

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 10, 1913

Number 1564

## When a Man Fails

When he has no confidence in himself or his fellow men.  
When he values success more than character and self-respect.

When he loves his own plans and interests more than humanity.

When he does not try to make his work a little better each day.

When his friends like him for what he has more than for what he is.

When he knows that he is in the wrong, but is afraid to admit it.

When he is so busy that he has no time for smiles and cheering words.

When he is so burdened by his business that he finds no time for rest or recreation.

When he envies others because they have more ability, talent or wealth than he has.

When he lets a day go by without making some one happier and more comfortable.

When he values wealth above health, self-respect and the good opinion of others.

When he becomes so absorbed in his work that he cannot say that life is greater than work.

When he does not care what happens to his neighbor or his friend so long as he is prosperous.






# WHEN YOU SEE

THE SIGN OF  GOOD CANDY

"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.     

## It's a Good Time About Now—



for the grocer who has not taken "White House" Coffee seriously—to awaken to the FACT that, solely on account of its splendid reliability and high character, it is a household word ALL OVER THE UNITED STATES.

A coffee that can attain ITS present popularity on the strength of its own merit **MUST** be a mighty good coffee for ANY grocer to handle.

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



**SELL HER A WHOLE CONTAINER OF FRANKLIN CARTON SUGAR**

You've noticed how customers buy a barrel of flour, a box of soap, a basket of potatoes or a box of canned goods, because they use such articles regularly and wish to keep a supply in the house. They'll buy FRANKLIN CARTON SUGAR the same way, a whole container at a time, if you'll suggest it to them. They know what sugar is, they use it every day, they expect to go on living and using sugar all their lives. There's no reason for selling a woman one or two pounds of sugar at a time as if she had to "try" it like some entirely new thing. Sell her a whole container! It's a better sale for you because you make the profit on every carton in the container in one sale, you make one delivery instead of many.

*The most popular grades of Franklin Carton Sugar are packed in containers an average family can buy—24, 48 and 60 lbs.*

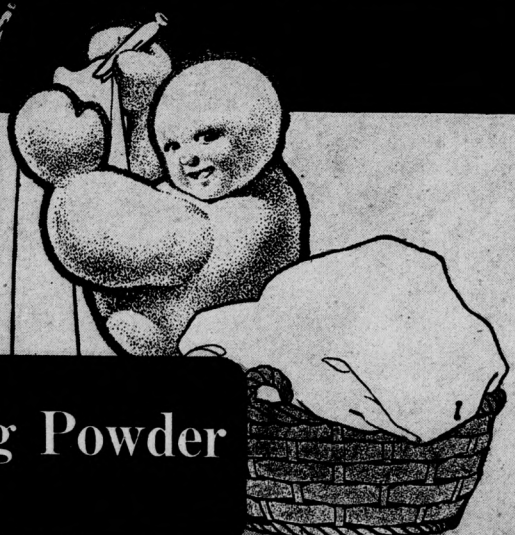
**THE FRANKLIN SUGAR REFINING CO.**  
PHILADELPHIA

"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.





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## SPECIAL FEATURES.

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## News Items From Upper Peninsula Points.

Iron River—Merchants of Iron River have declared war on street dealers. One arrest has been made for the purpose of testing the law regarding this class of itinerants and the case will be fought through the higher courts, if necessary, to settle the question. Home merchants have agreed to stand behind this prosecution and all others of similar nature. The climax came when three or four hawkers joined in a chorus at Second and Genesee streets, and one of them set up business out in the middle of the road and began crying his wares. He was ordered off the street by Chief of Police McFarland and the others were told to go the next morning. Four or five more were in the city, waiting their turn to open up, but they left. M. J. Darling, who carries a small store around the country with him, got off the street but opened up the next night on a vacant lot just back of the Bayington hotel. On private property he was beyond reach of any village ordinance and Prosecuting Attorney A. J. Waffin drew up a complaint. When the case was called Darling was granted a continuance in order that he might be represented by his attorney, John Power, of Escanaba. "I am going to fight this case to a finish," said Darling. "I have a letter from the State Auditor saying there is no such thing as a State license. I presume that is because there are two license laws, one for Upper Michigan and one for Lower Michigan that conflict with each other, hence both are nullified and unconstitutional. I have been placed where I am compelled to fight. There is nothing else for me to do." Darling lives in Escanaba, but said he proposed to move to Iron River and would take his children there to start them in school. In the meantime a petition was being circulated among the merchants to stand together in a fight against the street dealers. The merchants have agreed to carry the fight through and are determined that the practice of hawking wares and patent medicine in the street shall be a thing of the past in Iron River.

Hessel—The entire population of Hessel turned out Sept. 5 to fight the flames of a \$10,000 blaze which destroyed the lumber mill of Charles Hessel. It was only by the heroic efforts on the villagers the little town was saved. Women as well as children joined the bucket brigade and some of the women stood in the water of Lake Huron up to their waists for an hour to assist in keeping the buckets filled. Most of the lumber piles were saved, but the mill was destroyed. The origin of the fire is unknown.

Ishpeming—Local merchants propose to close the town to street fakers. In this they are not only taking a step to protect themselves, but to protect the townspeople as well, for there isn't more than one street faker in a dozen who has anything worth buying, and when the twelfth faker appears he usually has something that can be bought to as good advantage in the home stores. Most street fakers are undiluted frauds, as well as great nuisances.

Marquette—A. D. McMillan, representative of the Town Development Co., which is to put on a two weeks' membership campaign for the Marquette Commercial Club, has arrived in the city from Menominee, where he has been engaged in similar work. F. W. Bender, who will be associated with him in the Marquette campaign, is also here.

Iron Mountain—Miss Florence Penberthy, of Ishpeming, will open a millinery establishment in Iron Mountain.

Marquette—Otto H. Koch was married Sept. 6 to Miss Onota Schaffer at the residence of the bride's parents. Both Mr. and Mrs. Koch are well-known in the city, Mrs. Koch having resided here practically all her life and having had a prominent part in social affairs. Mr. Koch is associated in the management of the Gannon Grocery Co., having come to Marquette when the company was organized several years ago.

Manistee—A new company has been organized under the style Rogers, for the purpose of manufacturing and retailing men's clothing. The company has an authorized capital stock of \$1,400, which has been subscribed and \$1,050 paid in in cash.

When business is slow in town, see if you can't interest the other merchants in doing some co-operative work to bring in outside trade, instead of every man spending the time trying to get his neighbors' customers.

The man who uses all his spare time for loafing is the man who is going to have the most time to spare.

## Brubaker's Experience in Grand Rapids Fair Week.

Mears, Sept. 9—I went to see the Grand Rapids fair and other attraction last week, but I steered clear of you as I had an invitation from Glenn Finch to sojourn with him. I should not have left home at this busy season, but easily convinced myself that I had been working too hard and needed some recreation in the nature of a little blowout, on the quiet, as the saying is. I rather think I overdid it though. I was going in on Alpine avenue Tuesday morning, when bang! out went a front tire. I put on an extra one and was merrily dodging traffic cops on Campau Square when bang! went another. Bill fixed me out with two new tires for the consideration of a few plunks. (Auto always sounds like plunk, plunk to me, instead of honk, honk). I then located Glenn and was pained to find that he was no longer following his regular route for the Grand Rapids Shoe & Rubber Co., but had been following his itinerary. Anyway, that's the way his boss had it doped out. Funny how the purchase of an auto does effect different people differently. As soon as some people get a car, it changes their mode of speech until they can spill out double jointed words like the dictionary, while, with me, the purchase of my Reo caused me to be a little more daffy and foolish than ever, while my speech remained as plain as ever (when I was changing tires in the hot sun Tuesday it was very plain). About noon I heard a gentle voice wafted across the street, saying Oh, you, Jimmie Goldstein! I promptly threw in the emergency brake, rushed up to the gentleman thus addressed and demanded of him whether he was James Goldstein, of Detroit. He admitted his guilt. Now, I have been anxious to meet Jim ever since Noah tar-papered his ark. I was surprised to find him just an ordinary looking human being with a semi-intelligent expression on his dimpled face. As I introduced myself, he glanced at his watch and discovered he had only ten minutes until train time. Our meeting was short, just time for a hand shake and across the street for a sandwich together. After watching Jim get away with a few sandwiches, I wonder where he gets all his "dry" humor. Isn't it queer what impressions we form of persons we know by reputation but have never met? I expected to see him with a halo, surrounded by a squad of salvation soldiers or the State militia. Instead, he was in charge of his eleven year old hopeful. The same Goldstein, Jr., is some kid, with a fondness for root-beer. Another hand shake and Jim was off for Shelby.

Shelby is one of our beautiful suburbs, by the way.

Wednesday morning I took in three of the beauty shows. That is, I had to visit the offices of the Michigan Tradesman, the National Biscuit Co. and the Musselman Grocer Co. This was the first time I had met Mr. Stowe and evidently his mental impression of me was wrong, as he frankly told me he had expected to see an old bat with Oom Paul whiskers, but that I was even homlier than he expected it was possible for a person to be. I did not tell him what kind of a man I had expected to meet when I met him; in fact, I did not dare to, as he filled the bill. Wednesday afternoon I took in the fair and incidentally, was myself taken in. I stayed to see Pain's battle in the clouds. The battle was fine. You got that from the grand stand and the pain you got was when you had to dig up 50 cents for a seat in the grand stand. The most wonderful thing I saw in the whole works was the eight trained chickens, singing Moonlight Bay in the tent south of the grand stand. I heard the same song sung at Ramona and seventy-three other places during my stay. It must be that Grand Rapids has a city ordinance against singing any other song during the drouth.

Grand Rapids "knows how" to make strangers welcome. Why, even the bartenders treat everyone white. That is, they fill 'em up with foam. This, of course, is only hearsay. I certainly hated to leave Grand Rapids, but as I could not take it along, was forced to go, so I went up to police headquarters to see what fines were chalked up against me. Only \$5 and costs for carrying baby tags around, sitting on the radiator, simply dressed in a "shimmy" and a cold sweat.

Without further incident, I arrived home at Mears, the core of the Oceana fruit belt, at promptly a quarter of 2. After relating to my better half my version of the various scenes I had witnessed, I made the statement that next year, if the fool killer permitted me to live, I intended to go to the fair from start to finish. My better half promptly vetoed the same and kindly remarked: "Next year I would stay at home from start to finish." We will have to settle the question, as usual with our disagreements, by arbitration. Of course, the answer will be as usual—I will stay home. Ches Brubaker.

Lansing—The Emergency Foundry & Machine Co. has been organized for the purpose of manufacturing castings for automobiles and gas engines. The company has located on North street in the abandoned Walker foundry building.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 8—Fingers were made before forks, so why then eat peas with a knife? Meditation of H. Leroy Proper, the sage of East Lake.

That it pays to advertise in the Tradesman was proven by my receiving a letter from curly headed Bill Pohlman. Our advertisement was read by so many persons that Bill was located in Wisconsin, leading the same life as of yore—that of an Indian.

Bill Bosman, Grand Rapids scribe, was absent last week. However, there was a quorum present.

John D. Martin, "Carnation Jack," member of the Grand Executive Committee of the Michigan U. C. T. and of the Board of Directors of the Michigan Knights of the Grip, stopped over between trains last Friday. He was en route to Port Huron to attend the monthly meeting of the Board of Directors of the Michigan Knights of the Grip.

We are in receipt of the sad news of the death of Harry J. Foreman by drowning in a lake near Kalamazoo last Thursday. Mr. Foreman, who was but 38 years of age, formerly traveled for the Williams Manufacturing Co., Kalamazoo, later being promoted to manager of the concern. Beloved by all of those who knew him and having a strong hold with the trade, he continued to make occasional trips on the road after taking up his duties as manager. He left a wife. Mr. Foreman was a member of Cadillac Council, No. 143, U. C. T. The funeral, which was held at Kalamazoo last Tuesday, was attended by John W. Schram, Secretary of the Council.

J. Stiglitz, the enterprising merchant who conducted a men's furnishing goods store at 1519 Russell street, has moved to larger and more spacious quarters at 1411 Russell street. He has also added a stock of shoes and clothing.

"Nye" Allen, (Burnham, Stoepel & Co.) returned from a week's vacation three days ahead of time. There are some things that "Nye" loves and one of those things isn't work. "Nye" says, however, we are compelled in this day of milk fed chicken prices on liver to do many things we do not like.

John J. Black, better known to scores of buyers and traveling men as plain "Joe" Black, has accepted a position as traveling representative for the Allen-Boyce Co., manufacturer and manufacturing agent for ladies ready-to-wear garments. The acquisition of Joe to the sales force of this rapidly growing young concern will do much toward placing their lines before more new trade than heretofore. Joe formerly represented the Cadillac Garment Co.

On the other hand, we never knew before that Black and White was selling in Cloverland for 10 cents per.

Manfred Goldstone, who represents the H. Brillling Co., notions and knit goods, speaks surprisingly like a married man. "Manny" says a wom-

an's vocabulary is no larger than a mans, but she works it harder.

Unlike most married men, we generally get in the last word—she is asleep when we get home.

A. Nowe, of 762 St. Auben avenue, in keeping with the rest of Detroit, has remodeled his store, putting in a new up-to-date front.

Any traveling man in need of a position and who thinks he can sell a new line of shoe and store fixtures, will do well to communicate with Secretary John W. Schram, 212 Bowles block.

Saturday night, Sept. 13, Cadillac Council, U. C. T., 143, will hold their regular monthly meeting at St. Andrew's hall. Any visiting members who are in the city on this date are cordially invited to attend. About ten applicants have signified their willingness to chance an initiation on this night. With all respect to the prowess of Grand Rapids Council, No. 131, we wish to say that if they continue as the largest council in the State, they will have to get busy immediately and garner some of the material they have in their city. We mean in plan words—Detroit Council will soon pass them if they don't show a decided growth within the next six months.

Robert Skinner, Ortonville, Mr. Wallace, South Lyons, and Mr. Heenan, of Heenan Bros. & Hibbler, North Branch, were among some of the out-of-town merchants who paid Detroit a visit last week.

John Lenihan, assistant manager of the dress goods department for A. Krolik & Co., has decided to become a merchant. Mr. Lenihan, a few days ago, purchased the dry goods store owned by the O'Leary Sisters on Baker street. John, who is a very likable young man, as well as being gifted with a good business acumen will, no doubt, not only carry along the business done by his predecessors, but will materially increase it.

