

Look Out For Ruts!

The world is full o' ruts, my boy, some shaller and some deep,
An' ev'ry rut is full o' folks, as high as they can heap.
Each one that's grovelin' in the ditch is growlin' at his fate,
An' wishin' he had had his chance before it was too late.
They lay it all on someone else, or say 'twas just their luck—
They never once consider that 'twas caused by lack of pluck;
But here's the word 'o one that's lived clean through, from soup to nuts,
Th' Lord don't send no derricks 'round t' h'ist folks out o' ruts.

Some folks has staid in ruts until they didn't like the place,
Then scrambled bravely to the road an' entered in the race.
Sich ones has always found a hand held out for them to grab
An' cling to till they'd lost th' move peculiar to a crab.
But only them that helps themselves an' tries for better things
Will ever see the helpin' hand t' which each climber clings.
This here's the hard, plain, solemn facts, without no ifs or buts;
Th' Lord don't send no derricks 'round to h'ist folks out o' ruts.

Sand on the Track

I observed a locomotive in the railroad yard one day,
It was standing in the roundhouse where locomotives stay,
It was panting for a journey, it was coaled and fully manned;
And the fireman had a box he was filling full of sand.

It 'pears that locomotives cannot always get a grip
On the slender iron pavements, 'cause their wheels are apt to slip;
And when they reach a slippery spot their tactics they command,
And to get a grit upon the rail, they sprinkle it with sand.

It's about this way with travel along life's slippery track,
If your load is kind o' heavy, and you're always slidin' back,
If a common locomotive, you'd completely understand,
You'll supply yourself in startin' with a good amount of sand.

You can reach any station, that's along Life's schedule seen,
If there's fire beneath the boiler of Ambition's strong machine,
And you'll reach a place called Flushtown, at a rate of speed that's grand,
If for all the slippery places you've a good supply of sand.

WHEN YOU SEE



"DOUBLE A"

Remember it came from
The PUTNAM FACTORY, National Candy Co., Inc.
Grand Rapids, Mich.

The successful grocer makes it a point to please his customers. Have you ever noticed that all of them sell FLEISCHMANN'S YEAST? They wouldn't do it unless it pleased their customers. They also consider the profit, which makes it worth their while. 🍞 🍞 🍞 🍞 🍞



Suits When Others Disappoint

Far and away the most satisfactory coffee ever offered to the general run of coffee users.

The test of time and the encomiums of thousands of discriminating people justify us in making very strong and emphatic claims for our superb brand of family coffee. Sold in every State and Territory of the Union—and in places more remote—"White House" coffee carries conviction to the homes of coffee-lovers, and makes friends and endorsers wherever it finds the slightest opportunity.

Distributed at Wholesale by
Judson Grocer Company
Grand Rapids, Mich.



FRANKLIN CARTON SUGAR

You make the profit on **EVERY CARTON** in it **AT ONE SALE**. You make **ONE DELIVERY** instead of a **DOZEN OR MORE**. You make the profit on all the sugar your customer will buy for some time and prevent her trading elsewhere as long as the sugar you've sold her lasts. You can sell **FRANKLIN CARTON SUGAR** by the container if you'll call customers' attention to the convenience of having a supply of it on hand, and remind them that they use sugar **EVERY DAY**. **FRANKLIN FINE GRANULATED** and **DESSERT AND TABLE**, the grades that are used most, are packed in containers that do not hold too much for the average family.

You can buy Franklin Sugar in the original containers of 24, 48, 60 and 120 lbs., according to grade.

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

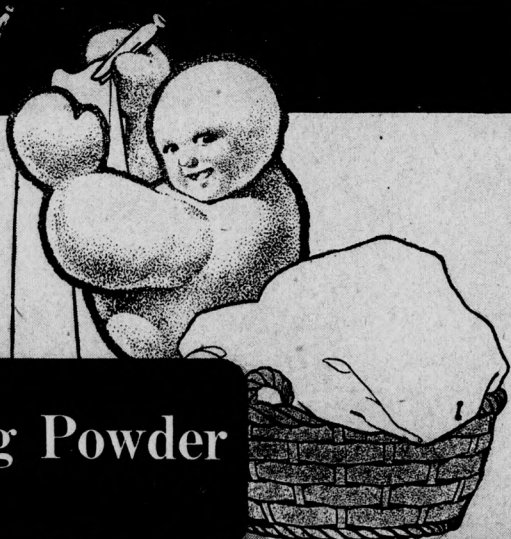
"Your customers know **FRANKLIN CARTON SUGAR** is **CLEAN** sugar."

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

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, AUGUST 27, 1913

Number 1562

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AN EXPLODED THEORY.

Walkerton, Ind., is not as much enamored as it once was with its municipal lighting plant. It has been operated in connection with the waterworks for several years and the receipts over the amount expended for maintenance has been exultantly counted as profit and the result proclaimed as a triumph of municipal ownership over "Big Business" and "Special Privilege."

But a day of reckoning has come. "With a dilapidated plant," says the Independent, "an engine beyond repair, and dynamo overworked, there is not money enough in the light treasury to buy even a new engine, to say nothing of dynamo, lines, etc. The service given has been night service only, without motor power. On dark days the merchants have been compelled to resort to gasoline lights, and often during the early hours of the evening it was impossible to display goods to an advantage without gasoline lights. One season during the holiday rush the lights were off two weeks, and last fall the town was without light for nearly a like stretch. The cry has always been that the town could not afford to keep two dynamos for emergency and that they could not run day and night for the little consumption during the daytime. The rate is the same as charges where there are first-class services—both light and motor."

The citizens of Walkerton have been paying for a bubble just because it belonged to the town.

In Savannah, Mo., municipal operation of a lighting plant was discontinued because the old plant was getting badly worn and the service unsatisfactory. It was decided by popular vote to discontinue the local plant and have current and power furnished from St. Joseph, fourteen miles distant.

New York City's experiment in the municipal operation of the Staten Island ferry has been costing the taxpayers nearly \$1,000,000 annually. This loss does not fall upon the Staten Islanders, but upon the taxpayers of Greater New York generally. They are claiming that it is unjust to provide the residents of any community

with a public utility below cost at the expense of those who do not use the service.

Returns from seventy cities in which municipal ownership of public utilities has been adopted fail to show a single instance where the change from ownership by a private corporation has resulted in a financial advantage either to the city treasurer or the users of light, power or transportation.

The sequel to Secretary McAdoo's unlucky blunder, in publicly ascribing last month's decline in Government 2 per cents. to "a campaign waged with every indication of concerted action, on the part of a number of influential New York City banks, to cause apprehension and uneasiness," will serve, we trust, to put an end to these random charges of "conspiracy" by people in high places. The Secretary has not in any respect substantiated his very grave accusation, and, meantime, one at least of the banks accused has produced evidence that it had been buying more of those very bonds than it had sold. The House Republicans quite excusably introduced a resolution calling on the Secretary for his proof, and insisted that the resolution be voted upon at once. This the House, by a party majority, refused to do, and its action was ostensibly based on the somewhat finespun theory of Mr. Underwood, that the statement accusing the New York banks "is the statement of an individual," who "happens to be the Secretary of the Treasury," but who "has not made the statement as Secretary of the Treasury, and has not made the statement that he has the facts as Secretary of the Treasury."

This is the season of shooting stars and those who keep late hours or desire an excuse for remaining up through most of the night will find the heavens an interesting field for this month, the last of which partly hides the sun and causes an eclipse. However, one will have to travel toward the Arctic regions to witness this eclipse and unless the vacation leads in that direction it can not be seen. The new moon will pass over the disc of the sun on the 31st of this month. On the morning of September 14 the moon will pass into the earth's shadow and be totally hidden, and again on September 30 it will partly hide the sun from view. That makes three eclipses in one month.

The Lord would not have made so much air if He had not expected us to breathe plenty of it. Open the window!

You can't tell by the load a man is carrying where he got it.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids Referee.

Grand Rapids, Aug. 19—A voluntary petition was filed by Richard W. Elwood, a merchant from Bellevue, Eaton county, and he was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Wicks. A. B. Hoyt, of Bellevue, was appointed custodian, pending the election of a trustee. An order was also entered by the referee, calling the first meeting of creditors to be held at his office on Sept. 15, for the purpose of electing a trustee, proving claims, examination of the bankrupt, etc. The following assets are scheduled:

Cash on hand	\$ 10.00
Stock in trade in grocery business	800.00
Household goods, etc.	165.00
Store fixtures	300.00
Accounts and bills receivable	653.37

The following creditors are scheduled: Lloyd E. Elwood, Bellevue\$150.00 (Secured by chattel mortgage).

Godsmark & Durand, Battle Creek	14.81
Hammond Beef & Prov. Co., Lansing	20.00
C. Elliott & Co., Detroit	64.40
Vinkemulder Co., Grand Rapids	15.75
Evans Candy Co., Lansing	31.08
Hanselman Candy Co., Kalamazoo	15.43
Jackson Grocery Co., Jackson	124.45
Dudley Paper Co., Lansing	16.72
Charlotte Fruit Co., Charlotte	25.00
G. H. Cross, Battle Creek	6.26
Valley City Milling Co., Grand Rapids	48.55

J. F. Halladay & Son, Battle Creek	231.92
Lemon & Wheeler, Kalamazoo	18.63
Putnam Candy Co., Grand Rapids	13.95
National Grocery Co., Lansing	79.70
National Biscuit Co., Grand Rapids	26.51
Hammond, Standish & Co., Detroit	38.66
S. H. Hill, Paxton	20.50
Aikman Bakery Co., Port Huron	25.12
Lee & Cady, Detroit	293.53
Redner & Courtright, Battle Creek	11.73
Saginaw Beef Co., Saginaw	33.17
Allegan Milling Co., Allegan	26.64
Johnson Paper Co., Kalamazoo	4.25
Bellevue Milling Co., Bellevue	18.00
Western Stoneware Co., Monmouth	23.54
S. M. Isbell & Co., Jackson	27.13
David Stott, Detroit	23.63
W. F. Laughlin & Co., Chicago	23.08
United Confectionery Co., Battle Creek	10.05

Hoeflinger Brothers, Bellevue	12.78
Renfro Brothers, Chicago	19.05
Wyman Newall, Battle Creek	62.00
Antrim Co. Savings Bank, Mancelona	150.00
Bellevue Bank, Bellevue	100.00
F. A. Brown, Bellevue	49.00

And numerous small creditors.

Aug. 20—In the matter of C. C. Rice & Son, bankrupt, merchants at Portland, the inventory and report of appraisers was filed and shows the following assets at appraised valuations:

Stock of groceries	\$1,896.43
Fixtures	511.50
Book accounts	394.69

\$2,802.62

An order was entered authorizing the trustee to sell such assets at public sale after giving ten days' notice to creditors, such sale to be confirmed if no cause to the contrary is shown, five days after filing the report of same.

Aug. 21—A voluntary petition was filed by Emmet E. Gibson and Elmer B. Greenfield, copartners as Gibson & Greenfield, of Nashville, Barry county, and they were 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 Sept. 22. Len W. Feighner, of Nashville, has been appointed custodian of the assets, pending the election of a trustee by creditors. The following partnership assets are listed:

Stock in trade	\$661.25
Store fixtures	46.65
Accounts receivable	35.62

The following partnership creditors are scheduled:

Wolfson, Addelman & Co., Chicago	\$147.70
Emsheimer Fishel Co., Cleveland	378.00
G. R. Dry Goods Co., Grand Rapids	99.50
Hartman Trunk Co., Racine	44.50
Hoffstadt & Robsin, Toledo	102.50
Burdon Broom Co., Kalamazoo	10.00
Waterloo Skirt & Garmant Co., Waterloo	28.20

Mohawk Overall Co., Detroit	20.00
E. S. Sayers & Co., Chicago	30.46
Bush Hat Co., Chicago	57.00
Fremont Suspender Co., Fremont	9.00

Vanwert Overall Co., Vanwert, O.	43.50
Kalamazoo Corset Co., Kalamazoo	61.00
Chicago Garment Rack Co., Chicago	9.50
Hamilton Overall Co., Chicago	46.75
Lake Side Trimmed Hat Co., Chicago	26.50
G. R. Paper Co., Grand Rapids	9.00
Standard Fashion Co., Chicago	6.40
Len W. Feighner, Nashville	21.70
A. C. Buxton, Nashville	15.00
Baker, Martens & Martens, Nashville	13.08

\$1,179.37

Aug. 22—In the matter of Edward J. Carroll, bankrupt, merchant at Manton, the inventory and report of appraisers was filed, and an order was entered authorizing the trustee to sell the assets.

The following assets were shown:

Groceries	\$ 505.18
Rubbers	56.53
Dry goods and notions	1,242.50
Shoes	908.28
Furniture and fixtures	302.10

\$3,014.59

On petition of certain of his creditors George DeWeerd, of Holland, was adjudged bankrupt and the matter referred to Referee Wicks. An order was entered by the referee directing the bankrupt to file schedules of his assets and liabilities on or before Sept. 2. On receipt of such schedules the first meeting of creditors will be called.

St. Joseph Referee.

St. Joseph, Aug. 19—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, the first meeting of creditors was held at Kalamazoo. The custodian, Charles R. Dibble, under the orders of the receiver and upon petition of the petitioning creditors, was directed and authorized to fill all orders for parts of lamps from the stock of the bankrupt. Attorney for the bankrupt requested that the examination of the officers of the bankrupt, the elections of a trustee and appointment of appraisers be postponed until the next meeting, to be held in two weeks. Several of the largest creditors also requested adjournment, whereupon Referee Banyon adjourned the meeting until Sept. 3, at Kalamazoo.

Aug. 21—In the matter of Charles W. Vanderbilt, bankrupt, of Kalamazoo, the final meeting of creditors was held at the referee's office. A first, final and only dividend of 10 per cent. was declared on all claims that had been proved and allowed to date. Creditors having been directed to show cause why a certificate favorable to the bankrupt's discharge should not be made by the referee and no cause having been shown, it was determined that the referee should make such favorable certificate. The trustee was authorized not to interpose objections to the bankrupt's discharge. Final meeting of creditors adjourned without day.

Aug. 22—In the matter of Adelbert A. Welcher, bankrupt, of Berrien Springs, final meeting of creditors was held at the referee's office. Administration expenses to the amount of \$281.12 was allowed and ordered paid. A first, final and only dividend of 3 77-100 per cent. was declared on all claims that had been proved and allowed to date. The final report and account of the trustee was approved and allowed and the trustee ordered discharged upon filing his supplemental final report and vouchers for payments. Creditors having been directed to show cause why a certificate favorable to the bankrupt's discharge should not be made by the referee and no cause having been shown it was determined that the referee should make such favorable certificate. The trustee was authorized not to interpose objections to the bankrupt's discharge. Final meeting of creditors adjourned without day.

Aug. 25—In the matter of Pricie W. Perry, bankrupt, of Kalamazoo, formerly of Ewart, the final meeting of creditors was held and the trustee's report and account, showing total receipts of \$40 and no disbursements was approved and allowed. Administration expenses to the amount of \$36.34 were approved and ordered paid. The balance of \$3.66, as no claims had been filed or proved and allowed, was ordered paid into court. Creditors having been directed to show cause why a certificate favorable to the bankrupt's discharge should not be made by the referee and no cause having been shown, it was determined that the referee should make such favorable certificate. The trustee was authorized not to interpose objections to the bankrupt's discharge. Final meeting of creditors adjourned without day.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Aug. 25—W. J. Bigler, of Baltimore, is visiting friends and relatives in Detroit. Bill, as he is familiarly called by hosts of friends, was formerly a resident of Detroit, leaving the employ of Edson, Moore & Co., to take charge of the notion department of the Baltimore Bargain House. From reports emanating from the city of oysters and from traveling men who go there in quest of business, Bill has not only made a success, but has made a "phenomenal" success of his work. In his one department alone the firm does a business of close to two million dollars. Mr. Bigler, who is a Pontiac product, has built a reputation as one of the greatest buyers in his line in the country and withal his success, he is just the same old Bill as of yore.

George Matthews, who has charge of the hosiery department from Burnham, Stoepel & Co., says that all traveling men are not liberal. "Why," he says, "some of them are so darn close they can drink a cup of coffee on a cafe car going round a curve and never lose a drop."

Great, big, good natured H. D. Bullen, the Lansing correspondent of the Tradesman, was a Detroit visitor last week. The writer was honored by a visit from Mr. Bullen and we can now understand the why and wherefore of his many friends. "Bully Bullen."

Up to the Thaws to thaw out again. In order to show off the Traverse City baby's picture to the best advantage they placed it in the Detroit columns last week. Anything connected with even the name Detroit is, indeed, worth while.

Bill Bosman, the versatile scribe from Grand Rapids, returned from a fishing trip without a fish story, saying he would leave that to the writer and scribe Richter. Strange coincidence that, as Richter and ourselves did have an experience three weeks ago. Blackberries at that time were quite plentiful about our camp and occasionally we would notice that when a berry dropped in the creek a trout would snap it up. We threw more berries in the creek with the same results. In the middle of the stream was a large stone and a happy thought flashed through Richter's brain. He procured the necessary articles and proceeded to paint real likenesses of blackberries all over the stone. In the morning we again visited the spot and found about 100 beautiful trout floating around the spot. The trout saw the pictures of the berries and, thinking them the real things, jumped out of the water to get them. Naturally enough, they either became stunned or dashed their brains out. We do not ask you, dear reader, to take the writer's word for this story. Ask Fred Richter. He will verify it.

Al. Windt, resident of the city of eight-cent fares and no down town public drinking fountains, was hobnobbing among the happy and prosperous merchants of Detroit last week.

S. Shear, the wideawake dry goods merchant, has remodeled his store at 642 Hastings street. Besides having a real up-to-the-minute store, he has added new lines to his present stock.

J. W. Harvey, for a great many years a department manager for Burnham, Stoepel & Co., and possibly one of the best known buyers in this section of the country, was a Detroit visitor last week. Mr. Harvey is now a retail merchant, having purchased the Adam Lind store at Cadillac some time ago.

Frank Merecki, "the little salesman with big sales" has just returned from a two weeks' vacation which he spent at his cottage near Gross Pointe. Frank represents A. Krolik & Co. in Detroit and does a good job of representing, too. It's a poor salesman who owes his own expense account.

Henry Jordan, the mellow voiced city salesman for Burnham, Stoepel & Co., says that, as a rule, traveling men are a very (?) liberal class of fellows. In fact, most of them can't even keep their tempers.

Hellup! cries the U. C. T. Bulletin, which brings to mind that we wouldn't send for a plumber to tune our piano.

One thing to read a newspaper and quite another thing to run one. Grand Rapids Council, 131, has always come to the front, however, and now that they are needed, will, undoubtedly, respond again in a substantial way.

The Coon Brothers and wives, of Lowell, were in Detroit last week, combining business with pleasure—which is not a very difficult thing to do in Detroit.

M. A. Jolly, who conducted a dry goods and furnishing goods store at 907 Oakland, has moved into a new and more spacious store at 2293 Woodward avenue.

Referring to the apparent jealous remarks of our friend, Fred Richter, in regard to the learning to drive a machine in Traverse City, we have this to say: Fred would have a hard time trying to learn to drive a car around the corners. Fred has driven so many of the old-fashioned non-steering carriages in the past few years it would be hard work to teach him the difference. Probably Fred can explain to us how he knows the auto in question is well behaved; also that the driver is versatile. We found out because we were 300 miles from

home, but Fred lives in Traverse. The driver, by the way, is a handsome and lovely young lady.

Other out-of-town merchants to visit Detroit last week were Gen. C. R. Hawley, Bay City; E. O. Spaulding, Caro; Al. Bailey, Trenton; Aug. Loeffler, Wyandotte; H. Church, of Church & Lindabury, Pontiac; M. W. Tanner, Saginaw; Mr. Case, Brighton; L. Grombacher, of Grombacher & Major, Grand Rapids.

Mebbe Tom Follis can tell us where we can get a word to or from Bill Pohlman, thereby claiming the 20 cents reward.

Charlie Lawrence, the hustling representative for Clausen, Wilson & Co., of Buffalo, came back to tramp over his old stamping grounds last week. Charlie is a former Detroit boy, but is now making his home in Marsh, which, if Detroit keeps up its present growth, will some day be annexed. Charlie is a young, but a very successful salesman, with hosts of friends among the boys and the trade. He is an optimist and the very air pervades in optimism wherever he holds forth—which, in a measure, accounts for his success as salesman.

Hundreds of merchants and a great many traveling men attended the Windsor races last week, which will, undoubtedly, call for a revision of the weekly expense accounts of said travelers.

Harry Roberts, representing the Regal Motor Car Co., is the proud possessor of a brand new baby girl, which the stork left at his home last Sunday. The baby weighed in at 9 pounds and, as is usually the case, it is one of the best ever. Harry says this is a great year for girls, which is a sure sign of peace. As Harry has never been blessed with any children before, we can overlook those remarks. However, we know there is no peace where there are babies. Besides there is the better half.

A babe in the home is worth a dozen in an institution.

John J. Jordan, who is State agent for the Otis Elevator Co. and probably one of the best known elevator salesmen in the United States, says he would like to have someone drop a ton of brick on his toe, so he can take a vacation. Jordan, as is the case with most successful men, is an indefatigable worker and seldom takes a vacation. Last year someone dropped something on his toe which compelled him to take a two weeks' vacation—much against his will. If Mr. Jordan really wants another vacation similar to last year's, we would suggest that he get a biscuit made by the writer's wife and drop it on his foot. There will be no doubt about his getting a vacation then.

Judging by the great crowds lined up around the ticket office windows in the union depot at Grand Rapids, the traveling men are not taking advantage of the city ticket office and buying their tickets on Saturday.

There is no place like home, which makes us wonder why some traveling men cop off the long distance jobs.

Harry Ruda, who conducts a general dry goods store at 633 Hastings street, has gone to New York on a combined business and pleasure trip.

Carl Brakeman, of the Otis Elevator Co., has just returned with his wife and family from a two weeks' trip. Carl at first intended taking a vacation, but spent the time at his mother-in-law's home instead.

The committee in charge of the huge blowout to be given by Detroit Council, U. C. T., No. 9, on Oct. 18, has appointed a committee to look after the advertising part of the programme, it being desirous that everybody shall be constantly reminded of the big doings, as well as reminded of the fact that each member is to bring in at least one application.

The less some fellows know the harder it is to tell them anything.

They say that it costs more to live in Detroit than in most cities, but they don't say it isn't worth it.

Poor men and their jobs are soon parted.

Nothing said about the umpire at Traverse City last week. Could it be that it was suppressed?

Or was the umpire and his job soon parted?

More work for the U. C. T. Railroad lavatories should be cleaned up.

Cadillac Council, No. 143, meets Saturday night, Sept. 6. As they have a large list of applications waiting for initiation, it is requested that a full attendance turn out.

Just like they do in Grand Rapids Council, No. 131!

Walter and James Tyre, of the Tyre Hardware Co., Grand Rivers avenue, accompanied by George Tyre, motored to Grand Rapids last Saturday, where they will visit with friends and relatives—until requested to desist. The trip to Grand Rapids was made in six hours—that is, accepting Walter's word for it.

James M. Goldstein.

Bracing Breezes From Muskegon.

Muskegon, Aug. 25—Our excuse for not blowing very much of late is that we have been quite busy trying to make our dear house believe we were still with them.

Geo. Dixon, of Whitehall, is now wearing the button. He seems proud of it and so are we.

Bert Walkes claims he got ten dollars' worth the first night. We gave

him the full treatment and we are glad he was satisfied, for we did not have any more to give him. He is now singing, "I got mine, boys, I got mine."

John Thomas Sharpe, of Big Rapids, who is a recent addition to the sales force of the Hume Grocer Co., had the pleasure—and he claims it really was a pleasure—to cross the hot sands to U. C. T. ism. He says the sands were sharp, but as he is Sharpe himself he did not mind that much. We did not ask Grand Rapids whether we could take him or not. It's six of one and a half dozen of the other, just fifty-six miles each way.

The recent high winds which have fanned old Lake Michigan into fury, made it necessary for Perry's nag ship, the Niagara, which was being towed down the lake, to seek shelter on the peaceful waters of Muskegon harbor. When the people of Muskegon awoke Saturday morning, there lay the ship which won the great victory on Lake Erie in 1812. She floated there in all her majesty and looked as proud as she probably looked the day she first floated on Lake Erie, over 100 years ago. Saturday afternoon she was towed to the G. R. & I. dock and Sunday thousands of people availed themselves of the opportunity of inspecting the old war time relic. It made the old feel young and the young feel good as their hearts burned with patriotism, while they stood on the deck where Perry stood when he wrote the immortal message, "We have met the enemy and they are ours"—a ship, two brigs, a schooner and a sloop.

Muskegon is soon to have a new hotel. We have not learned all of the particulars yet, but the building is nearly finished and is located opposite the union depot. The building is being put up by Otto Loescher and is one of the most beautiful on Western avenue. It is three stories high, with white tile front. It is an ornament to the city and the owner is to be complimented for the spirit of progressiveness which has prompted him to make such a beautiful addition to our city and we hope he may gain great profit from it.

Muskegon Council, No. 404, U. C. T., held its regular meeting Saturday, August 16. We believe this the best meeting we ever held, from the standpoint of interest and otherwise. Those of our members who were not there probably will never know how much they missed. It surely pays to be on hand each night and then you will see it all. There were three initiations which makes a total membership of forty-nine.

Brother Ray Ashley has just returned from an extended business trip through the Upper Peninsula in the interest of the Muskegon Boiler Works. We had quite a talk with him, but he did not say a word about seeing any clover.

J. H. Lee.

Chirpings From the Crickets.

Battle Creek, Aug. 25—The Home Coming and Home Products week, which opened here Tuesday and lasted through Sunday, was a successful affair and attended by thousands of visitors and fully enjoyed by all. Free attractions were on all sides and of the highest class. The parades were large and pulled off daily. The automobile parade brought out many swell and beautifully decorated machines. The big day of the celebration was Thursday, which was known as Fraternal Day. All the principal lodges turned out and competitive drills were put on by the uniform ranks of the orders. Uniformed teams were here from all over the State. Thursday was the biggest day the local street car lines ever had. The Kellogg and Postum companies kept open house all the week and thousands of people inspected their factories. The Battle Creek Sanitarium was a big entertainer. An enormous search light was placed on the highest point of the Tavern Annex and each night threw its penetrating rays into the heavens. People living twenty and twenty-five miles away from Battle Creek had the light thrown in their faces while sitting on their porches at home. A committee of Lansing business men spent Thursday and part of Friday here, getting pointers for a Home Coming Lansing will have shortly. They were dumbfounded at our enormous crowds, high-class attractions and the perfect behavior of the crowd on the streets. The local Council played a small part in the affairs of last week. The Postum Cereal Co. kindly donated their large motor truck and a driver Saturday night. We fixed the truck up with U. C. T. colors and emblems and, with Mrs. Ed. Schoemaker at the piano and twenty-five of the boys seated, we were driven through Main street singing popular airs and featuring Brother Ireland's hit of the week, "Back To Battle Creek Town." Herbert sang several solos which were well received. We put up a good appearance with our white trousers and our counselor caps. We were applauded all along the line. Quite a number of visiting brothers gave us the high sign as we went up and down the street.

Battle Creek is as live a city for its size as there is in any state in the Union. She has within her borders some real boosters. The Home Coming week showed them up. I wish we had one hundred such men as C. W. Post, W. K. Kellogg, Dr. J. H. Kellogg and T. H. Butcher. These men have and had able assistants at their respective places and the master

minds could be seen by the way things developed. Every man, woman and child should be proud to live in a city like Battle Creek. We of 253 are doubly proud because we not only live here, but we belong to the liveliest Council of the United Commercial Travelers of America there is in the State of Michigan and we can and will prove it by growth, good cheer and loyalty.

Wilbur Burns, of 131, was in our city Thursday. Ask him about the decorations, crowds and good scouts. Brother Burns was in company of Brother Chas. Lawler and was having a hard time to get a word in edgeways. That man Lawler is some entertainer. Glad to have seen you, Brother Burns, and hope you can visit our Council some time in the future.

Wm. Merrifield, a partner of Claude Lawrence, in the lively business at Tekonsha, was buried last Wednesday. Mr. Merrifield was known to a host of travelers and his happy smile and genial hail will be missed by all who knew him. Read the Tradesman. Guy Pfander.

News Items From the Soo.

Sault Ste. Marie, Aug. 25—One of the worst storms of the season visited the Soo last Thursday. While it lasted less than an hour, the damage was terrific. The New Ontario dock, on the Canadian side, lost an entire derrick which was used for coaling boats and all that remained was the twisted wires in a mass of junk. It was one of the finest equipped coaling docks along the river. Over \$50,000 damage was sustained.

The launch owned by S. Johnson, Dollar Settlement, was swamped, and B. McDougal and Ed. Routhier jumped from the launch expecting to swim to shore. Mr. Routhier reached the shore in an exhausted condition, but Mr. McDougal was drowned.

The Soo is having a time with the moving picture shows that are endeavoring to open up on Sunday. This is the second time that an attempt has been made by the proprietors of the theaters to open on Sunday. A week ago the city authorities had officers stationed at the different doors to see that they were not doing business, but last Sunday they succeeded in giving two entertainments each. There is much indignation caused throughout the city, as heretofore no show was allowed to operate on Sunday, and considerable interest is taken in the matter as to whether or not the Sunday performances will continue. The show people were offering the proceeds of the shows on Sunday to the Bethel Home here, but the manager of the home did not desire to accept such funds, therefore the managers of the theaters are going to donate the funds to another benevolent institution.

