyweight Scale. There's as much difference in Dayton Scales and "The Other Kind," as there is between a Swiss Watch and a "Dollar Watch."

Buy a Scale with a System  
Buy a Scale with a Record of Good Service  
Buy a Scale with a Ten Year Guarantee  
Buy Dayton Computing Scales

**Moneyweight Scale Company**  
165 North State Street Chicago, Illinois

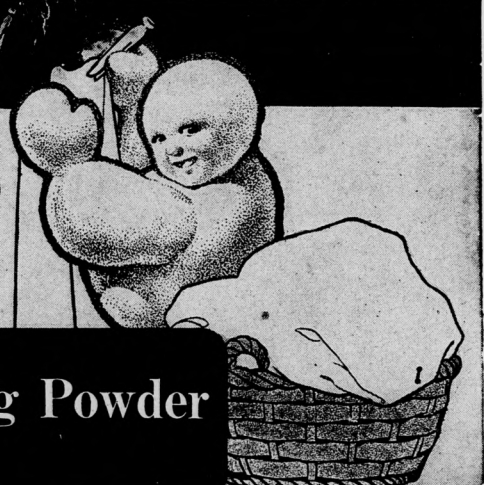
Have you had our booklet of Store Systems. "The Bigness of Little Things?" It's free. ask for it.

**next time**

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

**Lautz Snow Boy Washing Powder**

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



# MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 23, 1912

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## SPECIAL FEATURES.

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## GREATEST OF MODERN PESTS.

Taking daily toll from the farmer, the merchant, the manufacturer and the household, rats and mice stand for one of the greatest of modern pests. Estimates have been made of the shrinkage caused by these pests in the grain crops of the world annually, of the loss to merchants and manufacturers and of the damages wrought in the home. It is not the purpose of this article to go into statistics, but the total annual loss runs far up into the millions and, so far as known, there is nothing on the credit side to reconcile us to the damage done. How to deal with this pest is a problem in nearly every store, and it comes as near being a universal problem as any on the books. It exists all over the world and in every climate and the ships that sail the seas. It is a problem that the scientists and inventive geniuses have sought to solve and eradicate, and still the pests continue their ravages and the annual loss goes on. In modern store buildings the nuisance is minimized by cement construction, making it impossible for rats or mice to enter in or, once in, to find hiding places, but even in all cement buildings they will be found where boxes and barrels are stored in spite of all the precautions that may be taken. There are various popular methods of dealing with these pests. One is the trap, which is efficient up to a certain point, but which, after all, does little more than to keep down the population. Poison is used sometimes, but this is hazardous and, if the rodent reaches its hole, may create a still greater nuisance. The cat is looked upon as a sure cure, but, if the truth be told, the cat is much overrated as a mouse and rat catcher. The cat gets lazy when it is too well fed and if not well fed it is likely to wander. And then the sagacity of the rats and mice in time circumvent the most enterprising cat. The pests learn the ways of the cat, just as the tough citizens learn the ways of the policeman. They observe the cat's habits, and methods and do not come out when the cat is around. The best cat will not "last" more than four or five months and then, if the cat method is to be continued, a new cat has to be secured with habits which will catch the

rodents by surprise. How to keep down the rodent population is always a problem and if any of the Tradesman's readers have successful ways of their own for its solution, its description would be appreciated.

## FURS AS FAVORITES.

The rage for furs of all varieties and styles promises to be as great as ever. The comfort which they stand for, their universal becomingness to all styles of beauty and the many variations in price bespeak the possibility of all being satisfied. Since there are now so many ways in which small pieces of fur may be utilized, the old pieces which have been laid away as heirlooms may now be pressed into service and converted into a part of a most fashionable attire. The beaver which was the pride of a great-grandmother furnishes material for two or three modern pieces and the massive muff which was a few years ago deemed valuable only as a curio is with a new lining just the thing for to-day.

Yet many who own these old valuables realize their incompetency to refit them properly and are at the same time not able to send them to a professional in the city or do not know the proper source to apply and insure good workmanship at nominal cost. They may make the attempt at home and through some lack of technical knowledge fail utterly or the furs may be allowed to remain untouched, waiting a more favorable time and courting a delay which will render them less available.

When you specialize upon your fur goods, secure competent help for converting the old heirlooms available. Do not think that in this you are only injuring your chances for sales. The woman who finds that she can have an elegant muff made from the old fur which has been laid away for years will become more interested in this style of apparel. She will buy a neckpiece to match and her friends will also awaken to the possibilities in your fur department. Help in renovating and remaking strengthens your cause every time. When people see that they are getting an article which will last for years, they feel the more justified in putting up a good price for it.

The pastor of a Roman Catholic church in Jersey City calls rice throwing at weddings lunacy, and characterized the custom as a "pagan, uncivilized and rowdy action." In his parish paper he says: "Gentlemen and ladies do not indulge in this horseplay, which has been known to result in the loss of the sight or hearing of one of the bridal couple, who, through the lunacy of their friends, have their joyful day turned into one of woe." A great many people will approve and applaud the remarks of the priest.

## SELLING SWEET POTATOES.

People move in ruts, in their choice of food as well as in fashion and in many other things. The potato is in the North the staff of vegetable food. In the South it is replaced by the sweet potato; and when we stop to think of it, the latter is really the more nutritious; and taking this into consideration, it is often just as cheap or, perhaps, a little cheaper than the vegetable which is considered a daily necessity. While growing more and more in universal favor, its merits still require emphasis. There are homes in which it is used several times a week; others in which it is only a luxury, when it deserves to be a part of the ordinary food.

There is nothing especially attractive in a bushel of the tubers as they are usually shown in the market, dull, with more or less of earth still clinging. But try selecting one having the semblance of a bird, wash it, mark a nose with pencil, use small black headed pins for eyes; a bit of muckage will attach a grotesque bill, tail, and wings, and toothpicks will serve as legs, the feet being flat. Over this queer specimen suspend the placard, "The Cheapest and Best Roast" or some such words. The queer specimens which can be thus realized will surely cause the passer-by to stop. He is interested, and the basket of tubers will then attract as it would not be possible in the ordinary way.

In your morning advertisement, ask your patrons to try Aunt Dinah's sweet potato pudding and tell them how to make it. As a rule we know of only one or two ways of using this vegetable, while there should be as many variations as of the common potato. Here is a rut to be avoided. Get people awakened to the fact that the sweet potato may be the basis of many cheap, wholesome and nutritious dishes and sales will be greatly increased.

## THE RELIABLE MAN.

There is always room for the man who can be relied upon. "Why do you look outside your own business to find a man for that place?" asked one business man of another who had stated that he was looking for a man. "Well, the truth is," replied the other, "the kind of man I want isn't to be found among our 700 employees. I have always believed in promoting our own men when we have the right ones to promote, but I want a man who can be relied upon. I can't stand over that work all the time to coach some fellow who may be able to do the detail if I will do the thinking for him. And I can't afford to put in a fairly capable man who is likely to do some erratic thing the first time I give him enough leeway.

What I need and what I must have is a man who can take that department and run it without too much watching. Of course, any man I get will need a few pointers now and then while he is getting in touch with our way of doing business. And I want a man who can take advice when I see fit to give it, and who knows enough to come to me for advice when he needs it. But I can't afford to waste time, money and business-opportunity coaching a man who can't be depended upon. I want some one I can lean on, and not some one who will lean on me. Do you know where I can find such a man?"

"Yes," replied the other, "there are several such men around town, but they have already been discovered and I am afraid you will find it hard to get one."

## THE DISTURBING ELEMENT.

All unnecessary friction should be eliminated from a business for the sake of the business and the people connected with it. It is demoralizing to spend one's life in an atmosphere of continual discord, and it is also poor business. No worker can do his best under such conditions. If employers could estimate in money what portion of the payroll is paid out in exchange for time and energy that are consumed by unnecessary friction it would place good nature at a high premium.

In speaking of this the proprietor of a large business remarked: "I have figured it all out as a plain business principle that I cannot afford to keep in my employ a man who proves to be a disturbing element. Years ago I saw that most friction in business can be traced down to a few individuals who are cross and ill-natured and upset more of the people around them. I have seen more misery caused by a rude clerk or a sarcastic floor walker than by almost anything else. So we have a rule which gives the chronic scold an opportunity to reform or resign. We have had to lose some capable men, some of them high up in the organization, but I think we have gained by the loss. It may be hard on the individuals, but it is certainly a boon to those around them whose lives were made miserable by their ill nature. We have very little friction now."

A California chemist has manufactured a concoction which he claims will prevent roosters from crowing. He says his preparation is harmless and will stop the early morning crowing which disturbs slumber. But will the same concoction stop the hen from cackling when she has laid an egg?

If a man has anything he can't give away he proceeds to raffle it off.

**BANKRUPTCY MATTERS.**

**Proceedings in Western District of Michigan.**

Oct. 15—A voluntary petition was filed by Orrie VandeMeiden, a cement worker of Grand Haven, and he was adjudged 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 Nov. 1, for the purpose of electing a trustee, if desired, proving claims, etc. The bankrupt's schedules show no assets not claimed as exempt, and the following liabilities are listed:

Peoples Savings Bank, Grand Haven .....	\$ 600.00
Nathaniel Robbins, Grand Haven	463.71
Al Nietring, Grand Haven.....	114.00
Isaac VanWeelden, Grand Haven	101.00

Oct. 16—In the matter of the Grand Haven Boat Co., bankrupt, of Grand Haven, an order was made by the referee closing the estate and discharging the trustee. In this matter there were not sufficient assets to pay the administration expenses, after allowance of the bankrupts' exemptions, and no dividend was declared for general creditors.

In the matter of Abdullah E. Daas, bankrupt, formerly merchant at Grand Rapids, the final meeting of creditors was held. The final report and account of the trustee, Fred Maichele, was considered and allowed and a final order of distribution made. It appeared that the Worden Grocer Co. held a valid mortgage on the assets and the balance left, after payment of administration expenses, was ordered turned over to

them to apply on their preferred claim. No cause to the contrary being shown by creditors, it was determined that a certificate recommending the bankrupt's discharge should be made by the referee.

Oct. 17—In the matter of C. D. Crittenden Company, bankrupt, of Grand Rapids, the final order for distribution was made. There were not more than sufficient assets to pay the preferred claims and administration expenses and no dividend was declared for general creditors.

Oct. 21—In the matter of John O. Harrison, bankrupt, formerly merchant at Grand Rapids, the final meeting of creditors was held. The final report and account of the trustee, H. H. Freeland, was considered and allowed, and an order for final distribution made; final dividend of 26½ per cent. being declared and ordered paid to general creditors. No cause to the contrary being shown by creditors, it was determined that a certificate recommending the bankrupt's discharge should be made by the referee.

In the matter of the Muskegon Steel Casting Co., bankrupt, of Muskegon, an order was made authorizing and confirming the sale of the assets of every description, excepting accounts receivable, to W. E. Jeannot, of Muskegon, for \$2,500, the purchaser agreeing to assume the indebtedness of the bankrupt company to the Chamber of Commerce of the city of Muskegon and also to waive his alleged claim for \$3,000 against the bankrupt for stock claimed to have been sold him through fraud and misrepresentation.

**NEW YORK MARKET.**

**Special Features of the Grocery and Produce Trade.**

Special Correspondence.

New York, Oct. 21—Spot coffee is steady. When this is said there seems to be not another word. Orders have come all the time, but, as a rule, they have been rather small in amount and buyers are not prone to make any accumulation of stock. Quotations have been about unchanged and at the close Rio No. 7 is worth, in an invoice way, 15½¢ and 16⅞¢ for new crop Santos. In store and afloat there are 2,455,797 bags, against 2,186,796 bags at the same time last year. Mild grades show hardly a bit of change and good Cucuta is still quoted at 17¢.

There is said to be a feeling among refiners that the turn of the year will see a decline in the price of sugar, owing to huge crops which will be coming in. The consumer would doubtless like to see sugar and his salt on the same level, but this is hardly expected—this season. Granulated is quoted by practically all refiners at \$4.90.

While the tea trade is not stagnant, there is room for a lot of improvement and this, it is hoped and expected, will materialize by the end of the year, although any great rush is not looked for. Prices are steady and matters might be worse in many respects.

Rice in the hands of planters in the South seems bound to stay in these hands unless they see material improvement in the situation. Spot

prices are steady and good to prime domestic is quoted at 5@5½¢.

Spices are steady and every day, almost, shows a better feeling. Foreign advices are invariably firm and, with only moderate supplies, the outlook seems to be in favor of the seller.

There has been quite an active demand for grocery grades of molasses and the market is pretty well cleaned up on new supplies. Good to prime centrifugal, 26@34¢. Syrups are quiet and about unchanged.

In canned goods we have to report a steadily improving demand for almost the whole line, and especially tomatoes and corn. The f. o. b. Baltimore quotation on standard 3s tomatoes is 87½¢. Trade is rather quiet. It is inevitable that the Maine corn crop will be short and a delivery of not over 50 per cent. seems probable. Peas are firm and desirable goods are rather scarce.

Butter is steady. Creamery specials are in good demand at 31¢. Firsts, 28½@30¢; process, 27½¢ for extras and 26@26½¢ for firsts; factory, 24@24½¢; imitation creamery, 25@25½¢.

Cheese is firm and quotations have been boosted to a still higher fraction, with specials quoted at 17¾@18¢. Considerable stock is going in to storage.

Really desirable eggs are scarce and already the 50¢ mark has been touched for nearby stock. Best Western are held at 35@37¢ and from this the quotations are down to 30@32¢ and lower.

# We Offer You the Trade of Over 90% of the Butter Makers of This Country

If you don't keep well "stocked up" with "Dandelion" you will miss your share of this trade, because 90% of the Butter Makers demand "Dandelion" and they won't take chances with substitutes.



## Dandelion Brand

THE BRAND WITH



## Butter Color

THE GOLDEN SHADE

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS,--STATE AND NATIONAL.

**WELLS & RICHARDSON CO., - BURLINGTON, VERMONT**  
Manufacturers of Dandelion Brand Butter Color

## THE NEW LIABILITY LAW.

### Interesting Features Brought Out By Discussion.

The employer's liability and workmen's compensation law, which was enacted at a special session of the Legislature last spring and went into effect on September 1, introduces a new hazard in trade and industry where labor is employed. Every employer of labor, whether the merchant who has clerks in his store or the manufacturer or contractor should know and understand what the law is and how to meet its obligations. This law was the special topic for discussion before the first dinner meeting of the season of Grand Rapids Credit Men's Association and such was the interest taken in it that the largest attendance in the history of the Association remained until nearly 11 o'clock. The speakers were C. A. Palmer, State Insurance Commissioner, under whose department one phase of the law is administered; Francis D. Campau, of this city, and J. H. Thom, of Detroit, Actuary of the Standard Liability Insurance Company. They discussed the law from the viewpoint of state administration of the law, the mutual insurance plan and the stock company plan, respectively. Upon some points the speakers agreed and it was only upon the minor details as to the best plan for insuring the employer from the consequence of the calamities of industry that seemed open to argument. They agreed that the law was a good thing, in keeping with the humanitarian spirit of the age, that it was a protection to the employer from the ambulance chasing attorney and the employe from injustice, that the employer who carried his own insurance was making himself liable to financial disaster, that the stock companies doing business in Michigan under State license were safe and that the mutual insurance when properly managed was safe. It was also agreed that, instead of trying to place the responsibility for accidents and letting a jury decide whether or not the employer was to blame and should pay accordingly, the modern and enlightened way is to accept the casualties as one of the elements of cost of production and make the industry bear the expense; also that nearly every country in Europe has such laws, that this country has been slow in falling into line, but that nineteen states now provide for compensating the injured employe, and it is only a matter of time when all states will have such laws. In no state where such laws have been enacted, either in this country or abroad, have the laws been repealed, and while the Michigan law may be amended as the need for it appears there is no chance that it will ever be taken off the statute books. Upon all these points the speakers seemed to be unanimous.

In his address Insurance Commissioner Palmer said whether or not to come under the law was optional with the employer, but if he preferred to remain out in the event of accidents the victims could bring suit under the old law for damages and the em-

ployer was deprived by this law of the benefits of the old bulwarks of the defense, the fellow servant law, the contributory negligence clause and the assumption of risks claim; the only fact for the jury to consider would be whether the accident occurred and to what amount the victim might be entitled. The employer who comes under the law has the damages fixed by statute and can safeguard against disaster by insurance. The employer who comes under the law has four options; he can carry his own insurance if the employes number 5,000 or more and the concern can make a satisfactory showing of financial responsibility; he can take out mutual insurance, and a company has already been organized in Michigan for this purpose; he can take insurance in one of the twenty or more stock companies authorized to do business in Michigan, or he can apply to the State to administer the law. In Michigan and in other states laws of this nature are of such recent enactment and the experience with them has been so short that data has not yet accumulated sufficient to afford a basis for accurate estimates of the hazards in the different industries and on this account rates are largely experimental, and the stock companies have fixed them high enough to cover all probabilities. Competition among the companies, competition from the mutuals and from the State may in time cause a reduction in rates, but at present the stock company rates seem very high. Those who ask the State to administer the law are asked to pay only 60 per cent. of the rates charged by the stock companies, and this is made possible by the fact that the State has no agencies to maintain, no commissions to pay, no dividends are to be provided for and the overhead is very small. The State will undertake to pay all the claims for compensation that may arise under the law to which the employer who prefers the State administration may become liable and if at the end of the year there should be a surplus left in the fund it will be prorated among the subscribers and credited to their next year's insurance. If there should be a deficit an extra assessment would be levied. The aim of the State is to make the compensation fund self sustaining and not a source of profit and the only expenses charged to it will be the necessary clerk hire.

Mr. Campau discussed the law in general and its benefits and did not go into details in behalf of the mutual insurance plan, other than to say that the Grand Rapids furniture manufacturers, employing more than the required 5,000 hands, had organized a mutual company of their own and it was still too soon to tell how it would work out.

Mr. Thom pointed out some defects in the State plan. He said the State merely administered the funds paid in and did not in reality give insurance, because if the fund was not sufficient to pay the claims the employer would still be held liable for the compensation to which the injured employe might be entitled: fur-

ther that while the State paid the compensation provided for by the law, it did not pay the doctors and hospital bills. The stock companies might charge higher rates, but they gave real insurance and every claim of every kind was taken care of, leaving nothing for the employer to worry about.

Commissioner Palmer said that at an early date a conference would be held in Lansing of employers from all parts of the State and representatives of the employes to go carefully over the law and all its provisions in the light of the experience up to this time and suggestions for amendments would then be received for reference to the next Legislature. He said one of the unjust features of the law was the exclusion of farm employment from its provisions. The law will never be repealed in Michigan, but time and experience will show how it can be improved.

In the discussion Commissioner Palmer held that a traveling man, injured while on duty, would be entitled to compensation if the accident occurred in the State, but if the injury were sustained in another state the action would have to be under the laws of that state instead of the Michigan law. Numerous other interesting phases and possibilities of the law were brought out and many of them were passed up on the ground that the law was still new and the State Board had not yet made rulings to cover them.

Two accidents have recently occur-

red in Grand Rapids that come under the liability law. A buidler's elevator on a new building under construction fell and three men went down with it, fatally injuring one, leaving another with a broken back and seriously injuring the third. It is estimated the compensation in this case together with medical and hospital attendance will amount to between \$6,000 and \$8,000. The contractor had taken out insurance in one of the stock companies and, instead of himself being liable, the insurance company will bear the loss. In another instance a young man working in a factory was so injured on one of the machines that he died. The employer had come under the law, but had not taken out insurance and the compensation he will have to pay will amount to about \$1,200. This may seem large, but what would it have been under the old law had the bereaved family brought suit for damages and the employer had to pay lawyers and court expenses and spent days in court on top of the possible verdict that might be rendered? In this case the victim's family have no lawyers to divide the possible verdict with and the settlement is prompt. Both sides fare much better than would have been likely under the old law.

## Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

**ROYAL**

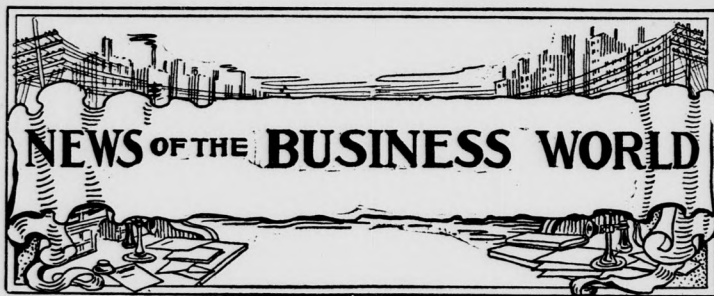


**ROYAL**

**BAKING POWDER**

**Absolutely Pure**

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



#### Movements of Merchants.

Belding—Otto Hoyt succeeds W. W. Case in the grocery business.

Alma—C. F. Hicox succeeds J. E. Wise in the harness business.

Wayne—G. A. Gilbert & Son succeeds G. W. Fellows in general trade.

Manton—J. A. Muche & Co. succeed E. K. Shirtum in the furniture business.

Decatur—Ray Graham succeeds McKain & Bagley in the grain and feed business.

Detroit—W. L. Ratz Shoe Co. has changed its name to E. & R. Ratz Shoe Co., Ltd.

Lake View—F. J. Silcox, formerly of Ganges, will open a general store here about Nov. 1.

Marquette—F. G. Truscott & Co. have engaged in general trade on Presque Isle avenue.

Grand Ledge—R. A. Hamlin has closed out his stock of meats and retired from business.

Newaygo—Edward Anson & Son succeed H. D. Millard & Co. in the flour and feed business.

Grand Ledge—Vander Belt & Welch have engaged in general trade here, succeeding Mr. Bertch.

Menominee—Elmer Plouff has engaged in the cigar and confectionary business at 114 Ogden avenue.

St. Joseph—Enders & Humphrey will open a men's furnishing and shoe store at 207 State street Nov. 1.

Battle Creek—Miss Bessie Allen has opened a confectionery store here under the style of the Bijou Niche.

Elsie—L. G. Bates & Son will celebrate the fortieth anniversary of the founding of their store on Oct. 26.

Reed City—The name of the Callaghan Hardware Co. has been changed to the Will Curtis Hardware Co.

St. Joseph—S. E. Enders has leased a store building on State street and will occupy it with a stock of shoes Oct. 26.

Star City—William Gaukel has sold his stock of general merchandise to C. C. Miller, who will continue the business.

Thompsonville—Mr. A. H. Hoot has sold her stock of bazaar goods to Alex Smith, recently of Sherman, who has taken possession.

St. Ignace—Armour & Company has acquired the plants of the Hammond, Standish & Co. at St. Ignace, Sault Ste. Marie and Escanaba.

Battle Creek—Healy & Munn, grocers at 147 and 149 Post avenue, have sold their stock to George A. Gilson, who has taken possession.

Ludington—Charles Johnson, dealer in furniture, has failed. Assets, \$21,454.65; liabilities, \$10,641.15. The assets were heavily mortgaged.

Lansing—John Stillman, of Grand Rapids, will open a bazaar store at 317 North Washing avenue under the management of Philip Joseph.

Boyer City—Dean & Dean, meat dealers, have sold their stock to Erwin C. Schwizer, who will continue the business at the same location.

Grand Haven—A. Van Weeldon has uttered two chattel mortgages, one for \$175 to F. De Haan and the other for \$445.26 to the Judson Grocer Co.

Owosso—George Caruso, dealer in fruit, has purchased two adjoining store buildings on West Main street and will occupy them as a branch store.

Boyer City—John B. Watson who had been engaged in the drug business here for fourteen years, died recently as the result of a stroke of apoplexy.

Lansing—The Lansing Granite Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in in property.

Kalamazoo—The Star Clothing & Shoe Co. stock will be sold at bankrupt sale Oct. 30. The amount obtained from the sale will be divided among the creditors pro rata.

Detroit—The Cronin Coal Co. has been incorporated with an authorized capital stock of \$10,000, of which \$6,600 has been subscribed, \$1,200 being paid in in cash and \$5,400 in property.

Paw Paw—W. G. Ackley has sold his dry goods stock to E. M. Smit, Charles Jacobson and M. Schnabel, all of Detroit, who will continue the business under the style of the Detroit Jobbing House.

Sturgis—George C. Runyan, who has conducted a wholesale and retail tobacco and sporting goods store here for the past nineteen years, has sold the retail stock to Alfred Osbon, who will take possession Nov. 1.

Chilson—Brogan & Brady, dealers in general merchandise, have taken over the elevator of the Michigan Milling Co., which has been closed since the death of Frank Reimann, and will continue the business.

Belding—Earl Wilson, who has conducted a shoe store here for the past eleven years, has sold his stock to Thomas Welsh, who will continue the business at the same location under the management of his son, Clarence.

Emmett—Mrs. W. E. O'Neill, who has conducted a dry goods and grocery store here for nearly thirty-eight years, has sold her store building and stock to J. Downs, who has been in her employ as clerk for a number of years.

St. James—Adolph Blaze, who has had charge of R. Beutel Fish Co.'s business at this place the past year, left for Bay City last week to accept a similar position with the Cavanaugh Fish Co. Oscar Martin has temporary charge of the Beutel Fish Co.'s business here.

Otsego—Leo Dimaggio, proprietor of a River street grocery store here, recently decamped for parts unknown, leaving behind a large sum of unpaid bills. When the agents of Grand Rapids wholesale houses called a day or two later, they found the store empty and the goods removed. The amount of the man's indebtedness is between \$1,000 and \$1,500.

Boyer City—The Boyer City, Gaylord & Alpena Railroad Co. is building an extension to its lines from Grayling to Alpena. The territory through which the extension will pass has been difficult to reach heretofore, being quite a distance from any railroad line. Permission to cross the tracks of the Detroit & Mackinac Railroad in the vicinity of Alpena has been difficult to obtain, but that will probably be arranged before the line is completed to that point.

#### Manufacturing Matters.

Hart—W. R. Roach & Co., canner, has increased its capital stock from \$30,000 to \$300,000.

Kalamazoo—The American Sign Co. has increased its capital stock from \$15,000 to \$150,000.

Detroit—The capital stock of the Detroit Graphite Co. has been increased from \$250,000 to \$350,000.

Paw Paw—The Frank Squires Canning Co. has engaged in business with an authorized capital stock of \$5,000, of which, \$2,830 has been subscribed and \$2,070 paid in in cash.

Kalamazoo—The Kalamazoo Sanitary Package Co. has engaged in business with an authorized capital stock of \$30,000, which has been subscribed, \$1,000 paid in in cash and \$6,000 in property.

Detroit—John Brennan & Co., boiler manufacturer, has merged its business into a stock company under the same style with an authorized capital stock of \$200,000, of which \$197,000 has been subscribed.

Pontiac—Chauncey A. Harris and brother, William J., have formed a copartnership and purchased the stock and plant of the Gordon Vinegar Works and will continue the business under the style of the Pontiac Vinegar Co.

Charlotte—The Charlotte Chair Co. is getting in shape to begin operations. Those mainly interested are E. A. Wedmier, formerly salesman for the American Seating Co., C. A. Smith and Benj. R. Smith of Grand Ledge.

Pontiac—Alfred De Laire, manufacturer of paints, has merged his business into a stock company under the style of the De Laire-Van Horn Paint Co., with an authorized capital stock of \$10,000, of which \$7,000 has been subscribed and paid in in property.

Detroit—The Max Strasburg Co. has engaged in business to manufacture and deal in talking machines,

cabinets, records, musical instruments, music, etc., with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed and paid in in property.

Pontiac—The Pontiac Industrial Co. has been organized to manufacture and sell automatic levers, motor boats and boat hawsers, with an authorized capitalization of \$50,000, of which \$37,600 has been subscribed, \$75 paid in in cash and \$30,000 in property.

Bay City—Two of Bay City's sugar factories started the fall campaign Monday, the German-American, which has doubled its capacity during the summer, and the Bay City branch of the Michigan Sugar Co. The West Bay City Sugar Co.'s plant will start later in the week. The campaigns open two weeks later than usual owing to the backward condition of the beets.