Anyway, the commercial traveler "poetry" has been entirely obliterated. Not that we care so much for that particular fact, but it gives us the opportunity of using the word "obliterated."

The Delray Dry Goods Co., one of Delray's leading department stores, has remodeled both the inner and outer parts of its large store until it now has a store that will compare with many of the downtown (Detroit) stores.

If you want to gain the sympathy of the populace, just try being the under dog.

George Whitney, for ten years in the carpet department of Burnham, Stoepel & Co., has resigned and has purchased an interest in the rug cleaning works of Kaufman & Co., of this city. George's many friends join in wishing him success in his new venture.

Detroit Council, U. C. T., No. 9, wishes to call the attention of the different travelers, members of U. C. T. who make Detroit in their regular rounds of business; to the huge blow-out and general big night on Oct. 18. Those who can arrange their trips accordingly are cordially invited to

attend this meeting. Great results are expected from this boosters' meeting and a large class will be on hand to be initiated with all the solemn ceremonies known only to those who have been given a U. C. T. button, with the usual admonition. Reports from the different committees are highly gratifying and all indications point to a most successful meeting.

J. P. Fairchild, who conducts a dry goods store in Morrow, Ohio, was in Detroit last week posting up on styles and getting pointers on how they do things in a real live up-to-date city.

The United Commercial Travelers were among the most active organizations to have the bill passed prohibiting the use of roller towels in hotels or public places. This law went into effect on Aug. 15, but seems to go unheeded by many of the hotel people about the State. The U. C. T. members can carry on the fight by reporting the infractions of the law to the proper authorities.

Ever notice, brother expense book manipulators, the cards the hotel men have tacked in rooms of their hotels, whereon is printed the laws that are beneficial to them? It's a darn poor rule that won't work both ways. Now we have laws beneficial to the commercial traveler—sho 'em to the hotel-keepers.

Several of the hotels on the Pentwater branch are still using the roller towel, which is a violation of the law. Unless a change is made shortly, their names will be printed in the Tradesman and also reported to the State board.

"Jerry" Congdon, the homliest druggist in Pentwater, is also a man of action and resourcefulness combined. Jerry took some of his friends out in his Buick car for a jaunt through the country last week. When a few miles out the gasoline gave out. The party tramped back to the lonely village of Pentwater—that is, the party minus Jerry. He pulled out his robes and made a very comfortable bed—you know any time Jerry can sleep the bed will be comfortable enough—in the back seat and there he slept peacefully until morning, when he received gasoline to continue his journey—and sleep—home.

Pretty hard for big Dave Hoogerhyde, up the Rapids way, to get into a traveling man's organization. Most of the orders have, as one of the articles in their constitution, that the applicant must travel and sell goods from sample. Dave hasn't shown a sample since before the Spanish-American war.

You can't always judge a traveling man by his chest measure. It may be full of hot air.

At one time George McConnell, the hefty representative for the Hill Manufacturing Co., of Chicago, with headquarters in the village of Grand Rapids, was willing to box any man in the world at any old price, too. George used to be an undertaker.

F. A. Case, of the firm of F. A. Case & Sons, planters and merchants of Federal Point, Florida, is spending a few weeks in Detroit. Mr. Case is an old Detroit resident and a member

of Cadillac Council, No. 143. Before removing to Florida, Mr. Case was in the manufacturing business. He received a letter last week from his sons, in which they state the negroes have gone to work and are harvesting the crops on their farm. They stated that the corn stood twenty feet high and there was from one to four ears on each stalk. The stalks were as large round as an ordinary man's wrist. Mr. Case will return to Florida about Oct. 15.

Ura Donald Laird says he soon expects to so shape himself that he can write a biography of some distinguished "Upper Penin" business man. We are pleased at any rate, to note that "Tom" is not satisfied with his present shape.

The Michigan State fair opens in Detroit Sept. 15, continuing until the 20th. We hope representatives of the State fair attended the West Michigan Fair, where new and interesting suggestions might have been picked up.

Which remark will, undoubtedly, surprise Winsome William Holden, of the Grand Rapids Dry Goods Co., the fastest growing dry goods jobbing house on Commerce street.

Secretary John W. Schram, of Cadillac Council, No. 143, visited his birthplace at Beverly, Ont., last month. While there John took occasion to visit the cemetery where some of his ancestors were buried. To show that Cadillac Council's Secretary, who is now 65 years of age and looks good for 65 more, is a descendant of a long-lived family, we will give a list of those buried at Beverly, which Mr. Schram copied in his note book: Robt. Camp, born Maine, Nov. 29, 1675, died Beverly, July 27, 1788, aged 104 years; Robt. Camp (2nd) born Maine, March 15, 1698, died Beverly, July 27, 1788, aged 90 years; Robt. Camp (3rd) born Maine, March 14, 1725, died Beverly, Sept. 5, 1810, aged 85 years; Robt. Camp (4th) born Beverly, March 18, 1785, died Beverly, Nov. 29, 1872, aged 87 years; Robt. Camp, (5th) born Beverly, June 3, 1805, died Beverly, July 6, 1830. Here is the youngest at death, 25 years. Secretary Schram is the son of one of the daughters and was born in Beverly and, as stated before, is 65 years of age, but would pass for 50. Long live Secretary John Schram!

Cadillac Council is making preparations to give a clam bake in the near future. Exact date not decided on, but in all probability will be sometime during September.

The funeral of Mrs. C. Klimesmith, sister-in-law of Ben Cohen, member of Detroit Council, representative for the Michigan Optical Co., was held in Detroit, together with that of her son, last Monday. The terrible tragedy in which three were drowned at Pearl Beach happened a week ago last Tuesday. The body of Mr. Klimesmith has not been recovered up to this writing. The sympathy of the commercial travelers and other friends are extended to Mr. Cohen and family in their hour of sorrow.

James M. Goldstein.



# This American Adder Sold for \$35

## Has Suddenly Captured the Country

### Sales 150 Daily

Here is an Adding Machine hardly six months old. But the want was so general and the price so amazing that it is now the most popular machine in America.

An individual Adder, weight 17 pounds. Put it close to the books or papers. Place one on each desk, instead of having your people wait for the central machine.

It adds, subtracts and multiplies. It is quick and infallible. Anyone can operate, and speed comes quickly.

Each complete number, before the addition, appears clearly on the key-board.

Check it with your copy and mistakes are impossible.

Size:  
8½ in. square  
Weight:  
17 pounds



Never was an Adder so simple. Never one more competent. The \$150 machines do nothing more than this.

Please remember this machine is the product of one of the largest metal working concerns in the world.

### Its Unique Uses

Countless big offices now use this machine so each desk may have its Adder.

Or as portable machines requiring no expert. They save their cost over and over in time.

Small offices, factories and stores have bought thousands—places where Adders heretofore were too costly. Now for \$35 they get an up-to-date Adder, which adds a hundred figures a minute.

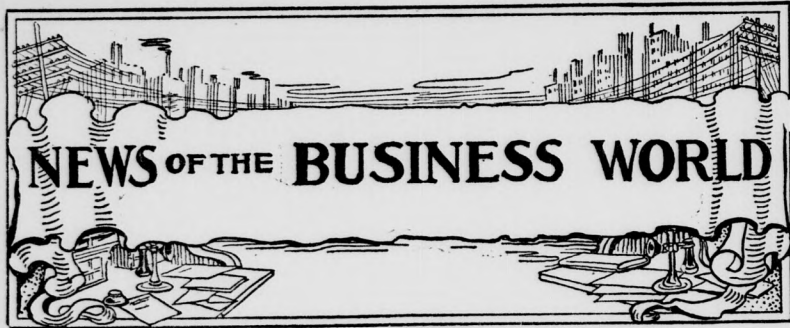
A million men need it, and one glance at this Adder will prove you to be one of them. You would not do without it.

### Ten Days' Trial

To prove this, we place the American Adder on trial. Our local dealer will send it to you, or we'll send it, express prepaid. There will be no obligation. After 10 days' test, just refuse it or keep it.

For your own sake, write for this trial. Here is something you need and which no price buys elsewhere. If you are not ripe for a trial, then please ask for our book.

**American Can Company** Adding Machine Division **1207 Monroe Bldg., Chicago**  
Eastern Sales Dept., 440 W. 14th Street, New York



### Movements of Merchants.

South Haven—The Purity Bakery will shortly add a grocery stock.

Mattawan—Mrs. A. C. Manusa has engaged in the grocery business here.

Charlevoix—Miss Jennie Richards has engaged in the millinery business here.

Sparta—Nelson & Mosher succeed Brown & Hurley in the millinery business.

Jackson—A. B. Johnson succeeds E. D. Loomis in the undertaking business.

Butternut—W. A. Dear has added a line of harness to his hardware stock.

Grant—James E. Sharp succeeds the McKinley Hardware Co. in hardware business.

Battle Creek—The Baker-Jonas Co., druggist, has changed its name to the Owl Drug Co.

Kalamazoo—The Tiffany Decorating Co. has opened a retail store at 426 Burdick street.

Allegan—D. Stern & Co. have removed their shoe stock to their new building on Locust street.

Traverse City—E. E. Miller & Son have removed their drug stock to their new store in the Burden block.

Pewamo—R. J. Merrill, who conducts a clothing store at St. Johns, will open a branch store here Sept. 15.

Harrietta—Bank robbers blew up the vault in the Bank of Harrietta and made their escape with \$8,000 in currency.

Holland—Simon L. Sprietsma, of S. Sprietsma & Son, dealers in shoes, died at his home Sept. 5, aged 68 years.

Thompsonville—The Thompsonville Elevator Co. is erecting a two-story warehouse adjoining its elevator building.

Newaygo—R. T. Nielson has engaged in the produce business here under the style of the Newaygo Warehouse.

Battle Creek—Miss Margaret O'Toole has removed her millinery stock from Charlotte here and will continue the business.

Durand—G. W. Gillespie has sold his grocery stock to Mark G. Schneider, who will consolidate it with his stock of meats.

Saginaw—Sensabaugh & Richards have engaged in the grocery and notion business at the corner of Bond and Union streets.

Manistee—W. R. Hall, who has conducted a drug store here since 1868, has sold his stock to Henry Mertens and Arthur Nellist, who have formed a copartnership and will continue the business under the style of The Hall Drug Co.

Reed City—J. W. Patterson has purchased the clothing stock of the late C. J. Fleischauer and consolidated it with his own.

Kalamazoo—Creditors closed the shoe store of Guy McDonald at 224 East Main street and will sell the stock at auction Sept. 18.

Vicksburg—E. O. Goldsmith, dealer in clothing and men's furnishing goods, has installed new floor and wall show cases in his store.

Provement—H. W. Zalsman has sold his drug stock to Roy DeMars, who will continue the business under the style of the Provement Pharmacy.

Eaton Rapids—Mrs. S. P. Savage has purchased the Dora Reynolds-Yoast millinery stock and will continue the business at the same location.

Milan—W. N. Benze has opened a general store here. Mr. Benze will retain his interest in the general merchandise stock of Benze & Harper, at Allen.

St. Johns—Mrs. R. G. Clark and Mrs. T. C. Beach have formed a copartnership under the style of Clark & Beach and engaged in the millinery business here.

Evert—Robert Ardis has closed his general store here and removed his stock to McBain, where he will dispose of it and retire from business, owing to ill health.

Howell—K. N. Beach has sold his interest in the general stock of Goodnow & Beach to his partner, who will continue the business under the style of C. E. Goodnow.

Cadillac—C. C. Dunham has sold a half interest in his undertaking stock to Ora C. Pelter and the business will be continued under the style of Dunham & Pelter.

Lansing—The Hessey Drug Co., at 900 West Saginaw street, has sold its stock to the former owner, Dr. J. Black, who will continue the business at the same location.

Tustin—Claude Estlow has sold his stock of hardware and agricultural implements of Mrs. M. J. Toland, who will consolidate it with her stock of vehicles and harness.

Bronson—H. Davenport has sold his interest in the dry goods stock of Davenport & White to Mr. Free and the business will be continued under the style of White & Free.

Manistee—David Filger and Herman L. Adler have formed a copartnership under the style of Rogers, Inc., and will engage in the clothing business here about Sept. 15.

Jackson—The estate of Clarke W. Hill, dealer in monuments, has been merged into a stock company under the style of the Hills Granite Co. to

manufacture and sell monuments, markers, cemetery fixtures, etc., with an authorized capital stock of \$10,000, which has been subscribed, \$1,200 paid in in cash and \$7,570 in property.

Detroit—Clarence E. Welch, of Corunna has purchased a grocery stock at the corner of Roosevelt and Hudson streets and will continue the business at the same location.

Battle Creek—C. E. Humphrey who has conducted a drug store at 420 Maple street for the past nineteen years, died at his home Sept. 7 as a result of heart trouble, aged 63 years.

Grand Ledge—Mrs. Hugh Barnes, who has conducted the LeGrand cafe for the past two years, has sold the business to J. Dalton Boyle, who will continue the business under the same style.

Manton—The E. J. Carroll bankrupt stock of general merchandise was sold at public auction to George M. Brooks, dealer in general merchandise, for \$2,005. The stock invoiced \$3,600.

Detroit—A new company has been organized under the style of the National Tea Co., with an authorized capital stock of \$5,000, of which \$3,990 has been subscribed and paid in in cash.

Lawton—I. Brooks & Sons, who conduct a chain of general stores in Michigan towns, have opened a similar store here under the style of the Cash Bargain Store, with Morris Brooks as manager.

Manistee—W. R. Hall, druggist, has merged his business into a stock company under the style of the Hall Drug Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Cadillac—Fred Laney and N. A. Paquette have formed a copartnership under the style of Laney & Paquette and purchased the George A. Laughlin restaurant and cigar stock and will continue the business.

Bowens Mills—Jay T. Hoard, who has conducted a general store here for a number of years, has traded his store building and stock to John Norris for his 140 acre farm. Mr. Norris has taken possession and will continue the business.

Baldwin—W. Warady has sold his stock of hardware and bazaar goods to George F. Duffing, who will consolidate it with his own. Mr. Warady is closing out the remainder of his stock of general merchandise and will retire from retail business.