Wm. Shobbrook aged 69, father of Mrs. E. E. Booth, who formerly conducted a grocery store here, was trampled upon by a runaway horse last Wednesday, while trying to hitch a team of horses. Mr. Shobbrook was considerably bruised and one leg broken. He was taken to the hospital, but on account of his advanced age and complications setting in, he died within thirty hours after he was injured.

Geo. Bailey, the jovial manager of the shoe department of Prenzlaue's Bros. Company here, and family have returned to the city from their summer home on Sugar Island, where they spent a large part of the summer. They have rented the cottage to W. Johnson, who will remain on the Island for the remainder of the season.

There are numerous new cottages being built this year on Sugar Island, which is getting to be quite a popular summer resort.

Mr. Knight, of Detroit, has accepted a position with the Cornwell Beef Co., taking the place of Mr. Wm. Rowan, who resigned.

The Rosedale creamery has purchased a two ton auto to carry its product to the Soo. It is a great help in making deliveries. W. G. Tapert.

A Dirty House.

A fly and a flea,
A mosquito and a louse,
All lived together
In a very dirty house.
The louse spread theague,
The 'skeeter spread the chills,
And they all worked together
For undertaker's bills.

The fly spread typhoid,
And the flea spread typhus, too,
And the people in the house
Were a mighty dirty crew.
Along came a man
And he cleaned up the house,
He screened out the 'skeeter
And swatted the louse;
The fly and the flea
He smacked on the wall,
And now the people in the house
Are never sick at all.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co.
Burlington, Vt.

Here's Your Opportunity

HAVING decided to discontinue our entire jobbing department to enable us to give our entire attention to the PUBLISHING branch of the business, we shall close out our entire \$50,000 stock at a sacrifice.

Holiday Goods

Comprising such popular goods as Grained White Ivory, Ivoroid, Ebony, Quadruple Plate and Wood Novelties from all the leading manufacturers, both foreign and domestic.

Leather goods of every description.

Books

Books from such leading publishers as Hurst & Co., Bobbs, Merrill Co., M. A. Donohue, A. L. Burt & Co., etc.

All the above are this year's production and therefore **bang up new fresh goods** at money saving prices. Dolls of every variety, Toys, Games, etc.

Staple Goods

This also includes our entire staple lines, Blank Books, Memorandum Tablets, Envelopes, Inks, Stationery and School Supplies, Wrapping Paper, Sacks, Twine, and thousands of other things too numerous to mention. Sale starts September 2. Samples and stock now ready for your inspection. **Remember nothing reserved.**

Mr. Dealer, here is your opportunity of adding a neat sum to your year's dividend. **Remember the date, September 2.**

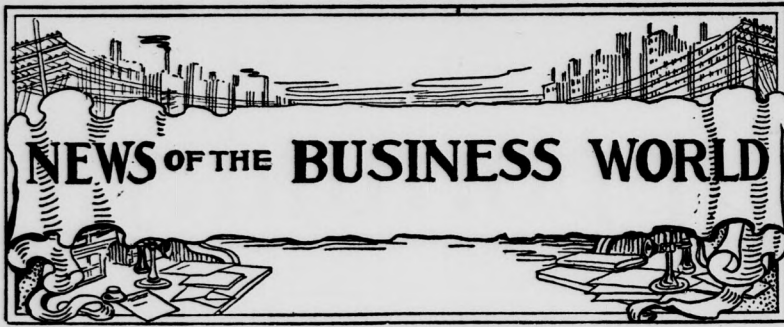
Ample salesmen to give you prompt attention.

GRAND RAPIDS STATIONERY CO.

42-44 FULTON STREET

No Goods Sold at Retail

Grand Rapids, Mich.



Movements of Merchants.

Greenville—Leslie Perks succeeds David Cooper in the meat business.

Detroit—The Central Drug Co. has decreased its capital stock from \$200,000 to \$50,000.

Manistee—John Yeski has opened a cigar and confectionery store at 719 Kosciusko street.

Saline—Frank L. Webber, recently of Nashville, has engaged in the jewelry business here.

Detroit—The L. H. Cheeseman Co. has changed its name to the Detroit Building Paper Co.

Hart—Carl Peterson has opened a clothing and men's furnishing goods store in the Noret block.

Levering—H. H. Bennett, recently of Nashville, has engaged in the grocery and meat business here.

Saginaw—The Garber-Buick Co., conducting a garage, has changed its name to the Garber-Collins-Buick Co.

Reading—C. H. Hartwell, of Hartwell & Doig, hardware dealers, died at his home Aug. 15, aged 80 years.

Jackson—The Wilson Packing Co., pickler and preserver, has increased its capital stock from \$30,000 to \$75,000.

Suttons Bay—Joseph Crocker has sold his stock of meats to Ruffi & Sons who will consolidate it with their own.

Plymouth—The J. D. McLaren Co., dealer in grain and produce, has increased its capital stock from \$100,000 to \$140,000.

Plainwell—Reuben Honeysett has sold his stock of meats to E. Martin who will continue the business at the same location.

Grand Haven—The G. Vanden Bosch Co. is closing out its stock of dry goods and carpets and will retire from business.

Kalamazoo—Arthur Tiffany has opened a feed and produce store at the corner of Portage street and Washington avenue.

Thompsonville—D. N. Cornell has purchased the George Kerrey meat stock and will continue the business, taking possession Sept. 1.

Saginaw—The Booth & Boyd Lumber Co. is erecting a two-story building 60x250 feet for the storage of lumber and mill products.

Kalamazoo—William Maxwell has purchased the stock of the Ferguson Grocery Co. and will continue the business under his own name.

Whitehall—H. L. Bettis has purchased the R. C. Merrick cigar and confectionery stock and will continue the business at the same location.

Jackson—Frank J. Finch has sold his interest in the Central City Lumber Co. to Frank H. Mather and will

devote his entire time to the hardware business of Finch, Rowley & Bower.

Muskegon—B. F. Gilroy has sold his confectionery stock and restaurant to A. Poirier, recently of Ludington, who will take possession about Sept. 1.

Sand Lake—Guy G. Wilson has traded his farm for the F. E. Shattuck store building and stock of general merchandise and will continue the business.

Detroit—The First Timber Holdings Co. has been organized with an authorized capital stock of \$70,000, of which \$35,000 has been subscribed and paid in in cash.

Marshall—The Marshall Elevator Co. has been organized with an authorized capital stock of \$10,000, which has been subscribed and \$7,500 paid in in cash.

Jessie—Luman Yarger, recently of Grand Rapids, has purchased the D. M. Putnam store building and will occupy it with a stock of general merchandise about Sept. 1.

Three Oaks—The Bank of Three Oaks has been merged into a State bank under the style of the First State Bank of Three Oaks, with an authorized capital stock of \$20,000.

Union City—Van J. Tears and J. R. Sutherland have formed a copartnership under the style of J. R. Sutherland & Co. and will open a clothing and men's furnishing store here Sept. 1.

Mt. Pleasant—F. H. Whitehead and William Barz have formed a copartnership under the style of Whitehead & Barz and will engage in the hardware business in the Barber block Sept. 1.

Eaton Rapids—Mrs. Fenner has sold her interest in the Beeden & Fenner millinery stock to Mrs. F. W. Mendell and the business will be continued under the style of Beeden & Mendell.

Owosso—Rundell Brothers have taken over the business of Swift & Company, the Chicago packers, and will act as their representatives in Shiawassee.

Hancock—A new company has been organized under the style of The Superior Leather Co., with an authorized capitalization of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

Saginaw—Vincent Kindler, the veteran sporting goods dealer of this city, will receive \$100 from the Canadian government for services in the Fenian war. Recently the Dominion government decided to present each survivor with \$100. But seven are known to be alive.

Battle Creek—M. C. McCarthy has purchased the interest of his partner, P. W. Pratley, in the bakery and confectionery stock of McCarthy & Pratley and will continue the business under his own name.

Jackson—Clarence Meyfarth and Harry M. Johnson have formed a copartnership under the style of Meyfarth & Johnson and will open a men's furnishing goods store at 164 West Main street Sept. 1.

Eaton Rapids—C. M. Hunt, of C. M. Hunt & Son, dealers in agricultural implements, has been elected general manager of the Island City Pickle Co. to fill the vacancy made by the death of George P. Honeywell.

Bagnall—L. B. Bellaire, who was engaged in the grocery business at Cadillac twenty-five years, has formed a copartnership with his son-in-law, D. J. Lagoe, and the two will engage in general trade here about Oct. 1. They will occupy a new building now being constructed for the purpose, 24x60 feet in dimensions. They will handle dry goods, shoes, groceries, crockery and hardware.

Manufacturing Matters.

Detroit—The Grant Motor Co. has increased its capital stock from \$165,000 to \$200,000.

Lansing—The F. C. Clark Co., has changed its name to the Kalamazoo Motor Truck Co. and moved its principal office to Kalamazoo.

Holly—The Patterson Manufacturing Co., manufacturer of wagons and implements, has increased its capital stock from \$50,000 to \$75,000.

Ypsilanti—The Ypsilanti Carpet Renovating & Fluff Rug Co. has engaged in business with an authorized capitalization of \$3,500, which has been subscribed and \$2,460 paid in in property.

Detroit—The Martz-Oakman Cigar Co. has been incorporated with an authorized capital stock of \$10,000, which has been subscribed and \$1,000 paid in in cash.

Bay City—The Dafoe motor boat plant recently burned, entailing a loss of \$25,000, half insured. One finished boat and four under construction were destroyed in the blaze.

Hamtramck—The Progressive Forge Co. has engaged in business with an authorized capital stock of \$100,000, which has been subscribed and \$10,000 paid in in cash.

Detroit—The Princess Cyclecar Co. has been incorporated with an authorized capital stock of \$200,000, of which \$100,000 has been subscribed, \$100 being paid in in cash and \$99,900 in property.

Detroit—The Masse Industrial Co., manufacturers of chemists' specialties has been incorporated under the same style with an authorized capital stock of \$2,500, of which \$2,000 has been subscribed, \$1,000 being paid in in cash and \$1,000 in property.

Detroit—The Dikeman, Gant Manufacturing Co. has been organized to carry on a general machine shop business, including the buying, selling and owning of patents, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in in property.

Detroit—Martin J. Singer has obtained an injunction against the Bakers' and Confectioners' Workers International Union of America, to prevent members of the union from picketing his place and interfering with his business and men. He says that he conducts a bakery at Elmwood and Farnsworth avenues and that he had at work for him one union workman and six non-union men. He says that August 15 a demand was made upon him that he unionize his shop and sign a new scale. Upon his refusal, he asserts the union placed ten pickets about the place, threw bricks through the windows, intimidated his employees and threatened to kill him and maim the members of his family—in other words, employed the usual union tactics to force him to discharge an honest workman who refuses to ally himself with a gang of murderers on account of religious scruples.

What Some Michigan Cities are Doing.

Written for the Tradesman.

The National Cement Stave and Silo Co. is the title of a new manufacturing industry at Cassopolis.

The City Council of Lansing has appropriated \$1,000 toward meeting expenses of home coming week, Sept. 1 to 6, in that city.

Plants of the Flanders Manufacturing Co., at Pontiac and Chelsea, will be disposed of at receiver's sale Sept. 8 and 9.

The Michigan Railroad Commission will meet in Detroit Sept. 2 to conduct a hearing on the question of compelling the Grand Trunk Railroad to separate grades between Jefferson and Holbrook avenues. The Commission has never before participated in grade separation matters in Detroit.

Detroit will entertain good roads people from all parts of the country during the week opening Sept 29, the occasion being the annual American Roads Congress.

Business men of Hart will hold a harvest festival at the fair grounds Aug. 27.

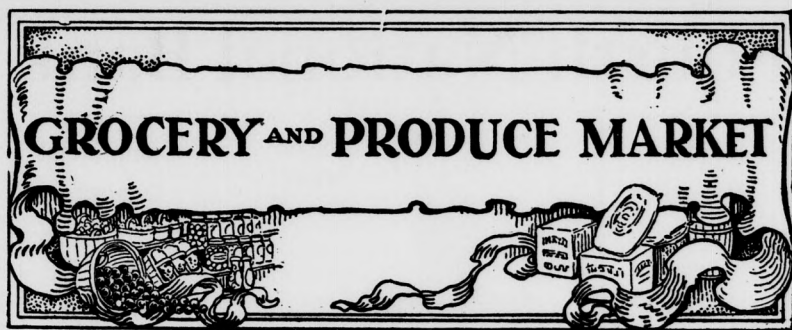
Completion of the Marshall Butters' lumber mill, also the opening of the highway connecting Skanee and L'Anse, will be recognized at L'Anse Aug. 30 by a celebration under the auspices of the Business Men's Association.

Real estate men of Benton Harbor have organized to boost that city and the fruit farms of Berrien county.

Almond Griffen.

King Hotel to Be Reclaimed.

Leroy, Aug. 25—Mrs. Sophia Smith has disposed of the Mead Hotel and surrounding lots; the Beckman store building, the Hinkley farm and 200 acres of wild land and, in return, became possessed of the Hotel King block in Reed City. Mrs. Smith will take possession of her newly acquired property on October 1, when she will personally conduct the King Hotel. Of pleasing personality Mrs. Smith has the ability to successfully conduct a hotel. Her experience of six years in the Mead Hotel has demonstrated this fact. Everything is kept faultlessly clean and the patrons are made to feel comfortable. The traveling public are unanimous in their praise of this lady and her entertaining ability. Mrs. Smith is a woman of excellent business capacity and has been unusually successful. She realizes fully the wants of the public and the patrons of the King Hotel will feel honored by her presence as the new landlady after October 1.



The Grocery Market.

Sugar—All of the refiners but one advanced the quotations 10 points Tuesday, placing granulated on the basis of 4.80 f. o. b. New York. Beets will not move until the middle of October and in the interim cane sugar will have the field to itself. The beet crop promises to be large, though the drouth in some sections may cut into the yield. The tariff will not be a factor until next year, thanks to the clause deferring the new duty until 1914.

Coffee—The demand for Rio and Santos coffee is fair, there being a speculation here and there but not much. Fine roasting Santos is in good demand at prices that are relatively steadier than the list. Mild coffees are unchanged for the week and in fair demand. Interior Java is very scarce, but may not advance because prices are already high. Mocha unchanged and quiet.

Canned Fruits—Apples are firm and prices are above the normal level. The demand is light. California canned goods show a here-and-there demand, at unchanged prices. Small staple canned goods are unchanged and quiet.

Canned Vegetables—Corn is looking up a little and the demand shows some improvement. Prices are unchanged. Peas, both spot and future show no change for the week. Tomatoes are about unchanged from a week ago, with a light demand. The weather of the past has not been favorable for growing tomatoes. The outlook for string beans is strong; the pack looks light.

Canned Fish—There is a big pack of Sockeye and prices will likely be low. The demand for spot salmon is fair. Domestic sardines are firm by reason of scarcity, and quarter oils cannot be bought alone for much less than \$2.45 f. o. b. in a large way, although as usual there is considerable uncertainty about prices. Imported sardines are still scarce and high, the run of fish being reported very light.

Dried Fruits—Raisins are unchanged. The new California combination has sold no fancy seeded at the new price named last week—6¼¢ per pound f. o. b. in a large way coast. This price is much above prevailing spot prices, and the price which certain other packers have named. Sultanas are about 25 per cent. short of last year's pack, and it is reported that the combination, which held the bulk of the stock, has sold out, which gets the entire supply, practically, into second hands unusually early in the season. Currants are unchanged and

quiet. Prunes are unchanged in price and show quiet demand. Peaches and apricots, both spot and future, unchanged at ruling prices.

Cheese—The hot and dry weather in the cheese producing sections has curtailed the production considerably, and with an active consumptive demand the market is healthy. If there is any change it would likely be a slight advance.

Cranberries—The crop is late this year, and it will not be until about the second week in September that shipments will arrive in the Grand Rapids market. The crop is estimated at about the same as last year and prices will be about the same. First shipments will come from New Jersey, and these will be followed by Wisconsin berries which are very prolific this year.

Syrups and Molasses—Corn syrup is strong at the advance chronicled last week. All told, glucose has advanced 25 points since it started. Sugar syrup and molasses have ruled unchanged and dull during the week.

Salt Fish—Cod, hake and haddock are scarce, the catch being short, and prices are firm. Mackerel show no change during the week. Everybody is waiting to see if Congress will, as it threatens, reduce the duty \$2 per barrel. There is very little new mackerel offering from Norway and prices seem to be above American buyers' ideas.

Not in Accord with President Wilson.

Kalamazoo, Aug. 25—I confess to a strong liking for the editorial page of the Michigan Tradesman, principally because one does not have to speculate as to what you mean. You use the most vigorous English it has ever been my pleasure to read and your arguments are so clear and convincing and your conclusions are so sweeping that I usually find myself in accord with you on most questions. What has bothered me, however, is to determine your political leaning. You whack both of the great parties with equal force and appear to take as much delight in hamstringing one as the other. When you hammer the Republican party over some sin of commission or omission, I am happy, because I am a Democrat and like to see the foibles and fallacies of the opposition held up to public execration. When, on the other hand, you denounce some shortcoming of my own party, I usually have to agree with you, because a little reflection invariably convinces me that you are right. I am naturally gratified to see how anxious you are that President Wilson be given a fair show, especial-

ly since he has disappointed so many of us by truckling to unionism, thus reversing the teachings of his entire career. How you can refrain from condemning his changed attitude on this subject, considering the contempt you have for union abuses and the despicable methods of unionism generally is more than I can understand. I believe in holding up the hands of our chief executive. I did this in Mr. Taft's case, because I felt that he received more criticism than he deserved; but certainly President Wilson is making more mistakes than Mr. Taft ever did and is likely to meet the same fate President Taft received at the hands of the American people. I liked Mr. Taft's position on the subject of organized labor better than I do Mr. Wilson's position, because he was consistent all the way through, whereas Mr. Wilson denounced the abuses of union labor in very strong terms before he became President, but since he became our Chief Executive he has gone out of his way to cater to organized labor in every way possible and is not only reversing his own record but stultifying himself, in my mind, by taking the stand he has.

Regular Reader.

Fall Style Show in Grand Rapids.

The Grand Rapids dealers in wearing apparel will repeat their spring experience in having their openings for the fall on the same dates. The dry goods merchants, the milliners, the dealers in ready-to-wear apparel, the furriers and the department stores, all catering to the feminine trade, will be in on the movement, and so will the clothiers, the haberdashers and the hatters, handling men's apparels, and the boot and shoe dealers, both for men and women. It will apply to all alike and all will put on their fall decorations, put out their fall goods and invite the shopping public to come and see and enjoy at the same time. The dates chosen for the opening are September 8, 9 and 10, the week following the fair. The event will be widely advertised and if the spring success, as well as the spring experiment, is repeated there will be many visitors from out of town as well as the home trade in the crowds which will surge through the shopping districts. The spring opening brought many visitors to town and the many new lines displayed proved a strong attraction for them. The Grand Rapids merchants have found that to unite in opening dates is a good plan. To have all the openings at the same time makes a bigger and stronger show than any one of them could offer going it alone. The plan is a crowd drawer. It is helpful to trade. The suggestion might well be made to the merchants in the smaller towns that they, too, unite in having their openings simultaneously. If the plan is a success here there is no reason why it should not be equally successful elsewhere.

Chas. S. Withey, the merchandise broker, is still camping on the Eastern shore of Lake Superior. He is accompanied by John Duffy, James Duffy and John T. Byrne.

The Produce Market.

Apples—Duchess, Red Astrachans and Maiden Blush command 75¢ per bu., and \$2@2.25 per bbl.
Blackberries—\$1@1.25 per 16 qt. crate.
Butter—Top grades are very firm at an advance of ½¢ per pound during the week. The percentage of fancy grades is light owing to the extreme heat. Butter is in good consumptive demand and the market is firm on the present basis. Fancy creamery commands 29½¢@30½¢ in tubs and 30½¢@31½¢ in cartons. Local dealers pay 22¢ for No. 1 dairy and 19¢ for packing stock.
Cabbage—75¢ per bu. for home grown.
Carrots—25¢ per doz. bunches.
Celery—Home grown, 17¢ per bunch.
Cocoanuts—\$4.75 per sack containing 100.
Cucumbers—25¢ per doz. for home grown.
Eggs—The demand is good. Local dealers pay 19¢ loss off.
Egg Plant—\$1.75 per box of home grown.
Green Onions—25¢ per dozen for large and 20¢ for small.
Green Peppers—\$1.50 per bu.
Honey—20¢ per lb. for white clover, and 18¢ for dark.
Lemons—Verdellis \$6 per box.
Lettuce—Home grown head, \$1 per bu.; home grown leaf, 75¢ per bu.
Musk Melons—Home grown Osage command \$1@1.50 per doz. crate, according to size and quality.
Onions—\$2 per 70 lb. sack of home grown.
Oranges—\$5.25 for Valencias.
Peas—\$1.75 per bu. for Telephone.
Parsley—30¢ per dozen.
Peaches—Home grown Elbertas fetch \$2@2.25 per bu.; other yellow varieties command \$1.25@1.75.
Potatoes—50¢ per bu. for home grown.
Poultry—Local dealers pay 13¢@14¢ for broilers; 11¢@12¢ for fowls; 6¢ for old roosters; 8¢ for geese; 10¢ for ducks; 12¢ for turkeys. These prices are live-weight.
Radishes—10¢ per dozen.
Spinach—65¢ per bu.
Sweet Potatoes—Virginia stock is now in market, commanding \$1.25 per bu. and \$3.50 per bbl.
Tomatoes—\$1 per ½ bu. basket.
Veal—Buyers pay 6¢@13¢, according to quality.
Watermelons—\$2.75 per bbl. for Indiana.
Whortleberries—\$2.25 per 16 qt. crate.

Compulsory Arbitration Moonshine.

Cadillac, Aug. 25—I wish to commend, as strongly as I know how, the editorial in the Michigan Tradesman of last week on the subject of compulsory arbitration. To my mind this covers the situation exactly. I have no doubt that at the next session of the Legislature some one will undertake to introduce a bill providing for compulsory arbitration and it seems to me we should all prepare for it. When a man puts a gun up to your head and threatens to blow out your brains unless you give him your money, it seems no time to talk of arbitrating the question with him, for he has nothing to arbitrate. He has absolutely nothing to lose and runs a chance of gaining something, while you can not possibly do other than lose. It seems to me it is high time that the right thinking people, and especially the press of the country, got busy on this question. There is only one out of a hundred men in politics who has nerve enough to do the right thing. Patriot.

Mauchmar Bros., formerly engaged in general trade at Wayland, later at Dimondale and still later in the shoe business at Edmore, recently sold their shoe stock to P. L. Feyreisen, of Chicago, for \$760. The claims of the creditors aggregate about \$2,000 and they did not relish the idea of seeing the stock disposed of in violation of the sales-in-bulk law. The Grand Rapids Shoe & Rubber Co. attached the cash consideration and, as a result, the creditors will receive about 33 per cent. of their claims from the funds thus recovered. Two remedies are still open to them—they can proceed against the Mauchmars criminally and also sue Feyreisen for taking the stock over without first complying with the provisions of the sales-in-bulk law.

When you have a proposition that needs twenty-four hours' consideration, give it twenty-four hours, but don't lose the opportunity by stretching that twenty-four to twenty-five.



The State banks seem to be getting away from the Nationals some of their up-state bank deposits. The corresponding statement with that made as of August 8 last, three years ago, dated Sept. 1, 1910, showed the National banks with a total of \$3,528,402.66 due to banks deposits and the State banks then carried a total of \$385,124.61. The statement now gives the Nationals \$2,875,477, while the State banks carry \$731,393.10. According to these figures the Nationals have lost nearly \$700,000 in the up-state accounts and the States have gained \$345,000. This is not merely an accidental coincidence. A comparison of the recurring statements for the last three years shows that the tendency with the States has been steadily to the higher level, while the Nationals has been to fade or at best barely hold their own. The State banks that have made the largest gains are the Kent State and the Grand Rapids Savings, but the Commercial seems to have had excellent success in getting outside accounts, and so has the Peoples. Why this tendency should appear is not explained, but perhaps the State banks in the last two or three years have gone after this business more aggressively.

If we go back ten years it will be seen how Grand Rapids has grown as a money center. In the statement of Sept. 9, 1903, the National banks—and the city had five of them then—had a total of \$1,490,818.99 and the five State banks had \$100,440.79, a total of \$1,591,259.78. The total now is \$3,606,870.10, or more than double. In those days the old State Bank under the administration of Daniel McCoy was the only State bank that had an outside account of any amount. Its statement showed \$73,396.60 and the other depositories were the Commercial with \$25,083.79 and the Kent with \$1,961.11. In those days the State banks did not think the deposits of the up-state banks were worth the trouble and actually discouraged them. It seems to be different now.

The Michigan Trust Company has been spending about \$100,000 in enlarging and refurnishing its offices and putting in the new vaults, and apparently has "written off" the item as an incidental expense. The company's furniture and fixture account is scheduled at \$1. The company has been able to do this and still not make any inroads upon its surplus and undivided profits account. Two years ago its surplus and profits were \$479,570.57, and now they are \$613,648.42,

a gain of something more than \$153,000, even with this extraordinary expenditure taken out.

President James R. Wylie, of the Grand Rapids National City, has been confined to his home for two months by an illness that seems to be slow in yielding to treatment.

Henry Idema of the Kent State, is expected home early next week from his three months' automobile trip in Europe with his wife and Mr. and Mrs. G. Von Platten. Wm. C. Shepard, of the Mutual Home and Savings Association has returned from a two months' trip abroad with his wife and son. Robert D. Graham, of the Commercial, has gone to Kansas City to attend a conference of the Agricultural Section of the American Bankers Association as one of the delegates from Michigan. Dudley E. Waters, of the Grand Rapids National City, is in Northern Michigan to escape the hay fever.

Financial conditions in the local market are easier. The cash and cash items show a total of 20.71 per cent, as compared with the total deposits, and this compares with 20.37 per cent. in June, 19.6 per cent. in April and 20.23 per cent. in February. This is the best showing of ready money that the banks have made this year. The easier conditions are further indicated by the fact that some of the banks are buying commercial paper. The disposition in financial circles is still toward conservatism, however. Legitimate enterprises within reasonable limitations are not deterred, but speculative ventures are not looked upon with favor.

The Traverse City State Bank is a booster of the district in which it

A Word of Advice

Fundamental Business Conditions are sound.

Prices of good securities are on rock bottom, but they will not stay there.

It would be wise to take advantage of the opportunity and buy NOW.

The 6% Preferred Stock of the

**American
Public Utilities Co.**

will yield 8%

Send for Earning Statements and Maps.

Kelsey, Brewer & Co.
Bankers, Engineers and Operators
Mich. Trust Bldg. Grand Rapids, Mich.

Fourth National Bank

Savings
Deposits

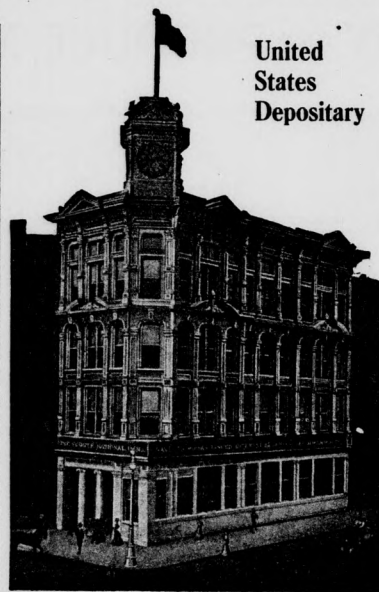
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Wm. H. Anderson,
President
John W. Blodgett,
Vice President
L. Z. Caukin,
Cashier
J. C. Bishop,
Assistant Cashier

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

The Old National Bank

GRAND RAPIDS, MICH.

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

**Merchants, Treasurers, Trustees,
Administrators and Individuals**

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

CORRESPONDENCE PROMPTLY REPLIED TO

does business, and for that matter are all the other Traverse City banks, as well as most of the other banks in the North country. The Traverse City State, however, seems to have gone one step further in its boosting game than the others. It has retained the services of Leon J. Baker as industrial agent and Mr. Baker's special mission is to let the world know all about the resources of the Grand Traverse region, to furnish information and to encourage settlers and farmers and to help develop the country, its resources and its industries. The Bank does not seek to gain a direct benefit from the work that is done, but is satisfied with its share of the increased prosperity which is coming to the district. Its good work comes about as near to real patriotism as anything could be and that it is being done without the blowing of loud trumpets is commendable modesty.

One of the biggest dividend payers among the country's industries is the Eastman Kodak Co., of Rochester. Its regular dividend on its common stock is 10 per cent. and nearly every quarter it hands out an extra in addition to the regular. In the last ten years these extras have ranged from 20 to 30 per cent. The kodak is not one of the necessities of life like kerosene, but it seems to have won its way to the great American heart. Go almost anywhere and the kodak photographer is in evidence. He and she will be found in the parks, on every excursion train, every pleasure trip and every picnic. Nearly everybody "shoots," and as the Eastman Company manufactures the films as well as the camera, every "shoot" adds to its income. The kodak, as stated, is not a necessity of life, but it seems to have infinite possibilities in affording intelligent amusement and the people are dearly fond of being amused and are willing to pay liberally for what pleases them.

The stock markets have been taking a brace the last week or two. Stocks are still well below the averages that obtained during periods of prosperous activity. This applies equally to the listed stocks and the unlisted, to railroads, industrials and utilities alike, and may be accepted as a good sign that the financiers of the East are letting their feet thaw out. They are finding that they were more scared than hurt by the new Democratic administration and the special session of Congress, and it is possible, when fall business fairly opens, that something like the old conditions will return. Wall street is not the big factor it used to be in the business of the country and yet it is a large influence and when Wall street takes a brace the rest of the country will feel more cheerful.