Milford—The Black Manufacturing Co. has engaged in business to manufacture and sell plumbers' woodwork, metal work and sectional book cases, with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed, \$8,200 being paid in in cash and \$11,800 in property.

Detroit—Krentler Bros. Co. manufacturers of lasts, have merged their business into a stock company under the style of the Krentler-Pym Machine Co., to manufacture and sell shoemaking and other machinery and machines, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Jackson—The Jackson Chamber of Commerce has secured a new factory in the Jackson Rim Co., which is a branch of a New York concern. The stock, however, is owned chiefly by local men and is almost independent of the New York concern, except cooperation in marketing the product. The output of the new company will be consumed entirely by the six local automobile factories. About twenty-five men will be employed.

Manistique—A great scarcity of men is reported over northern Michigan. One statement is that 500 men could be set to work around Marquette at once and in many lumber camps only half the work expected is being done. Work in the mills also is hampered for the same reason. Delta County requires several hundred men. Unless more men become available it is predicted the Upper Peninsula lumber cut this year will fall below that of previous years.

Gladstone—John T. Whybrew has merged his grist mill business into a corporation under the style of the Cloverland Milling & Supply Co. The capital stock is \$50,000, of which \$40,000 is subscribed and paid in. The mill will begin operation as soon as it can be put in condition. The company will do a general milling and supply business and will deal in flour, feed, hay, grain, potatoes and other vegetables, besides lime, cement, brick, wood and coal. It will also do draying and teaming and the business will be extended in other lines as fast as conditions permit. Almost every commercial enterprise in the city is back of the company.



### The Produce Market.

Apples—Wealthy, Strawberry, Wolf River, Maiden Blush and Baldwins command \$2.50 per bbl. Spys and Snows fetch \$3 per bbl.

Bananas—\$3.75 per 100 lbs.

Beets—60c per bu.

Butter—The consumptive demand is about normal for the season, and the average quality arriving is very fine. In all respects the market is healthy, and while small fluctuations may come, there is nothing in the present situation to cause important changes. It is thought that the national warehouse report, issued a few days ago and which showed that stocks in storage on October 1 were several million pounds larger than in 1911 on the same date, has had the effect of steadying the market some. Creamery extras are now held at 31c in tubs and 32c in prints. Local dealers pay 25c for No. 1 dairy grades and 20c 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 per bbl. for early Blacks.

Eggs—The consumptive demand is only fair. Receipts of fancy eggs are still very light and the market is firm but unchanged. No increase in production is likely in the near future. That holdings of storage eggs are also larger than in 1911 is shown by a recent report issued by forty of the associated warehouses, which estimates the increase at more than eight million dozen over last year's holdings. Local dealers pay 25c for fresh, loss off.

Egg Plant—\$1.50 per doz.

Grapes—Concords, 12c per 8 lb. basket; Niagaras, 12c per 8 lb. basket; Delawares, \$2.25 per crate of 12 4-lb. baskets; Concords, \$1.25 per crate of 12 4-lb. baskets; bulk stock (Concords), 75c 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 \$6 per box on California.

Lettuce—Leaf, 65c per bu.; head, 90c per bu.; hot house leaf, 10c per lb.

Onions—Spanish are in fair demand at \$1.50 per crate; home-grown command 60c per bu.

Oranges—\$4.25@5 for Valencias.

Peaches—Salaways and Smocks bring \$1.25@\$1.50 per bu.

Pears—Kiefers, \$1.25 per bu.; Anjous, \$1.75 per bu.

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

Pickling Stock—Onions, \$1.25 per 2/3 bu. box.

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

Potatoes—45@50c per bushel.

Poultry—Local dealers pay 10c for broilers and fowls; 6c for old roosters; 8c for geese; 10c for ducks; 13c for turkeys. These prices are for live-weight. Dressed are 2c higher.

Squash—\$1.50 per bbl. for Hubbard.

Sweet Potatoes—\$2.25 for Virginias and \$3.75 for Jerseys.

Veal—6@11c, according to the quality.

Cadillac—Cobbs & Mitchell contemplate building a dry kiln 24 by 150 feet, of cement and tile. They expected to put the kiln up this fall, but were delayed on account of getting material together, so it will not be possible to put it up until spring. Their flooring plant has been undergoing considerable repairs. All of the superstructure originally of wood has been removed and replaced by cement. This firm has 2,000,000 feet of hemlock logs in the lake which they expect to saw before the lake freezes, after which they will cut mostly hardwoods. Next year they contemplate moving their place of operation, which will necessitate building considerable new railroad track.

The Rademaker-Dooge Grocer Co. has recently engaged three new traveling men, as follows: P. V. Atkinson will cover the available towns east on the Grand Trunk, Pere Marquette and Michigan Central; Richard Steckman, formerly with the Lemon & Wheeler Company, will cover the Lake Shore vicinity from Muskegon to Holland; Joseph Triel, formerly with the Lemon & Wheeler Company, will cover the city trade. Edward Dooge, who has worked city trade and done the buying, will devote his entire time to the buying department hereafter.

The Plank Flexible Shaft Machine Co. has been incorporated with an authorized capital stock of \$50,000, of which \$26,150 has been subscribed and \$5,000 paid in in cash. The stockholders and the number of shares held by each are: Palmer A. Jones, 1,385 shares; Mae Rankin, 615 shares and J. Raymond Plank, 615 shares.

The Wright Corset Co., owned by Walter K. Wright, has uttered a chattel mortgage for \$530.25 covering the entire assets.

### The Grocery Market.

Sugar—The general tone of the market on both raw and refined sugar is weak and there are likely to be further declines during the present month. The demand will gradually grow lighter from now on and receipts of beet increase, which will, it is thought, have some effect on prices. All the New York refiners are holding for 4.90. Michigan sugar factories are taking orders at 4.75 for immediate shipment. Alma begins shipping to-day and Holland opens the shipping season to-morrow.

Coffee—All grades of Rio and Santos are steady to firm on last week's basis, with a moderate demand. Milds are steady to firm, with predictions of advances on account of these grades being relatively cheaper than Brazils. Java and Mocha are unchanged and quiet.

Canned Fruits—There is usually a shortage in some lines of berries and jobbers state that this season is no exception and that packers in some sections are making deliveries of only about 75 per cent. of contract. Business in most canned fruits is only fair, as the supply of fresh fruit is still large and prices lower than in 1911. California canned fruits, however, are being offered at prices which will, without doubt, attract the consuming trade a little later in the season.

Canned Vegetables—Packers of tomatoes report that there is little prospect of prices being any lower. It looks now as though prices will rule as high or even higher than during 1911. The demand for corn continues light and prices are so low now that, while there is little prospect of the market going higher, it would seem impossible for prices to go lower as packers state that quotations are very little above the actual cost of production.

Dried Fruits—Evaporated apples have continued to decline until prices at the present time should be very attractive to buyers, for they do not appear to be in any hurry to buy. Apricots should be a fine seller now as this variety of fruit will stand a higher price than most dried fruits and continue to sell. The first shipments of new prunes are arriving and while they have sold at a little premium, it is possible as soon as shipments increase quotations will be regulated. Peaches and raisins are unchanged and in light request. Currants are higher on the other side on account of the incidental expenses caused by the war. Prices here have not changed, but probably will.

Cheese—The market is firm after the recent advances and present quotations are said to be the highest in several years during October. The demand has been very good, but wholesalers expect that the extremely high market may cut down consumption to some extent.

Rice—Quotations are unchanged from a week ago. Reports from the South are to the effect that millers are firm in their views as to prices on new crop rice.

Starch—Muzzy bulk and Best bulk and packages have declined 15c per 100.

Syrup and Molasses—Glucose is unchanged, although corn has advanced somewhat during the week. Compound syrup is unchanged and increasing de-

mand. Sugar syrup and molasses are both dull without change in price.

Pickles—The pack is the smallest in years and, while jobbers have not advanced their quotations as high as they should, they will be compelled to before long.

Fish—Cod, hake and haddock are in quiet demand as yet. Prices are ruling comparatively high. Domestic sardines are still somewhat unsettled, although perhaps not quite as easy as a week ago. Imported sardines quiet and unchanged. Salmon is in light demand at ruling prices. Mackerel has shown no particular change during the week. Prices are on a high level and will continue to be as long as the demand remains even moderate.

Provisions—Smoked meats are about the same as a week ago. Pure lard is firm and unchanged, with a good consumptive demand. Compound shows an increase in demand and the market is firm at an advance of 1/4c. Dried beef is in firm consumptive demand at unchanged prices. Barrel pork is firm at 50c per barrel advance. Canned meats are seasonably active and unchanged.

### Late Beans in Good Condition.

There is a little squeeze in the October shipment of beans. The difference between October and November shipments is now 30c per bushel and most of the elevators in Michigan are buying beans on a basis of prompt shipment and will soon have to lower their price.

Receipts are very heavy and yield is large and without a question the price will be much lower within the next ten days.

Wholesale grocers realize the situation and are not inclined to buy anything except for immediate use and many of them who ordinarily buy carloads are taking small lots and paying local freight on them, waiting for a lower market.

The past week of good weather has put all of the late beans under cover in good condition and thrashers are busy now in all territories.

There are few Red Kidney, Brown Swede or Yellow Eye Beans marketed as yet and there is practically no demand for them. E. L. Wellman.

Petoskey—The Petoskey Block & Manufacturing Co., after an enforced idleness caused by the burning of its factory, have started operation again and shipments have already been made to various parts of the United States, and the concern is now preparing to fill an order for Australia. The plant is new from end to end, and many new and improved machines have been installed. Forty men are employed, and the company is after more. The trademark has been changed to "Wood Welded," the former one being "Petoskey Blocks Go Around the World." One feature of the new factory is the 200 foot shaft that runs almost the entire length of the basement in one continuous line, and from which most of the machines get their power. Another new machine is the hydraulic press which presses the different parts of the block together in a compact mass.



### The Evolution of Commercial Loans.

Political economy is a modern science, but centuries before its phenomena were recognized and systematically studied, one element in particular, interest upon capital, was the object over which furious conflict raged.

The distinction of the terms "interest" and "usury" is recent. The reasons for the classification will appear later, but for this article the writer will use either without distinction.

In ancient Greece the practice of lending on usance was quite common. As in all primitive societies the productivity was light, capital scarce and interest high. The literature of the period never presents a borrower in the light of one seeking money for the purpose of business enterprise, but rather as an individual in extremity averting certain calamity.

The laws gave the lender the supreme control of the persons of the borrower and his family in case of his failure to meet his obligations. In the course of a few centuries the major portion of free peasant proprietors and free proletariat were reduced to slavery.

To remedy this desperate state of affairs, Solon enacted legislation in 594 B. C., declaring a general "casting off of burdens." These laws also released the borrower from the imminent threat of slavery by permitting the lender, in case of default, to seize only the property of the borrower.

It was, by the way, the custom for lenders to erect upon land of the client a stone pillar upon which were carved the names of the lenders and the amounts loaned. The registration of commercial paper, therefore, was not the idea of modern genius.

It is not at all strange that the ancient mind connected usury with absolute brutality. There were no bankruptcy courts to absolve everything but the original sin and the defaulter paid his debt with all he had, his liberty and that of his family.

In Rome about 500 B. C., an attempt was made (Legislation XII Tables) to provide a maximum rate of interest. This, of course, failed. In the course of several centuries, war and taxes reduced the small free agrarian proprietors to virtual slavery.

An impression of interest rates may be gained by the fact that in 84 B. C., a war tax imposed by Sulla was advanced by several Roman Capitalists and in fourteen years increased 600 per cent.

Julius Caesar, in an endeavor to combat the results of these evils, virtually adopted the laws of Solon. About this time money advanced on first-class collateral carried in Rome 4 per

cent. per annum and in provinces from 25 to 50 per cent.

The ancient philosophers had the utmost contempt for the practice, possibly from ethical reasons and possibly from sheer dislike of the trades classes.

Aristotle in a long metaphysical tirade asserted that since money was a barren thing, anything springing from its use was unnatural and to be hated.

Cato, once asked what he thought of interest, replied by asking what the enquirers thought of murder, and Plato, Plutarch, Cicero and Seneca all held about the same convictions.

Besides the influence of Aristotle and other ancient minds upon the philosophy of Christianity, there were directly negative statements in the Old and New Testaments.

The writings of the Early Fathers of the Church ring with denunciation and anathema against the practice of usury; for instance, St. Basil terms usury a "fecund monster;" St. Gregory of Nyssa calls down vengeance of the Almighty upon takers of interest; St. Chyestom cries to stop these monstrous births of gold and silver; St. Ambrose dubs usury as bad as murder; Lactantius terms interest robbery, and even Leo the Great pronounced it is a sin worthy to severe punishment. So popular was the detestation of the practice that while the edicts of the Church at first only extended to the clergy, the canon law eventually covered the laity. The experience of mankind had been so terrible and the practice so devastating that adown the ages twenty-eight Councils of the Church (six of them great general Councils) and seventeen Popes decried a practice that had resulted in the existence of so much human misery. As early as the ninth century (at first in England and afterward extending to the continent) any person exacting interest upon a loan was held in universal infamy and abhorrence. His property was confiscated and he was denied Christian burial. Notwithstanding the fact that in the twelfth century the Greek Church grew more lenient, the Catholic Church grew more severe. It seemed her duty to hold up to execration and opprobrium this practice.

The result was that all lending drifted into the hands of the Jews. It was argued by canonists that inasmuch as the Jews were benighted anyway, a little more damnation wouldn't make a great deal of difference. This resulted in steps being taken by the sovereigns to ascertain how much money was made by the Jews and the rather savage custom

of looting and expelling them when the prospect seemed the fattest.

But the immutable economic forces were at work. Christianity gradually awoke to the fact that legitimate trade and industry were being hampered by edicts issued against a horror which was gradually being eliminated by the sure development of industrialism. The conditions, of course, were not as we know them now; but, more and more, men launched their argosies upon the waters of commerce and

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trade and grew prosperous. It is true that in the fifteenth century lending was dangerous, there was little capital, and that rates in England were at times 40 per cent. per annum and in Italy and Spain 120 per cent. per annum, but the world was gradually becoming absorbed in the new pastime of trade. The rise of the free cities, the decline of the feudal power, and the erection of a powerful merchant class fostered a change. History formerly was conceived to be an account of the well or ill-advised acts of powerful potentates, but underneath the robe of the king in the fifteenth century was the gown and influence of the merchant.

Edward IV. was not the conqueror of Richard of Warwick at Barnet Common; it was the conquest of the feudal baron by the London tradesman, the man of the yardstick has crushed the man of the sword. However, Thomas Aquinas and St. Bernard on the part of the Old Church, and Luther and Melancthon on the part of the Reformed, thundered against interest, there was an undercurrent of astute reasoning and evasive logic set forth by far-sighted men of both creeds, notably Duns Scotus in France and Calvin in Geneva.

The necessity for lending at usury had arisen, and the development of the practice was assured. Later, the Church and the Reformers realizing that the new lending of money at interest for commercial purposes and the new forces of trade had no connection with the inhuman practices of the past, drew the distinction between usury (which they defined as excessive interest) and interest.

To arrive at this, a series of legal fictions had to be evolved. "Dammum Emergens"—if a loan was not paid at maturity, damages might be legally allowed to the lender. The consequence being that most loans were made due almost immediately. Another, "Lacrum cessans"—a man in order to lend money reduced, to oblige the borrower, his potential income, therefore he was entitled to claim as damages the amount of the diminution of his income. The trouble was, however, that a judge finding himself unable to legally award interest might, with the owl's gravity we are familiar with even to-day, make the damages as much as the loan. This caused tremendous reflection, especially on the part of borrowers, and finally in England under Elizabeth the restrictions were removed and interest payments legalized. The Latin countries, after long winking at the practice, legalized interest in 1745.

Ralph Dawson.

Quotations on Local Stocks and Bonds.	Bid.	Asked.
Am. Gas & Elec. Co., Com.	91	93
Am. Gas & Elec. Co., Pfd.	48½	50
*Am. Light & Trac. Co., Com.	432	435
*Am. Light & Trac. Co., Pfd.	109	111
Am. Public Utilities, Com.	57	58½
Am. Public Utilities, Pfd.	80	81
Can. Puget Sound Lbr.	3	3
Cities Service Co., Com.	119	123
Cities Service Co., Pfd.	89	90
Citizens' Telephone	95	96
Comw'th Pr. Ry. & Lt. Com.	69½	70
Comw'th Pr. Ry. & Lt. Pfd.	90½	92
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.	112	115
Globe Knitting Works, Pfd.	100	101
G. R. Brewing Co.	200	200
G. R. Nat'l City Bank	180	180
G. R. Savings Bank	185	185

Holland-St. Louis Sugar Com.	10	10%
Kent State Bank	266	
Macey Co., Com.	200	
Lincoln Gas & Elec. Co.	40	41
Macey Company, Pfd.	95	98
Michigan Sugar Co., Com.	89½	90½
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	90	92
Pacific Gas & Elec. Co., Com.	64½	65½
Pacific Gas & Elec. Co., Pfd.	93	95
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	23½	25½
Tennessee Ry. Lt. & Pr., Pfd.	73½	80
United Light & Railway, Com.	78	82
United Lt. & Ry., 1st Pfd.	85	86
United Lt. & Ry., 2nd Pfd., (old)	79	80
United Lt. & Ry., 2nd Pfd., (new)	74	76
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	96 98
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	99 99

\*Ex-dividend.  
October 22, 1912.

**First Harvest Home Fair a Success.**

Elk Rapids, Oct. 19—The Elk Rapids Harvest Home Fair, held here October 15, 16, 17 and 18, was the first event of its kind attempted in this vicinity and its success assures it a place as a regular annual occurrence hereafter. The object of the Fair is to boost this part of the State as a fruit and vegetable producing center and the entries of exhibits are limited to Antrim county and the townships of Acme and Whitewater in Grand Traverse County.

Four store buildings were used for the exhibits—one for fruits, another for vegetables, the third for fancy work and products of the home and the fourth contained soft wood products and electrical supplies exhibited by the Elk Electric Co. and the Elk Rapids Iron Co.

Of the fruit exhibit I can say that the quality rivalled that of any Fair, State or county, which I ever attended. Any one of the 264 plates of apples exhibited was worthy of a prize.

All kinds of grains and vegetables were displayed, from stalks of corn, 10 feet high, to heads of cabbage 18 inches in diameter.

The exhibits of fancy work, canned fruits, honey and butter were excellent. In the same building there was an exceptional collection of relics.

The Elk Rapids Iron Co. has begun the manufacture of doors and casings. The Elk Electric Co.'s exhibit consisted of an up-to-date line of electrical supplies.

Considering the enthusiasm with which the citizens of Elk Rapids and the farmers roundabout have conducted the Fair, this region is going to be well known before long as a center of production. Other towns and vicinities may do well to follow the example of Elk Rapids if they aspire to become trade centers of thrifty communities.

The editress of the paper here informed me that there wasn't an unkind word spoken during the Fair and nobody was sore because the prize went to the other fellow. All with whom I talked were proud of the Fair and were sure it would be repeated again next year.

W. L. R. Perkins.

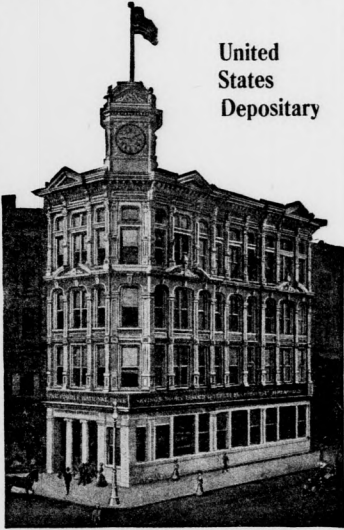
**Why Men Fail.**

Sometimes because they are rascals, but more often from one or more of these reasons: Over-smartness; unwillingness to labor and wait; acting from policy rather than from princi-

ple; undue haste to get rich; want of punctuality; incorrect views of the great end and aim of life; idleness; shirking of hard work; giving undue attention to affairs outside of regular business; a desire to take things easy; want of a thorough knowledge of business; lack of enterprise; living beyond one's means; going into business too young; fast living—bodily, mentally, spiritually; dishonesty in little things, as well as great; lack of attention to details; having no definite object; disposition to float down stream rather than to row up; lack of appreciation of the golden opportunities of life; mistakes in choice of employment; too many irons in the fire; lack of judgment in giving credit; unwillingness to began at foot of ladder and climb.

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# MICHIGAN TRADESMAN

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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E. A. STOWE, Editor.

October 23, 1912

### ONLY TWO WEEKS MORE.

The present campaign is not described as a campaign of education, at least not often, and perhaps it is just as well. There has been less "education" in this campaign, perhaps, than any we have had in the last twenty years. With no great vital principle distinguishing the parties or the candidates, with real issues notably absent, with each of the candidates striving to outclass the others in vote catching promises, the country's quadrennial process of being saved has the appearance of an auction rather than a serious campaign, such as we have had in other years. There is only two weeks more of it and then there will be the usual jubilee for the victors and inquests for the others and then we will settle down to business as though nothing had happened. Though the campaign has been without its educational features, it certainly has not lacked in inanities. For instance, there is the frantic ghost walking on the part of the Taft adherents, with the panic of '93 as the specter. Do we want a return of the kind of times we had when the Democrats were in last? they are asking with the obvious purpose of scaring the voters into line, but with a total disregard of history and honesty. The panic of '93 came during the administration of President Cleveland, but it was not the policies of the National administration that precipitated the trouble. The country had been trying to maintain a fool policy in regard to silver and, in addition to this, the country had been ballooning in business and finance. The election of President Cleveland may have hastened the smash, but it was bound to come under any circumstances, no matter who happened to be in the White House. And as it turned out it was fortunate that President Cleveland was in the executive office, for he had the courage to face and fight the free silver doctrine and thereby saved the country from still greater danger. We had a panic in '73 under strictly Republican auspices and history tells us that panic was about as severe as they are made. We had a panic in 1907, and that too was under strictly Republican auspices, and it was severe enough to be felt for a couple of years. In 1884 President Cleveland was elected the first time and the country had four very prosperous years, even though the Democrats were in control. The Tradesman does not believe in perverting history in the hope

of scaring the people into voting the Republican or any other ticket. Periodically this country seeks the path to quick and easy wealth, and gets to pyramiding, to sending up sky rockets, to stretching its credit, and then comes a collapse to bring us back to earth and sanity again. It is not the supremacy of one political party or another that brings these financial whirlwinds, but it is too much blue sky. They are not confined to this country, but other countries have them as well, and also as severe. The Taft forces must be in hard lines that they should resort to a spook dance, with red fire and slow music to scare the people into voting for their candidate.

### FURNITURE TO ADVANCE.

Higher prices for furniture may be looked for next season. The manufacturers say the cost of production has increased to such an extent that it is either put up the prices or quit. Compared with a year ago lumber is 10 to 15 per cent. more costly and this applies especially to oak and mahogany, both of which are scarce and not only are higher in cost but are advancing. The labor cost is greater. The furniture industry went on a nine hour day basis on September 1. No advance was made in wages at that time, but a constant readjustment of wages has been going on since and to-day, it is stated, good men are getting as much for nine hours' work now as they did for ten hours a year ago. The manufacturers do not pretend that there has been anything philanthropic in their readjustments upward, but the fact is good workmen are scarce and it has been necessary to advance wages to hold them. Another factor in the increased cost of production is the employer's liability law, which went into effect September 1. Under the old common law first-class manufacturers—those who take all the precautions possible against accidents—were able to get indemnity insurance at the rate of 18 to 20 cents per \$100 pay roll; in the best factories now the rate is something over \$1, an increase of five or six fold. The concern that used to pay \$500 for its indemnity insurance now pays \$2,500 to \$3,000, and this has to be added to the cost of production. With materials, labor, insurance and other things costing more, as the manufacturers view it, they will have to get more for their goods or go out of business, and to the latter proposition they do not take kindly.

The usual method of advancing the price of furniture—and which no doubt will be followed in the present instance—is to mark up the new patterns brought out for the new season. It would cause trouble, both to the manufacturer and the retailer, to attempt an advance in prices on goods that have been shown for a season and this is avoided by dropping the old patterns and bringing out new, with prices fixed to meet the new conditions. The January opening is not usually prolific of changes in patterns, but it is likely that the lines the coming season will be given a general overhauling, to the end that prices may be advanced on as many pieces as possible. The change from the old to the new patterns need not and probably will not be radical—only enough different to

make it possible to point out some change in line or ornamentation to warrant asking more money for it.

The National Furniture Manufacturers' Association will meet in Chicago December 4 and the matter of prices will receive very serious consideration at that time. The date will be too late to take concerted action, but the manufacturers all know the conditions that confront them and will act individually.

### STEPPING STONES TO SUCCESS.

The poet long ago noted the fact that our seeming defeats may become the ladders upon which we rise. The scene last week at Milwaukee well illustrates how unexpected hindrance really promotes a cause. When the assassin's bullet for a moment halted the grand political rally, the prime figure in it absolutely insisted that there be no delay to the people and, against the advice of all, persisted. While he may have carried his indomitable will to a fatal extreme, yet the fact remains that the complete putting aside of personal comfort and the grit made for him a host of friends. The man who strove to wrest him from the race really strengthened his cause by giving him the place which he made the best use of.

Roosevelt may not be President, but the determined manner of his climbing over this obstacle will always be remembered with admiration, even where it gains him no votes. It is not the misfortunes which come to us, so much as the way in which we meet them, that determines our success or failure. The upsetting of a lantern led to the burning of a great part of Chicago, but no greater blessing could have come upon the city than this sudden wiping out of a set of old dilapidated buildings, some of which might have otherwise lingered, an eyesore to taste and a hindrance to progress, had not the problem been thus unexpectedly solved.

Frost sweetens the pumpkin and the housewife who stands ready to use it gains through this process of nature which might otherwise be called a damage. The annual floods bring with them to many countries the rich alluvial soil which is the secret of success for the succeeding crop. The sudden decline in business may mean but renewed vigor if we but do our part. It is the man who can convert misfortune into victory who has a greater secret than that for which the old alchemist strove, of transforming the baser metals into gold.

### THE POWER OF CONFIDENCE.

An opponent declared of Fremont, the Pathfinder, that "He has been ignored simply because he is utterly lacking in self-assertion. He has a positive talent for effacing himself." And this of a man who had been at one time uppermost in the scientific as well as the political affairs of our country. The truth becomes impressive that if one who had risen so high could in a few years literally bury himself, it is the more necessary for us to strive against a similar diverting of purpose.

Hesitancy always indicates weakness at some point. If we are asked whether a certain piece of goods is fast colors and halt in our reply, the inference is at once made that it is not. An eva-

sion at any point is taken as positive evidence of something undesirable. The teacher who displays the first doubt in the schoolroom opens up a crack in her power, be it discipline or instruction. Even the small child is impressed by it and the trouble of the future is focused about this weak place.

We cannot effectively strengthen our position with false premises. They only prove a rotten barrier. But we can cultivate a thoroughness in every detail which will justify self-confidence. The goods which we offer should be such as can be guaranteed for full face value. The time of delivery may be easily assured. The fact that they will give satisfaction for the destined use should be equally patent. Earnestness is an attendant of self-confidence and shows itself at every turn. There is a real purpose in every transaction higher than the value of the coins which change hands. Look people firmly in the face; it is the hanging the head which causes dizziness when walking across a small footbridge. It is the fear of failure which accelerates its progress. Do not blow your own bugle so loud as to deafen, but assert your ability to keep up with the procession.

### GRAND JURY NEEDED.

Kent county has a peculiar Board of Supervisors, or rather a board with peculiar ideas of the proprieties. At the present session the election of a County School Examiner was in order. Before the ballot was taken one of the Supervisors arose with the statement that a candidate for the place had given him \$5 for his vote. The candidate was called upon for an explanation and admitted it, but said that the money was paid not for the Supervisor's vote, but to cover any expense the latter might incur in connection with the campaign. The Supervisors saw nothing wrong in the transaction and promptly elected the candidate to the office he sought, utterly regardless of the fact that there should have been no expenses in connection with the office and that if money was paid it was clearly intended as a cheap bribe. Then, again, the Supervisors advertised for bids for the county printing and when two bids had been received awarded the bid not to the lowest but to the highest bidder. The paper that made the lowest bid commented adversely upon the \$5 episode, while the other said nothing. The difference in the bids amounts to about \$1,000 in the cost of the county printing for the year. Still another instance: The Supervisors advertised for bids for the county deposits and five of the city bidders made bone fide propositions. Two of the bids were opened and their contents noted and then all the bids were sent back to the banks, apparently for the purpose of getting up some sort of auction among the banks instead of awarding the contract on the sealed bids, as prescribed by law. These three incidents are not to the credit of the supervisors. In the first two cases there might without much difficulty be found sufficient ground for calling a grand jury.