Kalamazoo—Harry Wilzinsky and S. C. Weil formed a copartnership under the style of the W. & W. Clothing Co. and leased a store on South Burdick street, which they will occupy with a stock of men's furnishing goods and clothing about Sept. 15.

Montgomery—The Montgomery Lumber, Coal & Screen Door Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000, which has been subscribed, \$6,000 being paid in in cash and \$9,000 in property.

Perry—R. H. Cottrell, a wealthy merchant of this place is trying to interest his brother Masons to form a stock company and purchase the

Brown building site. Mr. Cottrell will erect a block of stores and use two of them for himself, putting in a \$25,000 stock of goods and making a department store of his present business. The rooms above the stores would belong to the Masons.

Lansing—Christman Breisch & Co. is installing fifty bean picking machines of a late model. These machines will double the capacity of the plant. The north side elevator in addition to this new machinery will be entirely remodeled on the interior to create a larger storage.

### Manufacturing Matters.

Albion—Owing to lack of milk, the Albion Creamery has suspended operations.

Grand Haven—The Ottawa Leather Co. has increased its capital stock from \$600,000 to \$1,000,000.

Detroit—The National Food Products Co. has increased its capital stock from \$100,000 to \$125,000.

Lansing—W. Evans has removed his bakery from DeWitt to this city and will continue the business here.

Detroit—The Detroit Garment Manufacturing Co. has changed its name to the Colonial Detroit Garment Co.

Irving—Frank Childs & Co., of Dimondale, have leased the Irving flouring mills and will operate them for general milling purposes.

Hastings—The Advance Manufacturing Co., manufacturers of suction cleaning machinery, has changed its principal office to Kalamazoo.

Lacota—The Lacota Cider, Vinegar & Pickle Co. has engaged in business with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Rational Remedy Co. has engaged in business with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and \$500 paid in in property.

Wayland—Norman E. Blakely has sold his bakery to Frank Bittenbender, recently of Allegan, who will continue the business under its present style, the Home Bakery Co.

Detroit—The Michigan Coin Lock Co. has been incorporated with an authorized capital stock of \$10,000, which has been subscribed, \$300 being paid in in cash and \$9,700 in property.

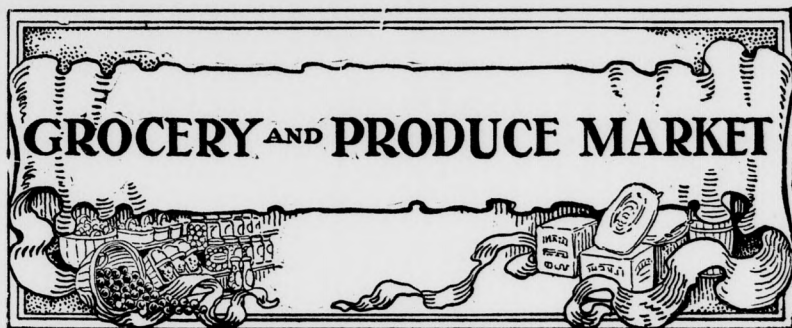
Detroit—The Emerson Manufacturing Co. has been organized to manufacture, buy and sell machinery with an authorized capital stock of \$5,000, of which \$2,750 has been subscribed and paid in in cash.

Detroit—The Detroit Turbine Manufacturing Co. has been organized with an authorized capital stock of \$50,000, of which \$26,000 has been subscribed, \$1,000 being paid in in cash and \$25,000 in property.

Otsego—S. Dykstra has sold his bakery to George W. Campbell and Charles Barber, who have formed a copartnership under the style of Campbell & Barber and will continue the business at the same location.

Howard City—S. W. Perkins, recently of Everett, Wash., manufacturer of mince meat, has exchanged Washington property for property here and will erect a plant thereon for the manufacture of meat products.





### The Produce Market.

Apples—Duchess, Wealthys and Maiden Blush command \$1 per bu. and \$3 per bbl.

Blackberries—\$1@1.25 per 16 qt. crate.

Butter—There is an active and good consumptive demand for butter, and the receipts are light. Consequently, creamery is firm at 1c per pound above a week ago. The quality of the receipts is fully up to the standard and the market is firm on the present basis. If any further change occurs it will probably be a slight advance. Fancy creamery commands 32@33c in tubs and 33@34c in cartons. Local dealers pay 24c for No. 1 dairy and 19½c for packing stock.

Cabbage—\$1 per bu. for home grown.

Carrots—25c per doz. bunches.

Cauliflower—\$1.75 per doz.

Celery—Home grown, 17c per bunch.

Cocoanuts—\$4.75 per sack containing 100.

Crap Apples—\$1 per bu. for Hy-lops.

Cucumbers—35c per doz. for home grown.

Eggs—The market is steady and unchanged, with a good consumptive demand. The bulk of the receipts still show the heat and are moving out at concessions. The outlook is for continued demand and no material change in price. Local dealers now pay 22c.

Egg Plant—\$1.75 per doz. home grown.

Green Onions—25c per dozen for large and 20c per small.

Honey—20c per lb. for white clover, and 18c for dark.

Lemons—Verdellis \$6@6.50 per box.

Lettuce—Home grown head, \$1 per bu.; home grown leaf, 75c per bu.

Musk Melons—Home grown Osage command \$1@1.50 per doz. crate, according to size and quality.

Onions—\$1.50 per 70 lb. sack for home grown; Spanish \$1.60 per sack.

Oranges—\$5.50@6 for Valencias.

Peaches—Elbertas fetch \$2@2.25 per bu.; Early Crawfords, \$2.25@2.50; Prolifics, \$1.75@2, according to size; Kalamazoo, \$1.65@1.75.

Parsley—30c per dozen.

Pears—Sugar, \$1.25 per bu.; Bartlett, \$1.50 per bu.; pickle, \$1.25 per bu.

Peppers—Green, \$1.75 per bu.; Red, 40c per doz.

Plums—Lombards, \$1.35 per bu.; Guis, Bradshaws and Green Gages, \$1.50 per bu.

Pickling Stock—Onions, \$1.35 per box; Cucumbers, 25c per 100.

Potatoes—75@90c per bu. for home grown.

Poultry—Local dealers pay 13c for

broilers; 11@12c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight. Receipts are light.

Radishes—10c per dozen.

Spinach—65c per bu.

Sweet Potatoes—Virginia stock is now in market, commanding \$1.10 per bu. and \$2.75 per bbl; Jerseys command \$4 per bbl.

Tomatoes—75c per ½ bu. basket.

Veal—Buyers pay 6@13c, according to quality.

Watermelons—\$2.75 per bbl. for Indiana.

Whortleberries—\$2.25 per 16 qt. crate.

### The Grocery Market.

Sugar—Purchases of sugar have not been as large up to the present time this year as they have been in preceding years. Undoubtedly this has been caused by the fact that there has been less speculating in sugar and merchants have been purchasing supplies only as they needed them. From present indications a very heavy trade in sugar will be experienced during September. The demand for sugar is generally the heaviest at this time of year, and for this reason, it is rare that a declining market obtains at this time. The Federal refinery is still holding granulated at 4.60c, while the other refineries are quoting 4.80c. Shipments can be obtained second handed at 4.60c.

Tea—Japans are firm with steady demand. Stocks in this country are lowest in years and the new crop is arriving at an opportune time and of excellent quality. In black teas China Congous are good, both in leaf and quality, with prices about the same as last year, although supplies are much shorter. China greens are active and prices firm. Ceylons and Indias are very firm. There is a marked improved demand for all lines of teas.

Coffee—Recent reports that frosts in Brazil might damage the crop caused a rather firm tendency, but other reports have been received announcing that if there were frosts they were not general enough to cause serious damage. The demand is from hand to mouth, at prices practically unchanged from a week ago. There is no disposition to speculate in coffee at the present time. Mild grades are also unchanged and dull. Java and Mocha quiet and unchanged.

Canned Fruits—California canned goods are unchanged and dull. Small staple Eastern canned goods are quiet without feature.

Canned Vegetables—Authorities on

the subject say that if all the tomatoes grown are packed, there will still be about 20 per cent. shortage from last year. This has not caused any particular firmness in the market, and prices are unchanged. Corn is firm and it looks like a short pack in most sections. The reports from Maine are for about 50 per cent. deliveries. Corn is in very fair demand. Peas are unchanged and quiet. Fancy peas are scarce and firm, but there is plenty of standard grades.

Canned Fish—Sales of new pack salmon have been fair and market conditions, especially on sockeye, seem rather firm. The market on Alaska grades is not so strong, and there are rumors that some of the packers have cut 5c from the opening on medium reds. Domestic sardines are firm, especially quarter oils, by reason of scarcity. Foreign sardines are scarce and high.

Dried Fruits—Apricots are quiet and unchanged. Raisins show no change and no demand. Sales of new pack fruit at the new combination's prices are unchanged and dull. Prunes are unchanged and quiet. Peaches are a little easier on the coast but this has made but little difference on the spot as stocks are small.

Cheese—The market is firm at an advance of ½c per pound. There is a very good consumptive demand, which seems likely to continue at prices that will probably show no radical change for the present.

Starch—Muzzy bulk and Best bulk and package have advanced 10c per 100 lbs.

Syrups and Molasses—Corn syrup has advanced 5c per gal. for bulk. Compound syrup is unchanged and quiet. Sugar syrup and molasses are both dull at ruling prices.

Provisions—Smoked meats are ¼@½c lower. Both pure and compound lard are steady on about last week's basis, with a good consumptive demand for both. Pure lard seems unlikely to change, but compound is expected to decline soon. Dried beef is scarce and shows an advance for the week 1@2c per pound. The consumptive demand is fair. Barreled pork and canned meats are unchanged and dull.

Salt Fish—Cod, hake and haddock are firm and comparatively high. The demand is moderate. Mackerel shows no change for the week. Prices are steadily maintained, but with a small demand.

### Radical Changes in the Income Tax Bill.

Kalamazoo, Sept. 9—As a lifelong Democrat, I do not often find myself in agreement with Senator Lodge, but I must heartily endorse the position he took in the debate in the Senate on the income tax bill. As he pointed out, the bill exempts from all burden the great middle class; it discriminates against people of wealth, whether that wealth has been acquired by industry, as a result of a Congress-granted privilege or in some other way, creditable or discreditable. It exempts from taxation the great body of our citizens who ought to share their fair pro-

portion of the tax, if only for the sobering effect it would have upon them to realize that the Federal Government does not get its money out of the air, but from their pockets, and that, therefore, it should expend the money wisely and economically.

As the income tax now stands, it will be but a further temptation to National extravagance. True, some of the returns therefrom may be needed to take the place of tariff revenue, to be cut off by the Underwood bill; yet how much the loss from that source will be remains to be seen. It may prove that reducing the tariff on certain articles will result in such increased trade as to reduce the net loss in revenue to little or nothing. But the radical statesmen who pushed up the income tax ratio are not disposed to wait; nor are they concerned with any scientific enquiry into the fiscal needs of the Nation. It is not income they are seeking nearly so much as a tax on wealth or the checking of great fortunes and making the rich contribute more liberally than anybody else to the cost of maintaining the Government. They are doing this, because, as Mr. Lodge pointed out, it is popular to hit the rich; the great mass of middle-class citizens who escape the tax are quite as willing that the man better off should catch it, as Artemus Ward was willing to sacrifice his wife's relatives in war-time. It may be that the time has come to check the growth of wealth in individual hands, but if we are going to do this we should go at it openly and frankly, and not indirectly. Finally, no general tax which is not fairly applied to everybody is just.

Merchant.

### All State Associations Invited to Send Delegates.

Lansing, Sept. 9—We wish you would prepare a short article stating that, owing to the difficulty in securing the addresses of the presidents and secretaries of the different State associations, we wish to invite them through the Tradesman to attend our annual Federation meeting to be held in the Chamber of Commerce building, Lansing, Sept. 24, at 1 o'clock, as we deem it better to work on a delegate system, so there may be a frank consultation of the officers representing the State associations. We do not think it advisable at this time to make this invitation general for memberships, as you will remember at our last year's meeting this method proved a failure. By getting the officers together, we may possibly be able to frame up some plans that will interest the different State associations through a clearing house and thus make the Federation a vital factor for the retail trade of Michigan.

F. M. Witbeck, Sec'y.

William Logie (Rindge, Kalmbach, Logie Co.) has returned from a three weeks' trip to the Pacific Coast. During his absence he visited Portland, Seattle, St. Joseph, Dubuque, Milwaukee and Chicago.



The contract for the building of the new Pantlind Hotel has at last been signed, sealed and delivered, and it is easily the largest contract of the kind ever awarded in Grand Rapids. The amount is \$1,332,869, and this is to cover the entire construction of the Hotel, with frontage on Monroe avenue from Pearl to Lyon street, on Pearl back to the annex to the present hotel and on Lyon west to the Converse building, or what is left of it and in the center back to Campau avenue. The frontages on Monroe avenue, Pearl and Lyon streets are to be eleven stories high, and in the center with frontage on Campau, three stories for the accommodation of the "works." The construction is to be steel and concrete, as nearly fireproof as it can be made. The hotel is to be built in two sections and the north section, extending up to the north line of the present hotel, is to be built first and made ready to occupy, and then the south half will be built. The contractor is the George A. Fuller Co., of Chicago and New York. Work on the excavations for the foundations will be begun at once and there is every reason to believe that, once started, the operations will be pushed as rapidly as possible.

The Pantlind Building Company, as the corporation undertaking this enterprise is known, is capitalized at \$850,000 stock and an equal amount in bonds, a total of \$1,700,000. The stock is all subscribed and more than \$600,000 of the money is actually paid in. The bond issue, bearing 5½ per cent., is already provided for. If there is any delay in the construction it will not be the fault of the Company. The cost of the real estate for the hotel was approximately \$400,000. The real estate and the contract price exceed the capitalization, but the Old National Bank, retaining title to its 57 feet frontage with a depth of 100 feet, will pay its proportion of the cost. This, deducted from the contract price, will leave a substantial margin for incidental expenses and contingencies.