George B. Caldwell, President of the Investment Bankers Association of America, commenting on current activities of the organization, says that the officers and members of the organization are of one accord in complying with the Wisconsin "Blue

Sky" law recently passed. Little opposition seems to hold against the Ohio law, which went into effect on August 8. A number of members have qualified under the act. The Michigan and Iowa laws have been opposed by the body from the start, and the Association is friendly toward the suit commenced in Michigan last Thursday to test the constitutionality of that act. Similar test of the Iowa law is planned in the interest of legitimate investment dealers. "Our attitude toward the various laws," said Mr. Caldwell, "is in strict conformance with the original action of our board of governors. At one of our early sessions we passed a resolution recommending that all members act together in the matters of compliance with state requirements and oppose the blue sky laws only where our general counsel advised they were clearly unconstitutional or impossible of enforcement."

Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	76	78
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	350	355
Am. Light & Trac. Co., Pfd.	104	106
Am. Public Utilities, Com.	50	53
Am. Public Utilities, Pfd.	72 1/2	73
Cities Service Co., Com.	73	75
Cities Service Co., Pfd.	72	75
Citizens' Telephone	80	83
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt. Co.	57 1/2	58 1/2
Comw'th Pr. Ry. & Lt. Co., Pfd.	78 1/2	80
Elec. Bond Deposit, Pfd.	65	75
Fourth National Bank	212	
Furniture City Brewing Co.	59	61
Globe Knitting Works, Com.	125	135
Globe Knitting Works, Pfd.	95	99
G. R. Brewing Co.	125	150
G. R. National City Bank	178	186
G. R. Savings Bank	225	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	28	32
Macey Co., Com.	200	
Macey Company, Pfd.	95	97
Michigan Sugar Co., Com.	30	36
Michigan State Tele. Co., Pfd.	90	95
National Grocer Co., Pfd.	85	88
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	40	42
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	15	17
Tennessee Ry. Lt. & Pr., Pfd.	70	72
Utilities Improvem't Co., Com.	46	49
Utilities Improvem't Co., Pfd.	69	71
United Light & Ry., Com.	75 1/2	77
United Light & Ry., 1st Pfd.	74 1/2	76
United Light & Ry., 2nd Pfd.		
(old)	74	75 1/2
United Light & Ry., 2nd Pfd.		
(new)	68	70
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens Tele. Co., 6s	1923	101 101 1/2
Com. Power Ry. & Lt. Co. 6s		97 1/2
Flint Gas Co.	1924	96 97 1/2
G. R. Edison Co.	1916	98 1/2 100
G. R. Gas Light Co.	1915	99 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

A special sale without special prices will attract about as many people as a window display with newspapers spread over all the goods.

INVEST YOUR MONEY IN STOCK OF

The National Automatic Music Company

42-50 Market Ave. N. W.
Grand Rapids, Mich.

C. F. Sweet, President
J. D. Farr, Sec'y-Treas.

Monthly dividends never less than 1%

SEND FOR LITERATURE

The Compensation of an Executor or Administrator is Fixed by Law

The services of this company, through its skilled, competent and experienced officers, costs no more than the services of one without experience or familiarity in the handling of estates.

GRAND RAPIDS TRUST COMPANY

OFFICERS AND DIRECTORS.

William E. Elliott, President.
Adolph H. Brandt, Treasurer.
Hugh E. Wilson, Secretary.
Melville R. Bissell, Jr.
Harold C. Cornelius.

Robert D. Graham, Vice President.
Lee M. Hutchins, Vice President.
Joseph H. Brewer, Vice President.
Joseph S. Hart.
Alexander W. Hompe.

Charles R. Sligh.

MONEY TO LOAN ON IMPROVED REAL ESTATE.

NO CHARGE FOR EXAMINING TITLE.

NO BONUS.

123 Ottawa Ave. N. W. (Just North of Monroe Ave.)

Both Phones 4391.

Michigan Trust Co.

Resources \$2,000,000.00.

OFFICERS.

Lewis H. Withey, President.
Willard Barnhart, Vice President.
Henry Idema, Second Vice President.
F. A. Gorham, Third Vice President.
George Hefferan, Secretary.
Claude Hamilton, Assistant Secretary.

DIRECTORS.

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Filer City, Mich.
Wm. H. Gay.
F. A. Gorham.
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Wm. Judson.
James D. Lacey.
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W. W. Mitchell.
Cadillac, Mich.
R. E. Olds.
Lansing, Mich.

J. Boyd Pantlind.
William Savidge.
Spring Lake, Mich.
Wm. Alden Smith.
Dudley E. Waters.
T. Stewart White.
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3% Every Six Months

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

\$100.00 BONDS--6% A YEAR

50 per cent. of all widows in this country are compelled to work

WILL YOURS?

For an average cost of 30 cents a day we will guarantee to keep your widow from being compelled to earn her living.

The Preferred Life Insurance Company of America,

Grand Rapids, Mich.

Ask for our Coupon Certificates of Deposit
Assets Over Three and One-half
Million

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

7 3/4 Per Cent Safety Savings

These desirable features are combined in an investment in the First Preferred Stock of

United Light & Railways Company

We should be pleased to send you statement of the earnings of the Company, showing the steady and substantial growth of its business.

Howe, Corrigan & Company

Investments

Mich. Trust Bldg.

Grand Rapids, Mich.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY,
Grand Rapids, Mich.

Subscription Price.

One dollar per year, if paid strictly in advance; two dollars if not paid in advance.

Five dollars for six years, payable in advance.

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

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

August 27, 1913

BIGGER AND BETTER.

Preparations are well advanced for the West Michigan State Fair, and by the opening day, next Monday, everything will be in readiness. This will be the first fair under the administration of President Joseph H. Brewer, and far more interest than usual is taken in what the show will be. Under the old administration of Anderson, Conger and Graham, the fair made splendid progress from what was little better than a county display to an exposition that was creditable to the city and to the State. Under the old administration Comstock Park emerged from a mud hole condition to a place the city had reason to be proud of. Under the old administration, however, the fair was essentially a farmer institution, appealing especially to the agricultural elements and almost totally neglecting the interests, the likes and the dislikes of the populous city at its very door. The policy of the new administration is to uphold the farmer interest as strongly as ever, and even more so, and at the same time to put on a show that will appeal to the city people as well. President Brewer and those whom he has called around him as aides have been working along these lines. They have brought new ideas into play, developed new interests and without neglecting old friends will endeavor to win new friends and patrons. Preliminary to the fair many improvements have been made. The new re-inforced concrete grand stand, with a seating capacity of 3,500 and which cost about \$40,000, will extend its welcome to the visitors. The old buildings have been put in repair and the horse and cattle sheds have been disinfected and whitewashed. New and sanitary toilet rooms—something the fair never had before—have been established. The grounds have been re-arranged and made more attractive. The entries show that as a fair the event this year will be of greater interest than ever. The fruit exhibit may be somewhat short because the fair comes two weeks earlier than usual, but the live stock and poultry display will be larger than ever, the display of agricultural implements will be the best the State has ever seen, the educational exhibit will be along new

and better lines and the main hall, which in recent years has been almost deserted, will be full to overflow.

The most striking new feature at the fair this year will be the evening entertainments. The main hall and the grounds have been wired and city people will be able to attend without losing time from store, office or factory. The entertainment arranged for the evenings is such that the farmers and out-of-town visitors will want to attend as well as the city people. The leading feature of the evening entertainment will be the Pain Fireworks, giving the Battle in the Clouds, a magnificent spectacular that has had a great run in New York this season. This will be only one of the evening entertainments to draw people to Comstock Park next week.

A varied programme of entertainment has been arranged for the daylight crowds during the week. There will be horse races, vaudeville stunts, band music and other features which fair goers love. In arranging the programme the same scrupulous care exercised by the old administration in maintaining high moral standards of the fair has been observed. No gambling games of any kind will be tolerated, no liquor will be sold on the ground and anything of an immoral nature will be barred. Under the new administration, as under the old, the fair will be one that the boys and girls may attend with every assurance that they will be safe.

The fair under the new administration is deserving of the cordial support of Grand Rapids and of Western Michigan. It will represent a distinct advance toward a larger and better fair and its success this year will ensure a continuance of the policy of enterprise and progress which the new administration represents.

WHY THESE HANDICAPS?

Northern Michigan has a delightful summer climate. It has beautiful water ways, forests that are pleasing to eyes unaccustomed to such, charming scenery and breezes that are almost always cooling. It has all the essentials to a great and popular resort and tourist section, except the disposition to give those who pass that way the worth of their money, either in service or accommodation. Many of the summer visitors are naturally transients and it would be supposed that those interested in the growth and development of the resort and tourist industry would co-operate in some degree in making passing through easy and agreeable to the strangers who may lack the time to linger. But there is no co-operation of any kind. The tourist at Petoskey can obtain no accurate information as to what may be going on at any of the other resorts. It is impossible to learn at Mackinac what boats run into Petoskey or when. Traverse City has no information as to what connections can be made by train or boat out of any of the other places along the shore. Charlevoix is equally an oasis of ignorance—self centered, self satisfied, but awfully trying to the tourist who has but limited time and wants to cover as

many points of interest as possible. If the Northern towns which depend so largely on the summer traffic for their prosperity had any sense, each one of them would have a well-equipped information bureau, conducted not in the interest of any one railroad, steamboat line or hotel, but impartially, and at which everything that a tourist wants to know can be learned.

Another thing that the North should develop is the growing of such supplies as tourists and cottagers want. Some of the finest fruit in the world grows in Northern Michigan and the raspberries, black berries and huckleberries grow wild. Yet if the summer resident wants fruit at the Northern stores the stock offered is of the poorest quality and often it is stock imported from the Grand Rapids commission houses. Think of bananas being served for breakfast in a country that is abounding in fresh fruit growing wild within walking distance of the hotel or boarding house. The North needs truck gardeners to cater to the cottager and there would be money in it for the resort managers if they would encourage the development of such an interest.

Tourists like to buy little souvenirs of the excursions they take, and catering to this trade has been found profitable. This trade in the North, however, seems to have fallen into the hands of the Syrians, Greeks and Italians, and they are after immediate returns rather than interested in the development of a home industry. The bazaars all through the North are full of cheap jewelry, Japanese basketry, Filipino and Japanese embroidery, California wares and other trash that bears not the slightest relation to Michigan and which will be found in the windows of all resorts, in Florida, in California, on the Atlantic coast, at Niagara Falls and nearly everywhere else that is a center of popular travel. Things that are characteristically Northern Michigan, either in material or workmanship, can hardly be found. If the North were true to its own interest effort would be made to develop new lines of handicraft which would appeal to the tourists. The region is rich in woods, in barks, furs, grasses, flowers, ferns and other materials and it would not be difficult to develop a home industry that would bring many thousands of dollars into Northern Michigan every year. Such Indian wares as are offered are of the old stereotyped forms, neither artistic nor attractive but in other parts of the country it has been found possible to teach the Indians how to produce better wares and there is no reason why Northern Michigan should not do the same if only somebody would take an interest in it.

The same shortsighted policy is pursued by the railroads catering to the Northern trade. Instead of encouraging Michigan people to go North by giving them ample railway accommodations, prospective resorters meet with rebuff at every turn. All of the fast North bound trains out of Grand Rapids, for instance, are

made up of sleepers exclusively, with no accommodations whatever for coach passengers. Any resident of Grand Rapids who wants to take a fast train to the North is forced to take his chances on securing chair car accommodations in the regular sleepers and when he undertakes to buy a ticket for the fast trains he is treated with insult and abuse by the flippant clerks who have long disgraced the ticket office at the union station. Thousands of Grand Rapids people would patronize the resorts at regular intervals if they were given any kind of decent treatment by Northbound railroads.

The whole situation may be summed up in a nutshell—the people who have to do with the resort business have their eyes glued so firmly on the silver dollar in front of them that they fail to discern the moon of gold beyond.

THE COUNTY FAIR.

The old fashioned county fair is in many places returning, and it is well that it is so. The return to the interest in farm life fosters the movement. The increased cost of living leads us to be glad when any community can make a praiseworthy showing and the problem of how to live more economically is closely linked with the one of how to make two blades of grass grow where only one grew before; how to grow bigger and more solid heads of cabbage, and more crisp celery. It can be done. There are constantly coming more efficient methods in everything. It is to our advantage to foster every movement leading up to them.

If the fair is to be held in your own town, get ready for it. The event is bound to bring visitors. Advertise in the local papers for them. Get your own goods ready to allure them. Offer every inducement to them to come and bring their best products. Prove that it will be to their advantage in every way to help boom the community. Specialize, if you will, upon some certain line of goods which you feel needs bringing up to a higher mark. If you handle dairy products and feel the deficiency in quality, offer an individual prize for the best roll of butter, and having secured something of proper quality, try to make such arrangement with the producer that you will yourself have better butter in future.

Note who brings in the best bushel of apples or pears and make him a good offer for his products. Strive to lead the farmer to realize that the fair is his advertising field. Do not forget to make it your own. Even a very small booth, artistically arranged and with the utility point of view in plain sight, will surely make friends for you. It is the novel combination—the unusual—which attracts at such a place. Motion counts for much. An array of sewing machines makes very little impression upon the crowd until the operator proves what they will do. Exercise your own personality by making it a part of the exhibit.

There are no to-morrows on the calendar of the man who does things.

The Window Dresser of Yesterday and To-day.

Written for the Tradesman.

Any person who has ever been in Detroit could not fail to have been attracted to the beautiful windows of the Newcomb, Endicott Co., leading dry goods merchants in that city. The windows are trimmed with the greatest of care and with the desire to bring out the artistic side of their goods. It was with a great deal of interest and pleasure that a Tradesman correspondent called on Oscar Klausner, the head trimmer of this leading dry goods store, and secured some pointers in the art of window dressing that should be helpful to retail merchants; no matter in what line. Mr. Klausner is an authority on window dressing, having been connected for several years with R. H. Macy & Co., of New York City, and leading retail stores in Paris, Berlin and Vienna.

Mr. Klausner says: The window dresser of "yesterday" was an ingenious individual whose acme of ambition and ability was to reproduce the Brooklyn Bridge through the medium of spools of sewing cotton or to build a mechanical windmill with handkerchiefs or hosiery. At his best, he was mistaken about the designation of the show window and used—or better said—misused the show window as a stock room.

We all saw that funny fellow on the stage who succeeded in playing the violin on a broomstick and we all laughed. But that sounding broomstick would only create laughter and no merchant of musical instruments in full possession of his mental faculties would ever dream of displaying broomsticks in order to create a demand for his violins and to increase the sales.

Brooklyn Bridge and handkerchiefs. This was still yesterday.

The window dresser of "to-day" is an artist, whose metier is not only to awaken admiration and desire of possession; to create a demand; to involve harmonious beauty and simplicity from a multitude of materials, but he is also a teacher and educator in the fullest sense of the word. He moderates, or tries to moderate the extravagant rules of Her Capricious Highness, "Madame Mode." He advocates luxuries simplicity and refined use of the indispensable accessories of stylish attire.

The possibilities of a window dresser are as varied as the individuality of the store and man. However, to be successful he must possess the native gift of color sense, originality and a thorough knowledge of merchandise, a knowledge which no other school will give as the hard school of long years of practical experience. It is also necessary for him to know period and styles of the period.

The desire to be original hides grave dangers. Window dressing, as any other art or profession, has her rules and standards and only the man who has a thorough experience and knows how to mix conservatism with originality will succeed. It often requires hard work to convince some department chief that a few garments at

\$25, say, tastefully and more carefully displayed than a high class model, will do more good to the department than an over-crowded window with a dozen or more.

"Get-as-much-as-you-can-in-the-window" is a false idea. The public is not interested in how many suits at twenty-five you have in stock. It wants to see the garment which pleases both eye and purse and in over-crowding a window the window dresser can do no justice to the merchandise or to himself.

I said a medium or low-priced garment requires far more care, because a high-class garment is showy itself and reveals either some new line, material or extravagance which will cause attention. The every-day conservative garment requires the skill of the window dresser, for it is the great every-day public on which business depends and who sanctions or over-rides the decrees of "Madame Mode" and not "La dame comme il faut."

You're a Crook.

When your business is successful and the men are all well paid,
And they're all working overtime to keep up with the trade,
And the workingmen are happy and their families as well,
And everything is prosperous, as any one can tell,
You're a Crook! By Jove! You're a Crook!

If your dividends are goodly, in proportion to the wage,
And things are going as they should in this most advanced age,
And effort's been rewarded, and you're doing right well,
And nothing seems to be in sight to break upon the spell,
You're a Crook! By Jove! You're a Crook!

When after years of labor you have got things going right,
And finally at last you find you've won the awful fight,
And you turn to greet your old age with a feeling quite secure
And view your life work with a sense of satisfaction pure,
You're a Crook! By Jove! You're a Crook!

I wonder what incentive an ambitious man can find,
To put forth his best efforts, in a life of daily grind,
When at last, when it is over and success has crowned it all,
He hears the "down and outer," in his monotonous call,
You're a Crook! By Jove! You're a Crook!

The public, the slave of fashion, is just as capricious as fashion itself and here is where the window dresser's art moderates and reconciles with the more or less freakish creations of some designer. Here, he has to subdue some loud color or extreme line; there, to bring it out and emphasize it.

The use of high-grade and only high grade wax forms is a very important matter. While a few large concerns in the last few years have abolished, for some reason or other, the use of wax forms still a greater number of houses see the importance of the right and chic dressed form, because it helps in an unobtrusive and effectual way, to advertise other departments.

In a display of evening gowns a few tastefully chosen accessories will lend a touch of individuality to the window and the window dresser's "trouble" in matching the dainty slippers and hosiery, gloves, bracelet, opera glasses, lace handkerchief, cor-

sage bouquet, necklace, earrings and and hair ornament will be rewarded. For street wear the same rule—dressing from head to foot—should prevail and be used with good judgment.

I cannot understand why so many houses indulge in the use of cheap, repulsive wax forms. It is very expensive economy. Firms which spend thousands and thousands of dollars for newspaper advertising believe honestly that a \$30 wax figure is just as good as a form which costs \$100. I wonder if a \$30 suit is "just as good" as one for \$100. Trying to save money on the window is arch wrong. Experience—and twenty years of it—gives me the right to speak and if anyone would like to ask any buyer what medium of advertising he would prefer, newspaper or window, I'm sure that nine out of ten would answer, "By all means give me the window." And a cheap form is able to spoil even the beauty of a "Maurice Mayer" and a "Drecol" not to speak

Uttering Five Fraudulent Checks Each Day.

There is a man going from town to town in Michigan, getting small checks cashed on the Norwalk National Bank of Norwalk, Ohio. Most of the checks purport to be issued by the Tri-State Nursery Co., which has evidently no existence, as it is not rated by the mercantile agencies. The checks are signed by J. A. Eastman, Treasurer, and are made payable to different names, including J. C. Mann, C. H. Hoyt, J. A. Eastman and C. A. Mason. The checks are usually from \$2 to \$3 in denomination and, as near as the Tradesman can learn, the maker is getting four or five checks cashed daily. On August 4 he was at Galesburg and a few days later he was at Dorr. He is described as a man of middle age, rather stockily built and of the general appearance of a rather seedy country canvasser. His usual method is to purchase a small article, present a check and receive the change in cash. As soon as he is out of the store he throws away the article he purchased, unless it happens to be tobacco or liquor.

On account of the checks being so small in denomination, the Tradesman consulted Chief Smith, who is at the head of the Detective Department of Grand Rapids, to enquire why the rascal does not undertake to float larger checks. Mr. Smith stated that it is comparatively easy for a man to get a merchant or a hotel keeper or a cigar dealer to cash a check for \$2 or \$3, whereas he would hesitate about cashing a \$10 check. Pursuing this plan, the check fraud could get five \$2 checks cashed easier than he could one \$10 check. Nor would the victim be apt to pursue the matter as vigilantly in the case of the small check. In many cases he would pocket his loss and say nothing, rather than expose himself to the joshing of his friends. Chief Smith had also had his attention called to the alleged nursery representative and is bending every energy to secure his apprehension. As the rascal travels rapidly from place to place and does not stay long in any one town, it will be very difficult to apprehend him.

The lucrative business this man has done in securing money on bogus checks suggests to the Tradesman that it again caution its readers—probably for the thousandth time—not to cash the check of any man they do not know.

Discouraging Company.

A small boy entered a grocery store and, accosting the grocer, said to him in tones that were shrill and loud:

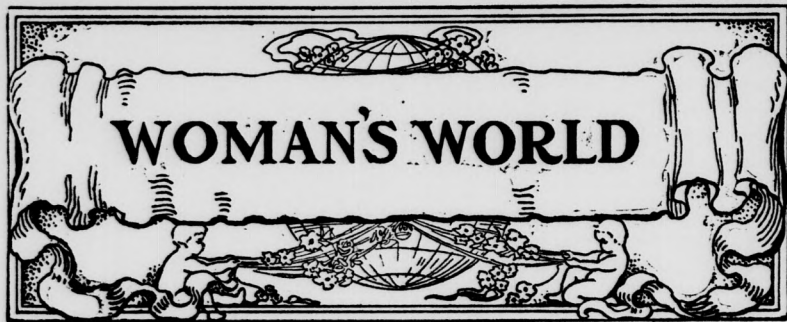
"Ma wants two pounds of butter exactly like what you sent her last! If it ain't exactly like that, she won't take it!"

The grocer turned to the customers who stood by, and remarked blandly, "Some people in my business don't like customers who are particular, but I delight to serve them."

"Be sure you get the same kind!" reiterated the small boy, while the customers listened. "A lot of pa's relatives are visitin' at our house, and ma doesn't want 'em to come again."

Jacob Smith.

It is much easier to criticise the other fellow than it is to set yourself right.



The Young Man and His Big Sister.

Written for the Tradesman.

One of our popular humorists, in a set of epigrams touching with good-natured cynicism upon the foibles and shortcomings of human nature, lets fall this sharp thrust: "If a man has sisters he shall know the truth."

When you come to think of it, isn't a sister about the only source from which a young fellow of good family and in comfortable circumstances is apt to learn anything of the truth about himself?

So many things tend to swell a young man's head, particularly if his father has the money to supply the means for the life of luxury to which the American youth of the upper classes seem to take as naturally as a duck takes to water.

As to his mother, he is of course her very own boy and always a white crow. If ever she has to admit that he has done anything out of the way, she is ready with extenuations and excuses. If he is cross and cantankerous and slams doors and acts like a bear with a sore head, she is sure he is ailing and liable to come down any minute with meningitis or typhoid fever. When he gets into any kind of a scrape she lays the blame all on "the other boys," his friends and cronies, whom she declares have led him into the difficulty. A farseeing Providence has given to mothers a blessed blindness as to the faults of their children, along with a vision that is preternaturally keen as to virtues and possibilities. Nothing short of this peculiar endowment could render possible the divine maternal patience and tenderness with the sick, peevish baby, with the wayward boy in his teens, or the nearly grown son who is making the grade of foot hill. Mothers are all right—surely human ingenuity and wisdom can devise no improvement upon them and no substitute for them, but it is impossible for a young man to learn the truth from his mother, when what she sees is not himself as he is, but an exaggerated idealization of himself.

Of course a young man's father thinks that he is able to use hard horse sense and sound judgment in the treatment of his own son. On occasion he can be very stern and lay down the law to the youthful scion of his race with almost patriarchal severity. But any bright, quickwitted youth generally can find some way to get around "Dad." If the boy is at all promising "Dad" is so proud of having such a son and heir, his own egotism is so flattered by seeing in the boy an image of himself, that unconsciously the paternal attitude is

one of admiration rather than of correction.

If the young man has to hustle a little for himself and make a part of all of his living, his employer may from time to time throw out hints calculated to shove the youth's inflated estimate of himself a little down toward par. But the young man who has only himself to look after and can fall back on his folks in case of necessity, is very independent as an employee. Should he lose his job he would not regard it as a serious calamity. He is not up against circumstances like the man with a wife and children. So even the strictures of his employer do not tend to reduce greatly a young man's overweening self-esteem, nor to put him in the mental attitude of humbly trying to correct his failings.

Of course his men friends and associates have too much tact to tell him to his face of his shortcomings. If he is a leader among them they bestow upon him an honest admiration, which, while well meant is sure to go to his head. If he is not a leader they may laugh a little behind his back, but they are too shrewd and politic to tell him his absurdities to his face. As to the feminine portion of the society world, is not the present attitude of every maid and matron of them all one of fulsome flattery to every male creature of good prospects and fairly agreeable manners? When the young man finally singles out from among the girls of his acquaintance some one to whom he pays serious attention, she is apt to be so genuinely in love with him that in her eyes he is a very demigod of perfection, or else she is so bent upon getting him well hooked upon the matrimonial line, or in working him for flowers and favors till a more eligible suitor shall appear, that she

is not likely to assume the disagreeable role of the reformer.

So it very naturally comes about that upon the sister falls the difficult and delicate duty of taking the conceit out of a brother, when it seems as if all creation was conspiring against her to gratify and increase his vanity. She does not wheedle, she does not cajole, for she alone of all those who have an unselfish concern in his welfare sees him as he is. Her eyes are not covered with the parental cataract, nor does she pursue the interested policy of outsiders. She has no axes to grind. She is absolutely altruistic.

So she patiently corrects his slips in grammar and pronunciation, she makes frank but reliable criticism of his selections of wearing apparel, she gently curbs the excesses of his manner and temper. If he is lethargic she stimulates his energies. She nips in the bud the little peculiarities that in time would become disagreeable oddities. Sometimes, alas! it is her task to point the warning hand against the insidious dangers of serious vices.

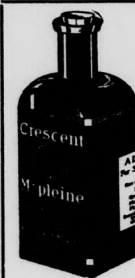
Of course it is the big sister we have in mind, the girl not more than two or three years younger than the young man himself. Better if she is two or three years older. For a little sister, one several years his junior, he may have a very warm affection, but the little sister can not be a great formative influence in a young man's life.

Does the big sister get any thanks for all her trouble and anxiety? Generally not, or not during the years of her brother's youth. About her head there is none of the sacred halo with which his imagination invests his mother. He does not look up to her with the respect mingled with just a little fear that he accords his father. There is regarding his own sister none of the glamour of entrancing unreality that surrounds other fellows' sisters. She is just Madge or Kate or Caroline as the case may be, and as she sees all his faults with unbiased eyes, with even keener sight does he see hers. He is likely to come to look upon her as someone to fall back upon in emergencies, someone who will loan him an occasional V from her carefully economized allowance or earnings, someone to adjust collars and ties, to sew on missing buttons, sometimes to stand be-

tween him and just paternal wrath, but never a fit subject for that worshipful idealization that he will likely pour at the feet of some light-headed little snip with not one quarter of his own sister's intrinsic worth. The young man who considers it worth while to be even nice and polite to his sisters is popularly regarded as a little too good for this earth. The average youth is apt to declare frankly when under the lash of her clear-eyed correction, that he wishes Madge or Kate or Caroline, as the case may be, would get married and get out of the house, forgetting for the time being all about the occasional loans and the faithful replacement of missing buttons.

There are of course sisters and sisters. Some are artists and some are bunglers. Happy is she who can perform her so essential task with tact and discrimination, who has the judgment and restraint that enable her to speak the effectual word without descending to nagging and fault-finding, who can so carry herself under the fierce light of home life and intimacies that her opinions always will carry weight with her brother, even when at variance with his own inclinations and prejudices; who can be to him not so much a martinet as an inspiration; who has in her composition something of the prophetic—who sees not failings alone but all embryonic virtues and capabilities as well; who beholds in her brother not only what he now is with all his youthful imperfections, but that other and nobler being that in the fulness of years he may become. Quillo.

Speaking of outside signs, it is not a work of art you want to show people who you are and what you sell. It is plain lettering and not too much of it.



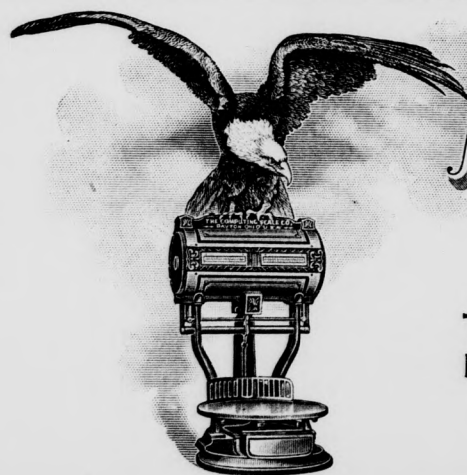
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has been followed by imitations and would-be substitutes, but remains pre-eminent as

An Original Flavor
It won't cook or freeze out.
Order from your jobber or
Louis Hilfer Co.
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MONEYWEIGHT Scale Co.

GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
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THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES

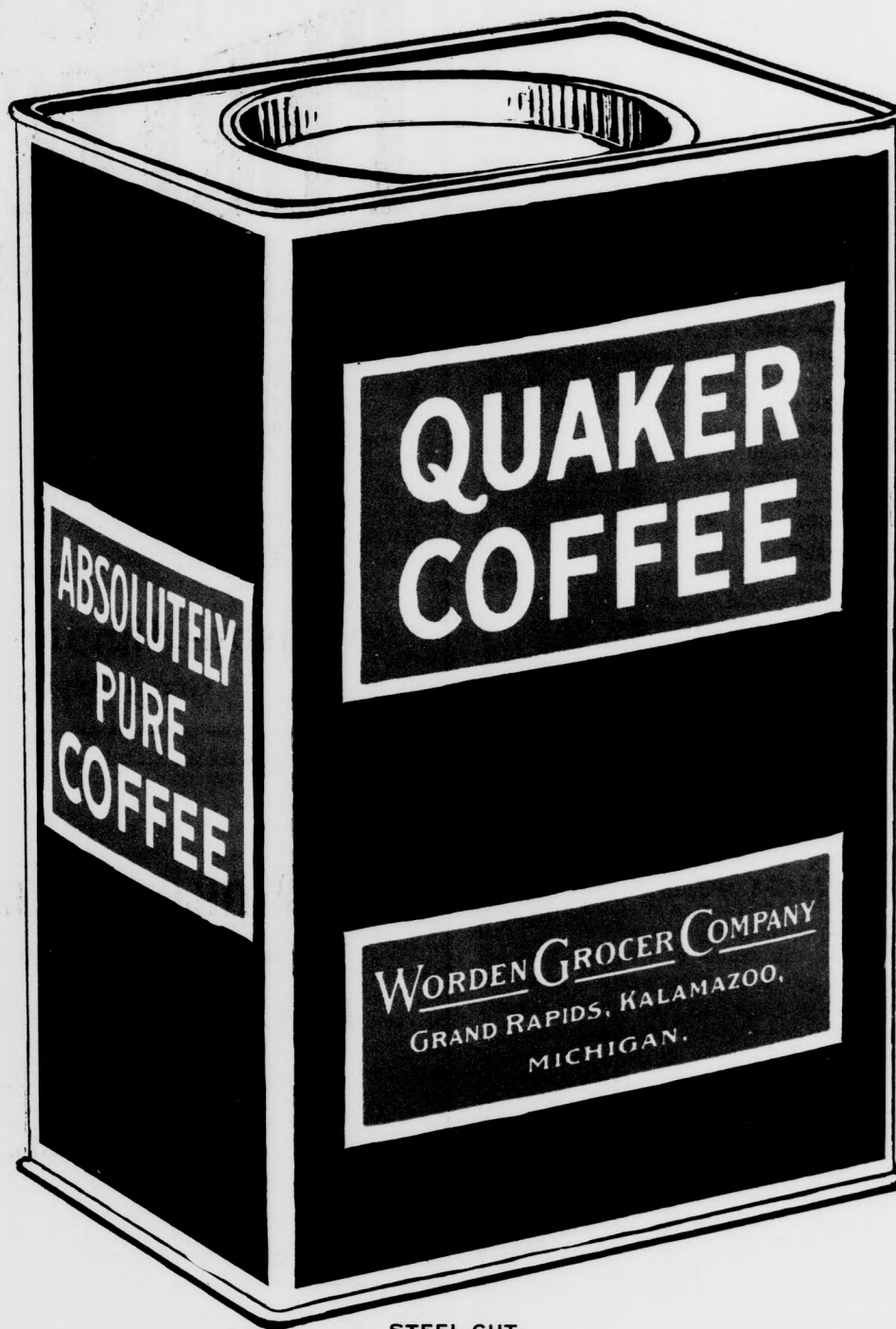
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ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN

THE QUAKER FAMILY

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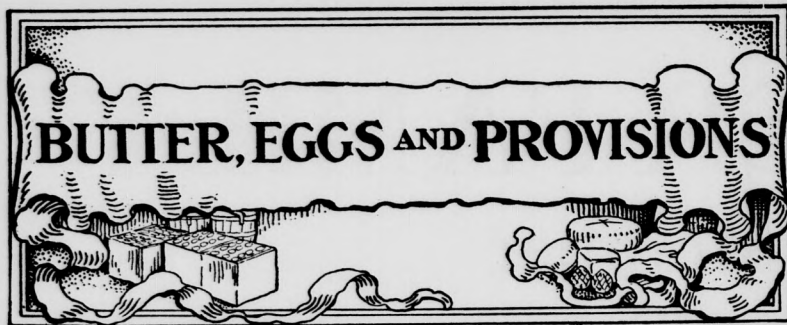
Coffees of Quality
Nedrow- -Quaker---Morton House

Roasted and Packed Daily by

WORDEN GROCER COMPANY
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The Prompt Shippers

Grand Rapids---Kalamazoo



Michigan Poultry, Butter and Egg Association.

President—B. L. Howes, Detroit.
Vice-President—H. L. Williams, Howell.
Secretary and Treasurer—J. E. Waggoner, Mason.
Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Legitimate Competition in Eggs.

The Federal Government's investigation has opened the eyes of the responsible dealers in eggs to the fact that it is time to clean house. We venture as a prediction that when the smoke and the disagreeable odors of the investigation have been wafted away it will be possible for merchants to do business in eggs and meet legitimate competition.

That a deplorable condition exists in that department of the produce commission business having to do with the wholesale merchandising of eggs at all the large points of distribution has been emphasized most forcibly during the course of the Federal investigation. Several prominent egg merchants were indicted on no less than fifteen separate counts each, upon charges of making false damage claims and for collusion to that end with railroad employees. Primarily, according to some authorities, the acts leading up to the indictments are directly due to growth and expansion of competition in the securing of consignment of eggs from shippers and the cumulative effect of what is openly termed oppression as to the matter of rates and rules inaugurated by the railroads.

It is argued that the extreme competition in force with respect to securing egg shipments is responsible in a measure for the necessity of working out some system of profit to offset the losses sustained as a result of trying to meet conditions. Many factors in the egg business, some of them large operators, the last few years dropped out because of their inability to stay in on a legitimate basis with profit to themselves.

It is not, so far as we can see, denied by receivers that corrupt practices have crept into the trade. These corrupt acts are generally meeting the unqualified condemnation of all responsible individuals. For this reason the Federal investigation is hailed as the one means by which the trade can rid itself of an intolerable state of affairs. "It is charged," says the New York Commercial, "that the railroads themselves are in a measure responsible for the situation that exists. It is stated that ever since the Trunk Lines Association assumed control of damage claims settlements legitimate receivers have had great difficulty or have been unable to obtain settlements in a great many cases

of damage without recourse to the courts. The Carriers' Association, it is asserted, has imposed conditions under which an accurate determination of the amount of loss in breakage has been impossible."

It is not argued by right thinking merchants that any individuals in the trade had a right to meet so-called oppression with unjust and unlawful acts, but it is contended that the error made was that of not fighting the issue squarely. Instead of standing together to combat illegal practices and alleged oppression by united, legitimate means, certain factors took advantage of a supposed opportunity to recoup losses, and thus has disgrace been brought upon them. They remind us of the entanglement in which the "Wolf of Wall Street" has found himself.—New England Grocer.

Honest Eggs.

No matter whether we demand honesty in public life, in business or in the home, there is one item in which we all unite to demand it—the egg. So interwoven are our ideas of the egg and our ideals of public life that when disappointed in both our impulse is to bring about a union of the two. When, therefore, the state board of health compels dealers to label cold storage eggs, it is not only complying with a wide public demand that the egg should be what it seems but it celebrates that mystical bond between the public life of the community and the private life of the egg.

Can the cold storage egg endure this scrutiny into its private life? It can. Especially at this season of the year, unless the fresh eggs have been guarded from high temperatures with the most vigilant care, the April egg taken from cold storage will be far better than the egg laid the day before yesterday and discouraged in its freshness by two subsequent days with the thermometer near the nineties.—Boston Transcript.

Oysters Are Cleanly.

Oysters obtain food by drawing in water, then ejecting it, retaining the microscopic plants or vegetable formations it contains. This is a true filtering process and the oyster is so particular about its food that anything unfit is spewed out. The flavor of an oyster depends upon its location. If a Rockaway oyster is transferred to the Cotuit beds it will have, in three months, the Cotuit flavor. The shades of oysters vary with the localities where they mature.

His Satanic majesty probably knew what he was about when he invented politics.

Grand River Valley Wheat

produces the flour that makes the best flavored bread possible to be made. The choicest of this wheat is used in the milling of

NEW PERFECTION FLOUR

Local conditions during harvest last year affected the quality of the wheat, but this season the wheat is again ideal and it is producing, when milled under our modern system of milling, a flour that cannot be equaled for snowy bread and delicious pastry. If you are not already handling New Perfection kindly communicate with us.

Watson-Higgins Milling Co.
Grand Rapids, Mich.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

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Receivers and Shippers of all Kinds of

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GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

The Fish Department in the Meat Market.

Fish would become a popular article of diet if the average butcher would display it properly in his market and give it the attention that it deserves. Its one-day popularity at the present time is due entirely to the fact that a great number of butchers carry it upon Friday only, which has convinced the consumers that it may only be obtained in a fresh condition on that day. This is not true. Fresh fish may be obtained on any day of the week, and there is no good reason why the average meat market should not stock fish at all times. It is a good, profitable line, and one that sells well when pushed.

There is good, strong evidence that fish is in demand all the week round. Go into any restaurant and you will usually find it on the menu daily. The restaurant man carries it there because there is a demand for it, and accordingly he caters to this demand. If the demand exists among people who take their meals in restaurants, surely it exists among people who take their meals at home, and it is up to the butcher to see that this demand is supplied.

A fish department may be installed in the average meat market at but slight expense. The best way to display this article is to get one or two shallow box-top tables. Line the inside of these with zinc. The bottom should be set at a slight incline toward a vent, in order that the water from the melting ice may drain off in the proper manner. Fill these tops with cracked ice and display your fish therein. It is wise in displaying fish to keep the air from them as much as possible, as it is a potent agent of decomposition. This may be done by keeping as much ice over them as possible.

Fish is an article that lends itself readily to fine displays. One shop the writer was in not long ago showed this particularly well. The butcher had used an ordinary box table lined with cracked ice and placed a large cake of clear ice in the center, through which he had run a pipe with a spray at the end, giving the effect of a fountain. At each end of the table was a pile of clams in the shell, while banked around the center cake were the various varieties of fish that he had on sale. The whole was garnished with green seaweed, and the effect was exceedingly good. In talking with him, he told me that fish was the best side line that he handled as he had worked up a good, steady demand by gaining the reputation of always having good, fresh stock on hand. He said that people came from quite some distance to secure their fish from him and that many of them gradually came to purchase their meat from him as well. So his fish department had not only proved a good profit-maker in itself, but had turned out to be a trade winner for his staple line.

Great care must be exercised in buying fish. It is an article that is not like meat in having only a few varieties, for fish may be had in almost numberless different kinds, and

every kind has its devotees. It is also an article that does not keep as well as meat does, becoming decomposed more readily. To this end it is advisable to buy it in small quantities, and in a number of varieties, gauging your supply so that you can sell clean.

There are a number of specialties that can be carried by the butcher in connection with his fish department. Canned fish of various kinds, smoked and salt fish, all of these are in good demand and are sold at good margins. They should be displayed in conjunction with the fresh fish.

Do not be afraid that by pushing fish you will cut your meat sales. That is not the case. A reputation for good, fresh fish at all times is a trade winner for your meat department, as is shown by the experience of the butcher mentioned above.

National Emblem for Fifteen New Members.

New York, Aug. 25—A National emblem has been selected by the National Poultry, Butter and Egg Association. A committee is at work on a National grading. The next step in the way of progress is a National manager for the Association. A good man well posted, as he must be, on railroad matters; capable of advising regarding claims of our members; of helping adjust disputes, etc., could make himself almost invaluable. With the aid of a clipping bureau he could keep himself up to date on whatever concerned the poultry, butter and egg business; openly supervise the opposing of unjust and oppressive legislation; refute misleading or false newspaper articles, etc. Our Association needs just such a man, and it is up to us to get him. One thousand members and \$10 a year dues will do the work.

The National League of Commission Merchants, made up mostly of fruit and vegetable dealers, has such a man; so has the Western Fruit Jobbers' Association, whose members are mainly in the apple business. Are their interests any larger or more important than ours? Have they been harassed the past few years as much as we? Then why not put our affairs on at least as good a footing? We can do it if we try, and then instead of shippers or dealers asking, "What good will it do me to join your Association?" the benefits will be so apparent but few will want to stay out.

Not as a prize, but simply to stir up a little interest, and as an appreciation of the work done, a handsome gold watch fob, made in the form of the National emblem of the Association, will be given to the one who brings in the most new members up to the time of the convention; and to the second highest, a similar watch fob in solid silver. These fobs may be seen at the Secretary's office.

The winner of the gold fob must have at least fifteen new members to his credit to entitle him to same. Only reliable concerns interested in the poultry, butter and egg business, directly or indirectly, can be taken in. This competition is open to members in good standing; your Secretary, however, is barred by reason of his

office from participation in the contest. The standing of the contestants will be published from time to time, and the fobs will be presented to the winners on the second day of the convention. Extra application blanks may be had by applying to the undersigned. Charles E. McNeil, Sec'y.

Hog Full Grown When Dead.

Judge William A. Thompson, of the Delaware Circuit Court, has decided when a hog becomes full grown and this is his decision: "A hog is full grown when it is dead, because then it cannot grow any more."

The matter came up in a suit between the landlord and tenant over fulfillment of the terms of a farm lease, the ownership and valuation of a number of hogs being in question. Attorneys for one side said that there is no such thing as a "full grown" hog, while lawyers for the opposition contended that a hog may attain its full growth.

When a customer comes back with a complaint, if that customer wants to see the proprietor, the wish should be gratified.

IMPORTANT Retail Grocers



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their customers should
be sure to supply them
with the genuine

**Baker's
Cocoa and
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Registered
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They are staple goods, the
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Walter Baker & Co. Limited
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Hammond Dairy Feed

"The World's Most Famous
Milk Producer"
LIVE DEALERS WRITE

WYKES & CO. Grand Rapids, Mich.
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Satisfy and Multiply
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Grand Rapids Grain & Milling Co.
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We want Butter, Eggs,
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STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich.

H. WEIDEN & SONS

Dealers in Hides, Pelts, Furs, Wool, Tallow
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108 Michigan St. W. Grand Rapids, Mich.
Established 1862
Fifty-one year's record of Fair Dealing

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

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs more plenty and selling well at quotation.

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.

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

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Want to Buy Winter Apples

Write us what you expect to have

M. O. BAKER & CO.

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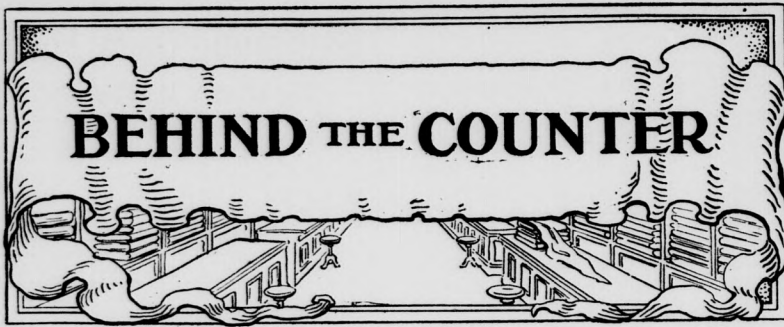
BUY SEEDS NOW FOR FALL SEEDING

Can fill orders

CLOVER AND TIMOTHY

RED TOP, ORCHARD GRASS, BLUE GRASS, SEEDS. CALL OR WRITE.

Both Phones 1217 **MOSELEY BROTHERS** Grand Rapids, Mich.



Waiting on Customers By Rote and Appointment.

Written for the Tradesman.

If I could only train my customers the way a dentist does his. You see, I have just been having a nerve treated. It must be fine to be able to tell them, "You at 9:15 and you at 9:25 and you at 9:40," and so on all day, and if you get behind in a schedule, let 'em wait until you catch up. Think of all the clerk hire one could save.

It isn't as bad as it used to be. I can remember when the mercantile house kept fifteen clerks; they do a bigger business now with eight. And in the fall the whole crew was on duty from early lamplight until late at night, and all summer they used to be playing ball out in the middle of Main street half the time. One reason was, the farmers bought pretty near a year's supply of staples in the fall when they did their trading and the other was just habit. Now they have money oftener, they come to town oftener and they buy in smaller quantities. And that is about one-quarter a difference in their condition and about three-fourths habit.

A dentist's time isn't worth a bit more than mine. But do you suppose Doc. Anderson would make an appointment to trade at a certain time and then wait fifteen minutes for me to tend to him? We've been so long in the habit of waiting on him that we do it whether we have to or not.

The nearer I can come to training my customers to even up their trade during the day and during the week, the nearer I come to saving \$1,200 a year in clerk hire. And that's largely habit.

There's no reason whatever for most of the Saturday night trade except habit. Three-quarters of it could be done any other time in the week, so far as I can see. And I am pretty sure I am right, because I have switched at least half of our old Saturday trade into other days of the week. For instance, there are about fifty farmers come to the creamery every day. Long after they took up coming to town daily they were still concentrating their buying on Saturday night. Well, little by little, I coaxed them into buying other days. I would announce in the weekly paper which they all got Saturday and read Sunday that I had a shipment of so and so coming which was promised me for Tuesday—I always made sure the promise would be kept by having the goods in the store before I put in the advertisement—and I described the goods and named a price that was intended to be attractive. It might be dry goods or utensils or

hardware. But it was always something that would take, and whenever possible I picked something that people were wanting. Remember the time mercerized cotton first came in? We really hadn't been able to get enough and every woman had to have at least one shirt waist or be dead. I tried that out for a Tuesday, and although that was before the farmers thought of buying any day but Saturday, I had fifty farmers' wives and daughters in my store that day. Another time, when every store ran out of fruit jars in canning season, I fetched in nearly every woman within ten miles on a Wednesday. I don't say Wednesday only or Tuesday only—I open them on that day and either announce a limited quantity or depend on the women being afraid they won't last.

You can't do that every week. I don't try to. If a fellow had every week some one thing that every woman wanted and must have, keeping store would be a snap. But when I do get hold of something like that, I make the most of it for spreading trade through the week.

Sometimes I use a mail list on an item of that sort. Send out the letters say on Tuesday, saying the goods are here, the percales or the fireless cookers for 98 cents or a lot of fly nets—that was another killer—every store in town ran out of fly nets and my rush order got in first. If I send that out Tuesday I will get a good return on it Wednesday and Thursday from the farm trade.

You could talk to a man every day for ten years about the advantage of distributing his buying through the week, and when it came Saturday he would hitch up and drive to town, and it would never occur to him to do his buying any other day. If you proposed to a woman to go shopping on Monday, she would say, "Why, that's my wash day," and that would settle it. But when you dangle something they want before them, they won't stop to think what else they wanted to do, they will go after it. And now the farmers round Buffalo Hump will buy on Wednesday and Thursday almost as readily as they do Saturday.

Parcel post helps to distribute trade, too. If a woman asks for something that isn't in stock I always make a memorandum of it, and when it arrives I send her a personal note telling her I have it. If she hasn't bought it in the meantime that almost always makes a sale and often by post.

I sell a good many orders to the country trade over the telephone. If

I ever find the right clerk I'm going to keep one busy all day calling people on the telephone. But I've found it takes a peculiar combination in a clerk to do it. In town, of course, we use it constantly.

The telephone helps distribute trade. It takes less time to book an order than it does to book it and bill it and bundle it. The telephone orders can be got out by a bundle clerk and save a lot of time that would be idle.

Distributing business through the day is another problem. The superintendent of the electric light company is fond of talking about the peak of the load. Well, we have the peak of the load in our store, too. If any of you fellows have that problem solved I wish you would let me know. I find a demonstration sometimes gets people out at an unusual hour. A very special bargain at an hour named will sometimes do it. But that hardly establishes a habit. The best help I have is the delivery system. I make my deliveries as regularly as possible, and I let my customers know the schedule so far as I can. The folks on the hill know they have to get their orders in before 9:30 for the morning delivery. The folks over the bridge know they have to get their orders in by 10. The same in the afternoon. As the tendency is to wait as long as possible before ordering, I manage to keep the force pretty busy during the hour which used to be the hard time of the day to fill.

I think they all have the same trouble. Last time I was in the city I went into one of the big stores in the middle of the forenoon and there were fifty clerks and not more than six customers in the store. If I had fifty clerks dawdling around half the forenoon, I believe I'd go crazy. That's one advantage I have over the city store. When I strike a dull time I can have Rob wash windows and Ed Rivers sort stock and Tom Miles do a few window cards—he's a good dabster at that—or keep them all busy getting out circulars and that sort of thing; but the clerks in the city store can't do anything but wait on customers. Sometimes I think they don't do that any too well.

That's habit too, the habit of keeping busy. What with training my customers to come along in squads instead of one big rush, and training my clerks to keep busy instead of loafing half the time, I have a fairly busy habit myself.

But I do envy Doc Anderson. His customers come when he says and wait until he gets good and ready. If necessary, he chloroforms them after he gets them in his chair. No wonder the dentists make money.

John S. Pardee.

Taking No Chances.

Tracy had received many invitation from Mr. Sweet to run down to the country for a few days, and finally availed himself of the privilege. After dinner the two men were sitting on the veranda smoking and talking.

"Your wife is a brilliantly hand-

some woman, Sweet," said Mr. Tracy, enthusiastically. "I should think you'd be jealous of her."

"Well, you see, Tracy," said the host, "I am, but I never invite anyone down here that any sane woman would take a fancy to."

Tracy is thinking yet.

In the District Court of the United States for the Western District of Michigan—Southern Division.

In the matter of Edward J. Carroll, bankrupt:

Notice is hereby given that in accordance with the order of this Court, I shall sell at public auction, to the highest bidder, on Friday, September 5th, 1913, at 2:30 o'clock p. m., at the store formerly occupied by the bankrupt at Manton, Wexford County, Michigan, the assets of said bankrupt. Said assets are inventoried at cost price as follows: Groceries, \$564.99; rubbers, \$75.32; dry goods and notions, \$1,538.09; shoes, \$1,160.74. Total \$3,339.14; also furniture and fixtures. An itemized inventory may be seen at the office of the undersigned referee at Cadillac, Michigan; at the office of Hilding & Hilding, 307-8 Fourth National Bank Building, Grand Rapids, Michigan, and at the office of the Hon. Kirk E. Wicks, Referee in Bankruptcy, 212 Houseman Building, Grand Rapids, Michigan.

Said sale will be for cash, subject to the approval of the Court, and notice is hereby given that if an adequate bid is obtained, said sale will be approved within five days thereafter, unless cause to the contrary be shown.

John F. Berner, Trustee.
Hilding & Hilding, Grand Rapids, Michigan. Attorneys for Trustee.

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

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

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Henry Smith
FLORIST
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GRAND RAPIDS, MICH.

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

TO REACH YOUR PATRONS AND FRIENDS
USE A MICHIGAN STATE TELEPHONE



F1469—Body 8¼x16½, wheels 6 and 8, ½ doz. crate, 30 lbs. Doz. *4.00

The Best Buy in America

Here are prices on "Marathon" steel wagons that similar goods elsewhere cannot match, even in larger quantities.

These prices are absolutely bed-rock for goods of this character and are not duplicated on the American market to-day.

"Marathon" Brand Steel Express Wagons

Heavy steel sides, corrugated band, extra heavy steel braces and bolsters attached to body by bolts (not screws), improved 5th wheel, heavy iron axles, extra heavy enameled wheels, body painted bright red, gilt name and stripe, inside green, varnished inside and out. Nos. F1463 to F1468 have extra braces attached to body and rear axle. All have patent handles that will not fall to ground.

The following put up in 1-6 doz. crate:

BODY	WHEELS		
F1460—9x18	6 and 9	12 lbs....Doz.	*5.40
F1461—10x20	7 and 10	14 lbs....Doz.	*6.10
F1462—11x22	8 and 11	17 lbs....Doz.	*6.75
F1463—12x24	8 and 12	22 lbs....Doz.	*8.35
F1464—13x26	10 and 13	26 lbs....Doz.	*10.00
F1465—14x28	11 and 14	32 lbs....Doz.	*11.25
F1466—15x30	12 and 15	36 lbs....Doz.	*12.40
F1467—16x32	13 and 16	40 lbs....Doz.	*14.25
F1468—18x36	14 and 18	35 lbs... Doz.	*21.25

Study the cut, the descriptions and prices, and see for yourself that the merchandise is every bit as attractive as the price.

The line is made exclusively for Butler Brothers and possesses many features seldom seen in other lines.

Prices good for September only.

Please mention this magazine in replying.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

SAMPLE
HOUSES }

Cincinnati
Omaha

Cleveland
Portland

Kansas City
Philadelphia

Milwaukee
Seattle



Status of the Principal Dry Goods Staples.

The markets as a whole are active principally upon novelties of many descriptions. On cotton goods the volume of orders placed on crepes and ratines is out of proportion to the possible producing capacity and buyers are very certain to find that deliveries will be slow. The percentage of twisting machinery installed and on which reliance may be placed for prompt merchandise delivery is very small, and the agents of mills represented direct are using great care in not accepting business they cannot possibly complete. Other factors are accepting business and anticipating that mills will be able to make the deliveries as quickly as if regular goods were being ordered. The business on staples or semi-fancies is being minimized by buyers, and they are going to have difficulty in getting clothes as they need them later on.

In dress goods circles, it has been found that novelty goods are the best sellers for fall. Poplins, eponge, velours and other fabrics of the same general character are being duplicated steadily. Fancy woollens in coatings and dress fabrics are being purchased for spot and nearby delivery. The limited production of these goods is finally forcing buyers to go to serges and other cloths, and this will prove true in cottons, and in other fabric lines where novelties and specialties are the active sellers for the moment and these supplies are necessarily limited.

Silks.

With the silk strike nearing the end, the opinion was expressed by several manufacturers that all mills will soon be working at fullest capacity and the market by about October 1 will be back to the old condition of an excess of merchandise in certain goods. At present there is unquestionably a scarcity in many silks of a desirable nature. The looms that can turn out crepes are provided with orders that will keep them active for a number of months.

Likewise in charmeuse manufacturers who have anticipated the demand are holding off for better prices, indicating that they believe the market is short. Even in the large selling staples, messalines, there is evidence of a shortage of cheaper numbers in desirable colors since better prices have been obtainable.

Even admitting these conditions, members of the trade who are viewing the future from all standpoints are inclined to think that the great producing ability of American mills will soon catch up with the scarcity

when operating at full capacity. It is admitted that so far as fashion goes in the choice of fabrics, that silks have the first call and with undisturbed business and financial condition this coming fall an exceptional trade can be expected.

At present buyers in the market are operating liberally in certain silks and are finding a scarcity in some goods. The cutting up trade also has been taking silks in a more confident way, though leaving much to be desired yet.

Ribbons.

Continued interest is being shown in velvet ribbons, importing houses receiving large orders for next spring's delivery in standard sizes such as 9s, 12s, 16s, and 22s. Domestic manufacturers also are doing a large business in velvets, one large house stating yesterday that in its seconds it was getting a price considerably over the old price of firsts.

The trade at large is watching with interest the fashion trend toward sashes and are rapidly becoming convinced that there is something to it. Goods in wide widths of handsome weave and colorings such as brocaded velvets on satin grounds with print figures are being imported in quite an extensive way for the sash trade. These ribbons sell at \$2 a piece and some at \$2.75 a yard.

Plain ribbons in satin and moires are in demand and manufacturers, on account of the strike, are unable to take care of buyers' needs.

Ginghams.

For a considerable time past the trade has been told that gingham mills of National reputation were diverting their looms to the production of cloths of novel and fancy construction not quite in line with the box-loom effects in the ordinary dress gingham. In spite of the words of preparation which have thus been spoken it is doubtful if any single buyer in the country who has not seen these new goods is prepared for the surprise that awaits him. Products of many of the mills have always been distinctive in quality and while novelties have been introduced from time to time the progress along definite lines has been so steady that comment has not been attracted.

The development of ratine, eponge, crepes, cringles, and other rough faced specialties has offered an opportunity for these well organized manufacturing plants to bring forward in volume, in yarn dyed fabrics, a character of product that would be handled in any other group of plants in this country constructed originally for the manufacture of the staple and

Ha-Ka-Rac

The Standard Line of Gloves and Mittens which you will want to see before you buy.

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.

SPECIAL NOTICE

All best brands of

CALICOES

Reduced to 5 cents, others 4 to 4¾ cents.

We have a good complete stock. Order now.

PAUL STEKETEE & SONS

Wholesale Dry Goods

GRAND RAPIDS, MICHIGAN

Our Fall Lines

In Men's Wear are now complete and we are showing the Largest Assortment in our history of

Men's Flannel Shirts from \$4.50 to \$24.00 per doz.

Boys' Flannel Shirts from 4.00 to 8.00 per doz.

Men's Dress Shirts from 4.50 to 16.00 per doz.

Boys' Dress Shirts 4.25 per doz.

Men's and Boys' Neckwear at \$2.15 and \$4.25 per doz.

Men's and Boys' Suspenders at all Prices.

We carry a full line of the

Celebrated Hallmark Shirts and

Slidewell Collars

always in stock.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

semi-staple American dress gingham.

The Lancaster ratine in 27 and 36 inch widths has all the good quality of the staple chambray in the warp, with all the smart effects that go with a well-made ratine yarn for the filling. The shades include everything ever offered in a plain chambray, while the bleached yarns give character and beauty to a cloth that has been of questionable serviceability when shown in some of the soft and imperfectly spun ratine yarns now on the market. The Lancaster ratine represents as good value as any cloth made, yet its finish is soft and its sheen is just what buyers look for in the modish fabrics of to-day.

The eponge ratine is a 27-inch cloth that is entirely new in construction. The superior colors in contrast with the bleached yarns make a cloth that is hard for any buyer to pass. The Bannockburn ratine is a combination crepe and ratine effect that is unlike anything now on the markets and buyers will find in it the acme of careful weaving and skilful American finishing. The Silver ratine is a ratine cluster stripe on chambray grounds and the finish of the yarns is so perfect that mercerization is suggested as the only means of securing the result that has been obtained.

A 32-inch cloth that is something different from anything yet seen in the markets is called a ratine crash and is offered in suiting effects in a wide range of patterns. The imitation of crash is excellent and it is questionable whether any linen crash in popular price ranges can compare with this fabric for beauty or service.