Don't submit a thing for approval that is less than your best; it might be accepted as it is, thus forfeiting the possible improvement you could give it.



The "Dr. Jekyll" and "Mr. Hyde" of organized labor



### Window Trim Made Up of Notions.

Here is what you will need, in merchandise and equipment, for the notions window trim:

Merchandise (about \$15 worth shown in window.)

- 2 dozen Cards Hooks and Eyes.
- 1 dozen Pyrography Plaques.

room. It is very easy, also, to have too much merchandise in a trim of this kind. you can shovel a window full of notions in a very short time, but it will not be a display.

A trim carefully built as we have arranged this one will be very effective. Begin work by covering the back-



Photograph of Window.

- 1 dozen Razor Stropps.
- 3 dozen Barrettes.
- 1 dozen Hand Mirrors.
- 1 dozen Curling Irons (with holder.)

- 1 gross Safety Pins
- 1 dozen Pickaninny Pincushions.
- 1 dozen Hat Pins.
- 3 dozen Side Combs.
- 1 dozen Tweezers.

#### Fixtures.

- Five rolls red crepe paper.
- Four 6-inch boards, 42 in. long.
- One 6-inch board, 30 in. long.
- Two metal T-stands.
- Pins.
- Five wooden boxes.
- Two 6-inch boards, 36 in. long.
- Four lath.
- Nails.
- Plenty of price tickets.

Some merchants hesitate about putting in notions window displays on account of the great quantity of these small articles needed to make a good showing.

This difficulty can be removed by giving proper attention to fixtures. In this notions window, for example, the homemade fixtures are arranged so that they take up most of the

ground with red crepe paper. Then pin a row of thirteen cards of hooks and eyes on the left corner of the background as shown in the picture. On the other corner pin thirteen cards of safety pins.

Make your background border of twelve pyrography plaques, twelve razor stropps and twelve pickaninny pin cushions. On each side of the background, under the pickaninnies, pin three small hand mirrors. Use six cards of hatpins the way the picture shows.

Next to the hooks and eyes on the left side pin two cards of patent fasteners. The same for the other side next to the safety pins.

#### Now For the Front Units.

This completes your background display. Put the price tickets in position and then get your boxes and shelves ready. Cover all the boxes with red crepe paper. Put two of them on end in corner and nail to the front of the top box four laths. The plan shown in the drawing.

Cover the laths with barrettes on cards, pinning the cards corner to corner. About forty barrettes will be sufficient. Or you can use some backcombs or sidecombs if you wish.

Cover two 42 inch boards with crepe paper, first running you fingers along the edges of the paper to produce a ruching effect. Lean these boards against the corner unit, the ends resting on the floor. Pin eight backcombs or sidecombs to each.

Put another box on the floor in front of the corner one and put two 36-inch boards thereon in the manner shown in the drawing. The boards should be covered with red crepe paper. At the back of this unit place a box of horn hairpins resting on a pasteboard box high enough to cover the ends where the laths are nailed on. In front of this put a curling iron holder containing a dozen curling irons.

#### Follow This Carefully.

On the left put a display card of thimbles and on the right a card of cleaning pads. On each end of this left-to-right board put six combs, arranged as the picture shows. In front of the cleaning pads, put a pyramid of seven boxes of hairpins. Kid curlers should take up the rest of this board. In front of the curling irons display a dozen combs and another box of hairpins.

Make up your left unit of another box, a 36-inch board and a T-stand. The right one is made the same way.

On the left unit put a card of twee-

their broomsticks. All kinds of superstitions sprang into existence, and it became a time for pranks. Even to this day there are superstitious perceptions of key rings, and on each side of this a card of leather watch fobs.

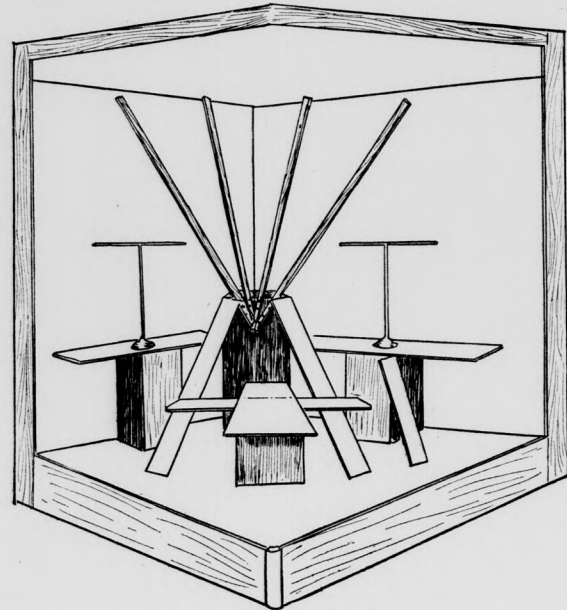
The photograph shows the rest of the merchandise on the floor and its arrangement. From left to right, running clear around the window, it is:

A dozen insoles, a dozen papers of pins, eight white combs, a box of dressing pins, six cubes of pins, six sock darners, six more cubes of pins. The rest of the space is taken up with six papers of pins and five purses. Open a couple of the purses.

Not so much of a job after all, was it? And you have a real notions window.—Butler Way.

### Take Cognizance of Holiday Occasions.

One very important thing for every storekeeper to remember is the recurrence of holidays and festival occasions. This month we have Hallowe'en. It comes on the last night of October, immediately preceding All Saints' Day. It used to be believed that the evening before the sacred feast day of the soul, was given over to the powers of evil. That all the frightful demons were abroad, and that witches floated through the air on



Drawing of Fixtures.

ers, a card of small mirrors and three larger round mirrors. Hang two handbags from the T-stand.

On the right unit put a card of infants' combs, a card of nail clippers and a dozen pocketbooks. Arrange the pocketbooks in two piles, and place two handbags on a T-stand as on the other side.

Then take a 30-inch board, cover it with crepe paper and pin on it seven purses as we have done. Lean this against your right unit.

#### Not Much More to Do.

Cheer up. We are nearly through now.

At the left lean against the background a card of tape measures and a card of baggage tags.

Against the front unit lean a card

sons who are afraid to go home in the dark of Hallowe'en. It is an occasion now for merrymaking, however, when candy pulls and nutcracking parties are the vogue, and more elaborate affairs are also undertaken. Fruits, nuts and cider are wanted in large quantities. Display them for the benefit of the lover of fun and good living. It is the policy of the merchant to do these things at the season of festivity whether or not he makes much out of the actual demand. Not to take cognizance of the holiday occasion is to be regarded as a back-number and a slow-boy. Therefore do not fail to let it be known you are up to the minute. It pays in the long run regardless of immediate demand.

# LOOK AT THIS BOX

It's an eye-catcher. No glance-getting trick of design and color has been left out.

On the counters of your store it will prove a "puller"—attention goes to it like steel to a magnet—it will interest your trade in spite of themselves.

It is designed to help you sell the goods inside—and it will do it.



The hose inside the box are worthy of the container and the interest aroused by the latter is sustained by the contents.

Their style and finish will please the most fastidious.

And they will stand the rub of walking and the scrub of washing like leather stockings themselves.

"Footgard" hose are made of the best Sea Island combed yarns. Extremely fine gauge, 240 needle, luster finish, 4 thread, high spliced 6 thread heel and toe, elastic looped close knit top.

Solid sizes: 9½ to 11½. Each pair ticketed. ½ doz. in box, paper wrapped.

1D864—Fast Black.

1D1099—Asstd. 2 shades tan.

1D1105—Asstd. navy and royal gray.

1D1101—Asstd. pearl and steel gray.

Per dozen **\$2.15**

# BUTLER BROTHERS



### The Most Successful Clothing Salesman.

The person who sells merchandise these days must be a successful salesman. There is no room for any other class. Webster defines a salesman as "one whose occupation is to sell goods or merchandise." That is probably a good dictionary definition, but it does not cover the full scope of successful salesmanship.

Successful salesmanship is intelligent salesmanship and that means satisfied customers, which is the sole aim of every reputable retail firm. No matter how hard the head of a concern works, if the customer does not get intelligent service the store will be injured instead of building up a substantial patronage.

I am a firm believer in the schooling of salesmen. No matter what class of goods is handled, the persons in the selling end of the business must be thoroughly trained to know the policy of the house and must have a perfect knowledge of the stock before they can be classed as successful salesmen. The object of such training is to bring the policy of the firm to its customers through the sales force. Unless they carry out their instructions to the letter the patrons do not get the satisfactory service the store is trying to give them.

I make it my business to be on the floor as much as possible; it is stimulating to the salesmen, and enables us to know their strong and weak points. Saturday is usually a busy day in all clothing stores, and that is when the true test of salesmanship comes. The rush is so great that we are compelled to put on extra salesmen.

Sometimes a man goes into a clothing store to buy a suit and the salesman, either because of lack of knowledge or through indifference, puts a wrong size on a customer, although the right size is there, and then persuades him to buy it. Such things may happen anywhere.

That is where so many salesmen make mistakes—they do not take enough interest in the customer, or they lack knowledge and training. If that customer purchases the ill fitting suit he will be dissatisfied and the store probably will lose a customer. That is why it requires intelligent service to make successful salesmen.

A salesman above all else must be a good judge of human nature, capable of deciding at a glance the temperament and peculiarities of customers. He must know how to approach and how to talk to persons of every class. He must have confidence in his own ability and in the merchandise he is selling, otherwise he can not convey that confidence to his patrons.

He must avoid all arguments and must know what to say and when to

say it. Some persons require a great deal of "selling talk"—others very little. A successful salesman knows intuitively when the psychological moment has arrived to close a sale. The unsuccessful salesman keeps on talking and the customer goes away without buying.

A salesman should familiarize himself with his surroundings and know every detail of the stock he is handling. Otherwise he will not be in a position to show goods in an intelligent and satisfying manner.

He should meet his prospect pleasantly, look him straight in the eye, ascertain his wants as quickly as possible, and do everything he can to aid the buyer in making a judicious purchase. No matter how exacting a customer may be, he should be accorded the same courteous treatment given to one who buys quickly. The time spent in showing goods is never wasted, whether a sale results or not.

In our store we try to get men of the highest class as salesmen, men who have these qualities of mind. We are always willing to pay such men all they are worth. We want men who can serve our customers as well as serve us.

The successful salesman never attempts to force a sale. It is bad business, and nine times in ten results in dissatisfaction for the customer. Many good sales and good customers have been lost forever to a house by the use of such methods.

Above all, a salesman should be honest and straightforward in all his dealings. Never misrepresent an article in order to make a sale. Look to the customer's interest first, last and all the time. Serving their interest best means serving your employer better. To be well served means to be well satisfied, and a satisfied customer is the upbuilder of business.

While it is probably true that the most successful salesmen in any line are those who start at the bottom and learn the business from the stock room up, I do not believe that is true in all cases. Not all good salesmen start at the bottom of the ladder. I have always contended that salesmen are born—not made.

If a salesman is successful in handling one line there is no question that he can make good in any other if he makes an intelligent study of it.

No successful firm can afford to hire inexperienced salesmen, for the simple reason that such men are not in a position to give the trade that intelligent service which is necessary, and which people demand and to which they are entitled. Frank Stowell.

By following his own advice a man may succeed in remaining poor to the end.

### How Free Lance Merchants Conduct Their Business.

A young man, or at any rate the sort of a man who is nearly always addressed as "young man" and "young fellow" by people who are younger than himself, but who do not look it, strolled leisurely along a busy street in the loop district.

A vacant basement store, which seemed just a little too good to be rented out as a shoe shining parlor and too small for any sort of a merchandise store attracted his attention. He examined it carefully from the outside, took down the name and address of the agent who had it for rent, and then walked up and down the sidewalk for fifteen minutes studying the various kinds of business establishments.

A week later there appeared a large sign above the store announcing a "sacrifice sale" of trunks and valises.

The man who was selling the trunks and valises was the same "young man" who had made the careful survey of the stores and the business houses in this particular district. For ten days the sacrifice sale of trunks kept up. By the end of that time the basement store was once more vacant.

Many "Free Lance" Merchants.

This man was only one of an ever increasing army of what might be called "free lance" merchants—merchants without a permanent location and with no particular line of goods



## WINTER GOODS THAT SELL

You can make money on these snappy lines.

Fur Coats. Plush Lined Coats. Gloves. Mittens. Robes. Blankets. Horse Covers. Sleigh Heaters. Sleigh Bells. Trunks. Suit Cases. Bags. Ladies' Furs.

Sunbeam dealers can defeat any competition. Well advertised lines and service that is unexcelled. Any of our six catalogues on request.

## BROWN & SEHLER CO.

Home of Sunbeam Goods

Grand Rapids, Mich.

## Merchants Are Fast Learning About the Wonderful INTERLOCKING Fisk Advertising Service

For Dry Goods, Department, General and Variety Stores

\$10 Per Year for 52 Issues

One a week. Sold to only one dealer in a town.

After Jan. 1, 1913, \$25 Per Year



## Other Fisk Services Ready

### For Clothiers and Furnishers

52 ads. one each week for a 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 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 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, President

**FISK PUBLISHING COMPANY**  
SCHILLER BUILDING, CHICAGO

that they devote themselves to exclusively.

The free lance merchant is a money maker. He never goes in for a straight line of goods. He always specializes in bargains. If a trunk factory happens to be overstocked and is willing to dispose of some of its goods at low prices the free lance merchant will invest a few hundred dollars in trunks. He seeks out a store that is vacant and rents it for ten days or two weeks, and starts out to create a demand for trunks and satchels in that particular neighborhood.

He has the advantage of the regular merchant in that he got his stock cheap and gets his rent cheap. The rent which he pays for the vacant store for ten days or two weeks may be even higher than what he would have to pay if he were to rent the store permanently. But he has the advantage of needing no fixtures and of having none of the other expenses which the regular store has. He needs no cashier and no clerks. He does not have to "wait" on customers in the sense in which customers are waited on in the ordinary store.

**Customers Bargain Seekers.**

The trade which this free lance merchant attracts is not composed of men who are actually in need at the time of the article he sells. When a customer goes into his store to buy a trunk, satchel, raincoat, or anything else he goes there because he thinks he can get the article cheap, and might as well buy it now as six months later when he will need it. Such a customer is out for the bargain and does not mind the lack of fixtures in the store and the unceremonious waiting on which he gets.

The free lance merchant is the tramp in business. He frequently has sufficient capital to start a regular store. But he would not think of doing it. There is not enough excitement in it for him. The regular store keeper is tied down to his business too much. It is monotonous, painstaking work. As a free lance he may work pretty hard for two or three weeks and then rest or loaf for two weeks. Then there is the element of adventure in this free lance business. Occasionally the free lancer may lose some money on an investment. More often, however, he makes money, and makes much more money easily than he would if he were selling regular stock in the regular way.

The tramp business man is, however, a distinct product of present day industrial conditions. Manufacturers nowadays are running their establishments on a rapid fire scale. They produce quickly and then they want prompt distribution of their products.

**Factories Sell Stocks Cheap.**

At the close of a season, when a rain coat manufacturer finds that he has a stock of several hundred rain coats left over, he will not carry this surplus stock until the next season if he can help it. That would be too much waste and risk. In the first place, he needs the room. In the second place he needs the cash. So he is willing to dispose of his stock at a sacrifice. He sells it in job lots.

The regular storekeeper cannot buy a job lot of four or five hundred coats. But the free lance merchant, or rather a group of free lance merchants, can afford to tie up with a job lot of goods.

These tramp merchants divide up the stock of 500 coats say into five or six lots. They seek out five or six temporary locations, generally vacant stores in different sections of the city, and begin to sell the goods at comparatively cheap prices. In this way they stimulate a demand for rain coats, or whatever other articles they sell, among people who never dreamed of buying, or among people who would never have bought the article had not it been for the belief, real or fancied, that they were getting a bargain.

Andrew B. Erdmann.

**Some Peculiar Furniture Advertising.**  
Written for the Tradesman.

During the year 1889 the Phoenix Furniture Company sold furniture at retail. The company occupied several floors of the Blodgett building, corner of Louis street and Ottawa avenue. A rather unusual line of advertising was run in the daily papers, in which a great deal was said about things the company did not manufacture or sell. The advertisements were written by Robert W. Merrill, who is still with the company. The World's Fair of 1893 was a matter of much importance in the minds of the people in 1889 and Mr. Merrill handled the topic in an advertisement as follows:

**About the World's Fair**  
To the East we say:  
Get a three cornered scraper and scratch the barnacles and seagrass off your salty backs. They are impeding your progress on the stream of trade.  
To the South we say:  
Mow down the blue grass on your broad pampas, which clog your pace and place you back in the antediluvian period.  
To our Neighboring Village of Chicago, we say:

You can boast of your enterprise, but when you think of your river you must say:  
There is something endearing about it, and something enchanting as well—  
They may sneer and sniker and scout it—  
We're wrapped in its magical spell.  
Though others may question and doubt it,  
Though some may compare it to—well,  
We'd be lonesome if we were without it  
Our river's remarkable smell! smell!  
Our beautiful river's loud smell!

But modesty does not win now-a-days, and we claim that our pure air, our clear running stream, where there is no collection of barnacles and seagrass, blue grass, fragrant river or flies, to annoy and the finest line of furniture, all to be seen under one roof at the corner of Ottawa and Louis, (at the Phoenix Furniture Company's) entitle us to consideration.

The advertisement occupied a liberal space and its publication cost the company, for one issue, not less than \$50. Would it be considered worth the money by the business men of this age and generation?

Mr. Merrill wrote a series of advertisements styled and phrased like the above. A few months later the company withdrew from the Blodgett building and re-opened its retail department in the factory on Summer street.

It must not be supposed for an instant that the advertising of the company's business exerted any influence in the matter of the closing of the store in the Blodgett building.

Arthur S. White.

A letter is a representative of a business—and a representative should never wear cap and bells if he expects to be taken seriously.

**His Deadly Approval.**

The trust magnate's confidential secretary galloped into the private office with a crumpled newspaper in his trembling hand.

"Have you seen what this crazy sheet says to-day?" he asked with great agitation.

"What?" enquired the magnate in a soothing tone.

"Why, here they've got a picture of you shaking hands with Henry Clay Windslinger, followed by a two column interview in which you indorse Windslinger for the Senate!"

"I gave 'em that interview and corrected proof on it—it's all right."

"All right? Great guns—why—"

"Well?"

"Why this Windslinger is a long-haired, rabid agitator—his election might mean the ruin of our entire industry! Only yesterday you said that you'd give any man \$50,000 that would kill his chances for election!"

"I'm still against him."

"But the interview?"

The magnate smiled and spoke as one explaining a primer lesson to a child.

"My boy," said he, "don't you know that as soon as the voters throughout the country read that I—the father of four trusts—favor Windslinger's candidacy, he won't have the faintest shadow of a ghost of a show being elected?"

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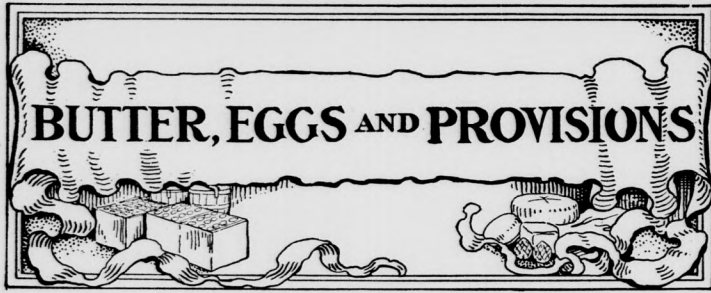
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#### Advantages of Quality Payment for Eggs.

It seems like a very simple and self-evident proposition that all articles of produce should be paid for according to quality and real value. That is, the producer, or the intermediate distributor, should realize different prices for different qualities just in proportion to the range of values that may exist when the goods are offered for final consumption.

Much has been written as to the importance of applying this principle of quality payment for eggs. It has been shown—and it is certainly true—that only when eggs are paid for at different prices according to their real value can there be any effective inducement for producers to market the eggs when fresh, or to take proper care of them. And I believe it to be true that if strict quality payment could be inaugurated at all interior points of collection there would very soon be a marked improvement in the quality of our egg product, and a material lessening of the losses that now result from delayed marketing, improper care and careless methods of poultry culture in general.

It is perhaps unnecessary to enlarge upon these fundamental facts for they are now generally appreciated. Our consideration of the matter may be more to the point if we get down at once to some of the difficulties that may stand in the way of quality payments.

The first difficulty is that in order to establish strict quality payment the egg must be separated into different grades by expert judges of quality before their various values can be determined and this classification cannot often be made in the presence of both buyer and seller, in such manner that the actual quality is apparent to both. And when values are put upon a seller's goods by the buyer of them alone, on a basis of grading of which the buyer is the sole judge, there is likely to arise dissatisfaction and a frequent feeling of injustice, even though there may be no real ground for it. You gentlemen who are shipping eggs to distant markets, where they are purchased by receivers or sold for your account far from your presence, know what this feeling is when the prices obtained are below your expectations and your own ideas of the quality and value of the goods. But this difficulty is inherent in the proposition and it would be unfortunate indeed if it should forever stand in the way.

Of course, the old system of send-

ing out a price per case to be paid for eggs regardless of the great irregularity of quality and getting along with average results may be easier; but it is unjust and fatal to any advancement in the industry. And even though classification by buyers alone, accompanied by a wide range of prices paid for the different grades, may lead to more or less dissatisfaction in some instances, we can generally depend upon competition to insure just treatment and the manifest correctness of the principle should ultimately win out.

Another difficulty that has barred progress toward proper quality payments by egg packers is a failure to realize the extreme range of values that often exists. Some who buy eggs "loss off," merely throwing out the rots and spots as worthless, seem to consider that method all that is necessary. Some throw out the rots and spots and make a difference of a cent or two a dozen between the better and poorer of the merchantable eggs. This is, of course, a beginning toward better methods; it is better than no grading but it is not "quality payment," and the merits of the latter system cannot be judged by the failure of half-way or inadequate measures.

I ask you to consider for a moment the range of egg values prevailing in the New York market and its significance in this matter. Naturally this range, so far as merchantable eggs are concerned, varies greatly from season to season, being least in the spring when favorable weather and flush production come together, and reaching a maximum in the late fall when production is least, new eggs scarce, and when stale goods are held down by competition with refrigerators. Last week when I left New York various packings of so-called fresh gathered eggs were selling at an extreme range of 16@33c a dozen—ignoring the few nearby henney receipts and the very poor cull eggs. The lowest price goods were of so low a value partly because of the heavy loss in rots and spots, and the highest price lots were not all new-laid quality. Considering only merchantable eggs I should say the range of actual values would be, at this time, from about 18c for uniformly poor, badly shrunken, dark yolked eggs, free from actually worthless stock, up to say 34c or 35c for uniformly full, strong bodied, fresh production.

Now, whoever heard of interior egg packers making such a range of prices as this when buying eggs from primary sources of supply? Yet this

# WE WILL BUY APPLES BULK

If you can load strictly hand picked fruit number ones and good twos with no ciders, culls or wind-falls; varieties in separate bins, straw in bottom of car.

## Barrels

Standard size, well packed number one fruit.

Mention approximate varieties and

Quote Price F. O. B.

Also what have you in

## Potatoes

**ALBERT MILLER & CO.**

OGDEN BLDG., CHICAGO

# PEACOCK BRAND



## Dainty

## Breakfast Sausage

Made from choice ham trimmings, the purest spices being used and packed in a dainty carton makes a ready seller.

In bulk or link (casings) 1 lb. cartons—two, three and four doz. in box.

## Country Style Pork Sausage

Like mother used to make on the farm. Put up in two pound cloth bags, ten bags to the box.

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, C. N. Cook, 200 E. Maumee St.  
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



wide range of values is not an imaginary matter, neither is it artificial and unjustified. It is a real difference of value arising naturally from the scarcity at this season of new laid quality and the over-abundance of lower grades. "Quality payment" at interior points can never be fairly tested as a practical business system until the classification is made upon the same basis as it is made in the great consuming markets and a range of prices is established of an extent as wide as those markets justify.

The effect of such a wide discrimination in the prices paid for eggs at interior points can be best judged in the light of the common causes through which eggs become poor. Eggs are not all of equally good quality even when newly laid. The relative strength and vigor of the hen affects the quality of the egg and there is, of course, a variation in value according to size. Then the facilities provided for nesting on the farms, the frequency of gathering up the eggs, the places where they are kept and the frequency of marketing, all have an effect upon egg qualities, more or less intensified by the weather conditions. Frequently, also, especially in the late summer and fall, eggs are held back for a considerable period by farmers and others with the idea of getting the benefit of advancing prices, so that from all of these causes the collections are of extremely irregular quality. The great difference in value of these different qualities is not appreciated when the eggs are bought at an average valuation, and there is sometimes an appearance of profit in holding stock back, even until it becomes comparatively poor, which would not be the case under quality payments. Under a range of values such as now prevails in New York—and it must be much the same in all important markets—there is ground for a difference of at least 12c a dozen in the prices that should be paid at interior points for the different qualities of merchantable eggs as disclosed by proper candling. If such a difference were made it seems certain that producers and small dealers would soon "sit up and take notice" and it would be found most profitable to market all eggs while fresh.

A good many packers say that this proposition of quality payments is all right in theory but that it cannot be put in practice in any section unless done by all—that a packer cannot successfully institute quality payments so long as his competitors continue to buy case count at an average and uniform price. I cannot believe that this is so if the candling is properly done and if as much difference is made in the paying prices as the real value of the eggs justifies. Where different packers are competing for goods from the same sources of supply it would seem inevitable that those who paid the full value for new-laid quality would attract such, as compared with those who paid an average price for good and poor together. Besides the natural tendency of quality payments toward improving the quality of the egg supply and lessening the waste—which would

make egg production more profitable—a further advantage is found in that it necessitates candling at most seasons of the year and permits a proper grading of the goods when packed for market, a system which facilitates and cheapens the cost of distribution.  
Frank Stowell.

**Doings in the Buckeye State.**  
Written for the Tradesman.  
The prosecuting attorney of Cuyahoga county is investigating the milk situation in Cleveland and asserts there is no justification for 9 or 10 cent milk there when Buffalo households are getting milk for 7 cents and in other cities the price is only 6 cents.

After two months work by the police vice squad in closing up so-called grill rooms, doubtful rooming houses, dance halls and other places, Cleveland is priding itself on being reasonably clean. More than 500 undesirable men and women, mostly women, have been sent out of town during the campaign and it is stated that in every case a plain clothes man went along to see that railroad tickets were bought and used.

The Ohio Good Roads Federation has decided to continue the fight for improved highways, despite defect on the constitutional amendment.

For the purpose of keeping the Toledo terminals clear the Pere Marquette has placed an embargo on all soft coal shipped through Toledo and consigned either to the Michigan Central or the Grand Trunk at Detroit. These two roads control the larger part of the Detroit terminals and it is alleged that they favor their own shipments. It is claimed that at present there are signs of congestion at Toledo, because Detroit is unable to receive freight consigned through the Toledo gateway.

The Toledo & Ohio Central will lengthen all its passing tracks between Toledo and Columbus, so that each one will accommodate eighty freight cars.

The Board of Trade and the Business Men's Association of Massillon have opened a campaign to raise \$150,000 as a bonus fund for new industries.

Sunday, Oct. 27, has been set apart in Ohio as Tuberculosis day by Gov. Harmon.

A second corn growing contest has been inaugurated for next year by the State Board of Agriculture.