The new hotel, when built, will be a monument to the patience, enterprise, financial ability and skill in the management of men on the part of Clay H. Hollister, of the Old National. The city's need of a new hotel became so urgent that it was apparent not to have it would be to seriously impair Grand Rapids as a furniture market and as a business center. Matters came to a crisis in January, 1912, during the winter furniture season. Out of this crisis half

a dozen hotel building projects developed. Dudley E. Waters had a plan to build at the corner of Pearl and Ionia, adjacent to the Michigan Trust building. The Keelers planned to build on North Division on the location of the present Keeler building. Chas. R. Sligh and others had a plan to build on South Division at the corner of Island. Another proposition was to build on the site of the Porter building, owned by Edward Lowe. Mr. Hollister insisted that the best available and most logical site was the present location of the Pantlind Hotel and he insisted to such good purpose that, one after another, the other propositions faded away, leaving him the only one in the field. The original purpose was to build on the present site of the Pantlind. The Weston property was purchased as an addition to the Pantlind site to square the holding through to Campau. One by one the adjacent descriptions were acquired until the entire block had been purchased and the project took on the form it is in now, of building a hotel that would cover the whole block. It was an ambitious proposition, one so large as to dazzle Grand Rapids, not yet accustomed to do its talking in terms of millions, but it has been carried through successfully in spite of the almost innumerable obstacles that developed as the project took form. There were greedy property owners and lease holders to satisfy, and then came the problem of financing. Everybody wanted the new hotel, but wanted somebody else to provide the funds. The bond issue was easily handled. Raising \$850,000 by subscription was another matter. The furniture men came down liberally. The outside furniture exhibitors helped. The remainder of the money came from business men and capital-

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

## 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

## 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.

## 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

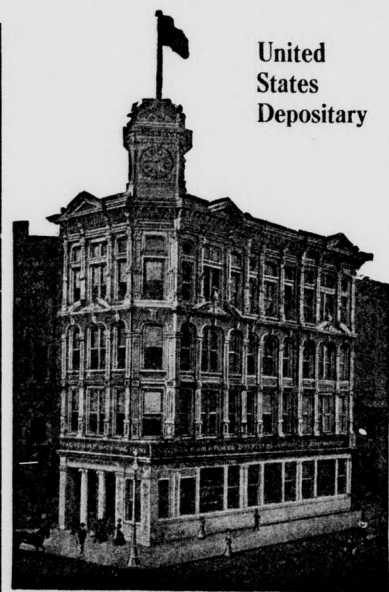
United  
States  
Depository

Commercial  
Deposits

3½

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000





ists in town and it took infinite tact and persuasion to get it. Mr. Hollister engineered the campaign and was loyally assisted by Chas. F. Rood, Wm. H. Anderson, William Judson and others, and Mr. Hollister very generously shares the credit of the achievement with those who helped put it over.

The last chapter in the financing has not yet been made public. The amount subscribed was about \$735,000 when the time came to sign the contracts. This left \$115,000 yet to be raised at some future time when the money should be needed. It was decided to raise the full amount of \$850,000 before going ahead with the building, and it was for this reason that the contractors quit working in July, after the wrecking of the old building, instead of going ahead with the excavations. The matter of raising the additional money was referred to L. H. Withey, and he called in Wm. H. Anderson, of the Fourth National, and William Judson to help him. The three worked elbow to elbow for a month and to such good purpose that the last dollar was in sight before the contract was finally executed. Their method of accomplishing this result was decidedly unique. They carefully scanned the subscription list already in existence and selected a large number of men who should contribute to such a cause but had not already done so. These men were courteously requested to call, one by one, and the situation was presented to them so adroitly that, in nine cases out of ten, they threw up their hands and attached their names to the subscription list.

What gives special interest to the closing incident in the financing of the hotel project is the recollection that the time used to be when the Old National and the Fourth National "crowds" were not on the most friendly terms. To have seen them working together on any proposition at one time would have caused a gasp of amazement in financial row. That, however, was long ago. The old causes of animosity have passed away or been forgotten and now they are very good friends, and Mr. Anderson's prompt, cheerful and efficient help at a time when help was needed will go far toward removing whatever trace may be left of the old sore spots.

Henry Idema frankly confesses that during his trip abroad of three months this summer he did not go into a bank, except as he wanted a check cashed and paid absolutely no attention to what was going on in the business world. He was in sight of the Bank of England but side stepped the entrance, and it was the same all along the line. He took the trip for recreation, rest and enjoyment and what the banks were doing on the other or on this side of the water did not interest him.

One result of the change in the management of the West Michigan State Fair is that the Grand Rapids Savings Bank, in which President

Jos. H. Brewer is a director is now the fiscal agent and depository of the fair instead of the Commercial Savings, in which the old management was interested. President Robert D. Graham, of the Commercial, was for ten years Treasurer of the fair and then its President, Clyde Ross, Cashier of the Commercial was for many years Assistant Treasurer and this year, under the new management, did not wait to be asked, but volunteered his assistance to make it as easy as possible for his successor to handle the funds. The Commercial retained its corner in the main building this season and during the fair conducted a branch as usual, rendering all the services a bank is supposed to give except the loaning of money.

| Quotations on Local Stocks and Bonds. |               |
|---------------------------------------|---------------|
|                                       | Bid. Asked.   |
| Am. Gas & Elec. Co., Com              | 75 77         |
| Am. Gas & Elec. Co., Pfd.             | 44½ 45½       |
| Am. Light & Trac. Co., Com            | 348 352       |
| Am. Light & Trac. Co., Pfd.           | 105 107       |
| Am. Public Utilities, Com.            | 50 53         |
| Am. Public Utilities, Pfd.            | 73½ 76        |
| Cities Service Co., Com.              | 73 75         |
| Cities Service Co., Pfd.              | 72 74         |
| Citizens' Telephone                   | 80 83         |
| Commercial Savings Bank               | 215           |
| Comw'th Pr. Ry. & Lt., Com.           | 58 60         |
| Comw'th Pr. Ry. & Lt., Pfd.           | 78 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.            | 96 100        |
| 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.         | 39 41         |
| Peoples Savings Bank                  | 250           |
| Tennessee Ry. Lt. & Pr., Co.          | 16 19         |
| Tennessee Ry. Lt. & Pr., Pfd.         | 70 72         |
| Utilities Improvement Co., Com.       | 44 48         |
| Utilities Improvement Co., Pfd.       | 69 71         |
| United Light & Ry., Com.              | 76½ 78        |
| United Light & Ry., 1st Pfd.          | 74½ 76        |
| United Light & Ry., 2nd Pfd.          | 74 75½        |
| United Light & Ry., 2nd Pfd. (new)    | 68 70         |
| Bonds.                                |               |
| Chattanooga Gas Co.                   | 1927 95 97    |
| Citizens Tele. Co., 6s                | 1923 101 101½ |
| Com. Power Ry. & Lt. Co. 6s           | 97 97½        |
| Flint Gas Co.                         | 1924 96 97½   |
| G. R. Edison Co.                      | 1916 98½ 100  |
| G. R. Gas Light Co.                   | 1915 99 100   |
| G. R. Railway Co.                     | 1916 100 101  |
| Kalamazoo Gas Co.                     | 1920 95 100   |

**To Whom It May Concern:**

The firm of William Engelman & Son is hereby dissolved by mutual consent. William Engelman is sole proprietor after this date and will pay all debts owed by aforesaid firm and collect all accounts due the same.  
Dated at Howard City this twentieth day of August, A. D., 1913.  
WILLIAM ENGELMAN,  
A. F. ENGELMAN.

We once knew a weather forecaster who sometimes forgot his umbrella.

**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.

The GROSS business of the subsidiary companies operated by

**United Light & Railways Company**

Increased 22.7 per cent from June 30, 1912, to March 31, 1913.

In the same period the NET PROFIT from operation increased

**39.8 Per Cent**

We deal in the securities of UNITED LIGHT & RAILWAYS COMPANY. One share or one hundred.

We especially recommend the FIRST PREFERRED CUMULATIVE 6 Per Cent STOCK as a desirable investment.

**Howe, Corrigan & Company**  
Investments  
Mich. Trust Bldg. 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**

**3½ Per Cent.**

**Paid on Certificates**

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

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.

**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.**

|                   |                 |                    |
|-------------------|-----------------|--------------------|
| Willard Barnhart. | Henry Idema.    | J. Boyd Pantlind.  |
| Darwin D. Cody.   | Wm. Judson.     | William Savidge.   |
| E. Golden Filer,  | James D. Lacey, | Spring Lake, Mich. |
| Filer City, Mich. | Chicago.        | Wm. Alden Smith.   |
| Wm. H. Gay.       | Edward Lowe.    | Dudley E. Waters.  |
| F. A. Gorham.     | W. W. Mitchell, | T. Stewart White.  |
| Thomas Hefferan.  | Cadillac, Mich. | Lewis H. Withey.   |
| Thomas Hume,      | R. E. Olds,     | James R. Wylie.    |
| Muskegon, Mich.   | Lansing, Mich.  |                    |

**3% Every Six Months**

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

**\$100.00 BONDS--6% A YEAR**

**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. | Robert D. Graham, Vice President. |
| Adolph H. Brandt, Treasurer.   | Lee M. Hutchins, Vice President.  |
| Hugh E. Wilson, Secretary.     | Joseph H. Brewer, Vice President. |
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E. A. STOWE, Editor.

September 10, 1913.

**LESSONS OF THE FAIR.**

The West Michigan State Fair last week seems to have been a pronounced success, as measured by large attendance and the expressions of those who were there. How successful it was financially will not be determined until the books have been balanced, but it is believed there will be a substantial margin left after the bills have been paid. The fair lived up to the high ideals of the past in its cleanliness and high moral tone. There was no liquor and no gambling—nothing to make any mother afraid for her boys or girls. In the matter of exhibits it was fairly creditable. What pleased the people more than anything else, however, was the spirit of progress that characterized the fair this year, the new ideas brought out, the enterprise that was displayed and the improvements that have been made. The new fire proof grand stand, costing upwards of \$30,000, received its dedication upon this occasion. The electric lights for the evening entertainments were turned on for the first time. The new and improved sanitary arrangements were appreciated. The liberal use of whitewash in some of the buildings was a display of zeal for cleanliness to be commended. It was a big undertaking for President Joseph H. Brewer and those whom he called into the service, few of whom have had experience in this line, to carry it through, but they did it successfully and with credit to themselves and to the city, and are entitled to much praise for what they did. Their accomplishment this year is the best possible guarantee that the next fair will be still better.

Some mistakes were made this season, and there were some things to criticize, and let it be said right here that if mistakes are pointed out and criticisms made it is with the kindest motive, in a spirit not of fault finding but of helpfulness. It was a mistake for the management to let union labor, so-called, sand bag the fair for a large percentage of the first day's gate receipts. The fair opened on labor day, a legal holiday, when all the factories and stores were closed. The professional laboring men whose chief occupation is to live without labor on the contributions of

those who do toil, pretended that they could deliver the crowds to the fair, just as the ward heelers in the old days made believe they could deliver the votes at the poll if paid for it. The crowd did go, but would have gone anyway and paying over any share of the gate receipts to the unions was an unwarranted diversion of the funds. The fair management ought to know the relations between the Grand Rapids manufacturers, standing for the open shop, and the unions and should have realized that special favors to the unions adding largely to their financial resources would have created ill will toward the fair on the part of the employers of labor. This mistake may have been due to the inexperience of the management, and on this theory will, no doubt, be overlooked this time, but the mistake should not be repeated another year. If the labor unions need a rake off to ensure their support to what is essentially a public enterprise, it would be better to have it so understood and then, if necessary, seek support in some other quarter. Further, if the labor unions are to receive a rake off, why should not the Board of Education receive a percentage for children's day on Wednesday or the granges for farmers' day Thursday?

The exhibits, as stated, were fairly creditable, but not up to the standards of former years. The display of fruits and vegetables was lamentably short. This was partly due to crop shortage and partly due to the early dates of the fair, two weeks earlier than usual. The chief reason, however, was that the management did not go after the farm exhibits with that earnestness that would have ensured a large display. The live stock exhibits were also short. In giving the fair it is, of course, desirable to catch the city people for box office considerations, but after all, the fair is essentially a farmer function and the interests of the farmers should not be overlooked for a minute or minimized to the slightest degree. It may be desirable to have the city crowd, but it should be borne in mind that the country crowd is indispensable, without which the fair cannot possibly be made a success. The aim of the fair in the future should be to strengthen the farmer side and make the show one the farmers will feel that they cannot afford to miss.

Some criticism might be offered on the evening entertainment, but the evening entertainments this season were the first that have ever been given and necessarily were experimental. The Pain fireworks was all that could have been desired, but the objection would be that the cost was too great, necessitating an admission price that made the show something of a luxury for the popular purse. A simpler and less expensive entertainment would have served every purpose and a smaller admission would have swollen the attendance.

The fair, however, was a success. It was a good show and it promises to be still better next year and the spirit of the new administration is

such that there is every reason to believe this promise will be fulfilled. With the experience gained this year and a careful study of all the returns, the new administration will know better how to do things next year, and Grand Rapids and Western Michigan will be content to wait for what the future may bring, confident that the young men at the head of affairs will do their best.

**THE STYLE SHOW.**

Fashion week in Grand Rapids has been a pronounced success. No similar function in the history of the city has attracted more attention or been more effective in drawing the crowds. This success was made possible by the cordial co-operation of the business men. By united effort they accomplished results that would have been unattainable by any one of the merchants acting alone. The success was far more than local. Visitors came to Grand Rapids from many different points in the State to see and learn what the new season had in store for them in the matter of new styles, fabrics and materials. They not only came to look but to shop as well, and there is every reason to believe the foundations were laid for a good fall trade.

The style week, as a function, was participated in by the dry goods, millinery, ready to wear and specialty stores handling feminine wares. The clothiers, haberdashers and boot and shoe dealers entered heartily into the spirit of the occasion and joined the movement. The jewelers did the same and so did the merchants in other lines. It was opening week in practically all lines of trade, with the dry goods and similar lines serving as the centers of interest. Windows were given special trims, stores were decorated and specially arranged. In some of the larger stores orchestral music was on the programme. The Herpolsheimer and the Boston store made a special display of enterprise. The Herpolsheimer leased the Powers theater for three afternoons and the Boston store did the same with the Majestic, and free moving picture entertainments were given, one illustrating the styles of the past century and the other the great New York fashion show. The Spring Dry Goods Co. had living models making a daily afternoon parade and the Steketee, the Friedman and the Wurzburg stores had special features. With all the plans made for the opening the finishing touch was the unveiling of the windows. This took place Monday night at 8 o'clock. Until the appointed hour the curtains were tightly drawn. Then, with two bands parading the streets, the lights were turned on. One of the biggest crowds seen on the streets this season was present to see the unveiling. They came in automobiles, in carriages and on foot and for an hour gave the streets almost a carnival aspect. It was a very auspicious start for the week.