These things suggest a few of the novelties and they are going to have more than a transitory interest in the mercantile world because of the certainty that they will take the place of many cloths hitherto regarded as staple. All of the cloths are guaranteed for fast color, and the feature that will surprise most buyers is that many effects are shown in yarn dye weaves in this instance that are seldom looked for save in cloths that sell for 39 cents a yard or higher.

Dress Goods.

No prices have been named on corporation dress goods for the next spring season. As most of the jobbers have returned to their homes, mill agents do not see any reason for putting out their quotations, especially as there is not a sufficient amount of interest being manifested by secondary distributors to warrant any price announcements. A few of the jobbers have stated they were ready to operate whenever manufacturers were prepared to book their orders, but mill agents believe that the volume of business these buyers would place would scarcely repay them for making spring quotations.

Although all the dress goods corporations expect to open late, it will not surprise close observers if prices are made by some producers about the middle of this month. The prevalent opinion is that spring purchase will be restricted because of the uncertainty of prices. The jobbers will not be disposed to make extensive commitments even if prices are fig-

ured on a free wool basis, because after the turn of the year foreign manufacturers who need business may come over as they did when the Wilson bill was in force with all kinds of quotations. The doubts that surround the future may be taken as precluding speculative buying. Under these circumstances domestic mill agents consider it reasonable to presume that the jobbers and other large purchasers will proceed very cautiously.

Domestic manufacturers will have sample cards ready for the jobbers practically as soon as their lines are opened so that second hands will not be hampered when they start out in search of spring orders. On dress goods made of foreign wools or of blends of foreign and domestic wool manufacturers figure their costs on a free wool basis. If the duty on wool is not abolished until December 1 the mills will not be able to make deliveries at the lower prices until after the turn of the year.

Advices from the West state that the business placed on foreign dress goods for next spring is comparatively small, because the jobbers want to know what the domestic factors are going to do before entering into contracts on goods made abroad.

Some of the producers of cheap dress goods report a good re-order business on certain kinds of fabrics, and that it is difficult to procure the sort of merchandise wanted for early delivery. Desirable cheap dress goods are not in abundant supply, and it is stated that buyers are willing to pay advances in order to procure early shipments. Crepes were advanced 5 cents a yard recently and the demand, according to selling agents, has not shrunk because of the higher price. The call for additional supplies of low and medium priced fall goods from the jobbers and the cutters can be best described as spasmodic. One day the orders are good, while the next day the total bookings are only fair. It is plain that buyers are not inclined to buy any more than they can sell readily.

Ice Cream by Mail.

A Nyack, N. Y., ice cream man is shipping ice cream by parcel post. He has devised a special package for the purpose. It is a box made of cork slab protected on the outside and holds a quart of ice cream. The box weighs four pounds and the can of cream two pounds, making six pounds in all. The manufacturer expects to deliver ice cream to other patrons by the same method of preservation thus doing away with the large bucket or tubs packed with ice. This invention was thought out by the manufacturer long before the parcel post service went into effect, and it was designed to deliver cream anywhere without the inconvenience of packed ice. The ice cream will keep perfectly for five hours in this package.

If you can not originate good business-getting ideas, you can perhaps originate new methods of handling the good ideas that other merchants have originated.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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

A. T. KNOWLSON COMPANY

Wholesale Gas and Electric
Supplies

99-103 Congress St. East, Detroit
Telephone, Main 5846
Catalogue or quotations on request

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

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

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

LAMSON



Since 1879

Lamson Carriers have met every demand of advancing requirements of modern store service until to-day they are found indispensable in more than Eighty Thousand American Stores, ranging from the three-clerk shop all up the line, to the world's most celebrated and palatial establishments, from Dawson to Mexico City, from New York to Manila.

Ask Your Neighbor

Wire, Cable, Tube and Belt Carriers.

THE LAMSON COMPANY
BOSTON, U. S. A.

SERVICE

Summertime Is Tea Time

Nothing so Refreshing, Invigorating and
Bloodcooling as Delicious Iced Tea.

We recommend our

PEERLESS



ICE TEA BLEND

As the acme of perfection. Scientifically blended specially for Iced Tea, from the choicest growths of Ceylon and India. Put up in handsome 10 lb. caddies.

THE TEA HOUSE

JUDSON GROCER COMPANY
The Pure Foods House Grand Rapids, Mich.



New Science of Shoe Retailing—Display Cases.

Written for the Tradesman.

Too much stress cannot be laid upon display as a want-creator for articles in the retail shoe merchant's line. It is not putting it too strongly to say that the show window is the shoe merchant's first bid for public favor; and the display cases on the interior are modern accessories for following up tentative impressions and crystallizing them into actual sales. The shoe dealer who takes his function seriously and honestly strives to master the laws and principles of successful merchandising will give a lot of time and thought to shoes, findings, shoe ornaments, and all subsidiary stock; and the more thoroughly he goes into the subject the more evident it will become to him that it pays to display the goods he wants to sell.

It would be an interesting thing to study the growth and development of display as applied to shoes, showing how our pioneer merchandisers began in a very unpretentious manner to exhibit in their quaint, old-fashioned windows a few pairs of boots and shoes. And if the text of such a treatise could be adequately illustrated by typical windows showing the several important stages in the progress of display down to the present, the work would not be without a considerable historic value to those who care for such things. But this series of articles must confine itself to practical matters.

At first the display of shoes was limited to display windows, and often these windows were small, dingy and unattractive. Indeed the windows were in tone with the general appearance of the store front—which was far from adequate, as we now see it. But the idea gradually developed of a better arranged, more attractive looking store, and under the spell of this idea store fronts of all kinds began to undergo transformations at the hands of architects and builders—with the result that we have to-day the modern shoe store window. The height of the floor and the arrangement of the back of the window are intelligently decided upon so as to accentuate the good qualities of the merchandise to be displayed therein. Instead of painted floors and backs of the same material, the finest cabinet woods in rich finishes are used, with art glass and mirrors. Also artistic shelves and window fixtures are used instead of the crude window fixtures of other days. And much attention is being paid to the highly important matter of illumination—for the shoe window

that does the maximum of service is the window that attracts by night as well as by day.

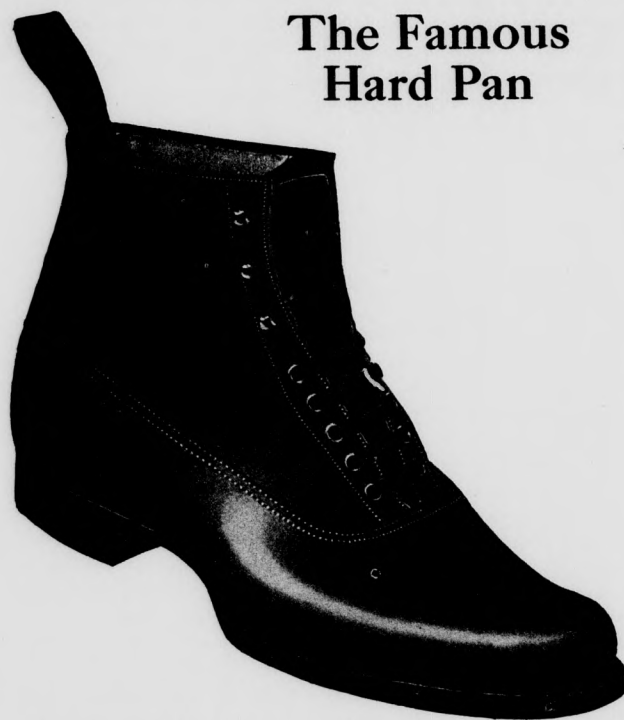
But the truly striking thing about this matter of display as elaborated by the shoe merchant lies in the fact that it did not stop with windows at the front of the store. It got into the store and worked its way back. It began with the findings case. And they were at first small and unpretentious enough. Now we have the island case—usually located outside of the main store room between the two windows—and many kinds and styles and sizes of interior cases wherein may be displayed a little of most anything and everything the store carries. There are wall cases and cabinets and sometimes there are long shimmering glass counters made up of large uniform units each of which is a complete display case, divided it may be made into suitable compartments and provided with glass shelves of different widths. So, when one nowadays goes into a typical shoe store of the metropolitan type, shoe store merchandise of all kinds is everywhere in evidence. Owing to the fact that most shoe dealers are not provided with facilities for displaying all lines of their merchandise—and if they were such immense displays might prove confusing to the average customer—it is best to display certain leathers and lasts, and certain types of shoes, as dress shoes, outing footwear (in season), slippers, novelties, and shoes for occasional or special wear; findings of all kinds; juvenile footwear of the more unusual types; hosiery and such other subsidiary lines as the store may carry.

The want-producing possibilities of an interior display are in direct ratio to the attractive qualities of the goods displayed. Therefore the wise dealer will exhibit the best, the most fetching and modish, out of all the lines he wishes to feature.

It is through the medium of interior displays that many latent wants are developed into actual demands for the goods. You know how this is in your own experience. You see in a show case in some store an article or device that is comparatively new to you. At the time you are not conscious of any particular desire for



The Famous Hard Pan



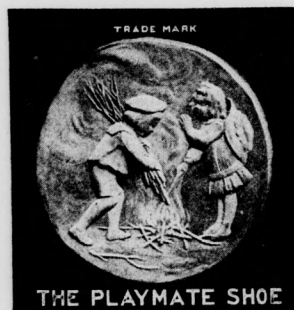
The name itself is enough, for during the many years this sturdy shoe for hard, every day use has been on the market, it has been a guarantee of quality, workmanship and good, hard service.

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

School Days Are Near at Hand

How is your stock of

School Shoes



No. 2315—Gun metal calf, button, welt.

“Playmate” Shoes for Misses and Children fit the foot, and please in comfort and service.

Let us send you samples of No. 2315.

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

it; but seeing it there awakens your curiosity or interest, which you betray either verbally or otherwise to the salesman, and he shows you the article or device, expatiates on its uses, merits etc., and you end up by buying it. The thing that sold you the article was good salesmanship, to be sure, but back of the salesmanship was good advertising in the matter of display. It was seeing the thing that first made you aware of its existence and interested in its uses. And this is the whole secret of the value of the interior display; it exhibits the goods you want to sell to the people who are likely to buy at a time they are most susceptible to buying impressions. It is advertising of a most intensive type. It pays big.

Cid McKay.

Distinction Between Shoe Salesman and Star "Peddler."

The personal appearance of the traveling salesman is a subject of a great deal of discussion and each man and each line demands certain qualities of dress, as well as brains.

A man with a high-grade line of shoes would look ridiculous were he to wear a "loud" suit of clothes and display a large amount of jewelry and wear freakish footwear. Richness of dress is the dress which displays the man and not the fabric. Therefore, clean linen and well-fitting clothes of modest patterns, clean shaved face and clean finger nails, together with a bright, healthy smile and absolute frankness of manner are sure to win against all other odds.

Display your line with intelligence and neatness and make it easy for the buyer to see clearly what your line contains. Many men unpack their trunk and stand their shoes side by side on the sample table and then consider that they are ready for the buyer.

But the successful salesman considers his buyer and his time and so displays his shoes according to the leathers, or lasts, or styles. He may place his patent leathers together, then gun metals, Russias, etc., or he may group them according to the lasts, arranging them in order from the lowest receding toes to the high broad toe last.

This method of displaying samples makes it easy for the buyer to see at a glance just what toes or just what leathers you are showing. This system saves the time and eliminates the usual confusion in the buyer's mind upon entering the sample room. He is looking for styles and general appearance and a clear display helps him as well as the salesman.

The present age is an age of trying to get what we want and this extends from the consumer back through to the buyer. Beyond doubt the present age is producing better shoes than our fathers and grandfathers bought, both in workmanship and quality.

To realize this, you must look back to the time when leather boots, made by a poor, old, tired cobbler, were sold from \$8 to \$16 and up, per pair, and then had to be broken in and filed in the inner sole to smooth the pegs or rough stitches. To-day we have our

superior and ever improving machinery for workmanship and (comparing grades) better leather, made by superior tanning processes. The man who formerly paid \$16 for his boots is well and comfortably fitted to-day in shoes retailing at from \$5 to \$8.

It is a great error of many salesmen to-day to talk too much about what prices their line represents. Why not talk to our buyers as we would our real friends? Why not tell them that our shoes are made of the best leathers procurable, and that the inside of the shoe is of the best materials used for the purpose? Why not insist upon the buyer getting what his trade wishes in quality, and not in price?

Why do we all try to beat the other man's price, rather than make the best quality shoe and charge the right price?

Everybody likes to feel that their best interest is being looked after by their merchant, the dealer from whom they purchase their clothes, shoes, etc. No consumer can be posted on the quality of everything he buys and so he must rely upon his retail dealer. The dealer must in turn rely upon the salesman. Why should the dealer advertise shoes at a certain price rather than shoes of a certain quality and invite the people to the store to see his display? People to-day are purchasing better grades of shoes than ever before. They know that low-priced shoes are not cheap or economical. There should be more stress put upon quality and people so convinced would make a mighty army against the so-called "Sample Shoe Store."

It has been said many times that a salesman is one who sells a man what he does not want. That is not true. Such a policy will overload and disgust the best dispositioned dealer. Make a man want what you have and he is pleased to buy it and price does not stop him. When you do this you have a satisfied and interested customer, and a real and surely true friend. When this plan is used the shoe salesman becomes a true representative and is no longer a "peddler." —Shoe Retailer.

Fussy Customers.

The fussy, particular customer is avoided by some clerks in every store.

But very well-conducted business wants the trade of fussy, particular people as well as the trade of others.

Some of the best customers which many stores have are of this kind.

Although hard to please, it frequently happens that the fussy, particular class of people buy the best goods and are the best pay. These same fussy, particular people, have friends, and what they say about the store and about you counts just as much as the opinion of others. It requires much patience to please some customers of this kind, but it pays.

The trick in handling a fussy customer is to keep from letting her know that you know she's fussy. Many young sales clerks betray themselves here because of inexperience. Just remember that it takes little tact to deal with a pleasant person who seldom asks a price or who never

shops around, but it takes thoughtfulness to meet and agreeably serve all comers. Give the fussy woman her own way. Agree with her. Sympathize with her.

Any man can get mad and quit his job, but it takes the right kind of a man to get mad and stick to it and do better.

Her Tongue.

Doctor Grabbe had almost succeeded in dismissing Mrs. Gassoway, when she stopped in the doorway, exclaiming:

"Why, doctor, you didn't look to see if my tongue was coated!"

"I know it isn't," said the doctor wearily. "You never find grass on a race track."

The WONDERFUL Shoe for Men



Up-to-the Minute
Snappy Shoes for
Men Who Know
—
Tans or Blacks
—
Goodyear Welts

This shoe is No. 114 at \$3.00

The Tan is No. 133 at \$3.00

Less 10% in 10 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Tradewinners 1913

Built for Service Wear Like Iron

In Stock
Ready for
Shipment

Mail Orders
Solicited and
Promptly
Attended to



No. 979—Men's Gun Metal Calf. Button, Goodyear Welt, ½ Double Sole, up-to-date, perfect fitting last . . . Price **\$2.35**
No. 960—As above. Blucher Price **\$2.35**

HEROLD-BERTSCH SHOE CO. Mfrs. of Serviceable Footwear
Grand Rapids, Michigan

FROM FATHER TO SON.

Transition in Management of Pioneer Shoe House.

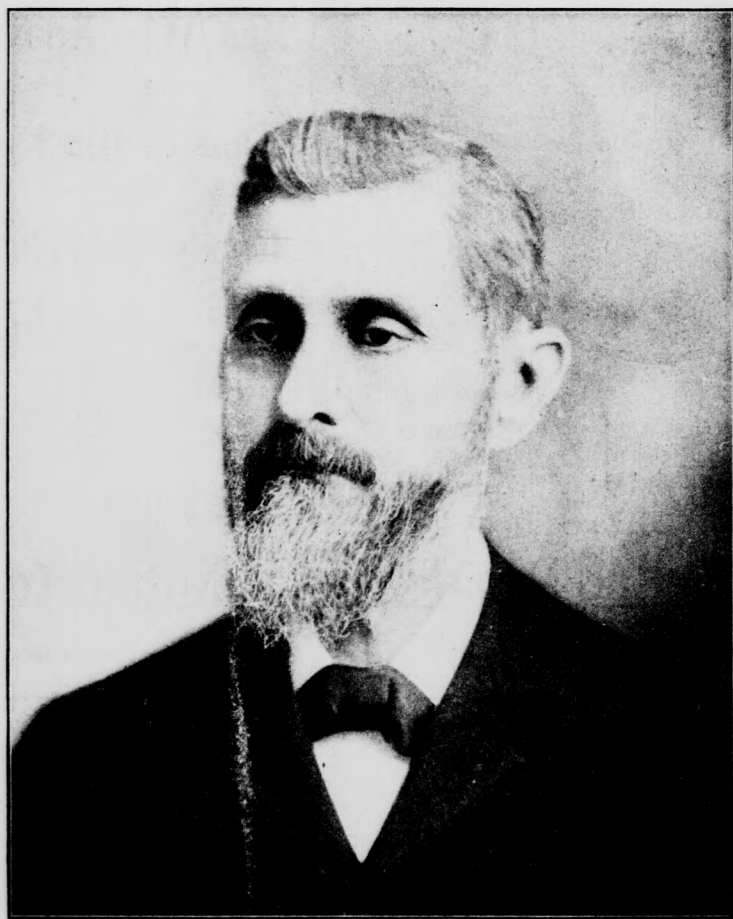
For many years the shoe manufacturing and jobbing establishment of Rindge, Kalmbach, Logie & Co. was a copartnership, each partner owning one-quarter interest in the business. Some years ago the institution was merged into a copartnership association limited under the style of the Rindge, Kalmbach, Logie Co., Ltd. The death of Mr. Logie last fall and the death of Mr. Rindge this spring has necessitated some changes in the management of the business and this has been accomplished by the merging of the business into a corporation under the style of the Rindge, Kalmbach, Logie Co. The new corporation has a capital stock of \$450,000, of which \$200,000 is preferred and \$250,000 common. The preferred

Secretary—Wm. Logie,
Treasurer—Henry Krekel.

The interest of the late Mr. Rindge, which was a one-quarter interest in the business, was willed one-half to his son and one-half to his daughter. The company has purchased Mrs. Heald's stock, so that the Heald family will have no voice in the management of the institution.

The building in which the factory and jobbing house is located is not owned by the corporation, but is owned by Mr. Kalmbach, Mr. Krekel, the estate of Wm. Logie, H. C. Rindge and Mrs. Anna R. Heald.

The change in officers marks the handing down of business from fathers to sons and, under the circumstances, the new corporation will be really a continuation of the old copartnership association limited, because the young men who are now in active control of the business will



John George Kalmbach, President.

stock will be held altogether by the incorporators, as it really represents the money they have been loaning the institution in the past. The common stock is divided among eight stockholders, as follows: J. G. Kalmbach, J. G. Kalmbach, trustee, Estate of Wm. Logie, Frederick Krekel, Henry G. Krekel, H. C. Rindge, Jr., Geo. W. Kalmbach, Wm. G. Logie.

At a meeting of the stockholders, held one day last week, five directors were elected as follows: J. G. Kalmbach, H. C. Rindge, Wm. Logie, Henry Krekel and George Kalmbach.

At a subsequent meeting of the directors the following officers were elected:

President—J. G. Kalmbach,
Vice-President—H. C. Rindge,

naturally follow in the footsteps of their fathers to a considerable extent. Mr. Kalmbach will not give the business active attention, although he will undertake to visit the office once a day. Harry C. Rindge will look after the credit department, taking up the work where his father left off and carrying it forward to successful conclusion. Wm. Logie will manage the buying department, assisted by Geo. Kalmbach. The new men at the helm feel that they possess the good will of the community and the customers the house has served so well and faithfully for so many years and it goes without saying that the best wishes of the trade will be with the young men in the efforts they are making to maintain and perpetuate the good name so long enjoyed by



H. C. Rindge, Vice-President.

their fathers and the good reputation the house has enjoyed in consequence.

The new men at the helm are not unfamiliar with the business and the duties now devolving upon them. They have been carefully trained by their fathers for the positions they are now called upon to fill, so they undertake their new duties with a

comprehensive knowledge of the business which will serve them to useful purpose in the life work they have undertaken.

When you take on a green clerk, see that you don't expect too much of him. Remember how you once felt when in the same position.



Wm. Logie, Secretary.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, August 19.—In the matter of Jacob J. Shtucko, bankrupt, Detroit. Hearing on sale of real estate. There being no objection and all parties present consenting thereto, order made authorizing the trustee to execute a deed of all the right, title and interest of bankrupt in and to the several pieces of property scheduled. In this matter, the trustee has now filed his final account showing the sum of \$150 on hand and a final meeting of creditors will be called within the next ten days or two weeks to close this estate. The dividends, if any, to creditors will be small.

In the matter of Roy E. Jubb, bankrupt, Howell. Final meeting of creditors held. Estate ordered closed, the trustee discharged and his bond cancelled.

In the matter of Jerome Probst, bankrupt, Detroit. First meeting of creditors held. The bankrupt was sworn and examined by Referee Joslyn. Samuel B. Standish appointed trustee, with bond fixed at \$50. Case continued to Sept. 16.

In the matter of John Kaeding, bankrupt, Detroit. First meeting of creditors held. Campbell and Dewey appeared for bankrupt. Bankrupt sworn and examined by Referee Joslyn. Ordered that no trustee be appointed and no further meetings of creditors held.

In the matter of Fred R. Miles, bankrupt, Detroit. First meeting of creditors held. John J. Zimmer appeared for bankrupt. Bankrupt sworn and examined by Referee Joslyn and by Mr. Foster, of Lansing, who appeared for creditors. Harry A. Silsbee, Lansing, appointed trustee. His bond was fixed at \$100. Order made that bankrupt file amended schedule B-1, showing any real estate in which he may be interested and particularly the date of deed of the two lots in Lansing at the time when his wife died and the date as near as may be when the deed was changed. Also the date when deed was recorded; that he also schedule his interest in a certain land contract for purchase of a house and lot in the city of Lansing giving date of original contract and date when, if at all, that contract was changed and whether or not that contract has been recorded. Case continued to Sept. 2. The trustee has filed his acceptance of his trust and his bond duly approved by the referee.

August 22.—In the matter of Gerhardt Rehn, bankrupt, Adrian. First meeting of creditors held by Referee Joslyn at Monroe. Irving Knapp, being sworn,

said that he had just notified the bankrupt, who was across the street, that the referee had directed him to appear at the meeting and that the bankrupt had refused to appear and attend unless a Mr. Kiley, an attorney (not bankrupt's attorney), came with him. The bankrupt appeared with John J. Kiley acting as his attorney. J. Golden Zabel was elected trustee, with bond of \$1,000. The following appraisers were appointed: Frank Rice, James Alban and Eaton Burkitt. Adjourned to Sept. 16.

August 23.—In the matter of the petition of Charles C. Schoen and Otto J. Baisch, copartners as Schoen & Baisch, dealers in men's furnishing goods at Adrian, voluntary petition and schedules filed with the District Clerk and, in the absence of the Judge, duly referred to Referee Joslyn for his action thereon. An order adjudicating the said petitioners bankrupts has been made and Charles L. Robertson, of Adrian, appointed custodian to take possession of their assets and hold same pending the election of a trustee. The custodian is also directed to proceed to take an inventory and cause an appraisal to be made as soon as possible. The bankrupts schedule no secured or priority partnership debts. The following unsecured creditors are listed:

Swiss American Knitting Mills,	
Grand Rapids	\$ 93.08
E. E. Francis & Co., N. Y. City	9.00
Shaler Umbrella Co., Waupun, Wis.	1.92
Berliner Strauss & Meyer, N. Y.	75.00
Frank Schoble & Co., Phila.	144.00
The Dolphin Hosiery Co., Toledo	63.03
Delpark, Inc., N. Y. City	40.00
Townsend Grace Co., Baltimore	338.00
The Ornstein & Rice Co., Cincinnati	180.69
H. Brillling & Co., Detroit	33.62
The Emerson Cap Co., Toledo ..	64.90
Meyer Hess & Co., Chicago	35.00
Crowley Bros., Detroit	31.10
Cincinnati Garter Co., Cincinnati	24.00
L. T. Lochner, Adrian	136.52
Paris Belt & Novelty Co., Chicago	16.50
The Lenahan Barry Co., Rochester	72.82
The Baird Untied Co., Bethel, Conn.	334.00
Aaron Sands, Cleveland	48.92
Hull Bros. Umbrella Co., Toledo	18.00
Newton & Co., Homer, N. Y.	30.13
Phoenix Knitting Works, Milwaukee	6.29
Elite Glove Co., Gloversville	37.43
Buffalo Trunk Mfg. Co., Buffalo ..	93.65
Chicago Rubber Co., Chicago	7.50
George P. Ide & Co., Chicago	718.37
Charles L. Robertson, Adrian	1,350.00
Cleveland Knit. Mills, Cleveland	114.54
Feldstein Bros. & Co., N. Y. City	75.00
Total	\$4,243.01

The partnership assets are shown as:
Cash on hand

Stock in trade and fixtures 3,000.00
Debts due on open account 791.58
Paid to attorneys in this proceedings 50.00

Bankrupts each claim \$250 as exempt.
No meeting of creditors has as yet been called.

In the matter of Jacob F. Meier Co., bankrupt, Detroit. The final distribution sheet has been made up and forwarded to the trustee to issue checks thereon. The total claims filed and allowed were \$835.43 secured and \$17,004.05 unsecured. The total assets realized from the property aggregated the sum of \$13,441.92, which has been or will be disbursed as follows: Dividends to unsecured creditors \$10,936.80; dividends to secured and priority claimants, \$835.43; deposit fees, \$30; commissions and other compensation of referee, receiver and trustee, \$104.14; attorney's fees \$250; all other expenses,

\$985.55. Upon payment of the final dividends the estate will be closed, the trustee discharged and his bond cancelled.

In the matter of Jesse D. Patterson, conducting a jewelry business as R. S. & J. D. Patterson, bankrupt, Port Huron. In this case, the final distribution sheet has been prepared and forwarded to the trustee, James A. Muir, Port Huron, to issue checks thereon. The total claims filed and allowed in this estate amounted to secured claims, \$216.03, and unsecured claims, \$38,376.63. The total assets realized amounted to \$12,148.39, which will be disbursed as follows: Dividends to unsecured creditors \$8,323.24; dividends to priority claimants, \$216.03; commissions and other compensation of referee, receiver and trustee, \$489.20; deposit fees, \$30; attorney fees, \$1,140; all other expenses, \$1,949.92.

ONLY TWO WEEKS MORE

RAMONA

L. J. DeLamarter, Park Manager

A Remarkably Good Bill of Vaudeville

ALL WEEK, STARTING MONDAY, MATINEE, AUGUST 25

THE BLANK FAMILY

European Juggling Novelty

BOUDINI BROTHERS

Accordionists

HYMAN MEYER

The Man at the Piano

HOWARD AND LAWRENCE

In their Comedy Sketch the "Cigar Girl"

3 O'CONNOR SISTERS

Singing and Dancing

Hanlon, Dean & Hanlon

Comedy Equilibrists

THE DE DOIS CIRCUS

Monkeys, Dogs, Ponies, Burrows

Matinees at 3:00, 10c, 20c

Evenings at 8:30, 10c, 25c, 35c, 50c

Down town seat sale at PECK'S Drug Store

A show that the children will enjoy. Bring them out some afternoon this week and let them see these remarkable TRAINED ANIMALS.

MICHIGAN'S BEST

The West Michigan State Fair

AT GRAND RAPIDS

SEPTEMBER 1-2-3-4-5

Open Day and Evening
Splendid Fire Works Display
Pain's Battle of the Clouds

Grounds, Buildings and
Exhibits Brilliantly
Illuminated

Best of Racing Programs

Fastest Race Track in the Country

New Management

New Grandstand

New Features



Real Salesmanship Better Than Order-Taking.

Written for the Tradesman.

Merchants engaged in the crockery and glass trade suffer, as do dealers in other lines, from the inefficiency of salesmen—those salesmen who, far from helping to dispose of the goods, leave the goods to practically sell themselves. This lack of initiative is, in most cases, due, not to inability to sell, but to a misconception of what real salesmanship is.

"I had an experience of that sort a few years ago," states one merchant. "For a number of years I had been selling china in colored designs—flowers and wreaths and ferns and roses had comprised, with slight variations, our stock in trade. Just then a new line came in—a plain, gilt and white line of goods, very pleasant to the eye. It 'took' tremendously with our customers—took so well, in fact, that whenever we showed it, there was no more chance left for the colored stuff. The result was that I found myself loaded with a lot of flower-and-fern china that stayed on the shelves, rapidly eating up so much in interest and breakages and storage charges that it looked as though the ultimate profits would soon vanish. And, at that, so slowly did it move that I was afraid that instead of ultimate profits, however narrow, I might have to face a dead loss.

"The only remedy was to push the stuff and push it hard. I told the clerks to push it—to shove the gold lined goods back where they wouldn't attract the customer's notice and when there was a call for china, to talk up the colored line first. Yet, in nine cases out of ten, the advent of a china customer would be followed by the clerk declaring, 'We've just the thing you want, Mrs. Blank,'—and then trotting out the gilt stuff right away, without the slightest effort to sell the goods that I was anxious to see sold.

"The gilt stuff sold, of course. The clerk saved time. But I was running the risk of ultimate loss on a big stock of colored china that ought to have been cleared out."

The clerk who sells in this fashion thinks she has made a sale. Really, the sale could have been made just as quickly by the china itself with a price tag attached. The clerk merely served as an order-taker, and an order-taker is thousands of miles removed from a salesman.