Officials of the railroads entering the Union station, Columbus, after a conference with the Public Utilities Commission have announced that they will take steps at once toward an abatement of the smoke nuisance.  
Almond Griffen.

**Seaweed as Food and Medicine.**  
Seaweeds having been suggested as a possible source of future wealth, especially for food products, Perrot and Gatin, two French oceanographers, give some facts concerning present uses. In Europe they are collected for their alkalies and iodine, for which they are chiefly valued. In some localities they are popular medicines, one kind being employed as a vermifuge in Corsica, and others, on

account of their iodine, being given in goiter and scrofula. In Brittany, where some of the poorer inhabitants have employed seaweed as food, about twenty tons in a year has been collected of the variety known as Iceland moss. In the north of France a little seaweed is gathered by the peasants as manure. To the Asiatics these plants have been more important, and in Japan edible seaweed is not only the source of a number of food preparations but is even extensively cultivated to give a sufficient supply. Gelatines and glue are among the products. These gelatines are not very nutritious as food, and it is supposed that their popularity may be as an aid to the digestion of the great quantities of fish and rice eaten by the Japanese.

We are all entitled to something in this world, if it's only a lemon.

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

**G. J. Johnson Cigar Co.**  
S. C. W. El Portana  
Evening Press Exemplar  
These Be Our Leaders

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Flour Trade with  
**"Purity Patent" Flour**  
Grand Rapids Grain & Milling Co.  
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We are in the market to buy or sell **Potatoes, Beans, Onions, Apples** Call or write  
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JOBBERS AND SHIPPERS OF EVERYTHING IN  
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LIVE DEALERS WRITE  
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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.



**How Woolen Trust Head Got There.**

From a messenger boy to head of woolen trust. That is the career of William M. Wood, President of the American Woolen Company, one of the greatest combinations of capital in this age of trusts. Perhaps no man in business life to-day has had a more remarkable rise to fortune and power than this man who, it is claimed, virtually dictates the price every citizen of the United States must pay for the clothes he wears.

Born the son of a Portuguese sailor, he now draws a salary of \$100,000 yearly as head of the woolen trust and receives several times that sum from the various other concerns in which he is interested. As an index of his great wealth, he owns several palatial residences and has fifty automobiles.

The elder Wood came to America from Fayal, in the Azores. His name was Jacintho, and he had shipped as assistant cook on a vessel of which Henry Pease was captain. After the manner of immigrants of that time,

Jacintho took the name of an American who had befriended him, so when he landed after a long voyage at Edgartown, Martha's Vineyard, Jacintho had become "William Jacintho Wood."

Capt. Pease bought the immigrant a fisherman's hut, and it was there the elder Wood married and his first child, William M. Wood, was born, on April 5, 1861. The father worked as a cobbler for a while, and later as ship's steward on a coastwise vessel. He was not physically strong himself, but he determined that his son should start in life equipped the best possible.

The boy began his schooling at the age of 4. At the close of the civil war the family removed to New Bedford and settled in a pitched roof cottage in Jenny street. The boy was sent to grammar school, and had just entered high school when his father died of tuberculosis. William M. Wood was then 11 years old.

At the death of his father it became necessary for the boy to go to work

to support his mother and sisters. Andrew G. Pierce, agent of the steamship company for which young Wood's father had worked, and controlling head of the Wamsutta mills of New Bedford, gave him a place as messenger boy in the office of the mills.

From the first the boy's business ability was evident. His enthusiasm for the work was unbounded, so that at the end of three years he had a grasp on the details of the office that was far beyond his years.

Then he expressed a desire to learn the technical end of the industry, and Mr. Pierce transferred him to that department, where for three years the boy worked from early morning until late at night. He was employed so many hours in the mill that he had no time for play, and grew to manhood with little idea of the sports other boys enjoyed.

Six years in the mills gave him a reputation for exceptional ability that won him the confidence of J. A. Beauvais, an astute financier, who offered young Wood a position in a newly formed banking house. Here Wood received training that has been of inestimable value to him in the years that have followed.

But all the time he was in the business he never gave up the idea that the great future for him lay in the mill business, and even then he had dreams of a great combination of milling interests with William M. Wood at its head.

Mr. Wood's business interests are many. He is President and director

of the Ayer mills, Lawrence; director of the Merchants' National Bank, New Bedford; Vice-President and director of the National Association of Wool Manufacturers; President and director of the National and Providence worsted mills, Rhode Island; director of the Old Colony Box company, New Bedford; President and director of the South Illinois Coal company, Chicago and Boston. President and director of the Washington mills, Lawrence; President and director of the Wood worsted mill, the largest in the world, Lawrence, and Vice-President of the Home Market Club.

"The secret of my success," he said to a friend not long ago, "has been in originating ideas the other fellows did not think of." A. J. Edwards.

**Big Population May Cause War.**

It is pointed out in the report of the Malthusian league that the enormous increase in Germany's population (about 1,000,000 annually) is very likely to drive her into war owing to the necessity for new markets, but a report of the royal Prussian statistical land bureau has shown that the physical deterioration due to overcrowding in the large towns is so bad that in Hamburg the recruiting efficiency has fallen 42 per cent. and in Berlin 39 per cent. of its proper value. On the other hand the recruiting efficiency of France (where population is on the decline) has increased, and Mr. Hilaire Belloc contends that France is much better equipped for war than Germany.



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How many pillow tops of Pure Linen Russian Crash with back do you think you could give away in your town? One dealer gave away 720 in 1 day. Another 1058 in 1 day. Another 1440 in 1 day. Merchants everywhere are enthusiastic about the Richardson Plan. It's a winner. Brings business right into the store and **keeps customers coming back** time and time again.

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Dept. 7307  
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N. Y. Office, 648 Broadway

Gentlemen:—Please send me full particulars of "**The Richardson Plan**," and explain to me exactly how you think it will increase my business. Also tell me exactly what other merchants have accomplished. I assume no obligation of any kind.

Name.....

Address.....

Richardson Silk Co.  
Dept. 7307  
305-9 West Adams Street,  
CHICAGO, ILL.  
N. Y. Office, 648 Broadway

### Fundamental Principals of the Gospel of Service.

Written for the Tradesman.

There is more involved in salesmanship than the mere selling of goods. The merchant is in business to make a living out of his profits, but his profits are best and his sales largest where, not content with making individual sales, he does his best to cater to his customer.

Too many salesmen carelessly drop into the slot machine attitude. It is a human failing to travel in a rut where there is a convenient rut for the purpose. A slot machine takes in coppers, nickels, dimes or quarters and hands out goods automatically in exchange—that is, when the mechanism is in working order. But more than this should be expected of a flesh and blood clerk, because the clerk is gifted with a good measure of intelligence.

A lady went into a dry goods store in a small town. A little girl, apparently acting as a sort of floor walker or guide, ascertained that the customer wanted some dress goods. The girl took her, first to one clerk, then to another. Both were busy, one totaling an order, the other putting away some goods. Eventually the floor walker found a girl clerk disengaged.

"I would like to see some dress goods—bright red," remarked the customer.

"All right." The clerk commenced to lift a roll of red goods down from the shelf.

"That shade is too dark," interposed the lady quickly; but the clerk, notwithstanding, proceeded to show the goods. "This is a beautiful shade," she urged, and went on to emphasize the quality and texture.

"I want something brighter," persisted the customer. "Haven't you something brighter?"

Eventually, the clerk discovered something brighter. "How much?" she asked. Informed that a couple of yards were wanted, "Here," she said to the next clerk, "put this down on your slip," and without further parley left the customer.

An understanding of the fundamental principles of the gospel of service, which is the foundation of all true salesmanship, would have corrected two outstanding errors in the making of that sale.

In the first place, it is well for the salesman to push the goods and to lay emphasis on quality; but in this instance the pushing was done injudiciously. The first aim of the salesman should be to ascertain as nearly as possible just what the customer seeks and then to make every effort to produce the required article. If the article be out of stock, it is always advisable to suggest something else that may serve the same purpose; or if the salesman deem that course advisable, a superior article may be suggested; but this only after the goods first asked for have been produced, or found to be out of stock.

In the second place, the clerk failed to exhaust all the possibilities of the customer. A sale of dress goods, however small, should carry with it the sale of thread, buttons, embroidery and lining. It is in order to suggest all these goods. Such suggestion is an essential part of salesmanship—a part of the selling service that every up to date store renders its customers.

To turn the customer over to another clerk because the sale was small constituted a bad bit of tactlessness; to relinquish the customer at all when there was a good prospect of selling still more was bad business.

William Edward Park.

### Painful Wart on the Heel of Time.

Man that is born of woman is of few days and full of microbes.

He cometh forth like a flower, but is soon wilted by the winds of adversity and scorched by the flames of perplexity.

Sorrow and headache follow him all the days of his life.

He hoppeth from his bed in the morning and his foot is pierced by the cruel tack of disappointment.

He ploddeth forth to his daily toil and his cuticle is punctured by the malignant nettles of exhaustion.

He sitteth himself down to rest at noonday, and is lacerated in his nether anatomy by the pin of disaster.

He walketh through the streets of the city in the pride and glory of his manhood, and slippeth on the banana peel of misfortune and unjointeth his neck.

He smoketh the cigar of contentment but lo! it explodeth with a loud noise, for it was loaded.

Behold he glideth down the banister of life and findeth it strewn with splinters of torture.

He is stung by the mosquitoes of annoyance by day and his frame is gnawed by bedbugs of affliction by night.

What is man but the blind worm of fate? Seeing that his days are numbered by cycles of pain and his years by seasons of mourning.

Behold he is impaled upon the book of desolation and is swallowed up by death in the fathomless ocean of time and is remembered no more.

In his infancy he runneth over with worms and colic and in his old age he groaneth with rheumatism and ingrowing toe-nails.

He marryeth a cross-eyed woman because her father hath a bank account, and findeth that she is ridden with hysteria and believeth in witches.

His father-in-law then monkeyeth with stocks and goeth under.

What is man but a carbuncle on the neck of existence? Yea, but a tumor on the back of fate.

He playeth at the races and staketh his substance on the brown mare because he hath received a tip. The sorrel gelding with a bald face winneth by a neck.

Behold he runneth for office and the dead beat pulleth him ever and anon and then voteth against him.

He exalteth himself among the people and swelleth with pride, but when the votes are counted he findeth that he was not in it.

He boasteth of his strength in Israel, but is beaten by a baldheaded man from Taller Creek.

He goeth to the postoffice to glance at the latest papers and receiveth a dun from the doctor for his last year's attentions.

He goeth forth to breathe the fresh air and to meditate on the treachery of earthly things and is accosted by a bank cashier with a sight draft for \$127.39.

A political enemy lieth in wait for

him at the market place and walketh around him crowing like unto a cock.

He trusteth in a man who claimeth to be filled with righteousness and standeth high in the synagogue and gets done up.

For behold his pious friend is full of guile and runneth over with deception.

From the cradle to the grave man giveth his alms to him that smiteth him.

His seed multiplieth around him and crieth for bread and if his sons come to honor he knoweth it not.

Fate prevailleth ever against him. What is man but a painful wart on the heel of time? John Collins.

### First Picture Postal Card in 1870.

In Nuremberg they have been making arrangements to celebrate the thirtieth anniversary of the picture post card with a congress and exposition this year. Unfortunately for their plans, however, it has been discovered that the first picture post card was not made in Germany or sent from Nuremberg nor was it born in 1882, as they had supposed. The distinction of making and mailing the first is claimed by Leon Besnardeau, a book-seller of Sille-le-Guillaume, near Conlie, department of Sarthe, France. In 1870, during the war with Prussia, he printed pictures on postal cards he was sending

to clients. M. Besnardeau is still alive, and there are many of his old customers in France who have the cards he posted to them. The Germans adopted the idea for the Nuremberg exposition in 1882.

It is seldom necessary for a man who is as regular as clock work to live on tick.

A blunt man is one who wastes no time in coming to the point.

### What Have You to Sell?

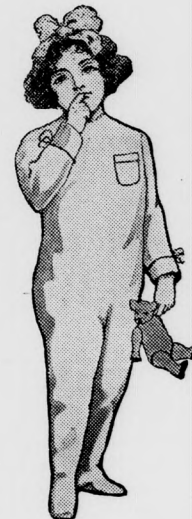
a DRY GOODS STORE; or part of it?  
a CLOTHING STORE; or part of it?  
a GENTS' FURNISHING STORE; or part of it?  
a SHOE STORE or an odd lot of SHOES?  
We Buy anything and everything For Cash and do it Quick. Write Today and we'll be there Tomorrow.  
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## Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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We carry a complete line of Dr. Denton's wool sleeping garments for children in ages from 1 to 10 years.

Can make prompt deliveries.

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## When You Buy Gloves and Mittens

Keep in mind that they should wear well, fit well and be right in price. These three essentials you will find when you buy our line. We carry a large stock from the cheapest canvas up to the fine dress kids.

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Grand Rapids, Mich.



### Styles In Shoes Selling for Fall.

Retail dealers in footwear are now in the midst of the early season trade in fall and winter styles, and in the opening weeks of the season have been able to sense in a way the tendency of the demand for the new season. While it is too early to absolutely cast the trend of the new season, some index of the public fancy can be gained by judging just what the early seekers of new footwear are selecting as giving a line on the development of the season's demand.

Blacks are strongest in the line of both women's and men's shoes. This is to be expected, as it is a more serviceable color for the rough usage of the usual winter weather. However, tans are to be seen in the line as well, and quite a few are selling to men in the larger city trade. Of course, these are for early season wear, and it is hardly likely that there will be any attempt to force them for wear all season. This was done several years ago and tans in waterproof oil stock and heavy double soles were much touted, but they did not survive many seasons.

After all, black is the ideal color for winter use and wet weather, and are more easily cleaned, and tans will doubtless be a summer shoe again for years. What killed it as a summer shoe was the unsatisfactory service it gave for winter wear when the dealers tried to make it an all year shoe at that time. As said before, tans are in good call for men's wear and some styles are also selling in women's boots, but the female buyers are still clinging to whites and greys, and when ready to cast them off, they will probably go back to blacks and stick to them for the new season.

Dealers in the city stores, however, are showing a few whites and some in the new shade of Quaker grey to afford fastidious wearers a chance to have something beside the conventional black. However, aside from early season tans the demand is for black stock and seems likely to continue to be so all season.

In the black stock the dull finishes of leather are the best sellers. Patent leather is not so strong as several years ago, although it will probably continue for dress occasions for years to come. But the duller finished leathers sell better at present and appear to be stronger than ever before. In high button boots the dull leather is made up to advantage with the vamp, etc., in the same stock as the upper, and whether lace or button usually of the same stock.

Button boots are strong both in men's and women's lines, especially in the latter, and the call is developing for them, in the higher cuts as the last fall season, with fourteen and sixteen button boots the leaders in that class of footwear. Buttons are the best sellers by

far in the women's trade, and quite a few are being called for in the men's, there seeming to be a continuation of the trend towards button shoes in both lines that started several seasons ago.

While not always fitting as well, especially about the ankle and instep, they have a stylish cut to them that appeals to many.

### Pleasant Words About John A. Hach, Jr.

Away back in 1893 John A. Hach, Jr., joined the salesforce of the Tappan Shoe Manufacturing Co. of Coldwater. From the very start Mr. Hach made good, because he had a fine



JOHN A. HACH, Jr.,  
For Twenty Years a Salesman Representing  
The Tappan Shoe Mfg. Co.,  
Coldwater, Mich.

knowledge of the shoe business acquired while in the employ of J. K. Dow, now the Dow Shoe Co., and with George Tell, both of Cleveland. Seven years later, or in 1900, Mr. Hach removed to Coldwater, from Cleveland and has since made the former city his permanent residence. Mr. Hach's long and successful career with the Tappan Co. entitles him to boast of as wide and favorable acquaintance with the retail trade in the states of Ohio and Michigan as any man carrying a shoe grip.

The Retailer man was recently favored with a letter from Mr. Hach, extracts from which will prove interesting reading. "Aside from my business," wrote Mr. Hach. "I take an active interest in the welfare of my fellow travelers, serving at present my second term as chairman of the Legislative Committee of the Grand Jurisdiction of Michigan.

My acquaintance with the trade during my twenty years' connection with the Tappan Shoe Manufacturing Co. is founded on loyalty to the mu-

tual interest of my company and customer alike, and a consideration of business beyond the present time. I have seen many changes among the boys on the road and believe I am one of very few who have remained loyal to the company. I base my success on the adherence to the old adage that it is the persistent, consistent and insistent plugger who gets there.

"I have seen this business grow from a little 'buckeye' concern at Muncie, Ind., to one of the best in the Middle West, and the result on the spring line is the most aggressive during my career with the line. In the past I have been at times obliged to step aside, but our line now is one of the best on the road and one in which I take great pride.

"Tans, gun metals and patents, in four, five and six buttons are leading in sales for next season, and the new tipped pump will be a big factor, while the regular oxford is a dead number. Thirteen and sixteen button in all leathers will be largely worn in the early spring, and black and tan colored vici will be prominent again in up-to-date stocks. The straight lace has replaced the blucher and is running a good second to the button boot."—Shoe Retailer.

### Uplift the Goat.

Can the goat be made to change his pelt? Can the horny grain of the hairy ruminant be made as smooth as the pelt of a calf, while it is growing on his spine, and thereby tanners saved millions that they now spend for glazing goat leather?

The Scriptures say that the leopard can not be made to change his spots. Too strict interpretation of this passage has held hosts of men in darkness for ages. Surely, the cabretta, which is neither sheep nor goat, has been bred, wild cattle have been domesticated, cows have been grown to great size, the orange has been made seedless, and the cactus edible.

Why should not the goat be bred a sweeter and a smoother creature, and, also, a larger creature? Why should he not shake off the degradation that has been upon him for ages? Why not make him to lie beside the fatted calf on the banquet table, and his pelt to serve with the pelt of the calf on the feet of the people?

Primarily, the goat is held down in the shoe and leather trade because his pelt is not as smooth and as hard grained as is the pelt of a calf. Its fibre is tough, all right, but the hair pores make its grain rough, and strange to say, its grain will chafe and peel, despite the fact that the goat is one of the toughest of the small animals.

The kid-leather tanners of the country would render their fellow citizens a great service, and at the same time benefit themselves, if they would appropriate a sum each year to encourage the breeding of a better grade of goats, whose flesh would make sweet and tender meat for the table, and whose pelt would make strong and durable leather for boots and shoes.—Shoe Retailer.

## Glove Brand Rubbers



Send for sample pairs of the latest lasts, made to fit the new styles of toes and heels.

Your customers will be pleased with your ability to perfectly fit their shoes with Glove Rubbers, for all are aware of the fact that a rubber won't wear that does not fit.

Your mail orders will have prompt attention.



## Hirth-Krause Company

Jobbers of Glove Brand and Rhode Island Rubbers  
Grand Rapids, Mich.

**NATIONAL ADVERTISING.**

**Some Reasons Why It Fails to Cut Prices.**

Written for the Tradesman.

Artificiality is the keynote of national advertising as practiced in this country. Magazines are not natural advertising media. They were not intended, primarily, to carry salestalks to consumers.

Instead, they are a literary production whose mother is the printed book, and whose father is the newspaper. They are literary half-breeds, whose purpose is the conveyance of essays, short stories, history, travel and biography to readers disinclined to procure the bulkier and more expensive book.

Advertisements were tacked on as an afterthought. They are salesmen, not by birth, but by compulsion.

And magazines are purchased not for the advertisements they contain. The present-day magazine-reading public are not influenced so much by the bulk and quality of the advertisements, as by the bulk, variety and quality of the essays, stories and illustrations. It is safe to say that the leading magazines of today could have a ready sale, were their advertising sections entirely dropped.

In fact, one of the most widely circulated periodicals has fewer than ten pages of advertisements in any issue.

In the beginning, the great quantity of announcements carried by these journals was a help. They provided a revenue with which to bolster up the regular reading matter. They enabled the publishers to produce better illustrations and to purchase better stories.

The advantage given by a host of advertisers led the magazine publishers to subordinate the only natural part of their publications to the artificial. In order to assure the reading of the advertisements, they mixed them up promiscuously with the the regular reading matter. That's why we find so many excellent stories and articles hopelessly lost in the mazes of the pages given over to toilet powders, rat biscuit, automobiles, and airguns.

And here's a peculiar circumstance. Within a year, four journals who were the worst offenders in this respect have gone to the wall, and why?

Solely, because their circulation dwindled down to the point where advertisers considered them unprofitable media. Is there anything in this fact to lead us to believe that people do not care for magazines wholly subordinated to advertisements?

Another journal, devoted to advertising, first, and literature, second, suddenly saw a great light, and dropped the advertisers before the circulation had dwindled beyond hope of salvation. Since then its publishers have been able to regain some of the lost ground.

If you still refuse to believe, try this experiment. Go into the magazine room of a library and count the number of readers who are studying the advertising pages.

A well-known investigator did this and found, after many observations, that fewer than 5 per cent. of all the readers paid the slightest attention to tooth-powder talks and automobile announcements.

Another observer watched street-car passengers. His results were even more disappointing—for advertisers, at least

—than those of the former individual.

Here's what he learned: That less than 2 per cent. of the several hundred people observed showed the slightest interest in the advertising sections of the periodicals.

Advertising men are apt to judge the general public by themselves. They attribute to the public the same interest they feel in advertising.

The facts would seem to indicate that the interests of these two classes are absolutely divergent. While the advertising-man buys the magazines for the advertisements, the ordinary citizen buys them for straight reading matter. The interest of the latter is exclusively aroused by the clever stories and interesting talks.

"Advertising lowers prices," say the advertisers.

Let's do a little figuring.

A popular magazine carries perhaps one hundred pages of advertisements. On these pages are at least fifty or 200 display advertisements.

The magazine is purchased and read by 300,000 people. These people, however, do not read the advertisements. To be perfectly fair we'll say that 10 per cent. or 30,000 readers glance through the advertising section.

Since there are at least 100 announcements, the chances for any one of them to be read are about one in 100. When one hundred objects are competing for a man's attention, each one of them is a 100 to 1 shot. Therefore, we must divide our total by 100, and we'll have left 300 beings who will read carefully any particular announcement.

Of these, only a very small number are buyers, one manufacturer estimating that of the people reading his advertisements, only about 10 per cent. ever get as far as writing for information. Using this estimate, we have left thirty people who may possibly respond to the printed sales-talk and buy the goods advertised.

But the magazine charges the advertisers on the basis of its entire circulation.

In other words, the advertiser pays for 300,000 and reaches thirty. That is to say, only .01 per cent. of his advertising appropriation delivers the goods. The rest, or 99.9 per cent. is wasted.

The cost of a page advertisement in a magazine, would be about \$600. If the manufacturer sells to only thirty of the readers reached by the periodical, even though the article boosted be priced at \$10 apiece, the loss incurred would be simply ruinous.

"Advertising cuts the cost of goods," say the advertisers.

Does it? How?

Mr. Merchant, answer the question yourself. Anderson Pace.

**Doings in the Hoosier State.**

Written for the Tradesman.

The Ft. Wayne Commercial Club has organized a traffic bureau, in charge of A. E. Decker, of South Bend.

An ordinance regulating the size and construction of street signs in Ft. Wayne, passed last April, is now in effect. Every overhead sign that extends more than four and a half feet from the building must come down. This will effect many costly electric contrivances.

The Ad-sell League of Northern Indiana and Southern Michigan will hold its first meeting of the season Oct. 28 at the Oliver hotel, South Bend. Efficiency will be the topic and there will be several speakers of note.

The Terre Haute Boosters' Club has raised the money necessary for the exposition and the date is set for the week of Oct. 28. Two automobiles will be given away to visitors and \$1,000 in prizes for corn exhibits.

W. C. Mitchell and E. J. Smith have opened a retail grocery store at 124 East Wayne street, South Bend. The firm name is Mitchell & Smith.

Roy Cupp, of Uniondale, has resigned a responsible railroad position and will open a retail grocery at Ft. Wayne.

The Steel Scaffolding Co., with \$50,000 capital, has been formed at Evansville.

From seventy-five to one hundred new homes for workmen are needed in the vicinity of the Bucyrus Steam Shovel plant, at Evansville.

The old time pay car system of paying off employes has been revived by the Wabash. Some months ago the Monon discovered that it had several dead men on its pay rolls by the check system, so the old pay car was re-installed and other roads are following suit.

Wm. and Albert Kivits, commission merchants of Terre Haute, have bought the old time buildings of the Terre Haute Match Co., which will be utilized in their business.

The Maumee Dairy Co. has been incorporated at Ft. Wayne, with \$60,000 capital, and a \$25,000 creamery plant will be erected.

Almond Griffen.

**Honest Effort Wins.**

I do not despise genius—indeed I wish I had a basket full of it instead of a brain, but yet, after a great deal of experience and observation I have become convinced that industry is a better horse to ride than genius. It may never carry any one man as far as genius has carried individuals, but industry, patient, intelligent industry will carry thousands into comfort and even into celebrity, whereas, genius often refuses to be tamed and managed, often goes with wretched morals.

If you are to wish for either, wish for industry. Julian Ralph.



**Rubber Boots For Your Fall Trade**

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

**THE MAUMEE RUBBER CO.**  
224-226 Superior St., TOLEDO, OHIO

Bear Brand  
Wales Goodyear  
Conneticut  
Woonsocket

**Blizzards Sandals Arctics**  
**Leather Tops Rubber Boots**

**HOW COMPLETE IS YOUR STOCK?**

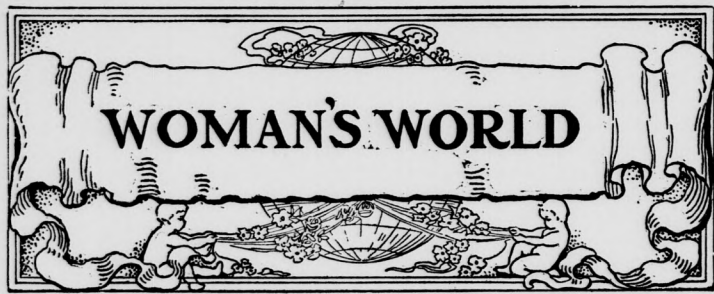
Remember the season is here when most any morning you will find yourself cleaned out of the few sizes you had left from last year and not be able to meet the demands of a slushy-sloppy morning.

**The Wales Goodyear (Bear Brand) Rubbers**

are the standard of quality and our stock of them is complete. We can fill your orders promptly.

Price list showing cuts and listing line of warm goods and socks gladly sent on request.

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



#### The New Bath Robe.

The new bath robes or bedroom lounging gowns are actually huge capes with wide openings for the arms and with fronts and backs which come to within three inches of the floor, although the sides are a trifle shorter. The plain or striped flannels, Turkish towelings and double-faced eiderdowns customarily used for bath robes, are so wide that the garment can be cut in two pieces. One model consists of two straight strips measuring about five and a quarter yards each and finished at sides and ends with a broad hem, stitched with silk of a contrasting shade or matching one of the stripes—if striped material is used. These strips, placed one over each shoulder, are crossed at the collar bones and just below the nape of the neck and at the back tacked together all the way down, forming a sort of mantle effect terminating in two deep points. In front the stripes are held together with hooks and eyes running from the neck opening to the waistline and again near the ankles, where the left front terminates in a point lapping far over the right side. The material drooping from the shoulders wholly covers the arms, and, if desired, its edges may be caught together to form a sort of sleeve.

Another style of cape bath robe is formed of a ten and a half yard long strip of double width material, draped about the figure so that the two ends which come in front shall be about as long as the ordinary ulster. At the nape of the neck the edges of the flannel, toweling or eiderdown are then tacked together and the material allowed to fall down the center of the figure in loose folds after the manner of a Bedouin's cloak. These half-open folds should be faced with silk matching the arm-slits—precisely like those of an old-fashioned waterproof—and the flat and narrow turned over collar finishing the neck. This sort of a bathrobe, developed in India silk, pongee or mohair, is a good model for a Pullman negligee, as it perfectly hides the lines of the figure.

#### The Smart New Handbags.

Suede plays a leading role among the handbags brought out for early autumn. Many of them, in square shape, are in grey, pastel blue and tobacco brown, mounted on frames of silver-finished metal and suspended by cords of silver tinsel closely braided.