This is the third time the Grand Rapids merchants have co-operated in season openings. The results have been very satisfactory. The co-opera-

tion has made a bigger and better show and drawn out larger crowds. It is likely that, so far as the Grand Rapids merchants are concerned, the united effort has become an established institution. The Grand Rapids plan is one the merchants in other cities and even in the small town might well adopt. It costs no more to have the openings all at one time than to have them scatter along during the month, and the Grand Rapids experience is that the joint effort is a very effective and desirable form of publicity.

**LOPSIDED INCOME TAX BILL.**

The new income tax bill now under consideration in Congress as originally reported exempted all incomes up to \$4,000. The modifications since made in this regard have not altered the character of this exemption, indeed they have rather intensified it; for the \$3,000 limit applies only to men without wife or child, while a married man with two children has an exemption of \$5,000. The effect of an exemption of this sort is to give to all but a small fraction of the people of the country the feeling that their only personal interest in the tax is that of getting its benefits while bearing no share in its burdens. That this is a most undesirable condition in a democratic republic ought to require no insistence. With the exception of those who have a hard struggle for the necessities of bare subsistence, every citizen ought to feel that in the contributions of the Nation toward the maintenance of the Government he bears his share, however modest, in some sort of fair proportion, along with the wealthiest. What that fair proportion ought to be, there is no scientific rule for determining, but zero is not a fair proportion. And a like consideration applies to the question of graded rates. The signal advantage of a tax at a uniform percentage of income is that it does not open the door to exploitation that is limited by no principle, and is dependent for its reasonableness solely upon the good sense and good will of the majority. In spite of this, the best thought of the time undoubtedly approves the levying of taxes on those who have a great superfluity at higher rates than on those in moderate circumstances; but the process is not without grave dangers in a democracy. Combining the total exemption of all but a small fraction of the people with the levying of discriminatory rates within that fraction, we have a situation calculated to put the temper of the Nation to a severe and critical test.

There is something for you on every page of your trade paper and you will not get it unless you read for it. Ideas will not climb out of the pages of this paper and perch on the rim of your glasses and wait to be noticed.

The man who is always worrying for fear he won't get his money's worth out of his employes is very likely to find his fears coming true.

When a man gets all he thinks he needs he has a large surplus.



## NATURE'S DRAPERY.

## Making the Most of Ornamental Vines.

Twenty or more years ago I stood with Ossian Simonds, the landscape gardener of Chicago, and William Robinson, the world's most famous landscape critic in the open country near London, and Mr. Robinson said to Mr. Simonds, "Where do you get your ideals for grouping trees and shrubs in the work of your profession?" Mr. Simonds turned his face toward the sky, and taking in the fact that there were various forms of clouds floating in the atmosphere, said: "Cloud forms have always been my models." Mr. Robinson said, "Right you are, for there are no more attractive or useful ideals in form for landscape work than we get in Cirrus, Cumulus, and Nimbus in the embellishment of our homes and in rendering our highways attractive." We find in whatever we do, if it is artistic, we are reflecting the beauty that comes to us somewhere directly from the hand of the Creator. In the same manner in which shrubs and trees are worked into beauty pieces of Nature's embroidery, we find other forms rendered beautiful by the use of vines, the result of Nature's art in drapery. The old stubs that would look angular, splintered and unattractive are rendered strikingly beautiful by a covering of Virginia Creeper, and the fallen, partially decayed trunks of trees, when covered with Trailing Euonymus or Partridge Berry are transformed into things of beauty. The Poison Ivy and the Bittersweet climb up the boles of our forest trees, frescoing them with delicate tracery enchanting the eye. The Wild Grape, which climbs so readily to the top of our highest forest trees, drapes gracefully from the outer limbs, often changing the lines so as to transform a picturesque object into one that is strikingly beautiful. Who has not seen how kindly Nature deals with an abandoned farm premises? I have in mind many examples of this which I have seen in traversing New England. If decay alone had been allowed to put in its perfect work many of these places would seem like the abomination of desolation, but through Nature's kindly offices in the use of the Periwinkle, the Wild Grape, the Honeysuckle and the Virginia Creeper, which have vied with each other in covering the ugliness which follows abandonment, a wonderful transformation has been accomplished.

The study of drapery is distinctly a feminine function. An illustration of this truism is found in the methods employed in decorating our homes, our public halls and churches for special occasions. How perfectly the Hartford Fern was employed for years in simulating etchings upon the walls of our homes and what delightful effects are wrought through the employment of the Southern Smilax which we use so profusely in our winter decorations!

Hardiness in our climate is the first requirement in the choice of vines for out-of-door decorations. No matter how beautiful a thing may be, if

to secure this beauty for a short time we have to be dragged through a season of repulsive features we cannot help but wonder if it is worth the while. No matter how beautiful vines may be for five months in the year, if they have to be protected with hay and straw and marsh grass and burlap during the other seven months, we lose a great deal of the charm of our decoration. This rules out of our home list one of the most effective vines in the climate where we find it at its best—the Royal English Ivy. This wonderful climber gives character to the noble ruins of Kenilworth, and renders the thatched English cottage the most beautiful roof-tree in the world. However, when we run over the list of Michigan's native vines and the perfect manner in which they adorn our woodlands one cannot wonder that Cadillac, upon his first visit to our Peninsula, wrote back to his government that the trees of this wonderful land with their delicate drapery make the most beautiful forests in the world.

If I were to venture an opinion as to the two most useful climbers for everybody I should say they were the Convolvulus and the Honeysuckle. That prince of landscape gardeners, Andrew Jackson Downing, however, chose the Prairie Rose and the Chinese Wisteria. When I recall the great Wisteria at Hampton Court, with its trunk eighteen inches in diameter and its marvellous spread over the wall for ninety feet from its root, and that other specimen which I saw last winter at the residence of our own T. Stewart White in Santa Barbara, which not only covers the house, but by various arbors and trellises reaches far out into the garden with its garniture of thousands of trusses of Lilac Flowers, I am inclined to weaken in favor of his choice.

But here my thoughts return to the thousands of modest homes, plain and simple in architecture, and often grotesque in proportions, which are rendered positively beautiful in a couple of months of the growing period by the use of simple Morning Glories. I am inclined to adhere to my original choice. The variety of Honeysuckle that adjusts itself to the widest range of territory and for all uses in Hall's Fragrant. It responds readily to good treatment and is an amazing grower.

There is a wide range of form and beauty in the members of the Clematis family, but I am inclined to sacrifice something of colors in favor of those varieties which have distinctiveness in the delicacy of their tracery and in their aromatic qualities. The Wild Clematis of our woods has a striking beauty after the flowers, which are inconspicuous, have given way to the unusual, feathery accompaniments of the fruit. Clematis Flamulo and Paniculata are among the choice varieties for general use as climbers. The Birthwort or Aristolochia, because of its boldness and rapidity of growth, makes a quick covering for objects to be hidden, and a very perfect screen for a porch. The Trumpet Creeper, Bignonia, has

a wide range of territory in which it makes a rampant growth, and in the various colors of its flowers can be used to give variety in the selection of our climbers. One of the most delicate and useful of our out-of-door climbers is the Akebia Quinata. It climbs by means of its leaf stems and seems to exercise almost human intelligence in reaching for twigs, stems and thorns in its upward aim. The Passion Flower should not be neglected in a list of useful climbers. In our own woods we find a very useful climber that can be used where we do not desire fineness of drapery but a fine distance effect. I refer to the Bittersweet. Not the least of its charms is the fruit which develops in the autumn and is quite persistent. We have several species of wild grapes exhibiting individual characteristics of value which can be utilized in our arrangement of living drapery in a very effective way. The common Periwinkle and its relative with the larger leaf are among the most useful of the smaller climbers. The Honeysuckle in variety is a valued contribution to our list of climbers, and the Moon Flower, Ipomea, in its effect, is an exaggerated Morning Glory. Many of these climbers can be used with the keenest satisfaction as ground covering. Oftentimes where the surface is rough and it is desired to hide it or beneath the shade of trees, these climbers can be used effectively to make a most delightful ground cover giving variety which is most desirable in home grounds. For this purpose the Periwinkle, the Partridge Berry, the Virginia Creeper and Wild Grape are the best of our native things.

In employing climbers sometimes we may not have the accompaniments which suggests their use in hiding some unsightly object, and we may desire to simulate these conditions by arranging a foundation for the climbers to use. I have often noticed the summer and autumn effects in the yard of Mrs. R. C. Luce where the Virginia Creeper has been employed most effectively. The Cedar tree which is found in the swamps and which is used in its finished state for telegraph and telephone poles lends itself to lawn use with climbers in a most delightful way. A tree of the proper size can be selected with its limbs intact, but somewhat shortened, and it can be placed in the yard with creepers and in a single season it will be transformed into a marvel of beauty. The dry stub will remain for years without decaying making a perfect frame work for the living drapery.

Someone has suggested an original way of using climbers by placing them in a box and raising above the box trellises and putting the box upon rollers so that it can be transported from one place to another. In this way climbing vines can be guided and arranged so as to make an object of unusual attractiveness that can be transported from one place to another, or even used as occasion may demand in the embellishment of the inner home.

Truly vines are Nature's drapery,

and we must not leave them out of the category of attractive things to bring about our homes, and upon which we lavish our time and thought and affection. Chas. W. Garfield.

## Cold Storage Vindicated by U. S. Government Report.

A bulletin has just been issued by the United States Department of Agriculture treating on the economics of cold storage, which is practically a full vindication of cold storage as a useful and important factor in the development and economy of the production, manufacture and sale of perishable food products. There is nothing particularly new in the bulletin, but coming from a Governmental source it gives authority to the statements contained therein. If a copy of this bulletin could be placed in the hands of every member of every state and National legislature, and they could be induced to read it carefully, it would doubtless go far toward heading off some of the proposed cold storage laws. Anyway, the trouble and expense of making the investigation by Government officials is fully justified by the results of this bulletin.

Many people have formed the impression that goods are carried for a year or several years in cold storage, and therefore, the fact that this bulletin shows that the average period of storage is 2.88 months for beef; 4.45 months for mutton; .88 of a month for pork; 3.43 months for butter; 2.42 months for dressed poultry; and 5.91 months for eggs, will be somewhat of a surprise to those who have an idea that cold storage is used for an indefinite period. The bulletin shows that at the end of seven months practically all the fresh meats, 88.4 per cent. of the butter and 75.8 per cent. of the eggs are removed from cold storage. Perishable food products cannot possibly be carried in cold storage for long periods, for the reason that the cost of storage and interest on the investment make it unprofitable. Further than this, but a small proportion of the total production is placed in cold storage. It is only the surplus which goes into the refrigerators. Of meat products from abattoirs 3.1 per cent. of beef; 4.1 per cent. of mutton and 11.5 per cent. of pork, go into cold storage; while 9.6 per cent. of butter and 15 per cent. of the eggs produced each year are carried under refrigeration.

It is a great pleasure and satisfaction to us to be able to summarize the findings of this investigation as reported in the bulletin above referred to. Common sense talk on the subject of cold storage and its relation to high cost of living is quite refreshing after so much of the other kind which has been current during the past few years. The cold storage interests are only anxious that the real facts should be known, and legislation which is based on the facts cannot be seriously detrimental to cold storage interests. Any legislation detrimental to cold storage interests must necessarily be to the disadvantage of the consumer and result in raising the cost of living rather than lowering it.

# Sanitation Important in Cigar Making

## Clean Cigars Are a Boon to the Great Host of Men Who Are Classed as Smokers

### Johnson Cigar Company of This City Manufac- tures Under Very Best Conditions

Most of us have been awakened to the great importance of sanitation in food articles and there is no doubt but what we are adding years to the life of the average human being by our care in this respect, but we seem to have forgotten that the same precautions should be taken with regard to the cigars we smoke.

There can be no doubt at all but what sanitation in cigars is very important. In the first place, a good large percentage of the men in this country smoke and smoke cigars. Authorities say that more than two-thirds and nearly three-fourths of the male voters of the United States are smokers. So it can be readily seen that if cigars are made under conditions which are not clean and healthful there is a large mass of people to be contaminated. Cigars made by unclean work people, in unclean factories, under lax methods are a positive menace to a big portion of the country's population. This is something that we ought to think of, but we haven't been doing so. It is time that we did.

There is at least one cigar factory in the country where proper emphasis is placed upon sanitation, where, in fact, sanitation is a prime requisite. And this factory is the G. J. Johnson Cigar company of this city. In this factory every single thing possible is done to ensure a clean cigar and it is not done spasmodically, every little while, but day in and day out throughout the year. Cleanliness might almost be said to be a religion with the management and so much emphasis and stress is placed upon this idea that the whole working force is inspired with an enthusiasm for making good, clean cigars.

And right here it might be said

that a man who is skeptical about the positive dangers of cigars made under insanitary conditions is nevertheless strongly attracted to cigars which are clean. Most of us don't like dirt. Anyway we like to know that what we put into our mouths is clean, and, putting everything else aside, we ought to be glad to know that the cigar we smoke is clean. This is a question we ought to ask, not because of fear of disease, but merely because we value cleanliness in itself.

A representative of the Tradesman recently visited the Johnson plant for the sole purpose of enquiring into sanitary conditions. He spent considerable time in getting hold of the entire situation and here is what he found:

To begin with the whole atmosphere of the factory bespeaks cleanliness. As one enters the very door of the offices everything is so absolutely clean and orderly that it is felt almost instinctively that here is a place where dirt has no place. If those old New England housewives who worshiped cleanliness almost as a deity could see this establishment they would feel very content to know that their ideals in this respect were even more than lived up to.

And then the management is so intelligently alert to all the modern ideas of sanitation. A talk with the management revealed the fact that they have made a thorough study of this most important subject. They know every factor which will aid in the manufacture of sanitary cigars, but they don't simply rest satisfied with the mere knowledge. They are tireless in their vigilant efforts to put their ideas in practice and to see that they are carried out at all times.

A feature of the practical working out of these theories is that not a single cigarmaker is allowed to bite off the tips of cigars in the process of manufacture. This is a practice which certainly cannot be called sanitary and its results may be anything but sanitary. A Johnson cigarmaker who bites off tips is summarily discharged.