The true salesman or saleswoman isn't content to follow the line of least resistance. Of course, it's the salesman's business to give the customer what she wants. But in this instance the average customer didn't

start buying with any particular prejudice. The difficulty was that the clerk, knowing which line sold the most readily, brought forward that line first—when she would have done better by the store had she brought forward the lines that were hard to sell, holding in reserve the easy selling goods to be brought to the front only as a last alternative.

Suggestion is useful in pushing out the goods that are apt to lag upon the shelves. Suggestion is also excellent in introducing new lines to the customer's notice. Furthermore, it helps to hold sales where the goods first asked for do not prove up to the customer's expectations.

Many gentlemen visit the china shops in search of birthday presents for lady friends. The average customer has in mind one or two articles—possibly a jardineire, or a fancy cup. The ordinary clerk is content to show just these things. If they do not fully satisfy the customer the latter says, "Oh, I guess I won't buy anything to-day"—and goes elsewhere.

The wide-awake clerk, when it becomes evident that the articles originally asked for don't suit, isn't satisfied to let the customer go. Instead, she will suggest other things. The china stock is very comprehensive when it comes to suggestions for birthday presents—fancy china of all sorts, and bric-a-brac and glassware, including cut glass. The customer's idea of a suitable present is usually pretty hazy. Here is where the clerk, who is better posted regarding possibilities in china, can help the customer immensely in making a selection. The very trouble the clerk goes to in showing articles will in many cases prove the deciding factor in clinching a sale.

The same idea holds good all along the line. It takes but a minute to call the attention of a customer to the fact that a new lot of china is in, or that special bargains in fancy cups are being advertised for Saturday. You don't always make a sale as a direct result of such suggestions, but you do create the impression in the customer's mind that you are anxious to be of service—and that is a feeling which is all powerful in building up a reputation for your store. And, more than that, you are selling in the right way, and training yourself thoroughly in the habit of suggestion, which will in time entitle you to rank as a salesman of the first class.

William Edward Park.

The men who have the most curiosity to know all about everybody's else business generally have the least curiosity to know all about their own.

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

We carry the largest line of Tarred Felt in the State, No. 1, No. 2, No. 3, also Barrett Specification Felt, Threaded Felt, and Tarred Paper.

Foster, Stevens & Co. Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.

Stock up on Guns and Ammunition Be prepared for Hunting Season

We carry
Remington and U. M. C.
Fire Arms and Ammunition
Winchester
Fire Arms and Ammunition
Stevens' Guns

Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth

GRAND RAPIDS, MICH.

Use Tradesman Coupons

FOLLOWED THE GLEAM.

Farmer Found the Gleaner Propaganda Fallacious.

A farmer who was caught by the pretentious promises of the Gleaner exploiters and ate the bread of bitterness in consequence writes the Isabella County (Mt. Pleasant) Enterprise of his experience, as follows:

I am out of the elevator business and am just a plain farmer, and I'll be gosh darned if I ain't glad of it. I never felt so proud of Mother Earth in all my life as I have in the last few days.

On July 26, 1913, J. F. Rowlander, Jesse Childs and William Cook released me from all claims of every nature that I was on or might be holden for against the Farmers & Gleaners Elevator Co. or the Shepherd Elevator Co. on payment of \$200.00 to them.

And I want to say right here that these three men are the most honorable, upright and honest men I ever saw or had any deal with. In letting me out they were compelled to shoulder anywhere from \$800 to \$1,000 that they could have compelled me to pay. At this time it meant absolute ruin to me, and I will say, if God sees fit to let me prosper, I am going to pay them dollar for dollar.

Business men and people of Shepherd, lend them a helping hand; say a good word for them. Men of their caliber are a valuable asset to any town or community. You can't get too many of them.

It is thought by some that the directors of the Farmers & Gleaners Elevator Co. pocketed some of the company's money, but knowing them as I do, I can't comprehend how any man with common sense could think for one minute that they would stoop low enough to do that. No sir, they never had one dollar, no not one red cent of the company's money, but the company has had about \$6,000 of their money as it stands to-day.

Ever look at it in that way? No, I guess not, or you wouldn't be so anxious to talk.

One of the most singular things about it is that people who never had a cent in the venture can tell you all about it and holler as though they had lost a million.

After two years with the elevator I know more about that business than I did. But I am willing to admit I don't know a gol dashed thing about them air crooks (and turns) that go with the selling end of the business. The things I have found out—and it cost me \$1,250 to find out about the elevator business—you are entitled to know as eighty or ninety of you helped foot the bill.

1. I found that beans cannot be bought within 10 cents of Detroit market. We were told that. Do you remember? Of course you do. From 30 to 40 cents is close enough the way the crops have been handled the last two years. In good seasons they could be handled closer than that, but never on a 10 cent margin.

2. The Bean Dealers and Hay Dealers Association is an absolute necessity to elevators and I honestly

believe a benefit to the farmer. Don't think now I am hired to write this. I am trying to tell you what I have learned.

3. Don't think every elevator man is rich and has money to burn, just because every time you see him he is smoking a cigar. Nine times out of ten he is paying a good rate of interest on the money that bought that cigar.

4. I found the local elevator men, as a rule, are paying all they can for produce, and I find that we farmers put about as many over on them as they do on us. How many farmers are there around Shepherd who never put a few bags of damp grain in the bottom of his load and the dry bags on top and expect to sell the whole load from the sample? How many farmers never put little potatoes in the bottom of the crate and good ones on top? How many farmers never figured to get nice long timothy in the ends of every bale of hay? I tell you, these elevator men are corks and no mistake.

5. I found that your Board of Directors didn't know a thing about the elevator business, but Murphy did(?). We were compelled to take his judgment. You know the rest.

6. I found the elevator business similar to a poker game—always some excitement and a chance to lose money.

7. I found that we don't want to put too much dependence in these silver-tongued orators who tell us the world is our birthright and we ought to have it.

8. I found co-operation is all right, but not in the elevator business. If you must go in, don't go in with more than one partner and let that partner be you and yourself.

Don't think that everything that is printed is true, boys, whether black or blue, pink or white. Don't go too fast, for sure as blazes you cannot last.

Perry Thompson.

Vanity and Deceit.

The condition of deception is usually self conceit.

The lambs would not flock to the stock exchange, bleating to be fleeced, if they did not have the fool idea that they are sharper than the expert shearers.

The farmer who buys the gold brick imagines, by Heck, that he's pretty cute.

The swindlers are not so much to blame, after all, considering how their victims come pleading to be swindled.

If a man is genuinely honest with himself, refuses to pretend to understand more than he does understand, and does not wish to show off his cleverness, he will rarely be taken in.

That man is safest who knows his limitations. It is very difficult to get a modest person to make a fool of himself.

It is egotism that makes us ridiculous, and pride that snares our feet.

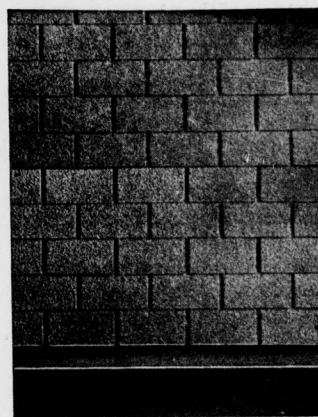
The door of self-contempt is self-conceit.

"Few men," says Lord Halifax, "would be deceived if their conceit of themselves did not help the skill of those who go about to deceive them."

Frank Crane.

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting
Fully Guaranteed

Beware of Imitations. Ask for Sample and Booklet.
Write us for Agency Proposition. Distributing Agents at

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And NEW YORK CITY

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

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

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

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



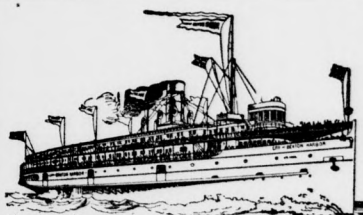
"Sun-Beam" Harness
ARE MADE TO WEAR

Sun-Beam Harness are cut from carefully selected stock, and are guaranteed to give the best of satisfaction.

We have just gotten up several new numbers and feel sure that it will pay you to consider the matter. Send to-day for catalogue No. 8.

Brown & Sehler Co.

Home of "Sun-Beam" Goods Grand Rapids, Mich.

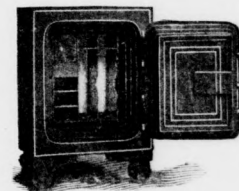


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BOATS**

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Every Night

Safes That Are Safe



SIMPLY ASK US

"Why do your safes save their contents where others fail?"

SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building



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News of the Grand Rapids Boys.

Grand Rapids, Aug. 25—The U. C. T. picnic was held at Manhattan Beach last Saturday. The attendance ran well up in the hundreds. Everybody brought baskets filled with plenty of good things to eat. At 1:30 p. m. the feast began. After dinner the programme of races was called. The following won prizes:

Little girls' race—Geneva Fisher, first; Ruth May, second.

Little boys' race—Jay Kingsbury, first; Wm. Cook, second.

Ladies' race—Miss Helen Fox, first; Mrs. Elwanger, second.

Fat ladies' race—Mrs. Westman, first; Mrs. Cain, second.

Potato race—Miss Scott, first; Miss Fox, second.

Fat men's race—Wm. Sawyer, first; Gene Scott, second.

Free for all—Abe Peters, first; Mr. Hagle, second.

Men's three legged race—Ed Bottje and W. H. Fisher, first; John Christensen and Abe Peters, second.

Last and best (baby show)—Mr. and Mrs. Paul Burn's baby, first; Mr. and Mrs. John Christensen's baby, second.

After this ice cream was served. All seemed to have spent an enjoyable afternoon.

Mrs. B. A. Hudson was able to be out to attend the picnic.

Mrs. and Miss Schumacher, from Seattle, Washington, mother and sister to John Schumacher, Hampton ave., were at the picnic.

We see by last week's items that Jim Goldstein is going to speak a good word in regard to Grand Rap-

ids and Barney Stratten. We wish to state that we are more accustomed to see Barney without a hat on the G. R. & I. engaged in playing the famous game rum. We have often wondered how much Goldstein's commission can be from the wholesale dry goods merchants, Burnham, Stoepel & Co. and Edson, Moore & Co. They take a large part of the columns used for Jim's items.

Happy Harry D. Hydorn started to compete in the free-for-all race, but had to take himself out on account of straining a ligament in his left leg. We hope it will not be anything serious.

Dont' forget that Sept. 6 will be meeting night. Now that the hot weather is over try and get to one of these meetings before the end of the year.

Mr. O. W. Stark, the main spoke in the wheel was not present at the picnic. We supposed the Stark's visiting days were over.

Mrs. Louisa Maria Souffrouw died last Friday at the age of 78 years. She was the mother of Brother E. A. Suffrouw. Wm. D. Bosman.

Wafted Down From Grand Traverse Bay.

Traverse City, Aug. 25—Every council in the State seems to be planning one great round up day for increase of membership. Traverse City Council has selected her date, at which time Grand District Deputy James F. Hammell will be with us. We are planning for some date in February.

C. R. Bell, of Mesick, for dogs.

W. F. Murphy is enjoying a weeks' vacation sitting on the front porch. First vacation in eight years.

Herman C. Hoffman and family have spent a week in Milwaukee. Herman was over looking over a new line of samples, while the family spent the time with relatives and friends.

Well, at last, we are informed that the P. M. will erect a new and up-to-date depot in our city before another year rolls round. The business here has outgrown its present quarters, under the genial and careful attention of our agent, Mike Carroll.

We presume that Bill Bosman will have a heap of picnic news this week. Well, Bill has not altogether quit yet. Stick to it, old boy.

W. G. Wyman is spending his vacation in the East and it is rumored that Bill is not coming back alone. Ten centers, please.

Fred L. McKnight, Simmons Hardware Co.'s commercial tourist, says the reason he wears a mustache is because it improves the eyesight.

Well, a person would have pretty good eyesight to see it.

Boys, have you secured that application for the next meeting? Help your friends. Our U. C. T. fraternity is a most valuable aid to social betterment. It is one of the most extensive and effective lines in our day for the promotion of thrift. Get busy.

Geo. Leisvelt and John Mortz, of Grand Rapids, have not joined the Salvation Army at Petoskey but kindly offer their assistance in taking up the collection. They work both sides of the street.

H. R. Bradfield, of Grand Rapids, has a very neat little sample entitled Matrimonial Prospects. Best of wishes, Homer. We understand he has the agency for this Northern territory.

Kent Buttars was seen on the boat dock last Saturday afternoon by passengers on the ferry boat. Nufsed. Ask some of the passengers on the boat.

Traverse City Council held its regular meeting last Saturday night and everybody seemed to have a good time. Important business was transacted and C. W. Hauser, National Cash Register representative, was made a member, and we believe we have demonstrated to him that it is never too late to take an order. He surely made a hit with the boys and will make us a valuable member.

Sam Taylor met with a sad accident by burning his hand with a gasoline stove. We hope for a speedy recovery.

The Council extended a hearty vote of thanks to our base ball manager for securing such a valuable lot of players.

The Council would appreciate if I. K. Jacobs would use the word "deceased" instead of "diseased." Really, the latter word is not at all becoming to a member.

C. W. Hauser, we understand, carries a nice line of razors which he discovered floating down the river. Oh, you Alpena!

I. K. Jacobs displays his Irish temper when he tries to defend any one. If you want to fight why don't you go to war. I. K. is a good fellow, but he talks too much.

Well, who cares?

We don't.

Stop. Fred C. Richter.

Richter's Management Questioned.

Traverse City, Aug. 25—We were in sympathy with the powers that dissolved the oil trust, the beef trust, the sugar trust, etc., so when we read an account in last week's issue of your valued paper of the ball game between Traverse City Council, 361, U. C. T., and the Committee of Twenty-one, written by the manager of the U. C. T. team, our highly developed sense of justice was enraged and our unselfish consideration for some of the real ball players on the U. C. T. team prompts us to send you an unprejudiced account of the game. The first four innings was a fine exhibition of base ball. Flaggart was in perfect form and the few hits that he allowed were really in the form of presents to men of whom he hoped to get substantial orders on Monday. Reynolds was

playing his usual perfect game behind the bat. Ford was showing class AA form and, with a few expensive errors by the short stop, the team was working nicely and the score of 4 to 6 in favor of the U. C. T. team was an indication of the real strength of the contestants.

At the end of the fourth inning Pitcher Flaggart had to leave the park to catch a train for his cottage and Manager Richter was left to appoint a new twirler. With a Ban Johnson air Richter ignored the pleadings and protests of his team mates and walked into the pitcher's box himself and then, my countrymen, the balloon went up! The sphere was swatted at will by men who have a record of not being able to hit an in-door base ball when it was lying on the ground. The thirty-five hits secured in this inning netted the merchants eleven runs and nearly exhausted the fielders who were kept busy chasing the batted ball. Jack Aratta was sent in as short stop and showed excellent form, but early during the inning was sent from the field because he quietly hinted to the manager that he pull himself from the pitcher's box and send some one else in. By some really clever work by Ford at second and Cheney at first the merchants were finally retired.

Thacker took the pitcher's box in the sixth inning and Manager Richter, like the boy on the burning deck, stood at short stop position, but his inning of pitching had completely exhausted him and all balls batted or rolled in his direction went, unmolested, on their way out to the center fielder. The Twenty-Oners cut four more notches this inning and in the seventh and last inning with the new pitcher warmed up they were held to no hits, but one run on an error at short.

The score stood twenty to fifteen in favor of the Committee of Twenty-One. The U. C. T. team far outclassed the merchants and the score should have been fifteen to what ever the U. C. T.'s decided to hand the Twenty-Oners as a compliment. Jack Aratta or Irv Packard are being seriously considered as good timber for a new manager. A Past Counselor.

Experienced Salesman.

A nice clean German lad applied at a store for a job at selling clothing. The boss liked the applicant's looks, but doubted his experience.

"Have you ever sold clothing?" asked the employer.

"Ach, yes!" answered the applicant.

"Good. Where did you sell clothing?"

"Zwanzighundert Blankstrasse."

"Where? I never heard of such an address."

"I sold my clothes there."

"Why, that's a pawnshop!"

"Vell, vere you dink I sell my overcoat—at a drug store?"

HOTEL CODY
 EUROPEAN
 GRAND RAPIDS, MICH.
 Best Beds That Money Can Buy

Honks From Auto City Council.

Lansing, Aug. 25—Brother Lyman Hull reports a decided improvement in the condition of Mrs. Hull, who went to Grand Rapids recently for a surgical operation.

D. J. Riordan, Jr., infant son of Brother and Mrs. D. J. Riordan is suffering with a severely burned hand, acquired in an effort to investigate the workings of a gas stove while visiting in Chicago recently. The injured member is doing well, but it will be some time before he will be able to pull dad's hair again.

Mrs. M. E. Sherwood attended the picnic at Pine Lake Saturday, but refrained from competing in any of the athletic contests. This is the first time she has been able to leave the house since receiving accidental injuries four weeks ago.

Proprietor Richardson, of the Hotel Phoenix, at Charlotte, has remodeled the dining room and made other needed improvements. In place of the old red wall paper he has applied a beautiful coat of white enamel purchased of Bro. Sherwood.

A few members of our Council should be criticised for placing numerous small bets on the picnic ball game. Particularly wherein they won and we lost.

Who would suppose that our time honored citizen, Past Counselor and highly respected Jim Hammell would attempt to beat a newsboy out of a 2 cent paper simply because he was unable to make change. The boy trusted Jim until the next day, and then the day after Jim says he forgot

but the boy reminded him about it right in front of the bank, where change is handy, and those who saw him do it are smoking good cigars.

Do we know Jim Goldstein? Sure thing. Shook hands with him twice in less than ten minutes one day last week over in Detroit. He's either strictly temperate, stingy or afraid of the boss, because we offered to buy, (just to see if he'd take it) and he refused.

Saturday over 200 of our members and friends with their families journeyed to Pine Lake with baskets well filled with good things to eat and enjoyed the most successful picnic ever given by our Council. The committee on arrangements are to be complimented for their efficient service. After an excellent dinner, the children desported themselves with the swings and various other attractions while the men enjoyed a good smoke and the ladies cleared the tables. Then all went over to the athletic field, where various contests were won as follows:

Fat man's race—F. H. Hastings,
Lean man's race—L. L. Collard.
Girl's race—Grace Bush.
Ladies' race—Mrs. Coulton, first;
Mrs. Kinney, second.
Young ladies' race—Flossie Bosworth.
Boys' race—Hugh Dailey.
Ladies' ball throwing contest—Miss Dunn, first; Mrs. Kinney, second.
Boat race—Ed. Danby.
Smoking contest—D. J. Riordan.
A baseball nine was then selected from the Council members and pitted

against the Foster Brothers' semi-professional nine for a seven inning game, which resulted in a victory for the latter to the tune of 8 to 4. At 6 p. m. the baskets were again brought out and the inner man was satisfied once more. At dusk a gorgeous display of fireworks was enjoyed by everybody, then all who cared to do so spent the remainder of the evening in dancing. Altogether it proved a very enjoyable outing and will long be remembered as a day well spent.

H. D. Bullen.

Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, Aug. 25—Brother H. D. Bullen, of Lansing Council, has been in and out of the city for the past few days and returned to his home Saturday morning. While waiting for his train in the morning he paid us a nice little visit at the new building of Lee & Cady, for which we are very much indebted to Brother Bullen. Sorry not to have had a meeting that night or we would have had the pleasure of another visit to our Council where he is always very welcome.

C. L. Heath, of Boston Council, No. 44, has returned to his home and we boys have received several nice post cards from the East showing us what beautiful places he visits in making his Eastern territory. "Pop" Heath is surely a good booster for his own country. C. C. Bronaugh, of Battle Creek Council, is covering this vicinity this week in the interests of the Hemmeter Champion cigar. It was our good fortune to meet him in Bloomingdale Monday and have his company on the return trip to Kalamazoo by way of Glendale. It has been a long time since Charlie and I have had a chance to have a good visit and we surely did this time. We were delayed a little by the storm which did such damage at Mattawan and left Glendale shortly before dark. We ran into the mud near Almene and for six miles it showed that there had been a severe downpour. Seven miles from Kazoo we ran right out of the mud into dust and our own city which needs the rain so badly received none.

Senior Counselor F. H. Clay has gone West in the interests of the Detroit Trust

Co., who have charge of the adjustment of the financial difficulties of the Michigan Motor Car Co.

E. A. Welch, the Eastern representative of the Mighty Michigan, is spending a few weeks at the factory during their inventory. R. S. Hopkins.

Jaunty Jottings From Jackson.

Jackson, Aug. 25—Just found out! Al. H. Brower is President of the Southern Michigan Owl Club and has been for over a year. They have twenty-five members and held their annual meeting last week at a lake near Quincy. They are supposed to keep one eye open, but you would want one eye closed if you looked at the photo taken of the club last week. Al. will appear on the programme at the September meeting of Jackson Council.

The Misses Helen and Margaret Kelly have returned home, after an extended visit in New York State. They are daughters of Wm. M. Kelly, one of the pop corn kings, under "sure pop" name.

Jackson has another lonesome looking traveling salesman. This time it is no less a person than Will Graham, who lives on First street and has represented, for many years, Geo. C. Wetherbee & Co., of Detroit, in this territory. Mrs. Graham and their son, Franklin, are spending a few weeks with friends at Mullett Lake.

E. D. Sickles will render a vocal selection at the September meeting of Jackson Council, No. 57.

Now that E. A. Stowe has attended the picnic held by Traverse City Council, we all expect to see him at our picnics in the future and, of course, will also see that he has the proper invitation. Surgeon.

Henry Vinkemulder had occasion, while in Utah this summer, to engage a horse to convey him to a distant point. He was offered the alternative of a high spirited horse for \$2 a day or an ordinary horse for \$1 a day. Not being much of a horseman since he has taken on so much avoidupois, he chose the safer animal. When the steed was brought out to him the owner said: "This horse's name is Bill. You will give him a lot of other names before you get back, but his real name is Bill."

HOLIDAY

STATIONERY

DOLLS

TEDDY BEARS

TRAINS

CHRISTMAS TREES

TREE ORNAMENTS

JEWELRY

BOOKS

HOLLY BOXES

PAPER BELLS

GARLANDS

STREAMERS

ARTIFICIAL SNOW

STORE TRIMMINGS

CHRISTMAS SIGNS

The New Stationery House

WILL you take advantage of your trip to the West Michigan State Fair to visit our new show rooms located at Nos. 5 and 7 Ionia ave., N. W.

Our holiday lines are now ready for your inspection.

This is our first year in dolls, toys, games, manicure sets, leather goods and a great many other new lines that you have been selling and therefore

OUR STOCK IS ENTIRELY NEW AND UP-TO-DATE

Our traveling salesmen will be in all the week to meet you, give you any information that you wish and take care of your wants.

We have also made some big cuts in regular post card stock prices to commence September first, and you will want to look them over.

HOLIDAY

POST CARDS

BOOKLETS

STRING TAGS

ENCLOSURE GARDS

CALENDARS

CALENDAR PADS

GUEST AND

TALLEY CARDS

CREPE

GOLD AND

SILVER CORD

HAND BAGS

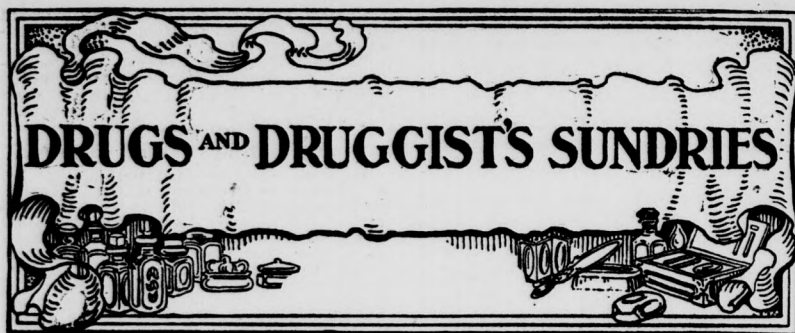
PURSES

BILL FOLDS

WILL P. CANAAN CO.

Wholesale Post Cards, Stationery and Holiday Goods

GRAND RAPIDS, MICHIGAN



Michigan Board of Pharmacy.

President—Will E. Collins, Owosso.
 Secretary—E. T. Boden, Bay City.
 Treasurer—E. E. Faulkner, Delton.
 Other Members—John J. Campbell,
 Pigeon; Chas. S. Koon, Muskegon.
 Marquette Meeting—August 12, 13 and
 14.
 Grand Rapids Meeting—November 18,
 19 and 20.

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.

Does the Drug Business Spell Opportunity?

The increase in the raw material and superior quality offered to our schools of pharmacy, indicates even to the uninitiated, that opportunity with a capital "O" is the molasses that annually attracts the embryonic apothecaries—over three thousand strong. Those that survive the college curriculum and go forth to conquer any little old stray problem that may be lying around, or the universe, as you please, step out with the glad light in their eyes. It is the confidence of the innocent. They do not see Experience standing in the near shadow with her big cudgel poised, stretching the very sinews of her frame, and she guilty with anticipation. The fit among this horde develop strength under her rough treatment; and become financially able and prominently conspicuous. The majority, weaker brethren, retreat or test their strength in puny efforts and finally become reconciled to "Fate's" decree. From this vast army comes the multitudinous wailings of the weak, the cry of a lack of opportunity in pharmacy. Pharmacy is continually pregnant with opportunity and needs but 1 per cent. of cleverness mixed with 99 per cent. of sweat as her deliverer. No other retail business, that a self-respecting druggist would care to engage in, offers the opportunity to corral business, seven days a week and three hundred and sixty-five days a year ripe with possibilities. The few hours overtime are richly rewarded by a better chance of collecting a fair share of your Uncle Samuel's jingling souvenirs. The druggist can indulge his appetite to

merchandise with unlimited freedom, and, as compensation for his hours of sacrifice he is allowed to enjoy the populace's confidence in matters of grave import, life and death.

Opportunity has been, and is, timidly flirting with the drug store man, and it is the persistent efforts of the alert and sincere that attract her notice. Keep in mind that Success is the worthy offspring of Opportunity and Work. Get busy, make a conquest. Look keenly and you will be surprised at how intimate your acquaintance with opportunity has become. Do not wait for her to knock, for she never "knocks," in spite of common opinion to the contrary; she is one of the most patriotic little boosters of your acquaintance.

"Does the Drug Business Spell Opportunity?" Yes, to the successful man, it always has, even before the days of his carburetor troubles. "Come on in, brother, the water's fine."

Roland T. Lakey.

Four Kinds of Toilet Creams.

Cold Cream.

White beeswax	17
Liquid petrolatum	62
Borax	0.5
Glycerin	1
Alcohol	2
Rose Water	18
Perfume, q. s.	

Dissolve the borax, glycerin and alcohol in the warmed rose water and add slowly to the melted wax and liquid petrolatum with constant stirring. Perfume when nearly cold. In hot climates the proportion of beeswax may be increased to 19 per cent. Avoid spermaceti and almond oil, which turn rancid on keeping. The addition of 2 per cent. of zinc oxide or bismuth oxychloride gives a cream of unusual whiteness and opacity. If a tinted cream is desired, add a little concentrated alkanet oil to the liquid petrolatum and a trace of neutral cochineal solution to the rose water. To get the best effect both must be tinted.

Continental Cold Cream.

Pure lard	30
White petrolatum	30
Sifted rice starch	40
Perfume, q. s.	

This is a favorite cream in France. The object of the starch is to remove the excess of grease after the cream has been rubbed in, the powder coming off in rolls, leaving the skin soft and free from shine. A little bismuth oxychloride is sometimes added.

Cucumber Cream.

The best method of making the cucumber juice is to place, say 22½ pounds of crushed cucumbers in a

still with one gallon of alcohol, mix well, allow to stand for twenty-four hours, then very slowly distill and collect 1½ gallons of distillate. As a basis the formula for cold cream given above answers well, using equal parts of cucumber juice and elder-flower water in place of rose water. The borax acts as a preservative. Before mixing, the liquid petrolatum should be tinted green with fat-soluble chlorophyll. This is a favorite cream with the ladies.

Elder-Flower Cream.

When properly made this is a delightful article. Pack into a stone jar fresh elder flowers free from green stalks and cover with liquid petrolatum. Stand the jar in boiling water for four hours, stir occasionally and keep the jar covered. When cool, strain and press out as much of the oil as possible and set aside in corked bottles for a day or two in a warm place, to deposit. Then filter through dry paper and use the filtered oil in place of liquid petrolatum in the cold cream formula, substituting elder-flower water for rose water.

E. W. Lucas.

Arsenical Antidote.

Summer is here and with it the troublesome house fly and also the necessary fly paper. The sticky variety has been a trouble maker, inasmuch as it happens occasionally that some one will sit in it or that it becomes attached to some pet animal. The poisonous variety, which as it is well known contains arsenic, has been the cause of numerous poisonings and deaths.

It is well for pharmacists to bear in mind that the U. S. P., like the foreign pharmacopoeias, contains an official antidote for arsenical poisoning under the title of "Ferri Hydroxidum Cum Magnesii Oxido." It is imperative that the pharmacist be in a position to supply this antidote at an instant, for every minute, in fact every second is precious in a case of poisoning by arsenic. Two solutions which are required for the rapid preparation of this antidote should always be kept on hand in separate bottles, ready for immediate use.

Come One, Come All!

The thirty-first annual convention of the Michigan State Pharmaceutical Association will be held in Grand Rapids, October 1 and 2, 1913.

We anticipate a large attendance at this meeting; in fact, one of the largest in the history of the Association. The Grand Rapids druggists are co-operating with the Michigan Pharmaceutical Travelers Association in the line of entertainment. We can assure you that the entertainment committee has left nothing undone that will add to the pleasure of those in attendance.

The officers of the Michigan State Pharmaceutical Association have been untiring in their efforts to increase the membership and thereby assure themselves a large gathering at this convention. However, the officers do not entirely compose the Association and the druggists should turn out in numbers to show their appreciation of this good work.