Morocco has taken a new lease of life so far as handbags are concerned, and some of the newest receptacles of that material are inlaid artistically with a smooth, highly-polished leather. They come in lovely shades of brown, green or blue, mounted and edged with gilt, German silver or gun metal. Some of them are of square shape and others are oblong, but both sorts have an outside

pocket with a slant flap, metal outlined, a strap handle through which the fingers may be slipped, and all of them contain round change purses and a tiny powder puff.

Graphite, pin and real seal as well as pigskin are made into eight-inch envelope bags of a very smart order. These have broad strap handles fastening with a buckle which may be run forward or backward to accommodate the size of the hand, a plain slant flap and contain two compartments. One section is fitted with a mirror and the tiniest of manicure sets; the other is for the cardcase and the change purse.

#### The New Hat Box.

How often would you take an extra hat when traveling were it not for the bother of the box, which is a bulky thing to keep about one's room while visiting? But the new hat box may be folded and kept out of sight in a trunk or a bureau drawer and it may be adjusted to a chapeau of any size. It is constructed on the principle of the ordinary collapsible box, save that the edges of both base and lid are made to fold backward every alternate inch and provided with two sets of holes through which the tape lacings may be run according as the box is made larger or smaller. These folding over sectional edges are formed of the heavy pasteboard separated by a strip of strong tape and this gives the box a bordering which is rather ornamental if the covering is of plain heavy linen.

#### The Week's Fable.

Once upon a time as the lamb was walking in the forest he came upon the wolf, and the latter at once cried out:

"Ha, but well met!"

"To what do you refer?" asked the lamb without show of fear.

"To lamb chops for dinner, of course."

"And I am to furnish the chops?"

"You bet!"

"Mother told me that it was dangerous for a lamb to walk out alone."

"Your mother is a wise old ewe."

"She said if I met a wolf he'd devour me."

"And that's me!"

"I told her if you said you were going to eat me I'd come back and tell my little brother and sister to always heed her advice and be good. Can't I fetch them along with me to witness the performance? Neither of them ever saw a lamb eaten by a wolf. It must be quite a sight."

"Say, kid," observed the wolf, after a moment's thought, "you gambol back and get your brother and sister. It will be a great show for them, and no charge for admission. Don't say a word to the old lady, your mother. I never

thought a lamb had any brains, but I see I've been mistaken."

The lamb ran away, and the wolf licked his chops in anticipation of three victims in place of one, but while exulting over his keenness the shepherd in charge of the flock came skulking along and filled him full of buckshot.

Morals—First, eat your mutton as it comes along. Second, don't depend on a lamb coming back.

#### She Took the Offer.

She was a girl of about nineteen, and the book she carried under her arm as she entered the second-hand book store was plainly marked a dollar and a half.

"Fifteen cents," replied the dealer, as he held it in his hand.

"Mercy on me!" she exclaimed.

"What's the matter?"

"That book cost \$1.50."

"Well?"

"The hero kills the girl he loves."

"Well?"

"And you offer only 15 cents?"

"That's all. You see, the author has brought out another book, in which he not only kills the girl he loves, but her whole family and the hired girl and two policemen besides."

"Oh, I see," replied the maiden.

"And it will be 20 cents if you get that and read it and want to bring it here."

"Oh, that's it? Well, I'll take the fifteen for this now, and bring in the other next week. Edward is very, very, very good about buying me the new books as fast as I give him their titles. One murder, 15 cents; five or six murders, 20 cents. I'll drop him a hint!"

Just as Sure as the Sun  
Rises

VOIGT'S  
CRESCENT  
FLOUR

Makes the best Bread and Pastry

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

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

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

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



Voigt  
Milling  
Co.

Grand Rapids,  
Mich.

# Ceresota Flour

The PRIZE BREAD FLOUR of the WORLD



CERESOTA Flour for many years has been firmly established in the homes of Michigan, as a high grade family flour—made from hard Spring Wheat. It will continue to meet the favor of the housekeepers. Retail Food Merchants will find a sure and growing demand for it.

We stand for CERESOTA Flour.



Registered in U. S. Patent Office

Manufactured by

The Northwestern  
Consolidated Milling Company

MINNEAPOLIS, MINN.

JUDSON GROCER COMPANY, Distributors

RESOLUTIONS OF RESPECT

Adopted on the Death of Samuel M. Lemon.

Lemon & Wheeler Company.

Whereas—A deep sorrow has come to each and every one connected with the Lemon & Wheeler Company in the passing from this life of our beloved and honored President, Samuel M. Lemon, whose guiding hand has for so many, many years been instrumental in steering our course so successful in the commercial world;

Resolved—That we, his friends and business associates strive to be content that we have yet to guide us the memory of his achievements and the inspiration of a life worthy of emulation.

We, his associates do hereby record the individual loss of a good and honest friend and wise counselor, his wife, a kind, noble and loving husband, his friends a loyal, sincere and congenial companion and our city, State and Nation a splendid citizen, one who has ever been a strong factor in the up-building and realization of many enterprises and advantages enjoyed by his home, city and State; therefore, it is further

Resolved—That, knowing the great void which the passing of such a man must leave in the hearts and lives of those who loved him so dearly, we express to those bereft ones our feelings of personal loss that this companion has gone from our lives, as well as our true and deep regret that this Company is deprived of such an active officer, whose heart and pride were in this, his business home, and who gave without reserve and painstakingly of his remarkable energy, influence and zeal; and we offer to Mrs. Lemon our deepest and most heartfelt sympathy and the assurance that her sorrow is our sorrow and that her loved one will live in our hearts forever.

Fourth National Bank.

The Committee you appointed to prepare a suitable expression touching the death of our former associate, Mr. Lemon, to become a part of the record of this bank, submit the following:

Samuel M. Lemon has passed over the Great Divide, leaving a large place in our midst to be filled. Big-hearted, whole-souled, broad-minded, sympathetic man that he was, it is hard to believe we shall not again feel the influence of his magnetic personality. Some of us have known him for more than a quarter of a century. We have known him when life's great opportunities loomed up before his ambitious mind; we have known him when dark clouds hung low over his pathway; we have known him when the skies were bright and the winds propitious, but always the lovable, hopeful man was dominant. His was a positive character, and one of profound convictions; yet, withal, he was tolerant of those who differed with him. He was a splendid type of American manhood, for, if possible, he loved this land of ours more than if native born, and the expression "The greatest nation on the face of the earth" when falling from his lips,

took on a new meaning. He has gone on before us, and our remaining years will be made brighter if we think of his virtues and emulate them.

This bank has lost a valuable counselor, a loyal patron, and each of us a friend. The business community has lost one of the city's builders. His standard of business integrity could well be taken as a model by the young man starting out in life. If asked the strongest factor in the make-up of his sturdy manhood, we should unhesitatingly answer—loyalty to his friends.

Charitable to an unusual degree; no worthy cause was ever presented to him that did not receive such assistance as he could honorably give. But why enumerate his many splendid qualities? Our hearts are full and our tenderest emotions stirred, as we realize we shall not again look into his face, or hear his genial greeting.

We believe the following sentiments uttered by that pure minded poet James Montgomery, would have found quick response with Mr. Lemon, for he was a profound believer in the teachings of the Bible.

But man, the masterpiece of God, Man in his Maker's image framed— Though kindred to the Valley's Clod Lord of this low creation named— In naked helplessness appears, Child of a thousand griefs and fears, To labor, pain and trouble born, Weapon, nor wing, nor sleight hath he, Yet, like the sun, he brings his morn And is a king from infancy.

Oh! If there be no world on high To yield his powers unfettered scope, If man be only born to die, Whence this inheritance of hope?— It is not thus—it cannot be, That one so splendidly endowed With views that reach eternity Should shine and vanish like a cloud.

Is there a God? All nature shows There is and yet no Mortal knows, The mind that could this truth conceive Which brute sensation never taught, No longer to the dust would cleave But grow immortal with the thought.

Peoples Savings Bank.

We can hardly realize that our Vice-President and associate, Mr. Samuel M. Lemon, with his whole-souled geniality, frankness and consideration for us, has passed from our personal view for the present.

Death under the most favorable circumstances is severe and hard to reconcile with one's feeling of love. Let us remember, however, that it is not an abrupt end to his career. Jesus has told us the secret, "I go to prepare a place for you."

Death was but the appointed gateway through which he has passed and it is now our privilege to reflect upon his well spent but too brief life and consider for ourselves the numerous deeds of kindness he strewed along its pathway.

We are fortunate indeed who had the pleasure of close association with him and knew him as strong, yet gentle, positive, yet mild, with the courage of his convictions, yet courteous in his manner to those who differed with him.

His family, the bank, our city, the State and Nation could ill afford to spare him for there are too few such men whose characters are a benediction.

To his family we extend our sincere sympathy and are grateful that we were permitted to share in the inspiration that comes from a good man

and in the sorrow that obtains from such a one passing from our midst.

Grand Rapids Show Case Co.

At a special meeting of the stockholders of this Company, held June 15, 1912, the following resolutions were adopted:

Whereas—God, in His infinite wisdom, has taken from us our esteemed associate and President, Samuel Lemon, and

Whereas—The officers and stockholders of this Company sorely and deeply regret his demise; therefore be it

Resolved—That we desire to express to his family and to the community the great respect in which he was held by us and to offer our deepest sympathy in this bereavement and to express our admiration for his sterling qualities of heart and mind, his fine business judgment and integrity and his invariable courtesy toward and regard for his business associates; and

Resolved—That a copy of this resolution be spread upon the record of the Company.

Michigan Wholesale Grocers' Association.

Whereas—It has pleased the Sublime Ruler of the Universe to remove from our midst, one of our best known and respected members; and

Whereas—In the passing away of Mr. Samuel Lemon, we have lost a good neighbor and friend, and the State a good citizen; therefore

Resolved—That we, wholesale grocers of the State of Michigan, do most sincerely regret the loss of our esteemed brother; and be it further

Resolved—That we extend to his family and associates our sympathy in this their hour of bereavement.

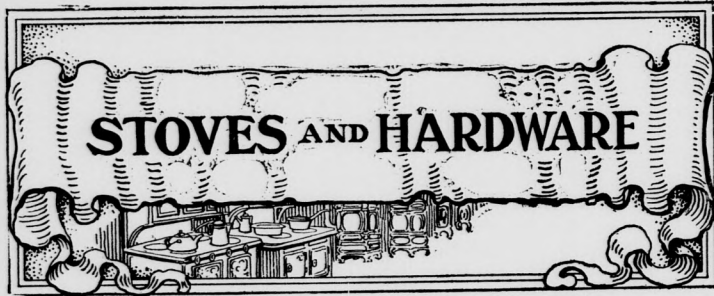
GRAND RAPIDS BROOM CO. Manufacturer of Medium and High-Grade Brooms GRAND RAPIDS, MICH.

Henry Smith FLORIST 139-141 Monroe St. Both Phones GRAND RAPIDS, MICH.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co. 237-239 Pearl St. (near the bridge), Grand Rapids, Mich.

Selling Force THERE is more than quality of materials in N. B. C. goods. There is selling force that is built of suggestion and kept working by satisfaction to the consumer. This selling force makes housewives buy quantities of different N. B. C. products—and it makes them buy repeatedly, because they are sure that quality is repeated automatically in every package or pound. Rykon Biscuit, the new N. B. C. achievement, is entirely representative of N. B. C. ingenuity. Never let your N. B. C. stock run so low that you will have to confess that you are "all out of those." Keep good assortments in the celebrated In-er-seal Trade Mark packages and the glass-front cans. NATIONAL BISCUIT COMPANY



**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.

#### Small Beginnings of Some Large Fortunes.

In 1879 a country boy of 18 started on a cattle-train for New York City. He had two things—ambition to be a great manufacturer and \$10, mostly in small pieces, which he had accumulated by doing odd jobs about his home town in Michigan. During spare moments he invented little novelties which he intended to manufacture when he arrived in the big city. A small room on Fulton street was rented and there he began to manufacture rubber stamps and rubber type. He experienced the usual starvation period so common to ambitious poor boys, but managed his little business so well that by 1887 it had grown to several thousand dollars a year.

Among his neighbors was a dealer in old clocks who was not overly tidy about his store, with the result that his stock was covered more or less with dust. This merchant bought antiques and had quite a collection of them. It so happened one day that the rubber stamp manufacturer stopped in and while there discovered a queer looking timepiece. After he had finished examining it he had an idea. He bought it and took it home. He was impressed with the simplicity of the works, which he thought could be manufactured in large quantities for a small sum, and the brass case could be cut down to a much smaller size. His business occupied his time so much that he did not have an opportunity to give much thought to his new toy.

But eventually—in 1892, to be exact—the dollar watch was put on the market. Not only the watch but the machinery for its manufacture had also been planned. It was not received with much enthusiasm at first, for it was thought impossible to produce anything more than a mere toy for that price, but time developed its usefulness as a time-piece and the factory grew to a capacity of several thousand daily.

The first time in the history of the typewriter that the machine was put into practical use in the way of making transcript of shorthand notes was at Washington, D. C., in the fall of 1874. It was in the celebrated safe burglary case, which lasted six weeks. Seven instruments and as many operators were used and an equal number of stenographers, to read Reporter Clephane's shorthand notes. By the

use of manifold paper three copies were revised, bound, indexed and placed in the hands of counsel by 8 o'clock each evening.

Previous to this time all court reporting was written out in long hand. It was one man's idea to have a machine that would print a page suitable for the Congressional Record. Associated with him in his idea were three other men and the quartet spent \$70,000 trying to perfect such a machine. The obstacle which they could not overcome was in getting it to justify—have the lines even on both sides of the page.

Clephane, White, Divine, Murphy and Brown, the latter four being congressional reporters undertook the construction of a typesetting machine. They had not been successful and told their troubles to J. H. Seville of Washington, who thought he could solve the problem. He went to a little side street in Baltimore, where he took his idea to a mechanic with a small shop. The mechanic's name was Mergenthaler. With a typewriter, Seville explained what he wanted and how he thought it could be accomplished, but it was Mergenthaler who solved the problem. From the typewriter he invented the typesetting machine of to-day. That was in 1883, and the first working model cost \$15,000. He did not take any active part in the sale of the machines, but gave his attention to the mechanical problems. The company gave him a liberal amount of the stock and he died a few years ago leaving a comfortable fortune.

J. E. Downing.

#### Effect of Paint On Corrosion of Iron.

According to the rather surprising results obtained by two German chemists, M. Liebreich and L. Spitzer, who were experimenting with paint as a preventive of the corrosion of iron, it seems that one coat of good paint or varnish is much superior to two or more coats. In their experiments a second or third coat proved absolutely detrimental. The experiments consisted in painting well polished steel bars with one or more coats and suspending the bars over boiling water for four days. Half of the coating was then removed and the bared metal covered with vaseline to prevent oxidation. In each case where only one coat of paint had been applied the bars remained as brilliant and rust free as before the test, but in the case of two or more coats, corrosion has taken place. The investigators will not commit themselves as to the explanation of this, but it may be that a coating of several layers provides a less flexible cover, more li-

able to crack, thus allowing oxidizing agents to penetrate to the metal surface.

#### Most Powerful Locomotive in the World.

The most powerful locomotive in the world has just been built by the American Locomotive company for the Virginian railroad. It can haul 155 loaded fifty ton capacity goods trucks at ten miles an hour. It has sixteen driving wheels. The locomotive and tender weigh 752,000 pounds, and the firebox is large enough to hold a shunting locomotive.

— Any man who isn't thankful for what he gets has occasion to be thankful for what he doesn't get.

Some people are satisfied with the glitter even if it isn't gold.

## Aeroplane Toys

And High Grade Wheel Goods  
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**MICHIGAN TOY COMPANY**  
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**Steam and Water Heating**

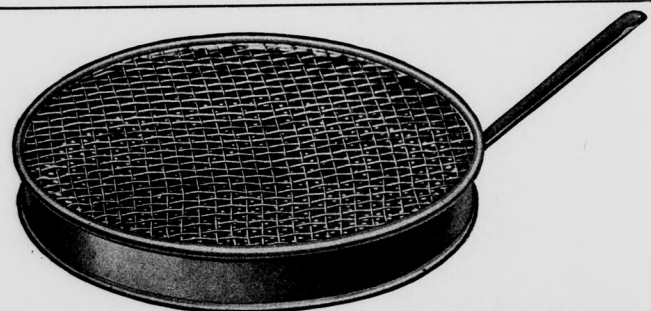
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## The APEX BREAD TOASTER

THE BEST TOASTER MADE

FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS  
 Retailers at 25c with a Good Profit to the Live Dealer

Manufacturers **A. T. Knowlson Company,** Detroit, 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.



**What Some Michigan Cities Are Doing.**

Written for the Tradesman.

The membership fee of the Pontiac Commercial Association has been raised from \$3 to \$12 per year and a campaign is on to increase the roster from 150 to 500.

The West Side Business Association of Saginaw has taken the initiative in the matter of securing a farm demonstrator for that county and the board of supervisors is asked to aid in the movement.

The new city directory of Battle Creek contains 13,324 names, which indicates a population of over 30,000.

The Saginaw Milling Co. is building a bean elevator at Saginaw which is said to be the biggest of its kind in the world. It is 50x100 feet and 140 in height.

The Common Council of Manistee has bought 106 acres of land fronting on Lake Michigan, a portion of which will be used for park purposes. This gives the city a frontage of half a mile north of the piers. It is planned to set apart forty acres for park purposes and to sell the remainder.

Alma has voted to install the boulevard system of street lighting. There will be sixty posts, each containing three lights, two of forty candle power each and one of sixty candle power.

The Malleable Foundry Co., of Benton Harbor, has nearly completed a new building, 60x145 feet, with a wing 60x80 feet. The company employs 150 men.

Building improvements at Bad Axe this year will be upwards of \$250,000.

The Hotel Whitcomb, at St. Joseph, is being remodeled and improved at cost of \$50,000. Fifty rooms will be added.

The factory of the Petoskey Block & Manufacturing Co. is in operation again at Petoskey, employing forty men at the start.

At the recent annual meeting of the Grand River Valley Railroad Co., held at Jackson, it was stated that the bonds authorized by the company to provide for double tracking the road from Jackson to Grand Rapids had not been sold, the market for railroad securities not having been favorable.

The Bay City Common Council recently adopted a resolution providing for immediate seizure and confiscation of nickel in the slot machines, but somebody tipped off the information so that the officers found but a solitary machine in sight on their raid.

Hesperia has voted \$2,500 for water-works improvements.

The day nursery of the Associated Charities of Jackson has cared for 4,019 children during the past year.

Work has been started on the boulevard between Saginaw and Bay City.

Political candidates and their friends at Flint have been working overtime in tacking their advertisements on telegraph and telephone poles and the city has at last ordered the police force to take a hand and clean up the poles.

The Montague Milling and Supply Co. has been organized at Montague to take over the roller mills at Montague.

Pt. Huron has 532 more children in

the public schools than a year ago and the gain in Lansing schools is 470.

Lapeer's new Masonic Temple is nearly completed and it is the handsomest structure in the city.

Jackson's postal savings bank started a year ago now has 255 depositors and the amount deposited is \$19,419.

Oakland county will vote in November on the question of a bond issue of \$20,000 for an addition to the jail at Pontiac.

Plumbing and brick laying will be taught in the manual training course at the Marquette public schools. Plumbing is proving popular, with twenty-five students who want to take it, while there are accommodations for only twelve.

The commercial course introduced in the Battle Creek high school this fall is popular, with seventy-five students enrolled.

Calhoun County will spend \$85,500 on good roads next year, if the wishes of the Good Roads Commission are respected.

Kalamazoo has adopted a new weight and measures ordinance, which provides for a City Sealer and for careful inspection of all weights and measures used in the city.

Manistee is considering the use of ornamental boulevard lights in the principal streets when the change is made to water power.

Portage lake retailers will entertain the wholesale dealers at a banquet to be given at the Scott Hotel, Hancock, Oct. 28.

Cheboygan is considering plans for a beet sugar factory.

Apple pickers are in great demand by the growers around Traverse City, with good wages offered and transportation furnished from the city to the orchards.

Traverse City has a new industry for the manufacture of apple barrels, with capacity of 2,000 barrels a day.

Flint's new \$22,500 city market is not well patronized by the farmers, who say that it is too far away from the business district. Complaint is made also of lack of shelter for teams.

St. Joseph has adopted a traffic ordinance similar to the one in force at Benton Harbor. The ordinance takes effect Nov. 6.

Wayland's new railway depot was formally dedicated last week with music, speaking and fireworks.

Seven of the merchants of Bellevue will participate in a co-operative delivery system, the new plan going into effect this week.

Negaunee has awarded the contract for grading and improving the site selected for public play grounds.

A. Riley Crittenden, of Howell, will open an automobile line between Fenton and Howell in the spring. He will put on a twelve passenger car at the start, with room for baggage, and if there is sufficient business other cars will be added.

Hurley hospital, at Flint, has been enlarged at an expense of \$7,500.

Conklin is a shipping point of growing importance. One firm alone has shipped out ten cars of apples this fall and there are many carload ship-

ments of potatoes, baled hay and other produce.

Superintendent Warriner, of the Saginaw schools, has secured the promise of manufacturers of that city to co-operate in a plan of continuation schools similar to the system in Germany whereby students spend part of the time in school and part time in the factory.

Almond Griffen.

**President Taft's Self-Poise.**

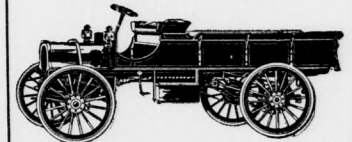
When I saw President Taft during the campaign, he seemed personally indifferent to the results, looking forward to election day with the confidence of one who has done his work conscientiously and well. All the bitter shafts of political warfare and rancor fell harmlessly at his feet. He looked earnestly into the embers of the hearth and quietly said, "The only great dream of my life is to have my country lead in the permanent establishment of a world peace, an appropriate policy with which to commemorate the opening of the Panama Canal, a grateful appreciation of the unexampled era of prosperity with which this country has been blessed by

a kind Providence and an intelligent, high-minded and energetic citizenship." Joe Mitchell Chapple.

It may be well remembered that there is a vast difference between self-confidence and self-conceit.

So many queer things happen nowadays that miracles are considered a back number.

**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.



**We Manufacture Public Seating Exclusively**



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

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

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

Write Dept. Y.

**American Seating Company**

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NEW YORK BOSTON

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**Brecht's Artificial Refrigeration**

For GROCERS' Display and Refrigerating Cases. Storage Rooms, etc. Keeps Butter, Cheese, Milk, Dried Fruit, Candies, Vegetables, etc.

**Better, Longer and Cheaper Than Ice**

All the larger and most progressive Grocers are adopting Mechanical Refrigeration as a matter of economy, and eliminating ice bills and spoilage loss. Simple to operate.

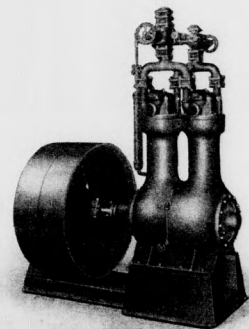
We furnish complete plants including the Refrigerators, Cold Storage Rooms, Refrigerator Display Cases, etc.

Full particulars, free estimates, etc., by addressing Dept. K.

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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. Crow, 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. McEachron, Detroit; James E. Burtless, Marquette; J. C. Saunders, Lansing.

#### Wafted Down From Grand Traverse Bay.

Traverse City, Oct. 21—Remember our next regular meeting will be held Saturday evening Oct. 26. Assessment No. 113 expires Oct. 25. A full attendance is requested.

It is with deepest regret that we at this time chronicle the death of Mrs. White, of Kalkaska, mother of our worthy member, W. A. White. Kindly accept heartfelt sympathy of the boys, Wilkie.

Can you imagine the look of surprise that overcame Ben., our P. M. baggage man, when he opened the baggage room last Monday morning to be greeted with a large black bear who in some way has gained entrance during the night. Bruin seemed to accept the situation as a matter of fact and after some time was again on his travels, none the worse for his experience with the P. M. R. R.

Remember, boys, that you must register Oct. 25 or 26 if you expect your vote to count at this fall's election.

Dick Everett has accepted a position with the A. L. Joyce Co., of Grand Rapids, selling soft drinks.

Rufus Boer, Corl, Knott & Co.'s salesman, of Grand Rapids, gave an informal luncheon at Ludington last Monday evening. Some entertainer, Rufus.

The special rate of one dollar per year is still in effect for one year's subscription for this valuable trade journal and Mr. Stowe should have the hearty support of every traveler in Michigan, as he cheerfully accords us all the pace we can use without one cent of cost to advance the interest of the traveler. As a trade journal, it has no equal. Do it to-day.

Mrs. W. A. White now asks the assistance of every U. C. T. lady in the State to ascertain why her husband carries one only full sized tan

ladies' hose with him on his travels. A short time ago, after Mrs. White had been away for a fortnight and after going through his grip while he was down town, she accidentally came across the above mentioned article and, after Wilkie's return, naturally asked him to solve the mystery. Mrs. White has not worn tan hose for two years to our knowledge. The above wearing apparel had been worn.

Ray Thacker and B. J. Reynolds were asked to assist in capturing the bear at the P. M. Monday morning, but did not arrive in time.

The visit to Copper Council, Hancock, has been postponed and at this time we are not in a position to state when our Grand Counselor will favor them. It seems the boys in the copper country could not make satisfactory arrangements at this time.

Compliments are due Grand Rapids Council for their first copy of the Bulletin. It is a good newsy sheet and we hope it will be favored with the support it deserves. We wish you success.

Lest you forget, the third party of our series will be held next Friday evening. Let everybody turn out, for it is for a good cause and a jolly good time is guaranteed.

Archie Jourdan has been appointed

a member of the Executive Committee of our Council to fill a vacancy.

We have information that one of our members is taking a theological course and is spending a great deal of time on the subject, "People living in glass houses should not throw stones." We might suggest that they should at least undress in the dark—those living in glass houses.

Well, the P. M. R. R. has taken another step to isolate our citizens by taking off the early and late trains between here and Grand Rapids. This is a hard blow to the traveling men and citizens who wish to leave before noon, besides delaying the mail. Something should be done at once to remedy this.

Wm. L. Chapman has just returned from paying his house, Crowley Bros., of Detroit, a visit.

Herman Hoffman anxiously awaits the long distance call while on his trips now, and his home is at all times posted as to his whereabouts.

Fred. Atkinson, salesman for the Potato Implement Co., returned from his Eastern trip and reports a fine business.

J. E. Naregan, A. H. Lyman's drug salesman, of Manistee has severed his connection with the above house and accepted a very flattering offer from an Eastern house covering Western territory. Mr. and Mrs. Naregan will make their headquarters at 629 South Main street, Los Angeles, California. Mr. Naregan has covered this territory for about two years and has a host of friends and we certainly wish him all the success there is due him.

One of Sutton Bay's most successful merchants is Mrs. F. F. Smiseth and, as a rule, she is pretty well spoken of as to her ability as a buyer and the courteous treatment which she

tenders the boys. But there is one salesman—and we have promised to withhold the name—who recently had one slipped over on him by this clever lady. It seems as though he had asked her if Mr. Smiseth was in and a number of other questions and left the store with the remark that it would do no good to show her his wares, but here is where Mr. Salesman made a bad mistake, for the lady buyer had a nice order saved up for him which he did not take away. We might suggest that hereafter this salesman enquire if the buyer is in and not take too much for granted. Moral, be sure you are right and then go ahead.

Mrs. B. J. Reynolds and children are spending a few days at Dublin. We presume fall shopping.

Ray Thacker called on A. E. Ford Sunday afternoon.

We understand that W. F. Murphy and A. B. Jourdan will spend Sunday at Baldwin hereafter since the P. M. have taken off the morning train.

John M. Shields and wife, of Petoskey, registered at the Crathmore Hotel at Grand Rapids, one day last week.

B. J. Reynolds, B. Marx & Sons' salesman, has accepted a position with the Hannah & Lay Mercantile Co., and we wish to congratulate you upon being in a position to accept this flattering offer. We are all with you, Bern.