All the cigarmakers at this factory, most of whom are girls, are personally healthy if careful watchfulness on the part of superintendents can accomplish this. Eternal vigilance is exercised in this respect and no girl who is not in good health and is therefore a menace to the sanitary making of cigars is retained on the force, although it is often very unpleasant to carry out this idea.

In the factory everything possible is done to promote the well being of the girls and their health is an important consideration in every factory arrangement. Also home conditions are looked into and if destitution and want are found in the home of any girl it is relieved at once, not only because the Johnson company is charitably disposed, but also because it realizes that good home conditions for the worker help in the making of a clean cigar.

Another feature—no lunches are allowed to be eaten in the workrooms. Every girl who brings her noon-time lunch is directed to place it in a locker, from which it is taken at noon and eaten in a dining room provided by the company. The result of this is that never are crumbs or other fragments of a worker's lunch found in a Johnson cigar. Perfumery is also taboo at this factory. This is sometimes just a bit hard on the girl workers, but it prevents the

smoker from occasionally getting hold a cigar which exhales the doubtful fragrance of violets instead of the delightful aroma of Havana.

The stripping of tobacco, that is taking out the stems, is done in the Johnson factory by machinery under the very cleanest circumstances. If the reader ever visited a small factory where hand stripping is the practice he knows without comment the big advance in sanitation made by machine stripping.

All through the factory the air is as clean and pure as perfect ventilation and filtration can make it. Dust and dirty air are as much avoided as in the very cleanest homes. Not only the clean tobaccos used under clean methods of manufacture but the air that touches the cigar in every stage of its making is exceptionally pure.

All floors and machinery are, of course, absolutely clean and every single operation is sanitarily carried out. For the Johnson company is a big institute, so big that customs duties of \$30,000 paid to the government on a single importation of tobacco are frequent occurrences and it can do what it wants to. When the management finds that any new arrangement is necessary to advance the cause of sanitation in the factory the improvement can be made at once regardless of expense. Bigness means something in sanitation, even. It means ability to take all necessary steps. It is a guarantee of potential cleanliness. The Johnson company is able to make its plant sanitary. The spirit of the management is to live up to this ability.

The whole factory is a model of sanitation.



### What Some Michigan Cities are Doing.

Written for the Tradesman.

Muskegon merchants will put on a "Style Show" for the week opening Sept. 15.

The Commercial Club of Paw Paw has appointed committees for the year and has several matters in hand that will add to the town's prosperity.

Business men of Cheboygan have plans for developing the lands of that territory and inducing settlers to locate there.

Three Rivers raised a fund of \$1,140, which sufficed to build sheds for farmers' horses, and the plan works well. Business houses subscribed amounts ranging from \$10 to \$30 each.

The Northeastern Michigan fair, held at Bay City last week was a complete success. Attendance on Thursday was estimated at 20,000.

Enrollment at the Cass Technical high school, Detroit, shows an increase of 1,000 over last year. Continuation classes for young men employed in factories are very popular.

Plans have been completed for a filtration plant at Detroit to cost \$2,000,000, which will take care of the city until it reaches a population of 1,500,000.

The Michigan State Humane Society met last week in Hillsdale and voted go to Muskegon next year.

The Muskegon Chamber of Commerce is arranging for an exhibit of the farm and garden products of the country, to be held this fall.

A representative of the Bureau of

Markets of the U. S. Department of Agriculture was in Jackson last week to give advice regarding the opening of a city market. Jackson is the first city to call on the Government for aid in establishing a municipal market.

Business men of Menominee made a second trade excursion trip last week, going by autos as far as Nadeau. All the machines used were donated by members of the Commercial Club.

S. W. Perkins, of Everett, Wash., has bought property at Howard City and plans to erect a plant there in the spring for the manufacture of meat products.

The recent picnic of Benton Harbor grocers and butchers, held at Indian Lake, was so successful that it has been voted to hold two or three of these affairs each year in the future.

A Good Roads Association has been formed at Stanton.

The Ishpeming high school is teaching its boys how to work. For the past six years the students have been repairing school buildings and even erecting new ones. The boys have supplied the central building with all its new furniture and are now installing shower baths. They are paid 17 cents an hour for their labor. During one summer \$3,000 was paid out for student labor. The boys have repaired roofs, laid cement floors, built brick walls and installed plumbing fixtures. A gymnasium is to be built by the boys from plans drawn by seniors in the high school.

The city of Muskegon Heights will have free mail delivery, starting Sept. 15.

Kalamazoo now has a chemist and bacteriologist, the new official being George I. White, a U. of M. graduate.

Bay City has awarded the contract for building a new electric light plant.

Dowagiac retailers of milk will make only one delivery daily hereafter and the price will be 7 cents straight.

The place of meeting of the West Michigan Soldiers and Sailors has been changed from Reed City to Bellaire and the time is Sept. 16 to 18.

Sparta will hold its Harvest Festival Sept. 18.

The DeFoe Motor Boat Co. will rebuild its burned plant at Bay City, doubling the former capacity.

The Phillips Metallic Hose Co., with \$100,000 capital, has been formed at Jackson for the manufacture of metallic hose for use in connection with air brakes on railroads.

Almond Griffen.

#### Permitting Traveling Men to Vote.

The problem of a vote for the traveling salesman continues to excite interest. The commercial traveler frequently loses his vote through absence from home on election day. Colonel Roosevelt at one time recommended that New York pass a law giving the salesman the right to deposit with any election board a sealed vote after the nomination and prior to the election. But this idea was rejected as unconstitutional. The ballot would not be a secret one, as

necessarily the seals would have to be broken on election day and the ballot deposited in the regular box. Another plan is to allow the traveling man to vote wherever he may be on election day, provided he is properly identified. But identification would not be easy and the plan might lead to frauds. The traveling salesmen are trying to induce some statesman to take up their cause. Candidates are always eager for the salesman's support, realizing that the proper kind of recommendation from a popular and well-known "drummer" goes a long way with those he meets in the small towns. But statesmen are not so alert when it comes to doing something for the salesman in return. The salesman wants to vote. It would be humiliating to confess that no means can be devised whereby a commercial traveler away from home on election day can cast a legal vote, at least for state officials, members of Congress and presidential electors.—Minneapolis Journal.

#### 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.



#### SIMPLE, SERVICABLE SURE

Duryea Light Delivery wagons solve your quick delivery problems. 500 to 800 loads. \$450 to \$600. We also build motor buggies.

C. A. DURYEA CO. Saginaw, Mich.

# Going Out of the Jobbing Business

## SALE NOW ON

Here, Mr. Dealer, is the chance of a life-time. Our entire \$50,000 stock to be sacrificed, that we may give our entire attention to the Publishing branch of the business. This sales includes all the new Holiday Goods, both foreign and domestic, and all the staple lines.

Here will be your opportunity of buying new, fresh, up-to-date goods at **Special Prices**. Remember this includes all lines. Come at your earliest convenience before stock is depleted—it is our treat, and we urge you to get in while going is good. Your profits are going to depend largely on your ability to **buy right**.

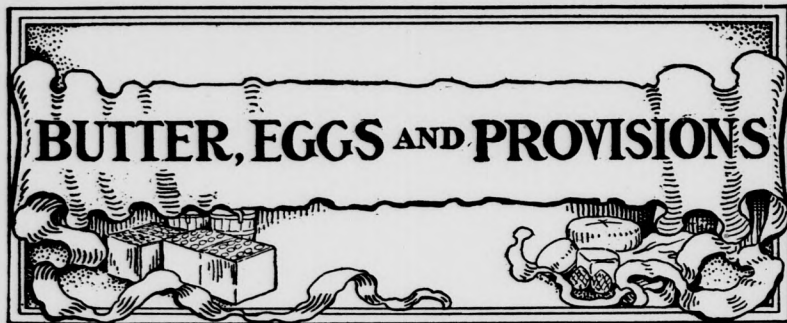
### COME ONE, COME ALL!

Ample Salesmen will be on hand to give you prompt Attention

## Grand Rapids Stationery Co.

42-44 FULTON STREET

GRAND RAPIDS, MICHIGAN



**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.

**Why the Cost of Living Is High.**

Cold storage has certainly had a burden to bear during the past few years on account of the erroneous ideas which have been circulated by sensational newspapers, and perhaps some periodicals which are not so sensational, but only misinformed. This has resulted in rather foolish, and in some cases rather drastic, state laws. In the long run this will be to the advantage of the cold storage interests, in that it has brought out the true facts, and we are pleased to note that those people who are best posted are the ones who believe most fully in the usefulness of the cold storage house in equalizing prices and in general keeping prices down rather than increasing them. Before the American Public Health Association at a meeting held in September, 1912, at Washington, D. C., was read a symposium on cold storage as it relates to public health and its bearing on human economy, and it gives us great pleasure to report that there was not a single dissenting opinion delivered by the eminent gentlemen who read the papers comprising the symposium, in that cold storage was a benefit and not a detriment.

While the public press of the country may, and does temporarily, influence opinion, yet sound common sense and the influence of intelligent and qualified men will in the end prevail, and this is what is coming to pass with reference to the cold storage agitation. Cold storage has its function in human economy, and it is not a menace to public health, nor does it add to the cost of living. It, in fact, operates to reduce the cost of living instead of adding to it, and this fact is now admitted by every person who has given the matter serious consideration and who is at the same time qualified to judge.

The real cause of the so-called high cost of living is not at all easy to determine, as the resources are remote and the operation of the underlying laws rather complicated. One school of investigators claims that the increased production of gold has had the largest influence, while still others claim that it is not the increased cost of living, but the cost of higher and more complicated living. Both these theories are doubtless more or less correct, but improved appliances and machinery entitle us to a higher grade of living than we had fifty or

even twenty-five years ago. This argument can hardly be applied definitely or accurately. The increased production of gold tends to advance prices without question, but this does not necessarily apply to everything, as some things are cheaper now than ever before.

It would seem that, with the improved machinery available to the agriculturalist, we should have products of the soil at lower prices than ever before, but, as a matter of fact, prices have on the average approximately doubled during the past twenty-five years. The deduction seems plain that those products which require hand labor are the ones which have advanced most in price, and this tendency has not as yet been checked, nor is it likely to be checked for some time to come. Present prices of food products, while seemingly high, will doubtless increase another 100 per cent. in the next twenty-five years, possibly in less time.

There can only be one logical deduction from the above, and that is that the average man is accomplishing less and less, and is doing less work per day on the average as each year passes. It is increasingly difficult to get farm labor, and the quality of same is deteriorating, although the rate of wages has been advancing steadily. Our complicated civilization means a lot of manufactured articles, which, in their making, cause a constant drain of the rural population to the manufacturing centers, and this results in a lowered quantity of production of products of the soil. It is hoped that this movement from the country to the city has been checked to some extent, but it will hardly be checked to an extent which will have an important effect on the price of food products until people in general are educated to understand that labor of any kind is honorable and not degrading. Labor is, in fact, purifying and ennobling, and this fact should be better understood and it should be taught to the rising generation.

Instead of being interested in their work or occupation, many people work only that they may live to have a good time or entertain themselves, and the influence of the times is toward entertainment and pleasure and not toward an interest in productive and useful work and enterprises. Work is too often regarded as a necessary evil and only suitable for our foreign population, or those who are not qualified to do something better. This idea is entirely wrong, and, while a gifted person would not, of course, be expected to do manual labor for a livelihood, yet any person, no mat-

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ter how highly educated or how endowed with genius or other gifts, would be benefited by a reasonable amount of manual labor, especially labor performed in contact with the soil.

Madison Cooper.

#### Cold Storage and the Public Health.

Prof. Wm. T. Sedgwick, Sc. D., Professor of Biology and Public Health, Massachusetts Institute of Technology, Boston, in an address which opened a symposium on the above subject, has some very positive statements to make which we are pleased to give here. Coming as it does from a scientific man in an important public position it would seem that Professor Sedgwick's opinions must be unbiased as well as authoritative. We extract from his address as follows:

"I believe,—to sum it all up, and I need not make a long talk, for the subject is very simple,—that, by cold storage to-day, rightly supervised by boards of health, as it should be, the public health has been and will be immensely promoted. I believe that the public health will also be promoted indirectly through the cheapening of costs.

"Secretary Wilson, in one of his publications not long ago, said that cold storage was undoubtedly a great benefit to the human race, but it was a question whether it did not increase the cost of food. The facts are, as studied by economists, that in all probability cold storage cheapens the cost of food and in two ways: first, by saving what would have been lost at one season and keeping it over to another, when prices would have been much dearer than if it had not been kept and the supply at the later period increased, and secondly, by encouraging production. Take a farmer in the West, who is producing anything for cold storage or anything which is eligible for cold storage. Suppose there were no cold storage, he must sell forthwith for what he can get. The cold storage warehouses have enlarged his market, and have thus encouraged his production. Do away with cold storage or interfere too much with the time limits, and you cut off the demand, and if you cut off the demand once for even one season, you diminish the supply in the next. If cotton is high this year, the farmers plant more cotton next year. If cotton is low this year, they plant less cotton next year. If fewer things to go into cold storage are demanded this year or if there is no cold storage, the farmers will go out of the raising of those particular things and the supply will be diminished, and it is the supply, in the long run, which regulates prices. Now, if prices get high, the public health suffers, and I, for one, in these days of so much talk about the high cost of living with so much truth in it, am very eager that we, as sanitarians, shall not too much increase prices by unwise or needless propositions in regard to foods and drink for man. It is very easy, by making sanitary requirements too difficult, by hampering the farmer in a thousand ways, it is very easy, I say, to discourage him and lead him to go into some other line of production that diminishes supply and makes

prices jump up. When prices rise, the poor get poorer food; and when the poor get poorer food, the public health suffers. And so, Mr. Chairman without stopping to repeat or strengthen any of these remarks, I may simply recapitulate by affirming, in the first place, that there is, so far as I know, no good evidence that cold storage products are injurious to the public health. Of course, there have been cases, very many cases, of alleged injury, but these injuries were not due, necessarily, to cold storage. They may have been due to the poor quality of food at the outset—and cold storage cannot redeem bad food. In the second place, those cases are very few and far between, anyhow. I saw, for example, this winter a statement that a man in a neighboring city to mine had died from eating a cold storage egg. I ran the thing down and found that the man had not died from the egg at all; he had apparently died from pancreatitis, and it was a newspaper exaggeration, pure and simple. I believe, on the contrary, that cold storage has improved the public health and it is capable of still further improving it, immensely improving it. I believe, however, that, like everything of a big sort nowadays, it needs regulation and that the public has a right to know what it is getting and under what conditions. The 'rule of reason' applies here as everywhere—reasonable time limits, reasonable labeling, and especially the safeguarding of food that goes into storage, to see that none but good food goes in; these appear to me to be the main points for proper protection of the public health."