We hereby earnestly and cordially extend to every retail druggist in the State of Michigan a hearty invitation to attend this convention, whether he be a member or not.

We trust that our invitation to all druggists will be responded to and that you will make a special effort to be with us in Grand Rapids on October 1 and 2.

Michigan Pharmaceutical Travelers Association. Frank W. Kerr, Pres.

W. S. Lawton, Sec'y.

Doings in the Buckeye State.

Written for the Tradesman.

The Mooney legislative committee, which has been digging into fire insurance matters, will report that rates are at least 10 per cent. too high.

The two million dollar plant of the Trumbull Steel Co., at Warren, which has been in operation less than a month, will employ 1,000 men before the end of the year, with an output of 60,000 tons of iron, steel and tin products.

Cleveland is preparing for the Perry centennial celebration and there will be electric arches spanning five miles of the downtown streets, while "Don't Give up the Ship" and "We Have Met the Enemy and They are Ours" will be seen on every hand.

Under the new license law which becomes effective in November, limiting saloons to one for each 500 population, the maximum number for the State will be 5,144, as compared with over 8,000 at the present time.

The Montgomery county fair opens at Dayton Sept. 1.

The last link in the building of the Lake Erie and Youngstown Railway from Youngstown to Conneaut is now under construction.

Dayton has awarded a ten year contract to a Cincinnati man for collecting and disposing of all garbage, paying him \$285,000 for same.

Canton has started a crusade against obstruction of streets and sidewalks by cars, shoe and fruit stands, etc.

Gov. Cox has named three members of the new Public Utilities Commission, which supercedes the Public Service Commission. They are O. H. Hedges, of Hillsboro, W. L. Dechant, of Middletown, and E. W. Doty, of Cleveland, each receiving an annual salary of \$6,000.

A brick making plant, wood working shop and printing plant will probably be established at the Ohio penitentiary, Columbus, within a year.

Almond Griffen.

Wise for His Years.

Tommy had been promoted by the druggist. He was now allowed to serve behind the counter.

One morning a middle-aged lady, looking her full age, came in.

"Have you got any cream for restoring the complexion?" she asked bashfully.

Tommy was a wise lad. He eyed her too-vivid cheeks with open admiration.

"Pardon me, madam," he said politely. "Don't you mean cream for preserving the complexion?"

And the dignified lady bought six boxes right away.

WHOLESALE DRUG PRICE CURRENT

Acids			Cubeb			Digitalis		
Acetic	6	@ 8	Erigeron	75	@ 50	Gentian	75	@ 60
Boric	10	@ 15	Eucalyptus	75	@ 85	Ginger	75	@ 95
Carbolic	22	@ 27	Hemlock, pure	75	@ 100	Guaiac	75	@ 105
Citric	55	@ 62	Juniper Berries	40	@ 25	Guaiac Ammon.	75	@ 80
Muriatic	1 1/4	@ 5	Juniper Wood	40	@ 50	Iodine	75	@ 125
Nitric	5 1/2	@ 10	Lard, extra	85	@ 100	Iodine, Colorless	75	@ 125
Oxalic	13	@ 16	Lard, No. 1	75	@ 90	Ipecac	75	@ 75
Sulphuric	1 1/4	@ 5	Lavender Flowers	4	@ 50	Iron, clo.	75	@ 60
Tartaric	38	@ 42	Lavender, Garden	85	@ 100	Kino	75	@ 80
Ammonia			Lemon	50	@ 60	Myrrh	75	@ 105
Water, 26 deg.	6 1/2	@ 10	Linseed, boiled bbl	58	@ 54	Nux Vomica	75	@ 70
Water, 18 deg.	4 1/2	@ 8	Linseed, bbl less	58	@ 62	Opium	75	@ 200
Water 14 deg.	3 1/2	@ 6	Linseed, raw bbls.	57	@ 61	Opium Camph.	75	@ 65
Carbonate	13	@ 16	Linseed, raw less	57	@ 61	Opium, Deodor'd	75	@ 225
Chloride	12	@ 15	Mustard, true	4	@ 60	Rhubarb	75	@ 70
Balsams			Mustard, artif'l	2	@ 75	Paints		
Copaiba	75	@ 100	Neatsfoot	80	@ 85	Lead, red dry	7 1/2	@ 10
Fir (Canada)	1	@ 75	Olive, pure	2	@ 50	Lead, white dry	7 1/2	@ 10
Fir (Oregon)	40	@ 50	Olive, Malaga,	1	@ 60	Lead, white oil	7 1/2	@ 10
Peru	2	@ 25	yellow	1	@ 60	Ochre, yellow bbl	1	@ 1 1/4
Tolu	1	@ 100	green	1	@ 60	Ochre, yellow less	2	@ 5
Berries			Orange, sweet	4	@ 75	Putty	2 1/2	@ 5
Cubeb	65	@ 75	Organum, pure	1	@ 25	Red Venetian bbl	1	@ 1 1/2
Fish	15	@ 20	Organum, com'l	50	@ 75	Red Venet'n, less	2	@ 5
Juniper	7	@ 10	Pennyroyal	2	@ 25	Shaker, Prepared	1	@ 40
Prickly Ash	@	50	Peppermint	3	@ 75	Vermillion, Eng.	90	@ 100
Barks			Rose, pure	16	@ 18	Vermillion, Amer.	15	@ 20
Cassia (ordinary)	25		Rosemary Flowers	90	@ 100	Whiting, bbl.	1	@ 1 1/2
Cassia (Saigon)	65	@ 75	Sandalwood, E. I.	6	@ 25	Whiting	2	@ 5
Elm (powd. 25c)	25	@ 30	Sassafras, true	80	@ 90	Insecticides		
Sassafras (pow. 30c)	@	25	Sassafras, artif'l	45	@ 50	Arsenic	6	@ 10
Soap (powd. 25c)	@	15	Spearmint	6	@ 90	Blue Vitrol, bbl.	@	64
Extracts			Sperm	90	@ 100	Blue Vitrol less	7	@ 10
Licorice	24	@ 28	Tansy	5	@ 60	Bordeaux Mix Pst	8	@ 15
Licorice powdered	25	@ 30	Tar, USP	25	@ 35	Hellebore, White	15	@ 20
Flowers			Turpentine, bbls.	@	47 1/2	powdered	15	@ 20
Arnica	18	@ 25	Turpentine, less	52	@ 60	Insect Powder	20	@ 35
Chamomile (Ger.)	25	@ 35	Wintergreen, true	@	50	Lead Arsenate	8	@ 15
Chamomile (Rom.)	40	@ 50	Wintergreen, sweet	2	@ 00	Lime & Sulphur	15	@ 25
Gums			Wintergreen, art'l	50	@ 60	Solution, gal.	15	@ 25
Acacia, 1st	40	@ 50	Wormseed	4	@ 50	Paris Green	15 1/2	@ 20
Acacia, 2nd	35	@ 40	Wormwood	@	80	Miscellaneous		
Acacia, 3d	30	@ 35	Potassium			Acetanald	30	@ 35
Acacia, Sorts	@	20	Bicarbonate	15	@ 18	Alum	30	@ 5
Acacia Powdered	35	@ 40	Bichromate	13	@ 16	Alum, powdered and	5	@ 7
Aloes (Barb. Pow)	22	@ 25	Bromide	45	@ 55	Bismuth, Subni-	2	@ 10
Aloes (Cape Pow)	20	@ 25	Carbonate	12	@ 15	trate	2	@ 10
Aloes (Soc. Powd.)	40	@ 50	Chlorate, xtal and	12	@ 16	Borax xtal or	6	@ 12
Asafoetida	75	@ 100	powdered	16	@ 20	powdered	6	@ 12
Asafoetida, Powd.	@	75	Chlorate, granular	30	@ 40	Cantharides po.	1	@ 30
Pure	@	75	Cyanide	2	@ 85	Calomel	1	@ 30
U. S. P. Powd.	@	100	Iodide	2	@ 85	Capsicum	20	@ 25
Camphor	55	@ 60	Permanganate	15	@ 30	Carmine	@	30
Gualac	35	@ 40	Prussiate yellow	30	@ 35	Cassia Buds	@	40
Guaiac, Powdered	50	@ 60	Prussiate, red	50	@ 60	Cloves	30	@ 35
Kino	@	40	Sulphate	15	@ 20	Chalk Prepared	6	@ 8 1/2
Kino, Powdered	@	45	Roots			Chalk Precipitated	7	@ 10
Myrrh	@	40	Alkanet	15	@ 20	Chloroform	38	@ 48
Myrrh, Powdered	@	50	Blood, powdered	20	@ 25	Chloral Hydrate	1	@ 15
Opium	6	@ 80	Calamus	35	@ 40	Cocaine	3	@ 70
Opium, Powd.	8	@ 75	Elecampane, powd.	15	@ 20	Cocoa Butter	50	@ 60
Opium, Gran.	8	@ 90	Gentian, powd.	12	@ 16	Corks, list, less 70%	@	70
Shellac	25	@ 30	Ginger, African,	15	@ 20	Copperas, bbls.	@	5
Shellac, Bleached	30	@ 35	powdered	15	@ 20	Copperas, less	2	@ 5
Tragacanth No. 1	40	@ 50	Ginger, Jamaica	20	@ 25	Copperas, Powd.	4	@ 6
Tragacanth, Pow	60	@ 75	powdered	22	@ 28	Corrosive Sublm.	1	@ 10
Turpentine	10	@ 15	Goldenseal, powd.	@	60	Cream Tartar	28	@ 35
Leaves			Ipecac, powd.	2	@ 75	Cuttlebone	25	@ 35
Buchu	1	@ 85	Licorice	14	@ 16	Dextrine	7	@ 10
Buchu, Powd.	2	@ 00	Licorice, powd.	12	@ 15	Dover's Powder	2	@ 25
Sage, bulk	18	@ 25	Orris, powdered	25	@ 30	Emery, all Nos.	6	@ 10
Sage, 1/2 Loose	20	@ 25	Poke, powdered	20	@ 25	Emery, powdered	5	@ 8
Sage, Powdered	25	@ 30	Rhubarb	75	@ 100	Epsom Salts, bbls	@	1 1/2
Senna, Alex	45	@ 50	Rhubarb, powd.	75	@ 125	Epsom Salts, less 2 1/2	@	10
Senna, Tinn.	15	@ 20	Rosinweed, powd.	25	@ 30	Ergot	1	@ 15
Senna, Tinn, Pow	20	@ 25	Sarsaparilla, Hond.	@	50	Ergot, powdered	1	@ 20
Uva Ursi	10	@ 15	ground	@	50	Flake White	12	@ 15
Silo			Sarsaparilla Mexican,	25	@ 30	Formaldehyde lb.	10	@ 15
Almonds, Bitter,	6	@ 00	ground	25	@ 30	Gambier	6	@ 10
Almond, Bitter,	@	100	Squills	20	@ 35	Gelatine	35	@ 45
Almonds, Sweet,	90	@ 100	Squills, powdered	40	@ 60	Glassware, full cases	80	@
Almond, Sweet,	40	@ 50	Tumeric, powd.	12	@ 15	Glassware, less 70 & 10%	@	1
Amber, crude	25	@ 30	Valerian, powd.	25	@ 30	Glauber Salts bbl.	@	1
Amber, rectified	40	@ 50	Seeds			Glauber Salts less	2	@ 5
Anise	2	@ 25	Anise	15	@ 20	Glue, brown	11	@ 15
Bergamont	7	@ 50	Anise, powdered	22	@ 25	Glue, brown grd	10	@ 15
Cajuput	75	@ 85	Bird, Is	8	@ 10	Glue, white	15	@ 25
Cassia	1	@ 50	Canary	9	@ 12	Glue, white grd	15	@ 20
Castor, bbls. and	12 1/2	@ 15	Caraway	12	@ 18	Glycerine	23	@ 30
Cedar Leaf	@	85	Cardamon	1	@ 75	Hops	50	@ 80
Citronella	@	60	Celery	45	@ 50	Indigo	85	@ 100
Cloves	1	@ 75	Coriander	10	@ 15	Iodine	3	@ 75
Cocunut	20	@ 25	Dill	20	@ 25	Iodoform	4	@ 80
Cod Liver	1	@ 25	Fennel	@	30	Lead Acetate	12	@ 18
Cotton Seed	90	@ 110	Flax	4	@ 8	Lycodium	60	@ 75
Croton	@	60	Flax, ground	4	@ 8	Mace	80	@ 90
Tinctures			Foenugreek, pow.	6	@ 10	Mace, powdered	90	@ 100
Aconite	@	75	Hemp	5	@ 7	Menthol	8	@ 60
Aloes	@	65	Lobelia	@	50	Mercury	75	@ 85
Arnica	@	60	Mustard, yellow	9	@ 12	Morphine, all brd	4	@ 80
Asafoetida	@	100	Mustard, black	9	@ 12	Nux Vomica	@	10
Belladonna	@	60	Mustard, powd.	20	@ 25	Nux Vomica pow	@	15
Benzoin	@	90	Poppy	15	@ 20	Pepper, black pow	20	@ 25
Benzoin Compound	@	90	Quince	@	100	Pepper, white	25	@ 35
Buchu	@	100	Rape	6	@ 10	Pitch, Burgundy	10	@ 15
Cantharides	@	100	Sabadilla	25	@ 30	Quassia	10	@ 15
Capsicum	@	90	Sabadilla, powd.	35	@ 45	Quinine, all brds	25	@ 36 1/2
Cardamon	@	95	Sunflower	6	@ 8	Rochelle Salts	20	@ 30
Cardamon, Comp.	@	65	Worm American	15	@ 20	Saccharine	1	@ 50
Catechu	@	60	Worm Levant	40	@ 50	Salt Peter	7 1/2	@ 12
Cinchona	@	105	Tinctures			Seidlitz Mixture	20	@ 25
Colchicum	@	60	Aconite	@	75	Soap, green	15	@ 20
Cubebs	@	120	Aloes	@	65	Soap, mott castile	10	@ 15

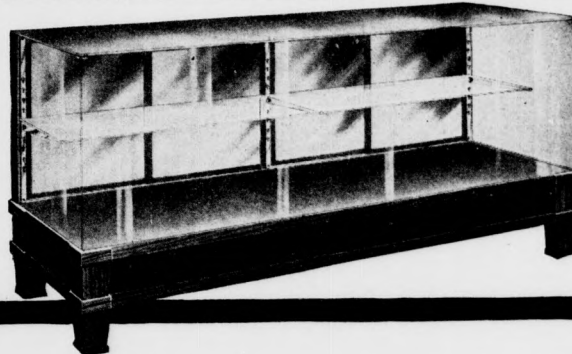


Our Home—Corner Oakes and Commerce

Our large and most complete line of holiday samples will be on display in our sample room in our store in Grand Rapids on and after September 1st. Our Mr. Dudley is in charge and we desire to emphasize the fact that we can give the best possible service to the early 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.

5

Shelled

Shelled

Fancy H P Suns	6½@	7
Pecan Halves ..	@	60
Walnut Halves ...	35@	38
Filbert Meats ...	@	30
Alicante Almonds	@	45
Jordan Almonds ..	@	50

Peanuts

Fancy H P Suns		
Choice, raw, H P Jum-		
Roasted	7½@	8
bo	8@	8½
Roasted	9@	9½

2

CRACKED WHEAT	
Bulk	3½
24 2lb. pkgs.	2 50
CRACKERS	
National Biscuit Company	
Brands	
Butter	
	Boxes
Excelsior Butters	½
NBC Square Butters ..	6
Seymour Round	6½
Soda	
NBC Sodas	6½
Premium Sodas	7½
Select Sodas	8¼

Saratoga Flakes	13
Saltines	13
Oyster ..	
NBC Picnic Oysters ..	6 1/2
Gem Oysters	6 1/2
Shell	8
Sweet Goods	

Cans and boxes	
Animals	10
Atlantics Also Asstd. .	12
Avena Fruit Cakes ...	12
Bonnie Doon Cookies..	10
Bonnie Lassies	10

Brittle Fingers	10
Cameo Biscuit Choc. (cans)	25
Cameo Biscuit Asstd. (cans)	25
Cartwheels Asstd.	8½
Cecelia Biscuit	16
(Chocolate Bar (cans) ..	18

Chocolate Bar (cans)	18
Chocolate Drops	17
Chocolate Drop Cen- ters	16
Choc. Honey Fingers.	16
Choc. Rosettes (cans)	20
Cracknels	18
Cocoanut Taffy Bar ..	13

Cocoanut Drops 12
Cocoanut Macaroons .. 18
Cocnut Honey Fingers 12
Coctn Honey Jumbles 12
Coffee Cakes Iced ... 12
Eventide Fingers 16
Family Cookies 84

Fig Cakes Asstd.	12
Frosted Creams	8½
Frosted Ginger Cookies 8½	
Fruit Lunch Iced	10
Ginger Gems Plain	8½
Ginger Gems Iced	9½
Graham Crackers	8
Ginger Snaps Family ..	8½
Ginger Snaps NBC ..	

Round	8
Household Cookies	8
Household Cks. Iced ..	8
Hippodrome Bar	12
Honey Jumbles	12
Imperials	8 1/2
Jubilee Mixed	10
Lady Fingers Sponge ..	30
Leap Year Jumbles ..	18
Lemon Biscuit Square ..	8 1/2

Lemon Biscuit Square	87
Lemon Wafers	17
Lemona	87
Mace Cakes	8
Mary Ann	87
Marshmallow Cfe. Ck.	13
Marshmallow Walnuts	18
Medora	8
Mottled Squares	10
NBC Honey Cakes	12

Oatmeal Crackers	8
Orange Gems	8 1/2
Penny Assorted	8 1/2
Peanut Gems	9
Pineapple Cakes	16
Raisin Gems	11
Reverses Asstd.	15
Spiced Ginger Cakes	9
Spiced Ginger Cakes	

Iced	10
Sugar Fingers	12
Sugar Crimp	14
Sultana Fruit Biscuit	16
Triumph Cakes	16
Vanilla Wafers	17
Waverley	10

In-er-Seal Trade Mark
Goods

	per doz
Baronet Biscuit	\$1 00
Bremners Btr Wafs.	1 00
Cameo Biscuit	1 50
Cheese Sandwich	1 00
Chocolate Wafers	1 00
Excelsior Butters	1 00
Fig Newton	1 00
Five O'Clock Tea Bst.	1 00
Ginger Snap. NBC	1 00

6

Graham Crackers Red	1 00
Label 10c size	50
Lemon Snaps	50
Oysterettes	50
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
S. S. Butter Crackers	1 50
Uneda Biscuit	50
Uneda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00

Other Package Goods

Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC	2 50
Family Package	2 50
Soda Crackers NBC	2 50
Family Package	2 50
Fruit Cake	3 00

In Special Tin Packages

Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00
Nabisco, In bulk, per tin	1 75
Festino	1 50
Bent's Water Crackers	1 40

CREAM TARTAR

Barrels or drums	33
Boxes	34
Square Cans	36
Fancy Caddies	41

DRIED FRUITS

Apples	
Evaporated, Choice bulk	7
Evaporated, Fancy pkg.	8

Apricots

California	13 @ 15
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Citron

Corsican	15
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Currants

Imported 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2

Peaches

Muir-Choice, 25lb.	9
Muir-Fancy, 25lb.	10
Fancy, Peeled, 25lb.	18

Lemon, American

Orange, American	12 1/2
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Raisins

Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	6 1/2
Loose Muscatels, 3 Cr.	6
L. M. Seeded, 1 lb.	7 3/4 @ 8 1/4

California Prunes

90-100 25lb. boxes	5
80-100 25lb. boxes	6 1/2
70-80 25lb. boxes	7
60-70 25lb. boxes	8
50-60 25lb. boxes	9 1/2
40-50 25lb. boxes	11

FARINACEOUS GOODS

Beans	
California Lima	7 1/2
Michigan Lima	6
Med. Hand Picked	2 10
Brown Holland	1 65

Farina

25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00

Original Holland Rusk

Packed 12 rolls to container	3 20
3 containers (40) rolls	3 20

Hominy

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

Pearl Barley

Chester	3 00
Empire	

Peas

Green, Wisconsin, bu.	2 00
Split, Scotch, bu.	2 00
Split, lb.	5

Sago

East India	4 1/2
German, sacks	4 1/2
German, broken pkg.	

Tapioca

Flake, 100 lb. sacks	4 1/2
Pearl, 100 lb. sacks	4 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

FISHING TACKLE

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

Cotton Lines

No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20

Linen Lines

Small	20
Medium	26
Large	34

Poles

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

7

FLAVORING EXTRACTS

Jennings D C Brand	
Terpeness Extract Lemon	
No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 4 F box, per doz.	1 75
No. 3 Taper, per doz.	1 75
2 oz. Flat F M per dz.	1 50
Jennings D C Brand	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1 25
No. 4 F Box, per doz.	2 25
No. 3 Taper, per doz.	2 00
2 oz. Flat F M per dz.	2 00

FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
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Winter Wheat

Purity Patent	5 10
Seal of Minnesota	5 00
Sunburst	5 00
Wizard Flour	4 70
Wizard Graham	5 00
Wizard Gran. Meal	4 00
Wizard Buckwheat	6 00
Rye	4 40

Valley City Milling Co.

Lily White	5 10
Light Loaf	4 60
Graham	2 10
Granena Health	2 20
Gran. Meal	2 10
Bolton Med.	2 00

Voigt Milling Co.

Graham	4 60
Voigt's Crescent	5 10
Voigt's Flour	5 10
Voigt's Hygienic	4 60
Voigt's Royal	5 50
Columbian	5 10
Calla Lily	4 80

Watson-Higgins Milling Co.

Perfection Flour	5 00
Tip Top Flour	4 60
Golden Sheaf Flour	4 20
Marshall's Best Flour	5 00

Worden Grocer Co.

Wizard Flour	4 70
Quaker, paper	4 70
Quaker, cloth	4 80
Quaker Buckwheat bbl.	5 50

Kansas Hard Wheat

American Eagle, 1/8s	5 10
American Eagle, 1/4s	5 00
American Eagle, 1/2s	4 90

Spring Wheat

Roy Baker	
Golden Horn, family	4 90
Golden Horn, bakers	4 80
Wisconsin Rye	3 75
Judson Grocer Co.	
Ceresota, 1/8s	5 80
Ceresota, 1/4s	5 90
Ceresota, 1/2s	6 00

Worden Grocer Co.

Wingold, 1/8s cloth	5 70
Wingold, 1/4s cloth	5 60
Wingold, 1/2s cloth	5 50
Wingold, 1/8s paper	5 55
Wingold, 1/4s paper	5 50
Bakers' Patent	5 35

Wykes & Co.

Sleepy Eye, 1/8s cloth	5 45
Sleepy Eye, 1/4s cloth	5 35
Sleepy Eye, 1/2s cloth	5 25
Sleepy Eye, 1/8s paper	5 25
Sleepy Eye, 1/4s paper	5 25

Meal

Bolton	3 80 @ 4 00
Golden Granul'd	3 80 @ 4 00

Wheat

New Red	82
New White	81

Oats

Michigan carlots	45
Less than carlots	47

Corn

Carlots	78
Less than carlots	80

Hay

Carlots	18 00
Less than carlots	19 00

Feed

Street Car Feed	33
No. 1 Corn & Oat Feed	33
Cracked corn	32
Coarse corn meal	32

FRUIT JARS

Mason, pts., per gro.	4 55
Mason, qts., per gro.	4 95
Mason, 1/2 gal. per gro.	7 30
Mason, can tops, gro.	1 65

GELATINE

Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14.00	
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS

Broad Gauge	18
Amoskeag	19

Herbs

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

HIDES AND PELTS

Hides

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

Pelts

Old Wool	60 @ 1 25
Lambs	25 @ 60
Shearlings	25 @ 60

Tallow

No. 1	@ 5
No. 2	@ 4

Wool

Unwashed, med.	@ 18
Unwashed, fine	@ 13

HORSE RADISH

Per doz.	90
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Jelly

5lb pails, per doz.	2 20
15lb pails, per pail	48
30lb pail, per pail	90

JELLY GLASSES

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

MACARONI.

Uncle Sam Macaroni Co.	
Macaroni, 24 10c pkgs.	1 70
Spaghetti, 24 10c pkgs.	1 70
Vermicelli, 24 10c pkgs.	1 70
Curve Cuts, 24 10c	
pkgs.	1 70
Alphabets, 24 10c pkgs.	1 70
Kurl Cuts, 20 lb. pails	1 35
Kurl Cuts, 25 lb. pails	1 37
Kurl Cuts, 50 lb. pails	2 40
Egg Noodles, 24 10c	
pkgs.	1 80
Bulk Macaroni, 10 lb.	
boxes	75
Bulk Spaghetti, 10 lb.	
boxes	75
Hotel Hook, fibre bxs.	1 00

MAPLEINE

2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75

MINCE MEAT

Per case	2 85
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MOLASSES

New Orleans

Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

MUSTARD

1/4 lb. 6 lb. box	16
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OLIVES

Bulk, 1 gal. kegs	15 @ 1 25
Bulk, 2 gal. kegs	10 @ 1 20
Bulk, 5 gal. kegs	1 00 @ 1 15
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
1 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75
Olive Chow, 2 doz. cs.	
per doz.	2 25

PICKLES

Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90

Small

Barrels	16 00
Half barrels	8 50
5 gallon kegs	3 40

Gherkins

Barrels	14 50
Half barrels	7 75
5 gallon kegs	

Sweet Small

Barrels	15 00
Half barrels	8 00
5 gallon kegs	3 25

PIPES

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

PLAYING CARDS

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

POTASH

Babbitt's, 2 doz.	1 75
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PROVISIONS

Barreled Pork

Clear Back	22 00 @ 23 00
Short Cut Clear	20 50 @ 21 00
Bean	18 00 @ 18 50
Brisket, Clear	23 50 @ 24 00
Pig	23 00
Clear Family	26 00

Dry Salt Meats

S P Bellies	15 1/2 @ 16
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9

Lard

Pure in tierces	12 1/2 @ 13
Compound Lard	10 1/2 @ 11
80 lb. tubs	advance 1/2

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. 48
 Sure Shot, 5c 1-6 gro. 5 76
 Yankee Girl Scrap, 2oz. 5 76
 Pan Handle Scrap 1/4 gr. 5 76
 Peachy Scrap, 5c 5 76
 Union Workman 2 1/4 6 00

Smoking

All Leaf, 2 1/4 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76
 Banner, 20c 1 60
 Banner, 40c 3 20
 Belwood, Mixture, 10c 94
 Big Chief, 2 1/4 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 85
 Bull Durham, 10c 11 52
 Bull Durham, 15c 17 28
 Bull Durham, 8 oz. 3 60
 Bull Durham, 16 oz. 6 72
 Buck Horn, 5c 5 76
 Buck Horn, 10c 11 52
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 50
 Bob White, 5c 6 00
 Brotherhood, 5c 6 00
 Brotherhood, 10c 11 10
 Brotherhood, 16 oz. 5 05
 Carnival, 5c 5 76
 Carnival, 10c 11 52
 Carnival, 16 oz. 30
 Cigar Clip'g. Johnson 30
 Cigar Clip'g. Seymour 30
 Identity, 3 & 16 oz. 4 50
 Darby Cigar Cuttings 40
 Continental Cubes, 10c 90
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 45
 Corn Cake, 5c 5 76
 Cream, 50c pails 4 70
 Cuban Star, 5c foil 5 76
 Cuban Star, 16 oz pails 3 72
 Chips, 10c 10 30
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 5c 48
 Duke's Mix., 5c 5 76
 Duke's Mix., 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 76
 F. F. A. 4 oz. 5 04
 F. F. A. 7 oz. 11 52
 Fashion, 5c 6 00
 Fashion, 16 oz. 5 28
 Five Bros., 5c 5 76
 Five Bros., 10c 10 53
 Five cent cut Plug. 29
 F O B 10c 11 52
 Four Roses, 10c 96
 Full Dress, 1 1/2 oz. 72
 Glad Hand, 5c 48
 Gold Block, 10c 12 00
 Gold Star, 50c pail 4 70
 Gall & Ax Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 85
 Giant, 5c 5 76
 Giant, 40c 3 96
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 10c 12 00
 Hunting, 5c 6 10
 I X L, 5c 3 90
 I X L, in pails 6 00
 Just Suits, 5c 6 00
 Just Suits, 10c 12 00
 Kiln Dried, 25c 2 45
 King Bird, 7 oz. 2 16
 King Bird, 10c 11 52
 King Bird, 5c 5 76
 La Turka, 5c 5 76
 Little Giant, 1 lb. 28
 Lucky Strike, 10c 96
 Le Redo, 3 oz. 10 80
 Le Redo, 8 & 16 oz. 38
 Myrtle Navy, 10c 11 52
 Myrtle Navy, 5c 5 76
 Maryland Club, 5c 50
 Mayflower, 5c 5 76
 Mayflower, 10c 96
 Mayflower, 20c 1 92
 Nigger Hair, 5c 6 00
 Nigger Hair, 10c 10 70
 Nigger Head, 5c 5 40
 Nigger Head, 10c 10 56
 Noon Hour, 5c 48
 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 76
 Peerless, 10c cloth 11 52
 Peerless, 10c paper 10 80
 Peerless, 20c 2 04
 Peerless, 40c 4 08
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 40
 Plow Boy, 14 oz. 4 70
 Pedro, 10c 11 93
 Pride of Virginia, 1 1/2 77
 Pilot, 5c 5 76

13

Pilot, 7 oz. doz. 1 05
 Pilot, 14 oz. doz. 2 10
 Prince Albert, 5c 48
 Prince Albert, 10c 96
 Prince Albert, 8 oz. 3 84
 Prince Albert, 16 oz. 7 44
 Queen Quality, 5c 48
 Rob Roy, 5c foil 5 76
 Rob Roy, 10c gross 10 52
 Rob Roy, 25c doz. 2 10
 Rob Roy, 50c doz. 4 10
 S. & M., 5c gross 5 76
 S. & M., 14 oz., doz. 3 20
 Soldier Boy, 5c gross 5 76
 Soldier Boy, 1 lb. 4 75
 Sweet Caporal, 1 oz. 60
 Sweet Lotus, 5c 6 00
 Sweet Lotus, 10c 12 00
 Sweet Lotus, per dz. 4 35
 Sweet Rose, 2 1/4 oz. 6 00
 Sweet Tip Top, 5c 50
 Sweet Tip Top, 10c 1 00
 Sweet Tips, 1/4 gro. 10 08
 Sun Cured, 10c 98
 Summer Time, 5c 5 76
 Summer Time, 7 oz. 1 65
 Summer Time, 14 oz. 3 50
 Standard, 5c foil 5 76
 Standard, 10c paper 8 64
 Seal N. C., 1 1/2 cut plug 70
 Seal N. C., 1 1/2 Gran. 63
 Three Feathers, 1 oz. 48
 Three Feathers, 10c 11 52
 Three Feathers and Pipe combination 2 25
 Tom & Jerry, 14 oz. 3 60
 Tom & Jerry, 7 oz. 1 80
 Tom & Jerry, 3 oz. 76
 Trout Line, 5c 5 90
 Trout Line, 10c 11 00
 Turkish, Patrol, 2-9 5 76
 Tuxedo, 1 oz. bags 48
 Tuxedo, 2 oz. tins 96
 Tuxedo, 20c 1 90
 Tuxedo, 80c tins 7 45
 Twin Oaks, 10c 96
 Union Leader, 50c 5 10
 Union Leader, 25c 2 60
 Union Leader, 10c 11 52
 Union Leader, 5c 6 00
 Union Workman, 1 1/2 10 80
 Uncle Sam, 10c 10 80
 Uncle Sam, 8 oz. 2 25
 U. S. Marine, 5c 6 00
 Van Bibber, 2 oz. tin 88
 Velvet, 5c pouch 96
 Velvet, 10c tin 48
 Velvet, 8 oz. tin 3 84
 Velvet, 16 oz. can 7 68
 Velvet, combination cs 5 75
 War Path, 5c 6 00
 War Path, 20c 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 40
 Way up, 2 1/2 oz. 5 75
 Way up, 16 oz. pails 31
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 52
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb., doz. 4 80

TWINE

Cotton, 3 ply 22
 Cotton, 4 ply 22
 Jute, 2 ply 14
 Hemp, 6 ply 13
 Flax, medium 24
 Wool, 1 lb. bales 6

VINEGAR

White Wine, 40 grain 8 1/2
 White Wine, 80 grain 11 1/2
 White Wine, 100 grain 13
 Oakland Vinegar & Pickle Co's Brands.
 Highland apple cider .18
 Oakland apple cider .13
 State Seal sugar 11
 Oakland white pickling 10
 Packages free.