From all reports Wm. E. Bennett, of our city, is entitled to a Carnegie medal for heroic work displayed at Boyne City recently. Impossible to keep some men down.

A. B. Jourdan is carrying a sample of a new variety of potatoes called the Bull Moose. Farmer Jourdan will accept mail orders.

Fred C. Richter.

**YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking**

# HAND SAPOLIO

**at once. It will sell and satisfy.**

**HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.**

### News and Gossip Around Grand Rapids.

Grand Rapids, Oct. 22—Alois A. Peters was married to Miss Theresa Noel, Monday morning at 8 o'clock at St. Andrews cathedral, Rev. Father Schmidt officiating. The church was crowded by the many friends of the popular couple, who wished the bride and groom much joy after the ceremony was over. From the church the newlyweds and their immediate families departed to the home of the groom's parents on North College avenue, where a wedding breakfast was served. Now that Mr. Peters has become a benedict, the U. C. T. bachelors have lost one of their best looking and popular members. The U. C. T. married men will welcome him into their ranks. Abe is a popular salesman for the Red Wing Milling Co. All the U. C. T. members extend "Abe" and his bride best wishes and trust they may "live happy ever after."

Oscar Levy is going to organize a string orchestra. Oscar is some fiddler on the fid. "131" is getting a musical bee. A band is now being formed by Fred E. Beardslee and Walter Ryder is getting together a quartette. We are bound to either give our guests at the convention a good time or drive them home.

The first issue of the U. C. T. Bulletin is out. It is a hummer and every one of the eight pages is full of interesting items about the boys. It is likely the Bulletin will be increased to twelve pages with the November issue.

J. A. Keane says Ed. Ryder's baby has nothing on his, as he now has to tie a bell on the youngster to keep track of him. Mrs. Keane vouches for this. The boy is some creeper.

Do not forget that the next dance is next Saturday night, Oct. 26, Herald Hall. Tuller's orchestra will furnish the music. Refreshments will be served.

Do not forget to pay your Assessment No. 113 now if you have previously overlooked it, especially if you travel on the Pere Marquette. To-morrow may be too late.

Fred Richter, who has recently been made famous by having his picture run in the Tradesman, says he thinks our Bulletin is a little like the Pere Marquette. Don't get the joke? The Bulletin was out on time.

F. E. Scott has left for a three weeks' trip in the Upper Peninsula. He took out a deer license before leaving and says he is going to bring back a deer and it is going to be one with four feet.

Some of the married men of 131 kicked on the Bulletin publishing the hour at which the last meeting closed. Editor Keane, take notice, and do not be so careless again.

C. D. Lawton, 1322 Henrietta street, is a booster whom we hope to have in 131 soon.

J. A. Dugan, 612 Pleasant street, who sells Pillsbury Flour, is a "live one" who should join 131.

Otto Weber says he is going to come up to the next meeting. Do it, Otto. It has been a long time since you graced our monthly gatherings.

Someone asked Ned Carpenter the other day why he always seemed happy and never blue. Ned's reply was, "Since

it's only a question of color, what's the use of being blue." Ned's there.

Now that the ladies are going to be with us, guess there will be a greater attendance at the meetings.

A short program to entertain those who come up Saturday, Nov. 2, will be given. There is some fine talent in 131 and an enjoyable evening can be expected.

"Hook" Visner did a little betting on the final game of the world series. He bet a dime that not a New Yorker would reach second in the second inning. He lost. Don't be so careless with your money, "Hook."

Abe Peters, at a small country town the other day, while waiting for a Pere Marquette train, was surprised to see it come in at the time scheduled. Abe was so enthusiastic that he congratulated the conductor. The conductor told Abe to wake up, as the train was twenty-four hours late, being due there at that time the day before.

One of our real portly members and most popular bachelors—we are not going to mention any names—says he is going to reduce his flesh by increasing his troubles by marrying a suffragette.

Last Thursday night G. R. & I. passenger train, No. 3, while running at full speed three miles south of Clarion, jumped the track and nearly all the cars were derailed but, fortunately, no one was injured. Friday morning No. 5 went into a ditch about one mile south of Reed City. Every coach left the track, but the accident was also a lucky one, as only one person was injured. Hope the G. R. & I. does not get the Pere Marquette habit.

The dance committee will meet at 7 o'clock Saturday night, at Herald Hall. This meeting is very important, as many questions have arisen which must be thrashed out. The members of the dance committee are C. F. Aupperle, F. E. Scott, H. F. DeGraff, C. W. Bosworth, J. H. Bolen, B. E. Bartlett and F. C. Mooney.

Mr. and Mrs. Rayburn's baby has been very sick, but is now on the road to recovery. Mr. Rayburn is a member of 131 and is the man who is putting the Black Cat hosiery on the market in Michigan.

Fred G. Friend has resigned his position with the Yuille-Carroll Co., and has accepted a position with the Grand Rapids Paper Co. He will cover territory adjacent to Grand Rapids.

Claude Batdorff, who formerly ran a grocery store at Lake Odessa, is now traveling on the road for the Yuille-Carroll Co. We will be glad to entertain his application for membership in No. 131.

Brothers, it seems that we must remind you once more that some of you are very careless in mailing that new address to the Secretary. Why do you wait so long? If you have not already mailed your new address to the Secretary, do so at once. You boys do not know how important this is. It just means this much, that Harry Hydorn cannot get his addressograph in running order until you come through with the address. Do this while it is on your mind.

When the sample copies of the U. C. T. Bulletin were mailed out the printer forgot to put the subscription blanks in.

So we will take this opportunity to inform you that the subscription price of the Bulletin is 50c per year. The advertisements are coming in freely and the subscription list is growing quite rapidly. We would like a few more advertisements, boys. Let us have a twelve page Bulletin.

Finance Committee meeting Saturday Nov. 2, 11 o'clock, at the Association of Commerce rooms. Don't forget the date.

Ernest Ghysels and Fred May took a little trip last Thursday, Earny and Fred went to Kalamazoo, in Earny's new Abbott—Detroit. They had a very enjoyable trip, making only one stop at Moline going to Kalamazoo, to fill "their" radiators. Making the trip in two hours, they had a good long day in the city. While seated at the table in the Rickman, who did they run across but our genial friend, W. S. Lawton? Well, you know nothing would do but that W. S. had to finish the trip to Grand Rapids, which he did with much credit to himself and company. The autoists made a trip of 140 miles during this little outing and experienced no trouble with anything except a punctured tire, and that was done when they were in Kalamazoo.

Mrs. Drake's son, Bill, is making a trip north this week peddling pipes. You can't keep a good man down. Hope you sell a million, Bill.

Some fellows leave their grips around the small towns and then expect someone else to bring them home. Ask H. B. W.

Bro. Ed. Bottje obtained admission to Lyman Howe's picture show last Saturday by barking like a dog. As an imitation dog, Ed. is a scream. He must have had to bark quite a lot, because when he came out he could hardly talk. F. C. Mooney.

### Chirpings From the Crickets.

Battle Creek, Oct. 21—F. G. Abel, Tekonsha, has kept account of the number of blue gills he has caught since early spring. His catch up to Sunday, Oct. 13, was 1,350. He says these figures are correct and O. K.'d by his wife. Can any of you fellows beat it?

The hotel at Sherwood is about to close.

The hardware salesman from Toledo would probably enjoy his dinner better and have more time to eat at Colon if it were not for the neat, attractive waitresses. Never mind, he is single and a good fellow and certainly enjoys life. Will you spend Sunday in Kalamazoo, Grove? Probably not.

G. O. Damon, of Leonidas, is altering his hardware store. He has put in a line of buggies and agricultural implements.

R. Cramer, of Fulton, is about to move into more spacious quarters. He intends to add to his line.

John Quincy Adams, Will Masters, Robt. Langman and a salesman from Grand Rapids were coming into Battle Creek on the Goshen train last Thursday night. Bro. Milt Loomis was due to get on at Sonoma. The boys had taken up a collection of pennies among themselves to pay Milt's fare, having put Jay Thomp-

kins, the congenial conductor, wise. They intended to have a neat little joke and fun with Milt. The train stopped at Sonoma and pulled out again. No Milt appeared. A friend had come along in a machine and Milt had gone into Battle Creek. He, unconsciously "slipped one over." The boys were "stung," as the brakemen put it.

Oscar Ware, who runs the Hotel Graham, at Athens, is a practical joker. He and Bill Masters are always trying to get the best of each other. Sometime back Oscar thought he was one joke behind William. He had a friend from Toledo visiting him and introduced him to several traveling men as his brother. He knew Bro. Masters' regular day to come to Athens and thought he could use his friend from Toledo to assist him with his joke. He had it framed up to introduce this gentleman to Mr. Masters and tell him he had bought a store in a town that Mr. Masters didn't make and that his brother desired to place a stock order in Mr. Masters' line. They intended to have Will show all the samples he had, price every article and eventually book with Bill a big order and, before he left town, put him wise. Oscar had plans all made and waiting for the morning train and Bill. The train came, but no Bill. Oscar had got his dates mixed.

Battle Creek Council, No. 253, met in Arcade Hall, Saturday evening, Oct. 19. Chas. Lawler was made a member. Guy Pfander.

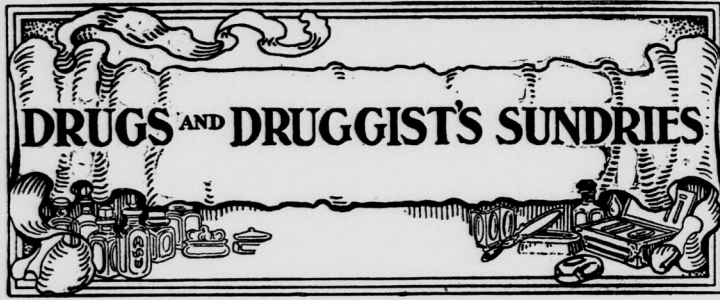
### Able to Work Again.

Grand Rapids, Oct. 21—I note in News and Gossip Around Grand Rapids in the Tradesman of Oct. 16 the following item: "Bro. Wm. Jenny is confined to his home by illness and will be pleased to see any of the boys. Bro. Jenny represents the Bostwick-Braun Hardware Co." To my best knowledge and belief, I am the only representative of the Bostwick-Braun Co. in this territory and it leaked through my cranium, after the third reading, that your humble servant was the one referred to. Now, I do not know the brand Bro. Mooney is in the habit of using to create the inspiration, but if it is "Wilcox Pills" or "Borden Ball Dopski," I would suggest a change to a liberal dose of "Gray's Hot Air," taken before the effort and a rub down after with "Bottje Salve." I am feeling better, thank you, and able to work again. L. E. Janney.

Frank Eilola & Co., general dealers at Hancock, writes the Tradesman as follows: "Enclosed herewith our check for \$1 in payment for one year's subscription to the Michigan Tradesman. We are very much pleased with your paper. It is the best we have ever seen in its line—and we have seen them all."

The Hotel Elston, at Charlevoix, has been closed for a few months on account of the ill health of Mrs. Noole. This is bad news for the boys on the road.

It's easy to convince a lazy man that he is a victim of hard luck.



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.

Tales of the Prescription Counter.

Down the dusty road came a tall, stoop-shouldered, sun-burned individual with a yellow beard. He paused under the shade of a small sycamore tree by the side of the road and soberly regarded the antics of Mat Miller, as he strenuously endeavored to drive three particularly active hogs out of his corn field into the road. After mopping his face with a red bandanna handkerchief, the observer climbed carefully over the barbed wire fence and entered into the spirit of the chase.

The hogs, seeing that Mat had been reinforced, quickly scrambled under the fence and retreated hurriedly down the road, but not soon enough to keep Mat's volunteer from catching the toe of his boot under an upturned root and tumbling over, as he was in the act of throwing a chunk at the fleeing hogs. He hastily jumped to his feet, just as Mat Miller made his way through the tangle of corn stalks and morning glory vines farther down the row.

"Did you fall down?" solicitously inquired Miller.

"Oh, no!" answered Hiram Faxon sarcastically, "I just alighted from a very successful flight in my new aeroplane."

"Yes, I see that you've still got plenty of air," observed Miller, coming up closer; "but what did you drop there?"

Hiram turned and looked on the ground; there lay a bottle wrapped in white paper that was fast becoming wet, advertising the fact that the bottle was broken.

"By gum!" exclaimed Hiram, "I've broken my bottle of medicine. I walked all the way to town early this morning to have the prescription filled that Doc. Green gave me yesterday evening for my little boy that is sick. Well, I just guess I got to hoof it right back and

get another bottle put up at Dowell's drug store."

He picked up the bottle and unwrapped it; the neck was broken off and it was cracked down one side.

"Old man Dowell wasn't in, so his hired man filled it and charged me fifty cents. Maybe they'll fill it cheaper this time."

II.

In front of the store was a sign reading:

COLD SODA WATER  
DAILY PAPERS AND MAGAZINES  
PHONOGRAPHS  
DOWELL'S DRUG STORE

Inside of this up-to-date pharmacy, on the right hand, the new iceless soda fountain; on the left hand a row of small tables built on the principle that three is a crowd; in the extreme rear the prescription department.

Although the hour was early the soda dispenser in a spotless white coat was busy at the fountain. Already the throng of morning customers was coming and going steadily.

Jim Meyers, the prescriptionist, a slender, pale-faced young man with a thin nose, sandy hair and almost colorless eyes, was nosing about the prescription case to see that everything was spic and span, when he noticed an eight-grain weight on the prescription balances.

"Now, I wonder how that happened to be there," he mused. "I haven't put up any medicine this morning to use an eight-grain weight." He passed quickly to the file of prescriptions, and there on top was the last one he had compounded. He glanced over it and turned quite pale. If a thunder-bolt had fallen it could not have unnerved him more. Instead of eight grains it was written one-eighth grain strychnine sulphate!

At once he remembered weighing it out, all the time under the impression that that was what the prescription called for; and thinking about the ball game he was going to see if he could get off that afternoon. He then recollected with a gasp that he did not know the customer that carried off the bottle an hour before. Composing himself as best he could he hastened to the front of the store, and turned to the soda dispenser.

"Do you remember a farmer-looking man with a yellow boot, wearing a beard, that was in here this morning?" he asked.

"No, I don't recall any farmer-looking man or any other kind of looking man with a yellow boot wearing a beard," laughed the soda dispenser. "Say, what is the matter with you, anyway? But to see a man such as you describe is enough to make a fellow look pale and tremble."

"I mean a man looking like a farmer, with a yellow beard, and wearing boots."

"Yes, I remember his coming in here, but I never saw him before," the other replied.

"The reason I'm looking for him is, I made a mistake and gave him a dollar too much change this morning," deceptively explained Jim Meyers.

He inquired of everybody he met, up and down the street, giving the man's description, and explaining that he had given him too much change, but nobody remembered having seen him. Finally he gave up the search in despair and slowly made his way back to the drug store. He had done all he could. He felt as if he had been sick a week.

"It looks to me like you are taking it pretty hard," suggested the soda clerk. "I didn't think the loss of a dollar would hurt you as bad as it evidently has."

The boss had just arrived, but Jim passed on to the rear of the store without a word.

"Jim," called the other clerk.

He turned around and suddenly sat down in a convenient chair; the expected had happened, for there in the door stood his farmer!

In his face Meyers could read his fate, or thought he could.

"I had a bottle of medicine put up here this morning," the farmer began to the proprietor. "Your clerk put it up, but I believe I see him back there now. I'll go back and attend to it myself."

Meyers tried to get up and run, but his legs refused to move.

"Say, young fellow, I broke that bottle you put up for me early this morning, and I want you to fix me up another one," went on the farmer, but Meyers had already dropped over in a dead faint. Nolen Ambrose Turner.

Made Their Store the Harvest Hand Headquarters.

"Hello!"

"This John Thompson's farm?"

"Yes."

"This is Meibergen's store. You left an application here for five harvest hands."

"Yes, we need 'em bad."

"Well, you can send in a team right away? We have the men here for you."

"Hold to 'em. We'll be right in. Don't let anybody else take those men away."

Out at Downs, Kans., as in many other portions of the great wheat belt, there has been a serious shortage of harvest hands.

Meibergen's store, which handles men's clothing, undertook to help the farmers. It advertised in the papers that it wanted harvest hands to report to its store, and passed the word around town to send all applicants for work to the Meibergen's store.

It also advertised that farmers would be given a chance to register their applications for help at the Meibergen store, and that the demands would be filled in regular order.

The result was that the Meibergen store had applicants from farmers for from 75 to 100 harvest hands. These applications were registered in the order of receipts. As fast as men came to town looking for jobs, they were

sent to the Meibergen store, and there the rural telephone lines did the rest, as indicated at the beginning of this article.

"The 'employment agency' was an experiment with us," says a letter received by The Merchants Journal from Meibergen Bros. "It was the first time the plan has ever been tried in this town, and it worked far better than we expected. We expect to try it again next year, and will make even larger preparations to get applications for help. It has made a hit not only with the farmers, but with the men.

"There is no other agency of any kind in this town, and no one seemed to be acting as a clearing house for harvest hand information. We have endeavored to make our store the headquarters for harvest hands. Yet we never have the harvest hands waiting about the store. Whenever a man came in and applied for work, we would call up a farmer, and in almost every case the farmer would send a team in for the help.

"As a trade getter, I do not know what it will do for us, but I think it has been a considerable benefit. The farm hands generally bought gloves, or some article needed in the harvest field and sometimes they would buy clothes. The main thing, however, has been to build up strong relations of friendship with the farmers, and to show them that this store is willing to put itself to a good deal of trouble to accommodate them. A farmer who gets some badly needed harvest hands is a very grateful individual."

The Merchants Journal has no doubt that the "employment agency" stunt of Meibergens will be worth a lot of trade to it during the coming months.

Anything a store can do to win the approval or good will of its patrons means money to the store keeper.

If there is some big news event due for a certain time, and the town has no newspaper getting telegraph service, it is a good idea for you to arrange to have special telegrams sent to your store and bulletin the news on your front windows. Advertise in advance what you are going to do. It is serving the community, and showing your customers that you are not a "tightwad."—Merchants Journal.

A Watery Problem.

Blinks—Why did Smith jump off the steamer?

Jinks—He had financial troubles.

Blinks—Oh, I see. He jumped into the ocean because he couldn't keep his head above water.



**Not a Substitute  
Mapleine**

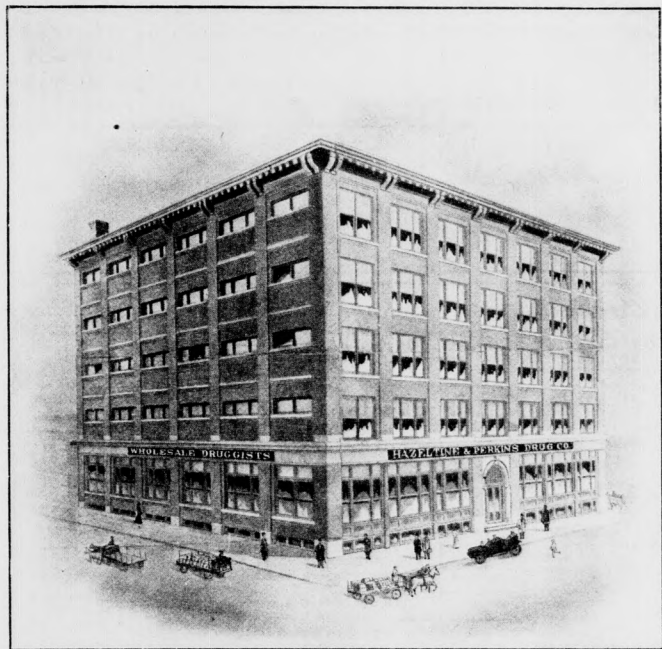
Is an original flavoring producing a flavor similar to Maple in cakes, candies, puddings, tusties and sugar syrups.

Order a stock from your jobber, or  
The Louis Hilfer Co.,  
4 Dock St., Chicago, Ill.

**Crescent Mfg. Co., Seattle, Wash.**

WHOLESALE DRUG PRICE CURRENT

<b>Acids</b>	Cubeb	@ 4 50	Digitalis	@ 60
Acetic	Erigeron	@ 2 50	Gentian	@ 60
Boric	Eucalyptus	75 @ 85	Ginger	@ 60
Carbolic	Hemlock, pure	@ 1 00	Guaiaac	@ 60
Citric	Juniper Berries	@ 1 25	Guaiaac Ammon.	@ 70
Muriatic	Juniper Wood	40 @ 50	Iodine	@ 1 00
Nitric	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	Lavender Flowers	@ 4 00	Iron, clo	@ 60
Tartaric	Lavender Garden	85 @ 1 00	Kino	@ 75
	Lemon	@ 2 50	Myrrh	@ 60
	Linseed, raw bbls.	@ 57	Nux Vomica	@ 50
	Linseed, raw less	60 @ 65	Opium	@ 2 00
	Linseed, boiled bbl	@ 58	Opium Camph.	@ 75
	Linseed, boiled less	61 @ 66	Opium, Deodorz'd	@ 2 25
	Mustard, true	4 50 @ 6 00	Rhubarb	@ 75
	Mustard, artifl	2 75 @ 3 00		
	Neatsfoot	80 @ 85	<b>Paints</b>	
	Olive, pure	2 50 @ 3 50	Lead, red, dry	7 1/2 @ 10
	Olive, Malaga	1 50 @ 1 60	Lead, white dry	7 1/2 @ 10
	yellow	1 50 @ 1 60	Lead, white oil	7 1/2 @ 10
	green	1 50 @ 1 60	Ochre, yellow bbl	1 @ 1 1/4
	Orange, sweet	3 50 @ 4 00	Ochre, yellow less	2 @ 5
	Organum, pure	1 25 @ 1 50	Putty	2 1/2 @ 5
	Organum, com'l	50 @ 75	Red Venetian bbl	1 @ 1 1/2
	Pennyroyal	2 25 @ 2 50	Red Venet'n, less	2 @ 5
	Peppermint	@ 3 75	Shaker Prepared	1 50 @ 2 00
	Rose, pure	15 00 @ 18 00	Vermillion, Eng.	30 @ 1 00
	Rosemary Flowers	90 @ 1 00	Vermillion, Amer.	15 @ 20
	Sandalwood, E. I.	@ 4 50	Whiting, bbl.	1 @ 1 1/2
	Sassafras, true	80 @ 90	Whiting	2 @ 5
	Sassafras, artifl	45 @ 50		
	Sperm	90 @ 1 00	<b>Insecticides</b>	
	Thansy	3 50 @ 4 00	Arsenic	6 @ 10
	Tar, USP	25 @ 35	Blue Vitrol, bbl.	7 1/2 @ 6 1/2
	Turpentine, bbls.	@ 46 1/2	Blue Vitrol less	7 @ 10
	Turpentine, less	50 @ 55	Bordeaux Mix Pst	8 @ 15
	Wintergreen, true	@ 5 00	Hellbore, white	
	birch	2 00 @ 2 25	powdered	15 @ 20
	Wintergreen, art'l	50 @ 60	Insect Powder	20 @ 35
	Wormseed	@ 6 00	Lead Arsenate	8 @ 16
	Wormwood	@ 8 00	Lime & Sulphur	
			Solution, gal	15 @ 25
			Paris Green	15 @ 20
			<b>Miscellaneous</b>	
			Acetanalid	30 @ 35
			Alum	3 @ 5
			Alum, powdered and	
			ground	5 @ 7
			Bismuth Subni-	
			trate	2 10 @ 2 25
			Borax xtal or	
			powdered	6 @ 12
			Cantharadies powd.	@ 1 25
			Calomel	1 25 @ 1 35
			Capsum	20 @ 25
			Carmin	@ 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
			Coacne	3 80 @ 4 05
			Cocoa Butter	50 @ 60
			Corks, list, less 70%	
			Copperas bbls cwt	@ 75
			Copperas, less	2 @ 5
			Copperas, Powd.	4 @ 6
			Corrosive Sublm.	1 25 @ 1 40
			Cream Tartar	23 @ 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	@ 1 1/4
			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%	1 1/4
			Glauber Salts bbl.	@ 1 1/4
			Glauber Salts less	2 @ 15
			Glue, brown	11 @ 15
			Glue, brown grd	10 @ 15
			Glue, white	15 @ 25
			Glue, white grd	15 @ 20
			Glycerine	23 @ 35
			Hops	50 @ 80
			Indigo	85 @ 1 00
			Iodine	3 75 @ 4 00
			Iodoform	4 80 @ 5 00
			Lead Acate	12 @ 18
			Lycopodium	60 @ 75
			Mace	80 @ 90
			Mace, powdered	90 @ 1 00
			Menthol	10 75 @ 11 00
			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	2 1/2 @ 3 1/2
			Rochelle Salts	20 @ 25
			Saccharine	2 00 @ 2 20
			Salt Peter	7 @ 12
			Seidlitz Mixture	20 @ 25
			Soap, Green	15 @ 20
			Soap, mott castile	10 @ 15
			Soap, white castile	@ 6 25
			less per bar	@ 5
			Soda Ash	1 1/2 @ 5
			Soda Bicarbonate	1 @ 5
			Soda, Sal	1 @ 4
			Spirit Camphoe	@ 75
			Spirit Cologne	2 80 @ 3 00
			Sulphur roll	2 1/2 @ 5
			Sulphur Subl.	2 1/2 @ 5
			Tamarinds	10 @ 15
			Tartar Emetic	40 @ 50
			Turpentine Venice	40 @ 50
			Vanilla Ext. pure	1 00 @ 1 50
			Witch Hazel	65 @ 1 00
			Zinz Sulphate	7 @ 10

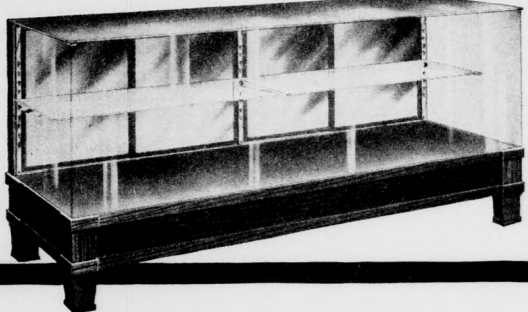


Our Home—Corner Oakes and Commerce

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.



"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

FOOTE & JENKS' COLEMAN'S (BRAND)  
Terpeneless Lemon and High Class Vanilla  
Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to FOOTE & JENKS, Jackson, Mich.

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.

Table with columns: ADVANCED, DECLINED, Provisions, Breakfast Foods, Alicant Almonds, Rolled Oats, Lion Coffee, Beans, Flour, Cheese, Corn, Hay.

Index to Markets

By Columns

Index to Markets table listing various goods and their corresponding page numbers (A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y).

1 2

Main price list table for items 1 and 2, including Ammonia, Axle Grease, Baked Beans, Bath Brick, Breakfast Foods, Brooms, Butter Color, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Chocolate, Cider, Sweet, Clothes Lines, Cocoa, Coconut, Confections, Cracked Wheat, Crackers, Cream Tartar, Dried Fruits, Farinaceous Goods, Fats, Fruit Jars, Gelatine, Grain Bags, Herbs, Hides and Pelts, Horse Radish, Jelly, Jelly Glasses, Mapleine, Mince Meats, Molasses, Mustard, Nuts, Olives, Pickles, Pipes, Playing Cards, Potash, Provisions, Rice, Rolled Oats, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Soap, Soda, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

CHEWING GUM.

Table listing chewing gum products and prices: Adams Black Jack, Adams Sappota, Beeman's Pepsin, Chiclets, Colgan Violet Chips, Colgan Mint Chips, Dentype, Flag Spruce, Juicy Fruit, Red Robin, Sen Sen (Jars 80 pkgs, \$2.20), Spearmint, Wrigleys, Spearmint, 5 box jars, Spearmint, 3 box jars, Trunk Spruce, Yucatan, Zeno, 5 boxes one kind, 3c per box less.

CHICORY

Table listing chicory products and prices: Bulk, Red, Eagle, Franck's, Scheuer's, Red Standards, White.

CHOCOLATE

Table listing chocolate products and prices: German's Sweet, Premium, Caracas, Walter M. Lowney Co., Premium, 1/4s, Premium, 1/2s.