WICKING

No. 0, per gross 30
 No. 1, per gross 40
 No. 2, per gross 50
 No. 3, per gross 75

WOODENWARE

Bushels 1 00
 Bushels, wide band 1 15
 Market 40
 Splint, large 3 50
 Splint, medium 3 00
 Splint, small 2 75
 Willow, Clothes, large 8 25
 Willow, Clothes, small 6 75
 Willow, Clothes, me'm 7 50

Butter Pates

Ovals
 1/4 lb., 250 in crate 30
 1/2 lb., 250 in crate 30
 1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 55
 5 lb., 250 in crate 65
 Wire End
 1 lb., 250 in crate 35
 2 lb., 250 in crate 45
 3 lb., 250 in crate 55
 5 lb., 250 in crate 65

Churns

Barrel, 5 gal., each 2 40
 Barrel 10 gal., each 2 55
 Clothes Pins
 Round Head

14

4 1/2 inch, 5 gross 65
 Cartons, 20 2 1/2 doz. bxs 70

Egg Crates and Fillers
 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, 3 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 90

Mop Sticks

Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 85
 12lb. cotton mop heads 1 45

Pails

2-hoop Standard 2 00
 2-hoop Standard 2 25
 3-wire Cable 2 10
 Cedar all red brass 1 25
 3-wire Cable 2 30
 Paper Eureka 2 25
 Fibre 2 40
 10 qt. Galvanized 1 70
 12 qt. Galvanized 1 90
 14 qt. Galvanized 2 10

Toothpicks

Birch, 100 packages 2 00
 Ideal 85

Traps

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

Tubs

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

Washboards

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

Window Cleaners

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

Wood Bowls

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

WRAPPING PAPER

Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butchers' Manila 2 1/2
 Wax Butter, short c't 13
 Wax Butter, full count 20
 Wax Butter, rolls 19

YEAST CAKE

Magie, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1 1/2 doz. 50
 Yeast Foam, 3 doz. 1 15
 Yeast Foam, 3 doz. 1 00
 Yeast Foam, 1 1/2 doz. 58

AXLE GREASE



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

BAKING POWDER

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

15

CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots 31
 El Portana 33
 Evening Press 32
 Exemplar 32

Worden Grocer Co. Brand
 Ben Hur

Perfection Extras 35
 Perfection Extras 35
 Londres Grand 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35

Old Master Coffee



Old Master 33
 San Marto —
 Pilot

TEA

Royal Garden, 1/2, 1/4 and 1 lb. 40

THE BOUR CO.,
 TOLEDO, O.

COFFEE

Roasted

Dwinnell-Wright Co's B'ds



White House, 1 lb
 White House, 2lb
 Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Royal High Grade
 Superior Blend

16

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

COCOANUT

Baker's Brazil Shredded



10 5c pkgs., per case 2 60
 26 10c pkgs., per case 2 60
 16 10c and 33 5c pkgs., per case 2 60



Apex Hams

Apex Bacon

Apex Lard

Excelsior Hams

Excelsior Bacon

Silver Star Lard

Silver Star Lard

Family Pork

Fat Back Pork

Prices quoted upon application, Hammond, Standish & Co., Detroit, Mich.

SAFES



Full line of fire and burglar proof safes kept in

17

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.

The only 5c Cleanser

Guaranteed to equal the best 10c kinds
 80 - CANS - \$2.80



SOAP

Lautz Bros. & Co.

Acme, 30 bars, 75 lbs. 4 00
 Acme, 25 bars, 75 lbs. 4 00
 Acme, 25 bars, 70 lbs. 3 80
 Acme, 100 cakes 3 00
 Big Master, 100 blocks 4 00
 German Mottled 3 15
 German Mottled, 5 bx. 3 15
 German Mottled, 10 bx. 3 10
 German Mottled, 25 bx. 3 05
 Marseilles, 100 cakes 6 00
 Marseilles, 100 cks. 5c 4 00
 Marseilles, 100 ck toil 4 00
 Marseilles, 1/2 box toil 2 10

Proctor & Gamble Co.

Lenox 3 00
 Ivory, 6 oz. 4 00
 Ivory, 10 oz. 6 75
 Star 3 35

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 2 40

Soap Powders

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

Soap Compounds

Johnson's Fine 5 10
 Johnson's XXX 4 25
 Rub-No-More 3 85
 Nine O'clock 3 30

Scouring

Enoch Morgan's Sons

Sapolio, gross lots 9 50
 Sapolio, half gro. lots 4 85
 Sapolio, single boxes 2 40
 Sapolio, hand 2 40
 Scourine Manufacturing Co. Scourine, 50 cakes 1 80
 Scourine, 100 cakes 3 50

We Manufacture



Public Seating



Exclusively

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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

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.

Kenmore Brook orchards, two thousand bearing apple and pear trees. Ample buildings, fine lawn, beautiful suburban district. Within 20 minutes' walk of the University of Michigan. Will sell outright or part interest to person who can devote time to management. Address R. Carroll Hill, Ann Arbor, Mich. 407

For Sale—Confectionery business, making ice cream and candy. Established ten years. Best location in college town of 10,000 population. Annual business, \$15,000. Box 55, Manhattan, Kan. 405

FOR SALE—ONLY VARIETY STORE IN TOWN OF 40,000, SIXTY MILES FROM DETROIT. ACT QUICK. ADDRESS No. 402, CARE TRADESMAN. 402

For Trade—For stock of general merchandise, 160 acres well improved alfalfa land in Greenwood Co., Kansas. Address J. N. H., P. O. Box 3, Cedar Point, Kansas. 401

Good location for shoe store, dry goods or gents' furnishings, 1130 Broadway. Address A. Heitzman, 532 Western, Toledo, Ohio. 400

For Sale—Grocery and market. Must sell. Have good reasons. Will not trade. Address Krueger Bros., Glenview, Ill. 399

I write copy with the "hook" that catches orders. In this quiet country spot I saturate myself with the vital arguments on your proposition and then send you stirring stuff worded to win. All service sent on approval. Advertising booklets prepared and published. Letters, circulars, advertisements, etc. I am just as near to you as your nearest stenographer. James Buswell, Otsego, Mich. 398

For Sale or Trade—160 acres, 8 miles from Pueblo; part under Bessemer ditch; 3 room house; several hundred acres leased pasture land adjoining; all fenced; no incumbrance; all for \$4,500; easy terms; would trade for merchandise. Address H. M. Cary, Emporia, Kansas. 397

Wanted—To buy a general store with an established trade, in a small town, with good farming country. Address No. 395, care Michigan Tradesman. 395

Will Exchange—Good six room house, large lot, on paved street, near carline in South Bend, Ind., valued at \$1,750, for well located stock shoes. Will pay difference in cash. R. G. Clement, Vicksburg, Mich. 408

For Sale—Best located outside drug, cigar and ice cream business in Jackson, Michigan. No greater opportunity anywhere. M. O. Dewey Company, Jackson, Mich. 389

Wanted—To purchase a drug store or information as to good location for new and modern store throughout. Full particulars first letter. J. F. Holden, Cass Block, Saginaw, Mich. 387

For Sale—One Jensen ripener, 500 gallon capacity and one Dishbrow butter churn, capacity 700 pounds, one twelve H. P. Atlas steam engine. Address No. 386, care Tradesman. 386

For Sale—Wholesale and retail confectionery and ice cream business. Excellent cafe in connection. Lease alone worth \$500. Central location. Reason for selling, sickness. Address No. 384, care Tradesman. 384

Wanted—Merchandise stocks in exchange for well improved farms. Isenbarger, 33 Union Trust Bldg., Indianapolis, Ind. 383

Good paying grocery business for sale. Has been in one location for twenty-three years, in a good prosperous, well-populated section of Grand Rapids. Address No. 390, care Tradesman. 390

Seven vacant lots, at Jefferson, Iowa, and a quarter-section of land in Cherry county, Neb. To exchange for a stock of goods, harness stock or hardware preferred. Address F. J. Stanek, Chelsea, Iowa. 381

Lots 25 x 100. \$10 sharing in production of 400 acres, richest oil and sulphur lands. Postal brings prospectus. Secure agency. Vinton Development Co., Lake Charles, La. 380

For Sale—Prosperous meat market. Good reasons for selling. Somebody should avail themselves of the fall harvest. Address No. 379, care Tradesman. 379

For Sale—Building and lot, hardware and variety stock, in bulk or at invoice. Good business. Poor health reason for selling. E. J. Cote, Bangor, Mich. 409

Drug store and practice for sale, in one of the best Central Michigan small towns. Property includes up-to-date drug store, unopposed practice brick store building, residence. Price about \$8,000, one-half cash, balance to suit purchaser. Address No. 410, care Tradesman. 410

Wanted To Exchange—Six cylinder 1912 Everett automobile, driven less than 5,000 miles, looks and runs as good as new, cost new, with equipment, \$1,950, for a grocery stock. Will turn this in on stock at \$1,000, will pay cash difference up to \$1,000. Address 202 So. Saginaw St., Flint, Mich. 391

For Sale—An established lumber business in a good town of 1,900 population. Stock and plant inventory about \$9,000. Address The Young Bros. Realty Co., Lansing, Mich. 374

For Sale—An established implement business, with large trade, stock \$4,000. \$8 a month rent. The Young Bros. Realty Co., Lansing, Mich. 375

A first-class 160 acre farm to trade for a stock of merchandise. Hardware preferred. Must be well located. Address Lock Box W, Honor, Mich. 369

For Sale or Exchange—To close an estate, 1,250 acres unimproved land in Lake County, Michigan, on railroad. First-class for general farming, fruit, stock or sheep ranch. Has small lake and running water. Now under option to oil company for drilling oil wells on shares. Price only \$18 per acre. Will take city property or stock up to \$5,000, balance cash. Harryr Thomasma, 433-438 Houseman Bldg., Grand Rapids, Mich. 367

For Sale—First-class steam laundry, doing big business; actual value \$8,000, but will sell for \$6,000. Reasons given for selling on enquiry. B. G. Moorman, Ypsilanti, Mich. 360

For Sale—An old and well established agricultural implement and seed business. Reason for selling, poor health. Address X. Y. Z., care Tradesman. 354

For Sale—80 acres land with timber. Particulars address Mrs. A. F. Merrill, 475 E. 52nd St., North Portland, Ore. 353

For Sale—Stock of general merchandise less than one year old. Inventories about \$7,000 to \$8,000. Eleven months sales, \$24,662. Rent \$24 per month; including living rooms. Building 40 x 80, cement block, located in one of the best towns in the Thumb of Michigan. Sickness in family reason for selling. Address No. 348, care Tradesman. 348

For Sale—Stock of dry goods, ready-to-wear, shoes, men's furnishings, in live town in Central Kansas money-making wheat belt. Only one other store in town carrying lines mentioned. Also splendid opportunity for clothing and millinery; only one clothing stock in town and two poor millinery lines. Nearest town 10 miles and little competition from that. Stock will go about \$16,000; fixtures about \$3,500. Annual sales \$50,000. Fixtures in birch mahogany stain, good, but not extravagant. New building, low rent. Germans in majority. Merchandise of the better grades sold. No place for a job lot merchant. Eight room brick bungalow home also for sale. Ask whatever you want about this proposition. Address The Mangelsdorf Co., Ellinwood, Kansas. 342

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

\$30,259 stock of clothing, shoes, men's furnishings and notions, also two-story solid brick building, worth \$9,000. All clear, to exchange for a good farm or timber lands. Please do not answer unless you have farms that are clear. Address P. O. Box 493, New London, Wis., where stock is located. 206

Merchandise Sales Conductors—Advertising furnished free. Write for date and terms. Address A. E. Greene, 116 Dwight Bldg., Jackson, Mich. 316

Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise. Write for dates and information. 336

Wanted for spot cash, stock clothing, shoes or general stock. Address N. E. Ice, Cuba, Mo. 280

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 559

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

To Exchange—Fine 71 acre farm near Olney, Ill., \$5,500 for merchandise; prefer groceries. Address Eugene Munson, Mt. Vernon, Ill. 320

For Sale—Paying grocery, \$900. Country town. Address Lock Box 242, Matthews, Ind. 382

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 236

To Exchange—The best home in one of the best residence districts of the city. Has three lots, good barn, fruit. Would consider good, well rented farm as part pay. Owner is physician who wishes to retire. Address No. 339, care Tradesman. 339

For Sale—General merchandise business in a good locality, doing a good cash business. The building is 24 x 50, full basement and six living rooms above. The stock will invoice about \$1,500. All new, up-to-date goods and must be sold for cash. The building and fixtures will be sold on easy terms. There is very little competition and expenses are very light. It is a place for someone with a little money to step right into a money-maker. The owner is going West. Call or address owner, W. H. Smith, Wallin, Benzie Co., Mich. 315

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

We offer for sale, farms and business property in nearly all counties of Michigan and also in other states of the Union. We buy, sell and exchange farms for business property and invite your correspondence. J. E. Thom & Co., 7th Floor Kirby Bldg., Saginaw, Mich. 659

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 235

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

For Sale—Up-to-date grocery, fine fixtures, in heart of business district of Kalamazoo. Fine trade. Reason, going into wholesale business. Address A. W. Walsh, Kalamazoo, Mich. 190

Furniture Business For Sale—Will invoice at about \$12,000. Located in Turlock, in the famous Turlock irrigation district. Over 175,000 acres in the district. Population 3,000. Growing every day. Good reasons for selling. Sales last year, \$39,000. Address Box 217, Turlock, Cal. 20

For Sale—\$15,000 general stock and shoes, no groceries. Central Michigan town 2,000. Richest farming section. Biggest departments have 5 to 6 turn-overs. 30 per cent. investment besides good living; reasons for selling. Address No. 344, care Tradesman. 344

For Sale at a bargain, 1 6 x 8 x 10 Stevens cooler, 1 Power Enterprise chopper, 1 silent cutter, 1 200 account McCaskey register, all excellent condition. Further particulars write A. R. Hensler, Battle Creek, Mich. 282

For Exchange—Ten room residence, finely located, Frankfort, Mich. Bath, electric light, city water. Exchange for merchandise. Address B, care Tradesman. 186

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System, Capital Bank, St. Paul, Minn. 814

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

HELP WANTED.

Wanted—A first-class cloak saleslady, experienced in managing and selling in a medium sized cloak department. State salary. Apply with references to The Globe Dept. Store, Traverse City, Mich. 394

Wanted—Bright young man, good habits, honest, as clerk, groceries and drugs, with some experience in groceries. Good chance to learn drug business. Answer quick, with references. A. W. Brown, Stockbridge, Mich. 393

Wanted—Thoroughly competent man, machinist foreman, for shop employing about 25 men, making dies and small accurate machine parts, good salary; must invest \$1,000 or \$2,000. The Metal Novelty Co., 1131 So. Broadway, St. Louis, Mo. 317

Wanted—At once, clerk for shoe store. Single man, must be reliable. Send references. Salary \$12. P. C. Sherwood & Son, Ypsilanti, Mich. 341

Agents Wanted—Live wires wanted to sell guaranteed stylographic pens; every pen guaranteed; best sideline going and a money-maker. Address Box 215, Lathrop, Mo. 347

Wanted—Registered pharmacist. Steady and good position. Schroeder's Drug Store, Grand Rapids, Michigan. 332

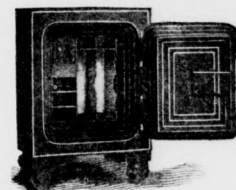
Wanted—High class specialty salesman to promote commercial pony contests on commission basis. Big opportunity for right man. Every merchant a prospect. Give references and present occupation in first letter. Address Idlewild Farm, Sales Dept., Room 1110 Harrison Bldg., Columbus, Ohio. 406

Wanted—Good man for city trade, also men to sell our high-grade liquid soap opening in every state in the United States. Big sales for good hustlers. National Liquid Soap Co., 702 Bridge St., Grand Rapids, Mich. 396

SITUATIONS WANTED.

Wanted—A position as traveling salesman. Can furnish best of references. Michigan desired. Address No. 403, care Tradesman. 403

Safes That Are Safe



SIMPLY ASK US

"Why do your safes save their contents where others fail?"

SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building

Creating Confidence

Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

Tell the people of Michigan about your goods—how they are made and sold and how to recognize them. Tell it to them through a medium in which they have confidence. When they know who you are, and what you offer them, they'll buy.

The medium which has the confidence of its readers in the Michigan field is the

Michigan Tradesman

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Aug. 25—J. C. Callahan, representative of Curtis Bros., wholesale dealers in canned fruits, is in the city for several days. J. R. Crampton, the company's former representative in this district, died recently at his home in Wilmette, Ill., tuberculosis being the cause of his death. Mr. Crampton paid his last visit to the Upper Peninsula about a year ago. Mr. Crampton was manager of the sales department of the Chicago branch. He had charge of all of the company's commercial men traveling out of that city, and his death was indirectly due to hard work, as he suffered a complete break down a few months before he passed away. Before taking a position as traveling salesman with Curtis Bros., Mr. Crampton was a prominent member of the Bostonian opera company.

The Central Market Co., which has been conducting a meat business on West Washington street, has dissolved, and Joe Brickman has withdrawn from the concern.

William Goodney, formerly of Champion, who has been in Aberdeen, Washington, for the last four months prospecting for a business location, has decided, after his extended stay in the West, that there was a better opening in Stambaugh, and has returned to that place to engage in the general merchandise business with his brother-in-law, Philip Quayle. A store room is nearing completion and the firm, which will be known as Goodney & Quayle, will soon put in general merchandise stock.

J. H. Sawbridge & Son will hereafter be the title of one of Negaunee's oldest business establishments, Bert Sawbridge having been recently made a member of the firm. He has been associated with his father in the management of the hardware store for many years. Sawbridge Bros. first opened a hardware store in Negaunee thirty-five years ago, in the building now owned by Albert J. Bice on the north side of Iron street. They remained in this location for about a year, and later moved to the present location on the south side of the street. On June 12, 1888, John Sawbridge, one of the members of the firm withdrew, and was made manager of a branch store at Tower, Minn. The father, Joseph Sawbridge, Sr., who also had an interest in the store here, likewise retired from the business at that time. Since then Joseph H. Sawbridge has conducted the Negaunee store.

With a new retort plant and a hardwood sawmill in sight at the furnace location; with the representatives of a big manufacturing concern in the city, looking it over as a suitable site, and the probability that the Goodwille company will move its Wausau plant to the city and double the capacity of the present big plant operated by it there, it looks as though Manistique was really a live-wire town.

The L'Anse Business Men's Association has decided to celebrate on Saturday, Aug. 30, to commemorate the completion and successful opera-

tion of the Marshall Butters Lumber Co.'s sawmill and the completion of the highway connecting Skanee and L'Anse.

Robert H. Wright, who at one time was associated with the late Will Adams in the publication of the Marquette Chronicle, is now completing arrangements for the publication of a weekly newspaper at L'Anse. It will be known as the Upper Peninsula Farmer, and will be devoted largely to the local field. A number of well-known Baraga county men are interested in the proposition. Mr. Wright also formerly published a newspaper at Munising.

Joseph Frechette, formerly connected with the Consolidated Fuel & Lumber Co., at Negaunee, has become assistant to General Manager Trucky of the Phoenix Lumber & Supply Co., at Iron River, and will have charge of the yard work. He has become financially interested in the company.

John A. Hager, Secretary of the Hager Bros. Co., Ltd., was married recently to Miss Grace Thoney.

Eusebe Bertrand has opened a cigar confectionery store in the Donahue building.

With the payment of the \$2 per share assessment called on the stock of the Lake Copper Co. and payable Sept. 9, more than \$1,000,000 will have been raised in cash for the development of the property—\$1,045,000 to be exact. Incidentally this is the first time the stockholders have been assessed, as under the former management working capital was provided from the sale of stock in the open market, 6,500 shares having thus been disposed of at prices ranging from \$25 to \$71, the latter price being received early in January of 1910 and before the stock made its high record quotation of 94½. In October, 1910, shortly after the present management assumed control of the property, stockholders were offered 13,500 shares of treasury stock at \$35 per share, which was underwritten for a commission of \$2 per share, the offering netting the company \$443,850. At that time Lake was selling at about \$39 per share, so that the rights were worth approximately fifty cents per share.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 25—The spot coffee market is about as quiet as at any time for a year or more. The demand is simply for enough to do business with and there seems no immediate prospect of much improvement. At the close, in an invoice way, Santos 4s are quoted at 12@12¼c and Rio 7s 9¼c. In store and afloat there are 1,508,316 bags, against 2,286,250 bags at the same time last year. Milds are quiet, sympathizing with Brazilians, and quotations are unchanged in any particular. Good Cucuta, 12c.

Granulated sugar, 4.70c. The market shows less activity, but the withdrawals have been quite liberal in amount. The tariff is now out of the way for awhile and the only cloud now is the drought in some producing

parts of the country which will have some effect on the beet crop.

Green teas are firm. Light receipts are anticipated and, upon the whole, the situation seems to favor the seller. No changes of note have been made in the range of values. Blacks meet with fair enquiry.

Rice is steady. Trading is rather limited in volume and buyers take only enough to do business with. They feel that a drop may come at any time if the reports of big crops are verified, and are content to wait. Prime to choice, 5½@5¾c.

Singapore white pepper is higher, owing to moderate supplies. Other lines are practically unchanged.

Molasses is steady, but it is too early in the season to expect any enlargement in demand. An everyday trade is being done and quotations remain unchanged. Syrups are in light supply and prices are firmly held.

Canned goods are dull. The last week of the vacation period finds many of "the boys" away and all hands seem to be waiting for the return of the multitudes from seashore and mountains. No change whatever is to be noted in the prices of tomatoes. Corn is in light request, but it seems evident that the pack is going to be light and sellers are not inclined to make any concession. Top grades of peas are firm, but the supply of stock of the lower range is rather too large for the demand and some weakness is shown. String beans are firm. Other goods are well sustained.

Butter shows some advance and creamery specials work out at 28½@28¾c. Supply not abundant. The whole line is well sustained. Creamery firsts, 26@26½c; imitation, 24@24½c; factory, 23@24c; process, 25@25½c.

Cheese is firm and some advance has taken place since last report. Whole milk specials, 15¼@15½c.

Fresh-gathered Western eggs, 25@27c. The general tone of the market is firm. There is too big a supply

of stock somewhat off in quality and such is working out for what it will bring.

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

Buffalo, Aug. 27—Creamery butter, fresh, 24@29c; dairy, 22@25c; poor to good, all kinds 19@21c.

Cheese—New fancy 16c; choice 15c; poor to common, 6@13c.

Eggs—Choice, fresh candled, 24@25c, at mark 22@23c.

Poultry (live)—Turkeys, 13@14c; cox, 12c; fowls, 16@18c; springs, 17@21c; ducks, 14@16c.

Beans—Red kidney, \$1.75@2; white kidney, new \$3@3.25; medium, \$2.20@2.25; narrow new \$3.40; pea, new, \$2@2.10.

Potatoes—New, \$2.20@2.25 per sack. Rea & Witzig.

The store that can not give a dollar's worth for each dollar it receives is not likely to receive many dollars from the same source.

Care drives a nail in your coffin, no doubt, but the grin, so merry, will draw one out.

An ounce of done is worth more than a ton of going to do.

BUSINESS CHANCES.

\$3,300 buys the neatest hotel and furniture in fruit belt Michigan; 65 foot shady porch; steam heated. Address Hotel, Lawrence, Mich. 411

For Sale Or Exchange—Cash grocery and hardware; will consider a well located residence or small farm near town. I have a set of tinner's and plumber's tools and some stock of both. J. N. Douglas, Belvidere, Ill. 412

For Sale—Stock of dry goods, etc., in a live manufacturing town of 6,000; stock at present, \$15,000. We are going to begin a closing out sale and will reduce the stock to about \$5,000, and then sell this stock and lease the building. This business has been established about 30 years; building is 68 x 95, and can be leased in two parts, 45 x 85 and 23 x 110. Will rent for \$75 for entire building. This is a good proposition for some one looking for a good location for a dry goods business. Address G. Vanden Bosch Co., Grand Haven, Mich. 413

For Sale—A stock of hardware, inventorying from \$600 to \$900. Address John Mahoney, Clare, Mich. 414

SITUATIONS WANTED.

Wanted—Position as bookkeeper. Graduate of Ferris Institute. Best of references. Address No. 404, care Tradesman. 404

Commonwealth 5-Year 6% Convertible Bonds

Offer
Safety of Principal
Regularity of Income
Salability
Opportunity for Enhancement in Value

HOWE, CORRIGAN & CO.
Michigan Trust Bldg. GRAND RAPIDS, MICH.

Come to the
FAIR



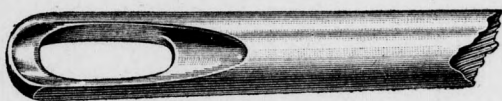
**WEST MICHIGAN
STATE FAIR**
Sept. 1, 2, 3, 4, 5, 1913

We will have an exhibit in the Carriage Hall, at the Fair, on the above mentioned dates, and you are cordially invited to inspect our splendid line of SUN-BEAM harness, collars, implements, fur coats, etc., which we feel sure will prove of interest to you.

Brown & Sehler Co.
Home of "Sun-Beam" Goods Grand Rapids, Mich.



Paragon Gold Eye Needles



Large oval eyes, grooved so the thread does not project, and passes easily through cloth.

Stewart's
GUARDIAN
Protected Coil
Safety Pins

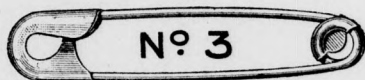
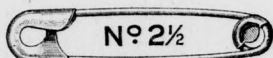
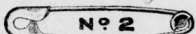
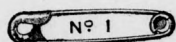
Handsomely Carded and Boxed.

Superior Quality
Nickel and Black.

Protected Coil Prevents Fabrics
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All Sizes Retail @ 5c the Card.

Superfine Quality
Attractive Wrappers
Excellent Profit



SAMPLES AND PRICES ON REQUEST FROM
YOUR OWN JOBBER

PRATT & FARMER CO.
48-50-52 East 21 St. NEW YORK

Business Culture

You can't make a plant grow.

You can, however, place it in the right kind of soil, in the sunshine, give it sufficient moisture and—*nature* will do the rest.

So it is with your business plant. The public is the soil. You must supply the nutrition of an advertising appropriation, the moisture of printer's ink, and the sunshine of attention-compelling booklets and catalogues.

*We will supply sunshine and
moisture and the nutrition may
not be as much as you think*

TRADESMAN COMPANY
Grand Rapids

Consumers are Wedded to the

Hart Brand Canned Foods

Because Quality is Always Notable

All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

**The HART BRANDS Satisfy Consumers
They Are Trade Winners and Trade Holders**

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

W. R. ROACH & CO., HART, MICH.

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That is shown in
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