CIDER, SWEET

Table listing cider products and prices: Regular barrel 50 gal, Trade barrel, 28 gals, 1/2 Trade barrel, 14 gal, Boiled, per gal, Hard, per gal.

CLOTHES LINE

Table listing clothes line products and prices: No. 40 Twisted Cotton, No. 50 Twisted Cotton, No. 60 Twisted Cotton, No. 80 Twisted Cotton, No. 50 Braided Cotton, No. 60 Braided Cotton, No. 80 Braided Cotton, No. 50 Sash Cord, No. 60 Sash Cord, No. 60 Jute, No. 72 Jute, No. 60 Sisal, Galvanized Wire, No. 19, each 100ft. long, No. 20, each 100ft. long.

COCOA

Table listing cocoa products and prices: Baker's, Cleveland, Colonial, 1/4s, Colonial, 1/2s, Epps, Huyler, Lowney, 1/4s, Lowney, 1/2s, Lowney, 3/4s, Lowney, 5 lb. cans, Van Houten, 1/4s, Van Houten, 1/2s, Van Houten, 1s, Webb, Wilber, 1/4s, Wilber, 1/2s.

COCOANUT

Table listing coconut products and prices: Dunham's per lb., 1/4s, 5lb. case, 1/4s, 5lb. case, 1/4s, 15lb. case, 1/4s, 15lb. case, 1s, 15lb. case, 1/4s & 1/2s 15lb. case, Small Gums, 10, 1/4 & 1/2 pails, Bulk, pails, 14 1/2, Bulk, barrels, 12 1/2.

COFFEES, ROASTED

Table listing coffee products and prices: Common, Fair, Choice, Fancy, Peaberry, Common, Fair, Choice, Fancy, Peaberry, Maracalbo, Choice, Mexican, Fancy, Guatemala, Fair, Fancy, Java, Private Growth, Mandling, Aukola, Mocha, Short Bean, Long Bean, H. L. O. G., Bogota, Fair, Fancy, Exchange Market, Steady, Spot Market, Strong Package, New York Basis, Arbuckle, Lion, McLaughlin's XXXX, to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Table listing extract products and prices: Holland, 1/2 gro boxes, Felix, 1/2 gross, Hummel's foil, 1/2 gro, Hummel's tin, 1/2 gro.

CONFECTIONS

Table listing confectionery products and prices: Stick Candy, Pails, Standard, Standard H H, Standard Twist, Jumbo, 32 lb., Extra H H, Boston Cream, Big stick, 30 lb. case.

Mixed Candy

Table listing mixed candy products and prices: Grocers, X L O, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, Leader, French, Hand Made Creams, Premio Cream mixed, Paris Cream Bon Bons.

Fancy-In Pails

Table listing fancy-in pails products and prices: Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, Lozenges, plain, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Champion Gum Drops, Anise Squares, Lemon Sours, Imperials, Ital Cream Bon Bons, Golden Waffles, Red Rose Gum Drops, Auto Kisses, Coffy Toffy, Molasses Mint Kisses.

Fancy-In 5lb. Boxes

Table listing fancy-in 5lb. boxes products and prices: Old Fashioned Molasses Kisses 10lb. bx, Orange Jellies, Lemon Sours, Old Fashioned Household drops, Peppermint Drops, Champion Choc Drops, H. M. Choc, Lt. and Dark, No. 12, Bitter Sweets, as'd 1 25, Brilliant Gums, Crys, A. A. Licorice Drops, Lozenges, printed, Lozenges, plain, Imperials, Mottos, G. M. Peanut Bar, Hand Made Crms, Cream Wafers, String Rock, Wintergreen Berries.

Pop Corn

Table listing pop corn products and prices: Cracker Jack, Giggles, 5c pkg. cs, Oh My 100s.

Cough Drops

Table listing cough drops products and prices: Putnam Mental, Smith Bros.

NUTS-Whole

Table listing nut products and prices: Almonds, Tarragona, Almonds, Drake, Almonds, California, soft shell, Brazils, Filberts, Cal. No. 1, Walnuts, sft shell, Walnuts, Marbot, Table nuts, fancy, Pecans, medium, Pecans, ex. large, Hickory Nuts, per bu., Ohio, Cocoanuts, Chestnuts, New York, State, per bu., Salted Peanuts.

Shelled

Table listing shelled nut products and prices: Spanish peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicant Almonds, Jordan Almonds, Peanuts, Fancy H P Suns, Roasted, Choice, raw, H. P. Jumbo, Waverly Jumbles can.

CRACKED WHEAT

Table listing cracked wheat products and prices: Bulk, 24 2lb. pkgs.

CRACKERS

Table listing cracker products and prices: National Biscuit Company, Brands, Butter, N. B. C. Sq. bbl. 7 bx, Seymour, Rd. bbl. 7 bx, Soda, N. B. C. boxes, Premium, Select, Saratoga Flakes, Zephyrette.

Oyster

Table listing oyster products and prices: N. B. C. Picnic boxes, Gem, boxes, Shell.

Sweet Goods

Table listing sweet goods products and prices: Animals, Atlantics, Atlantic, Assorted, Avena Fruit Cakes, Bonnie Doon Cookies, Bonnie Lassies, Buntz Shortbread, Brittle, Brittle Fingers, Bumble Bee, Cartwheels Assorted, Chocolate Drops, Chocolate Dtp Centers, Choc. Honey Fingers, Circle Honey Cookies, Cracknels, Coccoanut Taffy Bar, Coccoanut Drops, Coccoanut Macaroons, Coccoanut Hon. Fingers, Coccoanut Hon. Jumb's, Coffee Cakes, Coffee Cakes, Iced, Crumpets, Diana Marshmallow Cakes, Dinner Biscuit, Dixie Sugar Cookies, Domestic Cakes, Eventide Fingers, Family Cookies, Fig Cake Assorted, Fig Newtons, Flurabel Cakes, Fluted Coccoanut Bar, Frosted Creams, Frosted Ginger Cookie, Fruit Lunch, Iced, Gala Sugar Cakes, Ginger Gems, Ginger Gems, Iced, Graham Crackers, Ginger Snaps Family, Ginger Snaps N. B. C. Round, Ginger Snaps N. B. C. Square, Hippodrome Bar, Honey Cake, N. B. C., Honey Fingers As. Ice, Honey Jumbles, Iced, Honey Jumbles, Plain, Honey Flake, Household Cookies, Household Cookies, Iced, Imperial, Jubilee, Jubilee Mixed, Cream Klips, Leap Year Jumbles, Lemon Biscuit Square, Lemon Thins, Lemon Wafers, Lemona, Mace Cakes, Mary Ann, Marshmallow Coffee, Cake, Marshmallow Walnuts, Medley Pretzels, Molasses Cakes, Molasses Cakes, Iced, Molasses Fruit Cookies, Iced, Molasses Sandwich, Mottled Squares, Oatmeal Crackers, Orange Gems, Orange Sponge Layer Cakes, Penny Assorted, Peanut Gems, Picnic Mixed, Pineapple Wafers, Pretzels, Hand Made, Pretzelettes, Hand Md., Pretzelettes, Mac. Md., Raisin Cookies, Raisin Gems, Raspberry Cakes, Revere, Assorted, Rittenhouse Fruit Biscuit, Royal Lunch, Royal Toast, Rube, Lorna Doone Shortbird, Spiced Currant Cakes, Spiced Ginger Cakes, Spiced Ginger Cks Icd, Sugar Fingers, Sugar Cakes, Sugar Crimp, Sugar Squares, large or small, Sultana Fruit Biscuit, Sunnyside Jumbles, Superba, Sponge Lady Fingers, Triumph Cakes, Vanilla Wafers, Wafer Jumbles can, Waverly.

Table with 2 columns: Item Name and Price. Includes items like Five O'clock Tea, Fruit Cake, Graham Crackers, Lemon Snaps, Oatmeal Crackers, Old Time Sugar Cook, Oval Salt Biscuit, Oysterettes, Premium Sodas, Pretzettes, Hd. Md., Royal Toast, Rykon Biscuit, Saltine Biscuit, Saratoga Flakes, Social Tea Biscuit, Sultana Fruit Biscuit, Soda Crackers N B C, Soda Crackers Select, S. S. Butter Crackers, Uneda's Biscuit, Uneda Jinxer Wayfarer, Uneda Lunch Biscuit, Uneda Wafer, Vanilla Thin Biscuit, Zu Zu Ginger Snaps, Zwieback, Other Package Goods, Barnum's Animals, Chocolate Tokens, American Beauty, Ginger Snaps, NBC, Butter Crackers, NBC, Soda Crackers, NBC, family ypackage, In Special Tin Packages, Festino, Minaret Wafers, Nabisco, 25c, Nabisco, 10c, Champagne Wafer, Sorbetto, Nabisco, Festino, Bent's Water Crackers, CREAM TARTAR, Barrels or drums, Boxes, Square Cans, Fancy caddies, DRIED FRUITS, Apples, Evaporated, Choice bulk, Evaporated, Fancy pkg., California, Apricots, Corsican, Citron, Currants, Imp'd 1 lb. pkg., Imported, bulk, Peaches, Muirs-Choice, 25 lb. b, Muirs-Fancy, 25 lb. b, Fancy, Peeled, 25 lb. 18, Peel, Lemon, American, Orange, American, Raisins, Connosiar Cluster 1 lb., Dessert Cluster, 1 lb., Loose Muscatels 3 Cr, Loose Muscatels 4 Cr, L. M. Seeded, 1 lb. 6 1/2 @ 7, California Prunae, 90-100 25lb. boxes, 80-90 25lb. boxes, 70-80 25lb. boxes, 60-70 25lb. boxes, 50-60 25lb. boxes, 40-50 25lb. boxes, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hand Picked, Brown Holland, Farina, 25 lb. packages, Original Holland Rusk, Packed 12 rolls to container, 3 containers (36) rolls, 5 containers (60) rolls, Hominy, Pearl, 100 lb. sack, Maccaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Sago, East India, German, sacks, German, broken pkg., Tapioca, Flake, 100 lb. sacks, Pearl, 130 lb. sacks, Pearl, 36 pkgs., Minute, 36 pkgs., FISHING TACKLE, 1/2 to 1 in., 1 1/2 to 2 in., 2 in., 3 in.

Table with 2 columns: Item Name and Price. Includes items like Cotton Lines, Linen Lines, Poles, BAMBOO, 14 ft., per doz., BAMBOO, 16 ft., per doz., BAMBOO, 18 ft., per doz., FLAVORING EXTRACTS, Jennings D C Brand, Terpenless Extract Lemon, No. 1 F Box, per doz., No. 2 F Box, per doz., No. 4 F Box, per doz., No. 3 Taper, per doz., 2 oz. Flat F M per dz., Jennings D C Brand, Extract Mexican Vanilla, No. 1 F Box, per doz., No. 2 F Box, per doz., No. 4 F Box, per doz., No. 3 Taper, per doz., 2 oz. Flat F M per dz., FLOUR AND FEED, Grand Rapids Grain & Milling Co., Winter Wheat, Purity Patent, Seal of Minnesota, Sunburst, Wizard Flour, Wizard Graham, Wizard Gran. Meal, Wizard Buckwheat, Rye, Valley City Milling Co., Lily White, Light Loaf, Graham, Cranena Health, Bran. Meal, Bolted Med., Voigt Milling Co., Graham, Voigt's Crescent, Voigt's Flourigt, Voigt's Hygienic, Voigt's Royal, Watson-Higgins Milling Co., Perfection Flour, Tip Top Flour, Golden Sheaf Flour, Marshall's Best Flour, Worden Grocer Co., Quaker, paper, Quaker, cloth, Spring Wheat, Roy Baker, Golden Horn, family, Golden Horn, bakers, Wisconsin Rye, Judson Grocer Co., Ceresota, 1/8s, Ceresota, 1/4s, Ceresota, 1/2s, Worden Grocer Co., Laurel, 1/8s cloth, Laurel, 1/4s cloth, Laurel, 1/8s & 1/4s paper, Laurel, 1/2s cloth, Wykes & Co., Sleepy Eye, 1/8s cloth, Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/2s cloth, Sleepy Eye, 1/8s paper, Sleepy Eye, 1/4s paper, Meal, Bolted, Golden Granulated, Wheat, Red, White, Oats, Michigan carlots, Less than carlots, Corn, Carlots, Less than carlots, Hay, Carlots, Less than carlots, Feed, Street Car Feed, No. 1 Corn & Oat Feed, Cracked corn, Coarse corn meal, FRUIT JARS, Mason, pts., per gro., Mason, qts., per gro., Mason, 1/2 gal., per gro., Mason, can tops, gro., GELATINE, Cox's, 1 doz. large, Cox's, 1 doz. small, Knox's Sparkling, doz., Knox's Sparkling, gr., Nelson's, Knox's Acid'd, doz., Oxford, Plymouth Rock, Phos., Plymouth Rock, Plain

Table with 2 columns: Item Name and Price. Includes items like GRAIN BAGS, Broad Gauge, Amoskeag, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, HIDES AND PELTS, Hides, Green, No. 1, Green, No. 2, Cured, No. 1, Cured, No. 2, Calfskin, green, No. 1, Calfskin, green, No. 2, Calfskin, cured, No. 1, Calfskin, cured, No. 2, Pelts, Old Wool, Lambs, Shearings, Tallow, No. 1, No. 2, Wool, Unwashed, med., Unwashed, fine, HORSE RADISH, Per doz., JELLY, 5lb. pails, per doz., 15lb. pails, per pail, 30lb. pails, per pail, JELLY GLASSES, 1/2 pt. in bbls, per doz., 1/4 pt. in bbls, per doz., 8 oz. capped in bbls, per doz., MAPLEINE, 2 oz. bottles, per doz., MINCE MEAT, Per case, MOLASSES, New Open Kettle, Fancy, Choice, Good, Fair, Half barrels 2c extra, MUSTARD, 1/4 lb. 6 lb. box, OLIVES, Bulk, 1 gal. kegs, Bulk, 2 gal. kegs, Bulk, 5 gal. kegs, Stuffed, 5 oz., Stuffed, 8 oz., Stuffed, 14 oz., Pitted (not stuffed), 14 oz., Manzanilla, 8 oz., Lunch, 10 oz., Lunch, 16 oz., Queen, Mammoth, 19 oz., Queen, Mammoth, 28 oz., Olive Chow, 2 doz. cs, per doz., PICKLES, Medium, Barrels, 1,200 count, Half bbls., 600 count, 5 gallon kegs, Small, Barrels, Half barrels, 5 gallon kegs, Gherkins, Barrels, Half barrels, 5 gallon kegs, Sweet Small, Barrels, Half barrels, 5 gallon kegs, PIPES, Clay, No. 216, per box, Clay, T. D., full count, Cob, PLAYING CARDS, No. 90, Steamboat, No. 15, Rival, assorted, No. 20, Rover, enam'd, No. 572, Special, No. 98 Golf, satin fin., No. 808, Bicycle, No. 632, Tourn't whist, POTASH, Babbitt's, PROVISIONS, Barreled Pork, Clear Back, Short Cut Clear, Bean, Brisket, Clear, Pig, Clear Family, Dry Salt Meats, S P Bellies, Lard, Pure in tierces, Compound Lard, 80 lb. tubs, 60 lb. tubs, 50 lb. tins, 20 lb. pails, 10 lb. pails, 8 lb. pails

Table with 2 columns: Item Name and Price. Includes items like Smoked Meats, Hams, 12 lb. av., Hams, 14 lb. av., Hams, 16 lb. av., Hams, 18 lb. av., Skinned Hams, Ham, dried beef, sets, California Hams, Picnic Balled Hams, Boiled Hams, Minced Ham, Bacon, Sausages, Bologna, Liver, Frankfort, Mustard, white, Veal, Poppy, Tongue, Headcheese, Beef, Boneless, Rump, new, Pig's Feet, Kits, 15 lbs., 1/4 bbls., 1/2 bbls., 3/4 bbls., 80 lbs., Casings, Beef, per lb., Hogs, rounds, Beef, middles, Sheep, per bundle, Uncolored Butterine, Solid Dairy, Country Rolls, Canned Meats, Corned beef, 2 lb., Corned beef, 1 lb., Roast beef, 1 lb., Potted Ham, Potted Ham, Deviled Ham, Deviled Ham, Potted Tongue, Potted Tongue, RICE, Fancy, Japan Style, Broken, ROLLED OATS, Rolled Avena, Steel Cut, Monarch, Monarch, Quaker, 18 Regular, Quaker, 20 Family, SALAD DRESSING, Columbia, 1/2 pt., Columbia, 1 pint, Durkee's, large, Durkee's, small, Snider's, large, Snider's, small, SALERATUS, Packed 60 lbs. in box, Arm and Hammer, Wyandotte, SAL SODA, Granulated, bbls., Granulated, 100 lbs. cs., Granulated, 36 pkgs., SALT, Common Grades, 100 3 lb. sacks, 60 5 lb. sacks, 28 10 1/2 lb. sacks, 55 lb. sacks, 28 lb. sacks, Warsaw, 56 lb. dairy in drill bags, 28 lb. dairy in drill bags, Solar Rock, 56 lb. sacks, Common, Granulated, Fine, Medium, Fine, SALT FISH, Cod, Large, whole, Small, whole, Strips or bricks, Pollock, Halibut, Holland Herring, Y. M. wh. hoops, Y. M. wh. hoop, Y. M. wh. hoop, Y. M. wh. hoop, Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 8 lbs., Trout, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 8 lbs., Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 8 lbs.

Table with 2 columns: Item Name and Price. Includes items like Whitefish, 100 lbs., 50 lbs., 10 lbs., 8 lbs., SEEDS, Anise, Smyrna, Canary, Caraway, Cardomom, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, SHOE BLACKING, Handy Box, large, Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish, SNUFF, Scotch in bladders, Maccaboy, in jars, French Rappie in jars, SODA, Boxes, Kegs, English, SPICES, Whole Spices, Allspice, Jamaica, Allspice, large Garden, Cloves, Zanzibar, Cassia, Canton, Cassia, 5c pkg. doz., Ginger, African, Ginger, Cochlin, Mace, Penang, Mixed, No. 1, Mixed, No. 2, Mixed, 5c pkgs. doz., Nutmegs, 70-80, Nutmegs, 105-110, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian, Pure Ground in Bulk, Allspice, Jamaica, Cloves, Zanzibar, Cassia, Canton, Cassia, African, Mace, Penang, Nutmegs, 75-80, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian, Kingsford, 40 lbs., Muzzy, 20 1lb. pkgs., Muzzy, 40 1lb. pkgs., Gloss, Kingsford, Silver Gloss, 40 lbs., Silver Gloss, 16 3lbs., Silver Gloss, 12 6lbs., Muzzy, 48 1lb. packages, 16 3lb. packages, 12 6lb. packages, 50lb. boxes, SYRUPS, Corn, Barrels, Half barrels, Blue Karo, No. 2, Blue Karo, No. 2 1/2, Blue Karo, No. 5, Blue Karo, No. 10, Red Karo, No. 10, Red Karo, No. 2 1/2, Red Karo, No. 5, Red Karo, No. 10, Pure Cane, Fair, Good, Choice, TABLE SAUCES, Halfdort, large, Halfdort, small, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Basket-fired medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, Fancy, Formosa, medium, Formosa, choice, English Breakfast, Medium, Choice, Fancy, India, Ceylon, choice, Fancy, Smoking, All Leaf, 2 1/2 & 7 oz., BB, 3 1/2 oz., BB, 7 oz., BB, 14 oz., Bagdad, 10c tin, Badger, 3 oz., Badger, 7 oz., Banner, 5c, Banner, 8 oz., Banner, 16 oz., Belwood Mixture, 10c

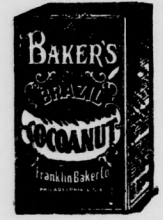
Table with 2 columns: Item Name and Price. Includes items like TOBACCO, Fine Cut, Blot, Bugle, 16 oz., Bugle, 10c, Dan Patch, 8 and 16 oz., Dan Patch, 4 oz., Dan Patch, 2 oz., Fast Mail, 16 oz., Hiawatha, 16 oz., Hiawatha, 5c, May Flower, 16 oz., No Limit, 8 oz., No Limit, 16 oz., Ojibwa, 8 and 16 oz., Ojibwa, 10c, Ojibwa, 5c, Petoskey Chief, 7 oz., Petoskey Chief, 14 oz., Red Bell, 16 oz., Red Bell, 8 foil, Sterling, L & D 5c, Sweet Cuba, canister, 9 1/2, Sweet Cuba, 5c, Sweet Cuba, 10c, Sweet Cuba, 1 lb. tin, 4 90, Sweet Cuba, 16 oz., 4 80, Sweet Cuba, 1/2 lb. foil, 2 25, Sweet Burley, 8 oz., 2 45, Sweet Burley, 24 lb., 4 90, Sweet Mist, 1/2 gro., 5 70, Sweet Mist, 3 oz., 11 10, Sweet Mist, 8 oz., 35, Telegram, 5c, Tiger, 5c, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Drummond Nat Leaf, and 5 lb., Drummond Nat Leaf, per doz., Battle Ax, Bracer, 6 and 12 lb., Big Four, 6 and 16 lb., Boot Jack, 2 lb., Boot Jack, per doz., Bullion, 16 oz., Climax, Golden Twins, Climax, 14 1/2 oz., Climax, 7 oz., Days' Work, 7 & 14 lb., Creme de Menthe, lb., Derby, 5 lb. boxes, 5 Bros., 4 lb., Four Roses, 10c, Gift Edge, 2 lb., Gold Rope, 6 & 12 lb., G. O. P., 12 & 24 lb., Granger Twist, 6 lb., G. T. W., 10 1/2 & 21 lb., Horse Shoe, 8 & 12 lb., Honey Dip Twist, 5 & 10, Jolly Tar, 5 & 8 lb., J. T., 5 1/2 & 11 lb., Kentucky Navy, 12 lb., Keystone Twist, 6 lb., Kismet, 6 lb., Maple Dip, 20 oz., Merry Widow, 12 lb., Nobby Spun Roll 6 & 3, Parrot, 12 lb., Parrot, 20 lb., Patterson's Nat. Leaf, Peachey, 6-12 & 24 lb., Picnic Twist, 5 lb., Piper Heidsieck, 4 & 7 lb., Piper Heidsieck, per doz., Polo, 3 doz., per doz., Redcut, 1 1/2 oz., Red Lion, 6 & 12 lb., Scrapple, 2 & 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 1/2 oz., Spear Head, 7 oz., Sq. Deal, 7, 14 & 28 lb., Star, 6, 12 & 24 lb., Standard Navy, 7 1/2, 15 & 30 lb., Ten Penny, 6 & 12 lb., Town Talk, 14 oz., Yankee Girl, 6, 12 & 24 30, Scrap, All Red, 5c, Am. Union Scrap, 5c, Bag Pipe, 5c, Cutlins, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz. 5c, Old Snags, 5c, Old Times, 5c, Polar Bear, 5c, Red Band, 5c, Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c, Sun Handle Scrp, 5c, Pan Handle Scrp, 5c, Peachy Scrap, 5c, Union Workman, 2 1/2 6 00

# Special Price Current

12	13	14
Big Chief, 2 1/2 oz. . . 6 00	Sweet Lotus, 10c . . . 12 00	3-hoop Standard . . . 2 35
Big Chief 16 oz. . . . 30	Sweet Lotus, per doz. 4 85	2-wire Cable . . . . . 2 10
Bull Durham, 5c . . . . 5 90	Sweet Rose, 2 1/2 oz. . . 30	Cedar all red brass . . . 2 30
Bull Durham, 10c . . . 10 80	Sweet Tip Top, 5c . . . 2 00	3-wire Cable . . . . . 2 30
Bull Durham, 15c . . . 18 48	Sweet Tip Top, 3 1/2 oz. . 38	Paper Eureka . . . . . 2 25
Bull Durham, 8 oz. . . . 60	Sweet Tips, 1/4 gro 10 08	Fibre . . . . . 2 40
Bull Durham, 16 oz. . . 72	Sun Cured, 10c . . . . 11 75	10 qt. Galvanized . . . 1 70
Buck Horn, 5c . . . . . 5 76	Summer Time, 5c . . . . 5 76	12 qt. Galvanized . . . 1 90
Buck Horn, 10c . . . . 11 50	Summer Time, 7 oz. . . 1 65	14 qt. Galvanized . . . 2 10
Briar Pipe, 5c . . . . . 6 00	Summer Time 14 oz. . . 3 50	Toothpicks
Briar Pipe, 10c . . . . 12 00	Standard, 2 oz. . . . . 5 99	Birch, 100 packages . . 2 00
Black Swan, 5c . . . . . 5 76	Standard, 3 1/2 oz. . . . 28	Ideal . . . . . 85
Black Swan, 14 oz. . . 3 50	Standard, 7 oz. . . . . 1 68	Traps
Bob White, 5c . . . . . 5 90	Seal N. C., 1 1/2 cut plug 70	Mouse, wood, 2 holes . . 22
Brotherhood, 5c . . . . 5 95	Seal N. C., 1 1/2 Gran 63	Mouse, wood, 4 holes . . 45
Brotherhood, 10c . . . 11 00	Three Feathers, 1 oz. . . 63	Mouse, wood, 6 holes . . 75
Brotherhood, 16 oz. . . 39	Three Feathers, 10c 10 20	Mouse, tin, 5 holes . . . 65
Carnival, 5c . . . . . 5 70	Three Feathers and	Rat, wood . . . . . 80
Carnival, 3 1/2 oz. . . . 39	Pipe combination . . . 2 25	Rat, spring . . . . . 75
Carnival, 16 oz. . . . 40	Tom & Jerry, 14 oz. . . 3 60	Tubs
Cigar Clip, Johnson 30	Tom & Jerry, 7 oz. . . . 1 80	20-in. Standard, No. 1 7 50
Cigar Clip, Seymour 30	Tom & Jerry, 3 oz. . . . 8 75	18-in. Standard, No. 2 6 50
Identity, 8 & 16 oz. . . 30	Trout Line, 5c . . . . . 5 95	16-in. Standard, No. 3 5 50
Darby Cigar Cuttings 4 50	Trout Line, 10c . . . 10 00	20-in. Cable, No. 1 . . . 8 00
Continental Cubes, 10c 90	Turkish, Patrol. 2-9 5 76	18-in. Cable, No. 2 . . . 7 00
Corn Cake, 1/4 oz. . . . 2 55	Tuxedo, 1 oz. bags . . . 48	16-in. Cable, No. 3 . . . 6 00
Corn Cake, 7 oz. . . . . 1 45	Tuxedo, 2 oz. tins . . . 96	No. 1 Fibre . . . . . 10 25
Corn Cake, 5c . . . . . 5 76	Tuxedo, 4 oz. cart . . . 64	No. 2 Fibre . . . . . 9 25
Cream, 50c pails . . . . 4 60	Tuxedo, 16 oz. tins . . . 64	No. 3 Fibre . . . . . 8 25
Cuban Star, 5c foil . . . 5 90	Twain Oaks, 10c . . . . 94	Large Galvanized . . . 5 75
Cuban Star, 16 oz pails 3 72	Union Leader, 50c . . . 5 06	Medium Galvanized . . 5 00
Chips, 10c . . . . . 10 20	Union Leader, 25c . . . 2 55	Small Galvanized . . . 4 25
Dills Best, 1 1/2 oz. . . 79	Union Leader, 10c . . 11 60	Washboards
Dills Best, 3 1/2 oz. . . 77	Union Leader, 5c . . . . 5 95	Bronze Globe . . . . . 2 50
Dills Best, 16 oz. . . . 73	Union Workman, 1 1/4 5 76	Dewey . . . . . 1 75
Dixie Kid, 1 1/2 foil . . . 39	Uncle Sam, 10c . . . . 10 80	Double Acme . . . . . 3 75
Duke's Mix, 5c . . . . . 5 76	Uncle Sam, 8 oz. . . . . 2 20	Single Acme . . . . . 3 15
Duke's Mix, 10c . . . . 11 52	U. S. Marine, 5c . . . . 6 00	Double Peerless . . . 3 75
Duke's Cameo, 1 1/2 oz. 41	Van Bibber, 2 oz. tin . . 88	Single Peerless . . . 3 25
Drum, 5c . . . . . 5 90	Velvet, 5c pouch . . . 1 44	Northern Queen . . . 3 25
F. F. A., 3 oz. . . . . 4 95	Velvet, 10c tin . . . . 1 92	Double Duplex . . . . 3 00
F. F. A., 7 oz. . . . . 11 50	Velvet, 8 oz tin . . . . 3 84	Good Luck . . . . . 2 75
Fashion, 5c . . . . . 6 00	Velvet, 16 oz. can. . . 7 68	Universal . . . . . 3 15
Fashion, 16 oz. . . . . 43	Velvet, combination cs 5 75	Window Cleaners
Five Bros., 5c . . . . . 5 60	War Path, 5c . . . . . 5 95	12 in. . . . . 1 65
Five Bros., 10c . . . . 10 70	War Path, 8 oz. . . . . 1 60	14 in. . . . . 1 85
Five cent cut Plug . . 29	Wave Line, 3 oz. . . . . 40	16 in. . . . . 2 30
F. O. B. 10c . . . . . 11 50	Wave Line, 16 oz. . . . 50	Wood Bowls
Four Roses, 10c . . . . 96	Way up, 2 1/2 oz. . . . 5 75	13 in. Butter . . . . . 1 50
Full Dress, 1 1/2 oz. . . 1 44	Way up, 16 oz. pails . . 31	15 in. Butter . . . . . 2 00
Glad Hand, 5c . . . . . 1 42	Wild Fruit, 5c . . . . . 5 76	17 in. Butter . . . . . 3 75
Gold Block, 1 1/2 oz. . . 39	Wild Fruit, 10c . . . 11 52	19 in. Butter . . . . . 6 00
Gold Block, 10c . . . . 11 88	Yum Yum, 5c . . . . . 6 00	Assorted, 13-15-17 3 00
Gold Star, 16 oz. . . . . 38	Yum Yum, 10c . . . 12 52	Assorted, 15-17-19 4 25
Gail & Ax Navy, 5c 5 95	Yum Yum, 1lb. doz. 4 80	WRAPPING PAPER
Growler, 5c . . . . . 4 42		Common Straw . . . . . 2
Growler, 10c . . . . . 8 84		Fibre Manila, white . . . 3
Growler, 20c . . . . . 17 68		Fibre Manila, colored 4
Giant, 5c . . . . . 1 55		No. 1 Manila . . . . . 3
Giant, 16 oz. . . . . 33		Cream Manila . . . . . 3
Hand Made, 2 1/2 oz. . . 5 76		Butcher's Manila . . . 2 34
Hazel Nut, 5c . . . . . 5 76		Wax Butter, short cut 13
Honey Dew, 1 1/2 oz. . . 40		Wax Butter, full count 20
Honey Dew, 10c . . . . 11 88		Wax Butter, rolls . . . 19
Hunting, 1 1/2 & 3 1/2 oz. 38		YEAST CAKE
I. X. L., 5c . . . . . 6 00		Magic, 3 doz. . . . . 1 15
I. X. L., in pails . . . . 32		Sunlight, 3 doz. . . . . 1 00
Just Suits, 5c . . . . . 6 00		Sunlight, 1 1/2 doz. . . . 50
Just Suits, 10c . . . . 11 88		Yeast Foam, 3 doz. . . 1 15
Kiln Dried, 25c . . . . 2 45		Yeast Cream, 3 doz. . . 1 00
King Bird, 7 oz. . . . . 25 20		Yeast Foam, 1 1/2 doz. . 58
King Bird, 3 oz. . . . . 11 00		AXLE GREASE
King Bird, 1 1/2 oz. . . 5 70		
La Turka, 5c . . . . . 5 76		
Little Giant, 1 lb. . . . 28		
Lucky Strike, 1 1/2 oz. . 94		
Lucky Strike, 3 1/2 oz. . 96		
Le Redo, 3 oz. . . . . 10 80		
Le Redo, 8 & 16 oz. . . 38		
Myrtle Navy, 10c . . . 11 80		
Myrtle Navy, 5c . . . . 5 94		
Maryland Club, 5c . . . 50		
Mayflower, 5c . . . . . 5 76		
Mayflower, 10c . . . . 96		
Mayflower, 20c . . . . 1 92		
Nigger Hair, 5c . . . . . 5 94		
Nigger Hair, 10c . . . . 10 56		
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 96		
Old Crop, 5c . . . . . 5 76		
Old Crop, 25c . . . . . 20		
P. S., 8 oz., 30 lb. cs. 19		
P. S., 3 oz. per gro. 5 70		
Pat Hand, 1 oz. . . . . 63		
Patterson Seal, 1 1/2 oz. 48		
Patterson Seal, 3 oz. . . 96		
Patterson Seal, 16 oz. . 5 00		
Peerless, 5c . . . . . 5 70		
Peerless, 10c . . . . . 1 92		
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 77		
Pilot 5c . . . . . 5 76		
Pilot, 7 oz. doz. . . . . 1 05		
Pilot, 14 oz. doz. . . . . 2 10		
Prince Albert, 10c . . . 96		
Prince Albert, 8 oz. . . 4 92		
Prince Albert, 16 oz. . . 8 40		
Queen Quality, 5c . . . . 48		
Rob Roy, 5c foil . . . . 5 90		
Rob Roy, 10c gross 10 20		
Rob Roy, 25c doz. . . . 2 10		
Rob Roy, 50c, doz. . . . 4 12		
S. & M., 5c, gross . . . . 5 76		
S. & M., 14 oz. doz. . . 3 20		
Soldier Boy, 5c gross 5 95		
Soldier Boy, 10c . . . . 10 56		
Soldier Boy, 1 lb. . . . . 4 80		
Sweet Caporal, 1 oz. . . 60		
Sweet Lotus, 5c . . . . . 6 00		

Panattellas, Bock . . . . 35  
 Jockey Club . . . . . 35

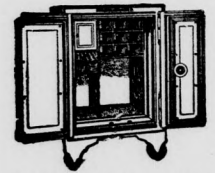
**COCONUT**  
 Baker's Brazil Shredded



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.

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



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

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

Tradesman Co.'s Brand



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

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

**Soap Powders**  
 Snow Boy, 24s family size . . . . . 3 75  
 Snow Boy, 60 5c . . . . 2 40  
 Snow Boy, 100 5c . . . . 3 75

Gold Dust, 24 large . . . 4 50  
 Gold Dust, 100-5c . . . . 4 00  
 Kirkoline, 24 4lb. . . . . 3 80  
 Pearline . . . . . 3 75  
 Soapine . . . . . 4 00  
 Babbitt's 1776 . . . . . 3 75  
 Roseline . . . . . 3 59  
 Armour's . . . . . 3 70  
 Wisdom . . . . . 3 80

**Soap Compounds**  
 Johnson's Fine . . . . . 5 10  
 Johnson's XXXX . . . . . 4 25  
 Rub-No-More . . . . . 3 85  
 Nine O'clock . . . . . 3 30

**Scouring**  
 Enoch Morgan's Sons  
 Sapollo, gross lots . . . 9 50  
 Sapollo, half gro. lots 4 85  
 Sapollo, single boxes 2 40  
 Sapollo, hand . . . . . 2 40  
 Scourine Manufacturing Co  
 Scourine, 50 cakes . . . 1 80  
 Scourine, 100 cakes . . . 3 50

**WORDEN GROCER COMPANY**  
 The Prompt Shippers

Grand Rapids, Mich.

**LaBelle Moistener and Letter Sealer**

For Sealing Letters, Affixing Stamps and General Use

Simplest, cleanest and most convenient device of its kind on the market.

You can seal 2,000 letters an hour. Filled with water it will last several days and is always ready.

Price, 75c Postpaid to Your Address

**TRADESMAN COMPANY GRAND RAPIDS, MICH.**



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 lb. cans 2 50  
 3/4 lb. cans 3 75  
 1 lb. cans 4 80  
 3 lb. cans 13 00  
 5 lb. cans 21 50



**CIGARS**  
 Johnson Cigar Co.'s Brand

4 inch, 5 gross . . . . . 50  
 4 1/2 inch, 5 gross . . . . 50  
 Cartons, 20 2 1/2 doz. bxs. 55  
 Egg Crates and Filters  
 Humpty Dumpty, 12 dz. 20  
 No. 1, complete . . . . . 40  
 No. 2, complete . . . . . 28  
 Case No. 2, fillers, 15 sets . . . . . 1 35  
 Case, medium, 12 sets 1 15

**Faucets**  
 Cork lined, 8 in. . . . . 70  
 Cork lined, 9 in. . . . . 80  
 Cork lined, 10 in. . . . . 90

**Mop Sticks**  
 Trojan spring . . . . . 90  
 Eclipse patent spring . . 85  
 No. 1 common . . . . . 80  
 No. 2 pat. brush holder 85  
 Ideal No. 7 . . . . . 85  
 Standard . . . . . 85  
 Puritanos . . . . . 35  
 Panattellas, Finas . . . . 35



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Stock of general merchandise, consisting of dry goods, groceries, ladies' and gents' furnishings, queensware and patent medicine. Invoice about \$10,000. Last year's sales, \$30,000. Located in center of rich farming community in a northwestern Ohio town, 275. Only general store in town. Reason for selling, have other business to attend. Address Diller & Pifer, Jenera, Ohio. 503

Wanted—Used 300 account McCaskey credit system. Address A. H. Dahl & Co., Westby, Wis. 504

For Sale—At a bargain, \$1,800 stock dry goods, also one Toledo computing scale and one Dayton computing scale. One Merit cash register and other fixtures. Address J. W. Van Every, Shelby, Mich. 502

Must Be Sold At Once—Good stock of groceries, shoes, rubbers and dry goods. Invoice about \$2,000, with fixtures. Good location. Rent low. A bargain. Act quick. Every & Burcroff, Brooklyn, Mich. 501

For Sale—Fine clean stock general merchandise, located about 100 miles south of Chicago, in live country town, invoice about \$3,000. Best location. Expenses small, a chance of a lifetime. For full particulars, address O. C. La Bounty, 322 Chicago Ave., Kankakee, Ill. 500

Don't you want the best and biggest sale in the history of your town? I, personally, conduct all my sales and guarantee results. Write for particulars. Joseph R. D'Anjon, Traverse City, Mich. 499

For Rent—For dry goods and general merchandise business, large modern store in Marquette, Michigan. Located in most desirable business block. Unusual opportunity to get choice location, use no time if interested. Address Harlow A. Clark, Marquette, Mich. 498

Opening for a first-class dry goods store. Stock for sale, store for lease. I am offering for sale, the Chas. Clement stock of dry goods at Colon, Mich. Best located and leading store in town. Stock invoices now about \$3,500. Will sell at a reasonable discount and make a long time lease on building to right party. One other place in town selling dry goods. Colon is the home of Lamb Knit Goods Co., and best town of twice its size in Southern Michigan. Here is a chance to locate where you can do business. Write or come right along and investigate. Ralph G. Clement, Colon, Mich. 497

Wanted To Exchange—\$1,500 stock in good Michigan corporation, toward first-class grocery or shoe business. Will pay cash for difference. Address No. 495, care Tradesman. 495

Drug Store—For sale or exchange. Our drug store, situated on one of the best semi-central corners, old established stand; clean stock; exceptional opportunity; will take part in good real estate; have a good business; can be increased. If interested address Schlosser Bros., 132 W. Chestnut St., Louisville, Ky. 494

Grocery for sale in best manufacturing town Southern Michigan. Cash sales Jan. 1st to Oct. 1st, \$11,684.07. Expenses \$1,146.99. Average profits, 23%. Price \$2,700 cash. Address 493, care Tradesman. 493

For Sale—Clean shoe stock about \$5,500, doing good business in growing Michigan town of 2,500. Only exclusive shoe store, best location, low rent. Good prospects but have other business. Would consider trade for improved farm. Address No. 492, care Tradesman. 492

Wanted—Location in a good live town for a private bank. Must have a good school and churches. If you have such a town and want banker to take care of your banking business with plenty capital, address No. 490, care Tradesman. 490

Wanted—For cash, well located grain and bean elevator on a good railroad in good farming community. If you want to do business for cash and make a clean sale address No. 491, care Tradesman. 491

Closing Out and Reduction Sales—Fill your cash drawer every day during a 10 days' sale conducted by me personally on a small commission basis. References—merchants, banks and wholesale houses. Address W. A. Anning, Aurora, Ill. 488

For Sale—Grocery stock and fixtures, inventorying about \$1,500. Good business, factory and railway city Northwestern Ohio. Address No. 487, care Tradesman. 487

For Sale—A first-class and only meat market in town. Established in 1879 under same ownership. Moneymaking business, with a good surrounding country. Good schools and county high school. Wanting to retire from business. Address J. Chesky, Nickerson, Kansas. 485

For Sale—Clean drug stock, inventorying about \$1,800. Rent, low. Only drug store within seven miles. Surrounding country rich and town lively and growing. Address No. 486, care Hazeltine & Perkins Drug Co., Grand Rapids. 486

Wanted—Second-hand pool table and equipment. Must be cheap. Address No. 484, care Tradesman. 484

For Sale or Trade—163 acre farm near Donavan, Ill., at \$150 per acre. Address D. A. Kloethe, Piper City, Ill. 483

For Sale or Exchange—A nicely located grocery and hardware; will consider a dwelling or small farm. Address J. N. Douglas, Belvidere, Ill. 482

For Sale—Drug stock and fixtures, inventory about \$1,500. Must be sold at once. For particulars write Peoples National Bank, Bronson, Mich. 481

Good general store doing cash business, located at Laingsburg. Must sell at once. J. B. Lockwood, Laingsburg, Mich. 479

Drug stock for sale in fine farming section, Central Michigan. Owner retiring account of health. Address No. 475, care Tradesman. 475

For sale, rent or trade for small farm, with buildings, meat market in West Branch, Michigan. Invoice about \$1,500. Farley Shoemaker, Nichols Hospital, Battle Creek, Mich. 472

For Sale—General stock, invoicing from \$4,000 to \$5,000. Good established trade, located in town of 1,000 population. Will sell reasonable or trade for Grand Rapids real estate. Good reasons for selling. Address No. 470, care Tradesman. 470

We wish to correspond with someone desiring a first-class general store proposition. Will sell stock, fixtures and building for \$4,500. Good reasons for selling. It will pay you to investigate. Haslett & Hilderbrand, Irons, Mich. 468

For Sale or Rent—\$3,000 news and job plant; new. If sold at once, 50 cents on dollar. Other business compels sale or rent. Everything O. K. Saginaw County Farmer, Hemlock, Mich. 465

Are you looking for a buyer for your business or real estate? I bring buyers and sellers together. Write me to-day if you want to buy, sell or trade any kind of business or property. I can save you time and money. Established 1831. Frank P. Cleveland, 1261 Adams Express Building, Chicago, Illinois. 369

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

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

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

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

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

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

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

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 Ferry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

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

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

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

## HELP WANTED.

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.

## Good Things to Eat



Jams Jellies Preserves Mustards

Fruit Butters Vinegars Catsup

Table Sauces Pork and Beans

Pickles—OF COURSE

HIGH GRADE FOOD PRODUCTS

Made "Williams Way"



Mr. Pickle of Michigan

### THE WILLIAMS BROS. CO. of Detroit

(Williams Square)

Pick the Pickle from Michigan

## REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

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.

## 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.

## PREVENTING FLOODS.

### Greatest Problem Which Confronts the American People.

Written for the Tradesman.

In view of the tremendous interests involved, it seems unaccountable that so little attention is being given by the industrial and engineering world to the problem of water control. Thus the corporations developing the various rivers are putting a dam here and there, hit and miss, wherever the engineering cost is the least and the natural flow the most even. Then, to secure the necessary even product, costly installments of auxiliary steam plants are made to stand idle most of the time.

European engineers are finding it easily practicable to get not only evenness of power production but a vast increase in amount by building dams to control the water in the lakes from which the rivers are fed. Thus, according to the Scientific American, in one instance, in Norway, the natural flow from such a lake afforded 30,000 horse power. The building of a dam to raise the level of the lake, at a cost of less than half a million, increased the horse power to 250,000. Of course, the mountain lakes of Norway are much more available to the engineer than similar lakes or artificial ponds in this country, but an illustration of such an astonishing increase of output should be a suggestive lesson.

The idea of corporation control of a stream as to its power development and water control is not new. The pages of the Tradesman advocated such a plan some eight or nine years ago, when the local power interests were comparatively small. The plan was suggested of using Houghton Lake, at the head of the Muskegon, to control the flow on the theory that the projected development of that river by one corporation, with several dams, thus securing the repeated use of the impounded water, would assure an income adequate to the expense involved. Since then the policy of that corporation, in its merger with others, of gathering up everything in sight, has given it haphazard holdings on a good share of the Michigan streams and the old policy of developing for the immediate need along the lines of least resistance, both in engineering and outlay, is still in vogue.

The writer still believes that the building or reservoirs and controlling of lakes is to become a great factor, not only in the utilization for increase of power—although, with the principle of repeated use this will be of immense importance—but that it will come to recognition in flood control and the prevention of dry rivers. In the instance cited in Norway, if the statement of the Scientific American is accurate, the changing of a dry river to one of perpetual bankful flow increased the power produced eight fold. Certainly with such an astonishing effect in that instance, it would seem as though the trial of the principle in some adequate way in this country is worth while.

While the present wet season makes the dry river problem a little less imminent, it is to be remembered

that such a change is only for a season or so. The great damage and loss on all our rivers (except those on the Canadian borders) on this account are too well impressed on the public mind to need dwelling upon, but the task of changing the conditions has always seemed so tremendous that it was quickly dropped, even when the loss from this cause, even in the case of a single river, as the Ohio, is estimated at many millions every year, aside from the annual damage to its cities by floods.

It has been suggested by many, and promised by politicians, that the immense equipment to be released on the completion of the Panama canal be used in putting the Mississippi into shape to prevent a repetition of the disastrous deluge of last spring. Naturally, the first thought is to restore levees, and build higher, in the line of the past. Doubtless, there is much of such work needing to be done to restore the old conditions, but the work of real flood protection must be done elsewhere.

It is recognized by those who have studied the work on the canal that one of its most valuable features is the demonstration of what Americans can do under the thoroughness equal to military employment of that drill under the detail of the most thorough officers to be found. It would be an inestimable loss to have that organization broken down in a way to lose its efficiency in the great works we are needing. As a minor work let enough of the equipment and organization undertake the more imminent need of the great river, but let the task to be assigned to Colonel Goethals on his release be a greater and worthier one—one, indeed, which will eventually include the river control, not only the Mississippi, but all the great interior rivers of the country. Let him build Gatun dams on the head rivers of the Ohio, the Tennessee, the Cumberland, etc., and let him build Asuan dams on the Upper Mississippi, Missouri, Platte, Red, Arkansas, etc. He will find a task worthy of the splendid organization he is able to bring into the work and thus effect the greatest work now presented on this continent.

W. N. Fuller.

### Zephers From the Lake Superior Region.

Marquette, Oct. 21—Our worthy and highly respected Senior Counselor, John E. Krafft, representing Burnham, Stoepel & Co., of Detroit, is building himself a fine residence on Pine street in this city. Good for you, John. The boys are looking forward to a good old housewarming about New Year's time.

Mrs. C. C. Carlisle, the estimable wife of our Past Counselor, has returned home from St. Luke's hospital, after a successful operation for appendicitis. We all rejoice in her recovery.

Art. Kellogg, of Kelly Shirt Co. fame, met Tom Follis (the Salvation Army captain) the other day and 'twas something awful the way that poor Keelogg complained about business being dull. Poor sympathetic old Follis was almost moved to tears

and in his characteristic way got busy in behalf of his friend and got his brain to working. He told Art that he heard that Jim Burtless was in the market for some shirts. Follis headed him off and invited Jim over to his lawn, as it was a beautiful Indian summer day, where they had a heart to heart talk and found that Burtless had troubles of his own and was worrying something terrible about his increasing baldness. When he asked Jim if he wasn't aware that using these old fashioned shirts was probably the cause of his baldness, in pulling them off over his head. Causing a friction that loosened up the hair in time. Burtless was quick to get wise and to see the philosophy of the argument and gave Keelogg a good order for both under and over shirts of the coat variety.

Ed. Monteith started out last Monday on one of his regular trips, loaded with such an unwieldy stock of Bull Moose literature as a side line, that he had to pay excess baggage on it.

Dan Bietey and Johnnie Moffat suddenly rose to fame and fortune last week, by shaking hands with Colonel Roosevelt. He told them both that the cause they stood for was right and was sure to win. Of course they believe it now more than ever, because Teddy says so.

It is understood that on the morning of Nov. 5 Wilbur Burns going to seek the seclusion and obscurity of the north woods for a few days.

Ura Donald Laird.

### Honks From Auto City Council.

Lansing, Oct. 21—Brother J. C. Saunders left this morning for a two weeks' trip among the Hoosiers.

Brother James F. Hammell will officially visit Flint Council, No. 29, next Saturday night.

Brother C. S. Watters left very hurriedly yesterday for Canton, Ohio, in response to a telegram announcing the serious illness of his aged mother.

Brother O. R. Starkweather, of the Capital Auto Co., reports an unusually successful season's business in 1912, having disposed of 275 machines locally.

The first of the series of parties to be given by our Council will be held next Saturday night in K. P. hall. Elaborate arrangements have been made, and a good time is assured.

Our Past Counselor and his wife, accompanied by two of their friends, spent a goodly portion of last week hunting partridge near Estey. During their wanderings in quest of game Mrs. Sherwood became separated from the party and for several hours was completely lost in the wilderness. Discharging her gun several times in quick succession as a signal of distress brought about a rescue just as she had fallen into deep water in attempting to cross the river on a fallen tree.

Brother E. J. Evans, familiarly known as Uncle Josh, 62 years old, President, Secretary, Treasurer and General Manager of the Evans Candy Co., has become an enthusiastic, and we might say hilarious foot ball fan. This sudden change from his heretofore calm and orderly conduct, is brought about by a very good and sufficient reason. His son is making good on the Lansing high

school eleven. No criticism, Josh, we expect to be in the same predicament seven years hence.

Brother C. W. Hall, District Sales Manager for the John Deere Plow Co., had his household goods all packed last week, and preparations made for moving to Grand Rapids, when he received word from the home office instructing him to remain at Lansing, as the branch house would be moved here. Thus Lansing secures another implement branch and our Council retains a worthy member.

H. D. B.

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

Buffalo, Oct. 22—Creamery butter, 27@31½c; dairy, 25@30c; poor to good, all kinds, 20@25c.

Cheese—Fancy, 17@17¼c; choice, 16@16½c; poor to common, 8@12c.

Eggs—Choice, fresh, candled, 30@32c; cold storage, candled 24@25c.

Poultry (live)—Turkeys, 13@14c; cox, 10@11c; fowls, 14@15c; springs, 14@16c; ducks, 16c; geese, 11@13c.

Beans—Red Kidney, \$2.50; white kidney, new \$3.25; medium, new \$3; narrow, new \$3.25; pea, new \$3.

Potatoes—40@50c per bu.

Rea & Witzig.

Cadillac—The Cummer Manufacturing Co. has had an unprecedented rush of business since its Texas plant was burned, it being compelled to supply the trade from the Cadillac plant, which was formerly supplied from the Texas plant. The Cummer crate is being asked for by shippers and commission men for fruit and vegetables and the company's territory reaches throughout the United States and even extends to foreign countries. The company's factory has been working overtime for months and the company has been compelled to let some contract work to other industries of Cadillac in order to fill the demands, and still are over ten carloads behind its orders, with an empty warehouse.

A nation-wide egg strike has been called by Frank Krause of Cleveland, who forced the price of eggs down last winter. He claims that if beginning to-day people will refrain from eating eggs for three weeks, the price will drop from 40 cents for "strictly fresh" eggs to 35 cents or lower. Mr. Krause says that already 20,000 people have been pledged to go on this egg strike, and he calls on every one to join the movement.

Decisions on vital points should seldom be made without advice, so that all sides of the question may be properly considered. The far-reaching effects of even small decisions necessitate that the fullest possible measure of wisdom be permitted to govern the case.

### BUSINESS CHANCES.

Collect your old accounts. Send form letters. 25 letters, three forms and collection stubs, 50 cents prepaid. Agents wanted. Gem City Pharmaceutical Works, Quincy, Ill. 505

To Exchange—Can get you equities in good land at actual value for good merchandise, commission 2½ per cent.; prefer large stocks \$10,000 and up. Only want to hear from parties actually wanting a change. Address A. M. Kauffman, Lockridge, Ia. 506



You can talk practical shoe sense when you are showing any of our shoes—of thorough workmanship, of first quality materials, of fitting features, of style and value, and have your statements proven by the wear results that are bound to follow the sale of every pair.

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

## This is a Velvet Season



Are you getting the Cream?

This is our No. 5180

*The Delightful Shoe  
for Women*

A Goodyear Welt Velvet Button  
at \$2.35, C wide.

A similar style in McKay Sewed,  
with tip, is No. 5481 @ \$1.90  
D and E.

### Remember:

We specialize to Live Wires and give  
**10% Discount in  
10 Days**

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

# How About Your Printing?

**T**HIS QUESTION is a very pertinent one for business men, because every day Business Printing takes on added significance as a *factor in trade*. Time was when any sort of printing would do, because not much was expected of it, but nowadays printing is *expected* to create and transact business. For this reason, good printing is exceedingly necessary in every line of business.

We have been producing *good* Business Printing for years. We have kept pace with the demand for the *best* in printing. As a consequence, our printing business has grown splendidly. We have been compelled to enlarge shop facilities, to increase equipment quite regularly. We have the requisite mechanical equipment, and with one of the best equipped, as well as the largest printing establishments in Western Michigan, we are in the very best position to give to the business man the highest standard of *good* Business Printing.

This includes everything, from envelopes to the most elaborate catalogs.

We respectfully solicit your patronage, giving the assurance that all orders will not only be *promptly executed*, but the printing will come to you in that quality of excellence you desire and, withal, at as reasonable a price as it is possible for us, or anyone else, to deliver *good printing*.

Orders by letter or by phone will receive prompt attention, and if you desire, a qualified representative will wait upon you without delay.

**TRADESMAN COMPANY**

**:::**

**GRAND RAPIDS, MICH.**

We not only desire you to carry White House in stock, but we sincerely hope you will buy ENOUGH OF IT to create the impression that it is a LEADER with you—a model coffee you have chosen above all others to push and recommend because you BELIEVE IN IT.

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

**Fragrant—Delicious**  
**Satisfactory**

BOSTON ROASTED BEST GROCERS

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.



## The One Universal Cereal Food

The one universal staple "breakfast food" that has survived the ups and downs of public fancy and is eaten in every city and hamlet in the United States and Canada is

## Shredded Wheat Biscuit

The plans for increasing the consumer demand in 1912 are more extensive and far-reaching than ever. Are you ready to help us supply this increased demand?



Shredded Wheat is now packed in neat, substantial wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c. each, thereby adding to his profits.

The Shredded Wheat Company  
 Niagara Falls, N. Y.

# Use Your Head Instead of Your Shoulders

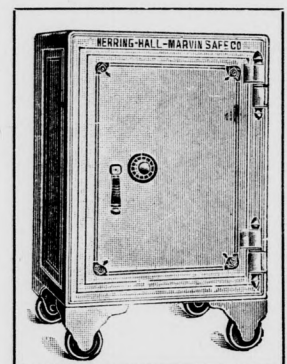


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue.—W. L. Brownell.

A man in business if he would be successful must use his head. In some men's heads the bump of caution is more fully developed than in others. Every business man whose bump of caution is normal realizes that he is running a great risk when he leaves his books of account on a shelf or under the counter when he locks up his store at night.

**Did You Ever Investigate and Find Out  
 For how Little Money you Could Buy  
 One of Our Dependable Safes?**

Just drop us a line to-day and say, "tell us about your safes and name us some prices."



**GRAND RAPIDS SAFE CO.** Tradesman Bldg., Grand Rapids, Mich.