#### Cold Storing Lemons.

Lemons are really not a cold storage product, and it has been demonstrated that refrigeration at low temperatures is not suitable for them. As lemons are now handled in California and as shipped in a comparatively ripe condition, they may be stored for a few weeks at a temperature of about 50 to 55 deg. F. It is possible to keep them in good condition for a period of four to eight weeks, but sometimes deterioration occurs immediately when they are stored. This is owing to causes which are difficult to determine and are too remote for ordinary investigation. In storing lemons for sale on a future market it is necessary that they should be examined from time to time to see that they are keeping, and if marked deterioration is noted they should be overhauled and hurried to market at once. Sometimes lemons have been stored for a period of three to four months in prime condition, but this is an extreme limit, and the fruit was in the very best shape for storage. Owing to the irregular quality, or character, or whatever it is, of lemons as ordinarily received on the market, extreme care should be taken in handling them in cold storage, and low temperatures must not be employed. The temperatures mentioned above 50 to 55 deg. F. are amply low for best results.

If you would be popular you must pay the price and then some.

The next big event to claim attention from the egg and poultry people is the annual convention of the National Poultry, Butter and Egg Association, which is to occur at Chicago Sept. 22 and 23. This will be during the time of the International Congress of Refrigeration, and the poultry, butter and egg people are to be congratulated on selecting this time, as it will put them in touch with a magnificent exhibit, showing the progress and responsibilities of the cold storage industry. A strong programme is being prepared and will be announced shortly. The Chicago boys are making elaborate preparations. No shipper can afford to stay away.

#### His Jag.

While a young American was on a trip abroad he visited the country home of a friend, and among the other guests was a prominent Englishman. During their visit he and the Englishman became good friends. One day the American's curiosity was aroused as he heard his friend refer to an umbrella repeatedly as a "jag."

Upon enquiry the Englishman remarked:

"Why, that is an American word. I picked it up when I was in New York last winter. I am positive that I have the correct meaning of the word, because the boys often remarked when they saw James coming down the street when it was raining hard, 'Here he comes, carrying a large jag.'"

Talk isn't as cheap as it used to be before the limited telephone conversation was invented.

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Watson-Higgins Milling Co.

Merchant Millers

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PRODUCE  
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104-106 West Market St.  
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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.

## Hammond Dairy Feed

"The World's Most Famous  
Milk Producer"

LIVE DEALERS WRITE

WYKES & CO. Grand Rapids, Mich.

Michigan Sales Agents

## 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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Can fill orders

CLOVER AND TIMOTHY

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

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## Want to Buy Winter Apples

Write us what you expect to have

M. O. BAKER & CO.

:::

TOLEDO, OHIO



### Chirpings From the Crickets.

Battle Creek, Sept. 8—I am enclosing a photo of Brother M. L. Blakeslee, one of the charter members of 253. The horse in the picture is two years younger than Mark. This photo was taken during his recent vacation, but mail orders can be seen tucked in his hip pocket. Dad is one of the best old scouts that ever made out an expense account and has truly made a success selling goods on the road. He has traveled for Truax, Greene & Co., Chicago, dealers in physicians' supplies and hospital equipment, for twenty-six years and has headed the sales list pretty much all of that time. He gets home each week and, like John Q. Adams, spends lots of time in making his home and grounds look like a park. No weeds or burned out spots on the lawns of either of these boys. The writer did something to Brother Blakeslee that was never done before or since. Took his older daughter and changed her name from Blakeslee to Pfander. Guess that's going some.

Chas. W. Moore succeeded Richard Mitchell as representative of the Badger Candy Co., Milwaukee, in this territory. Charles used to cover this section for Taylor Bros. and is well known to the trade.

The Knights of Pythias State Convention, at Kalamazoo, was a big success, the parade on Thursday evening being a big feature. The Battle Creek Lodge had a lot of men in line. The local Elks' band scored a big hit.

J. Norman Riste and wife are on a two weeks' vacation trip to Chicago and Western points.

Chas. R. Foster has consented to put on an entertainment for the Los Gansport, Ind., Council, Sept. 20. Charles has often visited this Council and the boys are looking forward to his next visit with a great deal of pleasure.

John Quincy Adams tells us he is in possession of the details of a plan that will make 253 one of the busiest and happiest councils of the State this fall and winter.

Mrs. Chas. R. Foster is visiting her people in Jackson.

The current issue of the Sample Case has a street scene of Battle Creek on its cover. Our main street shows up fine and we are all proud to see it reproduced on such a good clean magazine as the Sample Case.

Don't let your Sample Case discontinue coming to your address. A post card to its office will keep it coming to you.

The current issue of the Sample Case drags Charley Wheeler and his "Blue Goose" into the lime light again. He should worry.

Sincere thanks, Brother James, for your banquet. I am a normal human being and so was pleased to have you quote from my letter. Glad my thoughts were good enough for you to use in your letter.

Brother F. O. Downer got a nice write-up in one of our local papers Saturday night. Stretching entirely across his premises near the sidewalk is the city slogan, "Better your-

self in Battle Creek," each letter being a bed of foliage plants, clipped squarely.

That's the good spirit.  
We all try to boost.  
Some of us are poets.  
But we all—  
Read the Tradesman.

Guy Pfander.

### News Items From the Soo.

Sault Ste. Marie, Sept. 8—The blueberry crop is reported to be very good this year. Every day a large load of berry pickers, with tents on their wagons, go to Brimley to the berry patches and the berry industry is quite an item here at present.

Mr. Beere, cheesemaker for the Brimley Cheese Co., has returned from a visit to his wife at the hospital.

There was quite an excitement at Brimley a short time ago when an insane man passed through the town and got away without being captured. Many thought it was Harry Thaw and much excitement prevailed.

The largest barn in Superior township was completed last week by J.

sheds and work has already been started.

There is quite a hustle for men by the employment agents here who cannot secure enough men to fill the positions. With the opening of the camps at hand there is a great demand for laborers. Men are being shipped to the different points on the Western Division of the South Shore Road, but still there is a great shortage of men.

Word was received here last week announcing the sudden death of Mrs. S. S. St. John, formerly of this city, wife of the late S. S. St. John, who was engaged in the produce business here for a number of years, but moved to Duluth about two years ago.

The Soo was hit again last week by the drowning of two of the most promising young men, Harold Larke, son of Mr. and Mrs. Geo. Larke, age 19 years and a graduate of the high school here last year, and Russel Bone, son of Sheriff and Mrs. J. H. Bone. Russel attended the University at Ann Arbor last year and was home on a vacation visiting his par-

have not as yet been brought to the Soo and it will probably be sometime before the details will be received here.

T. E. Steffens, formerly of Milwaukee, has accepted a position as shipper for the Cornwell Beef Co.

The Persian restaurant opened its doors last week in the building on Ashmun street formerly occupied by Giankura Bros., confectioners. The interior has been redecorated and new fixtures installed. The place will compare with any restaurant in the State.  
W. G. Tapert.

### Hogs in No Hurry.

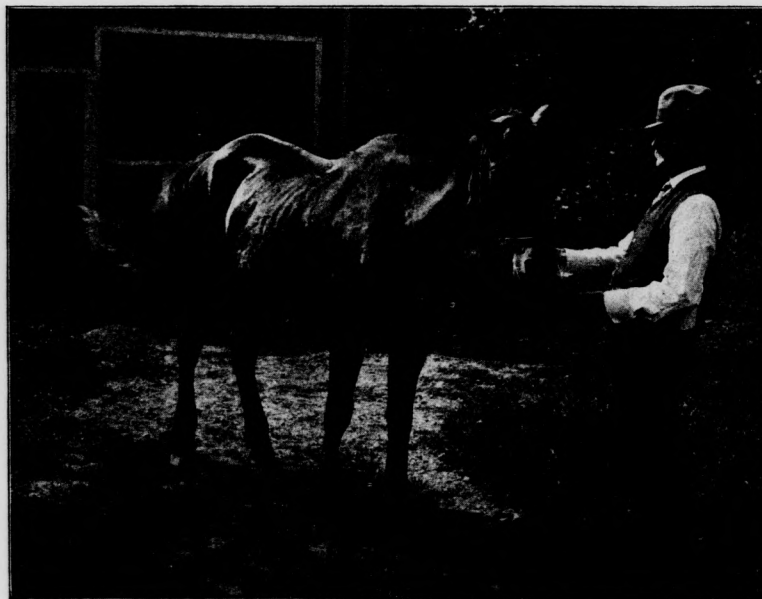
A man from the North was riding through the mountains of Tennessee when he met a native driving hogs. "Where are you taking the hogs?" he asked.

"Out to pasture," the native replied.

"What for?" the northerner asked. "To fatten them a bit," the native replied.

"Isn't it rather slow work fattening hogs on grass? Up where I come from we pen the hogs up and feed them corn. It saves a lot of time."

"Yes, I reckon you're right," the man replied, "but what's time to a hog?"



Benson. It is two feet higher than the largest barn in the township. It is located four miles south and one mile east of Brimley.

R. G. Ferguson, of the Soo Hardware Co., spent several days on a business trip in Lower Michigan last week.

The Central Grocer Co. was visited by burglars last week who gained the entrance in the window back of the store. As the safe was not locked, it was an easy matter to secure access to the inner iron door which was unlocked and about \$125 in currency was taken. The thieves locked the inside door again and no clue has as yet been found. Evidently it was the work of some one well acquainted with the premises.

Permit was granted last week for the erection of new docks and coal sheds in the Canadian Soo. The buildings alone will cost upwards of \$25,000, while the equipment is of costly nature and will cost another \$50,000. A local contractor secured the job for erecting the docks and

ents. Both of the young men were ardent church workers, taking up the collection in the Presbyterian church for a number of years. The young men were cousins and, in company with Jim McDonald, went for a bath at the Shallows on Sunday of last week, near the intake pipe of the city water works. It seems that they got too near the embankment and were unable to swim to safety and the two mentioned went down, while Mr. McDonald succeeded in reaching the shore. Mrs. Bone, mother of Russel Bone, was an eye witness to the drowning and it was only with great efforts that they succeeded in keeping her from going out after her son, who was their only child. The affair has cast a gloom over the entire community, as they were both boys of unusual popularity and exceptional habits and disposition. The city offices were all closed during the funeral out of respect for the deceased.

Mrs. Robert Anderson and a man and wife boarding at the home of Mrs. Anderson here were drowned yesterday at Cedarville. The bodies

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

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

**Crabb & Hunter Floral Co.**

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Citizens 5570 Opposite Park Bell M 570

**OFFICE OUTFITTERS**  
LOOSE LEAF SPECIALISTS

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

TO REACH YOUR PATRONS AND FRIENDS  
USE A MICHIGAN STATE TELEPHONE

**G. J. Johnson Cigar Co.**

S. C. W. El Portana  
Evening Press Exemplar

These Be Our Leaders

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



**Doings in the Buckeye State.**  
Written for the Tradesman.

Buchtel College, at Akron, has been taken over by the city as a municipal university. The college and grounds are valued at \$400,000.

Work will be started in a few days on a new sewage disposal plant at Canton, the city having waived its right to a public hearing in the matter before the State Board of Health.

Frank Miller, who operates an elevator in one of the office buildings of Columbus, claims to have the only "come-up and go-down" store in the United States. He carries candies and chewing gum, cigars and tobacco, papers and stamps in a corner of the elevator and makes from \$15 to \$20 a month on the side.

Cleveland merchants claim to be losing trade because of inadequate steam road terminals and slow service and the Chamber of Commerce has appointed a committee to carry on an educational campaign showing the need of advantages of first, second and third-class freight going by the trolley lines.

Ohio secured the lion's share of the \$500,000 appropriated by Congress for the experimental improvement of roads for rural mail routes, the amount set apart for this State being \$120,000. To this sum the State and local interests must add \$240,000, making a total of \$360,000 to be expended on experimental good roads.

Cincinnati manufacturers of women's wear will transfer their business to some other city if the present labor troubles continue much longer. They

state that the troubles they are having are not with their employees, but with unscrupulous and grafting union agitators, who threaten them daily with a strike if they do not put this man or that man back to work, although they may not have any employment for him at the time. Employees are well satisfied with their wages and working conditions and are paid as follows: Operators, \$35 to \$50 a week; cutters, \$21 to \$25; trimmers, \$16; pressers, \$35 to \$50 a week. They work five and a half days a week.

The Cincinnati Chamber of Commerce has taken steps to assure the continuance of the daily package car that is operated through to Los Angeles, Cal., under "Cincinnati seals." As a result of the teamsters' strike the volume of package freight business has been cut down and there is danger that the service may be discontinued. Almond Griffen.

**COMING CONVENTIONS TO BE HELD IN MICHIGAN.**

- September.**  
Michigan State Fair, Detroit, 15-20.  
Grand Circuit Races, Detroit, 15-20.  
Michigan Federation of Labor, Kalamazoo, 16-19.  
Michigan Association of Local Fire Insurance Agents, Detroit, 17-18.  
League of Michigan Municipalities, Jackson, 17-19.  
Re-union Ninth Regiment Michigan Veterans, Detroit, 19-20.  
American Portland Cement Manufacturers' Association, Detroit, 23-25.  
American Road Congress, Detroit, 29-October 4.  
American Automobile Association, Detroit, 30-October 3.  
Eastman Kodak Exposition, Grand Rapids, 29-October 4.
- October.**  
Michigan Association of Builders and Traders' Exchanges, Grand Rapids.  
Michigan State Pharmaceutical Association, Grand Rapids, 1-2.

- Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.  
Michigan Good Roads Association, Detroit, 1-3.  
Michigan Branch of the International Order of the King's Daughters and Sons, Mt. Clemens, 1-2-3.  
Grand Lodge Loyal Order of Moose. Annual Conference on Vocational Guidance, Grand Rapids, 19-20.  
Michigan State Federation of Art Association, Grand Rapids, 21.  
Michigan Federation of Women's Clubs, 21-22.  
Grand Council of the I. O. O. F., Kalamazoo, 21-22-23.  
National Association for the Promotion of Industrial Education, Grand Rapids, 23-24-25.  
Michigan Bee Keepers' Association, Detroit.  
Michigan Society of Optometrists, Detroit.  
Michigan State Teachers' Association, Ann Arbor, 30-31.
- November.**  
Michigan Association of Commercial Secretaries, Bay City, 6-7.  
Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids, 11-12-13.  
National Baptist Congress, Grand Rapids.  
Michigan Bee Keepers' Association, Detroit.
- December.**  
Michigan State Grange, Flint.  
Michigan Knights of the Grip, Grand Rapids.  
Michigan Branch of the National Bee Keepers' Association, Detroit.
- January.**  
Michigan Hardwood Lumber Dealers' Association, Detroit, 4-6.

- Modern Maccabees of the United States, Bay City, 11-15.  
Retail Walk-Over Association, Grand Rapids.  
Michigan Poultry Breeders' Association, Detroit, 26-Feb. 2.
- February.**  
Retail Grocers and General Merchants Association, Grand Rapids.  
Michigan Association of County Drain Commissioners, Grand Rapids.  
Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.
- March.**  
Michigan Association of Master Plumbers, Grand Rapids.
- April.**  
Michigan Bowling Congress, Detroit.
- May**  
Michigan Congregational Conference, Grand Rapids.  
Michigan Letter Carriers' Association, Detroit, 30.
- June.**  
Michigan Dental Society, Detroit.  
Knights of Columbus of Michigan, Detroit, 10.  
National Association Chiefs of Police, Grand Rapids.
- July.**  
Michigan State Barbers' Association, Flint.  
Michigan Retail Jewelers' Association, Grand Rapids.  
Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.
- August.**  
Michigan Postmasters' Association, Grand Rapids.
- When answering advertisements, please mention the Tradesman.

**Commonwealth 5-Year 6% Convertible Bonds**

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Safety of Principal  
Regularity of Income  
Salability  
Opportunity for Enhancement in Value

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Michigan Trust Bldg. GRAND RAPIDS, MICH.

**The New Stationery House**

The Retailer has Special Sales. Why not the Jobber?  
It's Your Answer.

**5c Ink Tablets**

12 dozen Tablets  
6 different covers  
All ruled  
Regular price  
35c to 42c per dozen

**\$3.60**

Costing you 2½c each

**25c Box Paper**

2 dozen Boxes  
4 different box tops  
All ribbon tied  
Dome topped boxes  
Very fine grade stock  
Big quarter item

**\$3.60**

Costing you 15c per box

**10c Ink Tablets**

100 Tablets  
8 different covers  
4 ruled, 4 unruled  
4 Bond, 4 Linen  
All 75c and 80c per dozen

**\$5.00**

Costing you 5c each

**Will P. Canaan Company**

Post Cards, Stationery, Holiday Goods

Grand Rapids, Mich.



### Dry Goods Store a Field for Artistic Ability.

Written for the Tradesman.

Among any considerable number of young people there always are found some who display a more or less marked artistic tendency. Even as small children they love to draw and are fond of enlivening their sketches with tinted crayons or with water colors. As they become older, but likely while still in their teens, they dabble in oils or do a little modeling and maybe produce landscapes and floral pictures or simple figures and bas-reliefs that to untrained eyes seem very creditable indeed.

Parents are sure to look upon such manifestations as evidence of real genius. They see in the boy who covers the fly leaves of his arithmetic with comical pictures a future Nast or McCutcheon; the girl who can draw a cow that stands firmly on her feet will follow in the footsteps of Rosa Bonheur; while the young man who can paint a bouquet of violets or sweet peas will be a second Paul de Longpre at least. Injudicious friends and even school teachers are apt to swell the head of the young amateur and further inflate parental expectations by sincere but wholly uncritical praise of the work. The proud father and mother, anxious to see the family name written on the scroll of Fame, are ready to strain their purse strings to the limit to give the boy or girl of such promise a chance.

The person of wider observation, particularly if he has given some attention and study to aesthetics, knows that the mathematical probability as to any one of these young hopefuls making good in the realm of fine arts is distressingly slender, and feels that the family in moderate circumstances with a son who takes to painting is almost as much to be pitied as one with a daughter who develops a voice.

Of course there are exceptions. The great artists all come from somewhere, many of them springing from very humble circumstances. On this fact of the occasional brilliant exception hangs all the precariousness of art education. Every family hugs the (probable) delusion that it has an exception.

In actual fact most of these young devotees of the brush and pencil do not care enough about art to apply themselves to learn even the rudiments well. They may like covering sheets of drawing paper with Gibson heads or Harrison Fisher girls better than delivering groceries or washing dishes, but they do not have the genuine passion for art that will make them

willing to toil for three years and if need be go hungry and cold to attain proficiency.

Of those who sacrifice all in their devotion to their goddess, only a few ever receive adequate compensation for their efforts. There is much truth in the saying that the difference between an artist and an artisan is that usually the artisan can earn three dollars a day. Many artists, in order to gain a livelihood, drift into other callings, perhaps into occupations that are wholly uncongenial, and spend their lives in hopeless drudgery. The man who in youth essayed art is quite likely to be found in middle age disappointed and disheartened.

Mercantile life now offers a field of well-paid effort to young persons with some artistic bent—a field that has vastly increased in the last twenty-five years. The window trimmers and show card writers employed by the best stores now may be considered veritable artists, not of course in the sense in which landscape painters and sculptors are artists, but as connoisseurs of color and design. This field can be recommended to the young person with a tendency toward the artistic, as one in which his talents can be turned to good account, and one in which they are likely to receive better pay and a far more quickly won appreciation than in the realm of painting or sculpture.

The dry goods store offers the widest scope for these lines of work, and is open to both sexes. Not only in the window trimming and card writing but in the selection and arrangement of almost all the lines of goods handled, taste and a knowledge of color and form are valuable assets in the equipment of any dry goods store employe.

The dry goods store is not the only place for this work. Enterprising groceries and hardwares now employ window trimmers and card writers, while the more exclusive of the clothing stores and haberdasheries show about the classiest work to be seen in these lines. The girl who learns to trim hats would be wise to learn also to trim the windows and make the show cards for the millinery establishment. China and glassware stores need a great deal of card writing, while pawnbrokers never seem able to get quite enough price tickets.

The enthusiastic amateur will carry on his brush and pencil studies at odd times, even while discharging zealously all the duties of a position, and if he has the divine spark of real genius it will not be extinguished by a few years in a store. If on the other hand his talent in painting or drawing

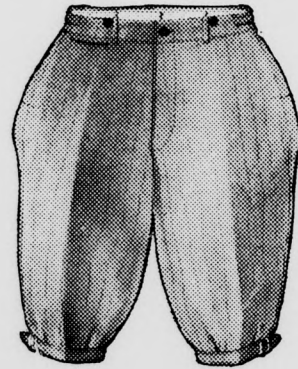
# Ha-Ka-Rac

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.

## Knickerbockers

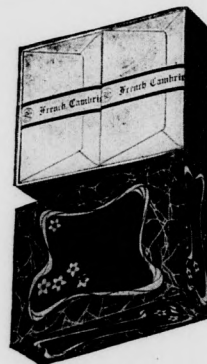


Are a profitable line to handle, and our range of size combinations is such that it makes it an easy stock to keep up. Prices are \$2.25, \$4.50, \$4.75, \$6.50, \$7.50 and \$9.00 per dozen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



## Our Holiday Stationery Line

Is the best we have ever shown. You should inspect our lines of Box Papers, Holiday Boxes, Pencil and Pen Assortments, Paint Boxes, Paper Ornaments, Etc. 🐣 🐣 🐣 🐣 🐣 🐣 🐣 🐣

PAUL STEKETEE & SONS

Wholesale Dry Goods  
GRAND RAPIDS, MICHIGAN



is only mediocre, he will not be likely to quarrel with his bread and butter by abandoning profitable employment for the uncertainties of the fine arts. There is no doubt that many young people of even pretty strong artistic bias will find their most satisfactory field of effort, not on the rocky steeps of real art, but in that border land between art and business where the grace and facility of the one may be used to serve admirably the practical purposes of the other.

The young person with the literary bug is another who has difficulty in gaining a foothold in profitable employment. A little knack with the pen that falls far short of making its possessor able to write a best seller, may enable him to become a most excellent advertisement writer, and, while he may not cherish so lofty aspirations as does the penny-a-liner, he is likely to have more to eat.

The good salesman who is qualified to trim windows or make show cards or write ads, or to do all three of these things as well as sell goods, has strong claims to preference as an employee in the smaller stores where combination men are sorely needed. Such a one if capable need never be out of a position. This applies in great measure to saleswomen as well.

Fabrix.

#### Getting the Customer's Viewpoint. Written for the Tradesman.

A fact too often lost sight of in retailing is that the buyer's point of view is frequently as far as the poles asunder from that of the man who is trying to sell things to him.

Failure of otherwise enterprising merchants to realize this important circumstance is responsible for the fact that often the most carefully and scientifically devised selling schemes have fallen utterly flat. Particularly is this the case in small places, where the mental attitude of the entire community is often set on peculiar lines. In the large city, no matter what the appeal, there is always a certain responsive element; but in the small place the point of view is unanimous—and, if the merchant happens to be unfortunate in his line of appeal, it is unanimously hostile.

It pays a merchant to take a few hours off now and then and get out among his customers; to talk shop to them—or rather, to lead them to talk shop to him. The light which is as a result cast upon their mental attitude toward him and his business will frequently disclose pitfalls which it is profitable for the man in business to avoid.

A phrase that smacked of "irreligion" has often killed the effectiveness of an entire advertisement. In most towns such a phrase would attract no more than passing notice; but in the particular town where it happens to be used the religious cast of mind is prevalent. Each locality has its prejudices, perhaps subconscious but none the less effective. It is worth while for the merchant to know these prejudices before he imports a new selling idea that has worked well in another place. The scheme that "catches on" in one town may not

strike the public fancy quite so well in another.

It is an ancient tradition that the man with the most thorough technical knowledge of his goods frequently "falls down" when it comes to actual selling. Thus, one man can take a typewriter to pieces and put it together again and can learnedly expound the workings of each particular part—and yet he sells perhaps one typewriter for the dozen put over by another man who can't hammer out twenty words a minute or do a minor bit of repairing.

Casual observers noticing this state of affairs, not merely in typewriter selling but in dry goods, hardware, groceries and dozens of other lines, declare with conviction that Salesman Number One knows too much.

But such is not the case. Technical knowledge is always valuable—provided it is used sparingly, in the hour and moment of actual need. The real truth of the matter is that Salesman Number Two had the knack of intuitively appreciating from the very outset the mental attitude of the prospective customer. So, instead of dealing with technicalities, he uses just the arguments that will appeal to him—these arguments, and no more.

It is just the same with the merchant. Arguments that would convince him in a moment would possibly repel his customer who lacks the merchant's technical knowledge of the subject. Conversely, the merchant very often takes it for granted that the Man in the Street is familiar with arguments which, as a matter of fact, are perfectly new to that gentleman and which, if brought forward, would prove most convincing.

Hence it will pay the average merchant to study his business from his customer's point of view. His advertisements will probably be more appealing, his window displays more effective, and his whole business system is likely to undergo a change for the better. William Edward Park.

#### How to Live.

Worry less and work more,  
Ride less and walk more,  
Frown less and laugh more,  
Drink less and breathe more,  
Eat less and chew more,  
Preach less and practice more.

The chap with the loudest voice doesn't always win the argument.

#### Drawing Farming People to Town.

Northville, Sept. 8—Merchants of Northville are co-operating to boom their Saturday night trade. In order to bring the farmers to town Saturday night they decided that there must be special free attractions. Band concerts and contests for men, women and children, with substantial prizes of cash and merchandise, were decided on. A platform on a truck and festooned with electric lights was arranged. On the platform contests for women, such as threading needles, paring potatoes, podding peas and peeling potatoes were held. For children there were recitation contests, and eating doughnuts hung on a string with the eater's hands tied; while for the grown-ups, on the men's side, there were tug-of-war, fat man's race, three-legged race and other games and contests.

There was a prize for the farmer who brought in the most folks on a given Saturday night and one farmer brought in twenty-seven people and captured the prize. There were even prizes for the best natured and best looking babies. Merchants give liberal prizes for they calculate that they more than get the value back in increased trade.

Since these Saturday night free attractions have been the vogue, Northville is thronged with farmers from miles around every Saturday night and the wise merchants have been reaping a harvest.

#### A Long Month.

Dr. Hirschberg, writing on "That Tired Feeling" in Harper's Weekly, says: "A week in bed in April may save six weeks in June."

Yes, but what is so rare as forty-two days in June?

A cynic may be one who has discovered the bitterness in stolen sweets.

#### FOR SALE

To close an estate we have for sale a flouring mill located in western part of Michigan with railroad siding to door of mill. Has six rolls, steam power and electric lights, all in good condition: capacity 20 to 25 bbls. per day. For information as to price and terms, write

The Michigan Trust Co.,  
Grand Rapids, Mich.

#### 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

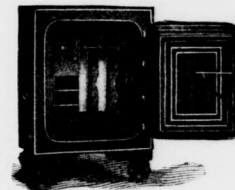
Established in 1873

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.

#### Safes That Are Safe

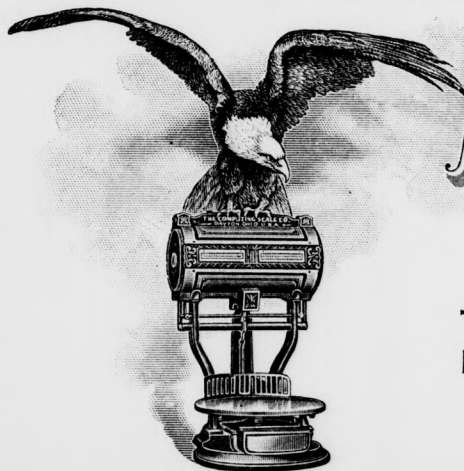


SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.  
Tradesman Building



# MONEYWEIGHT Scale Co.

GENERAL DISTRIBUTORS FOR

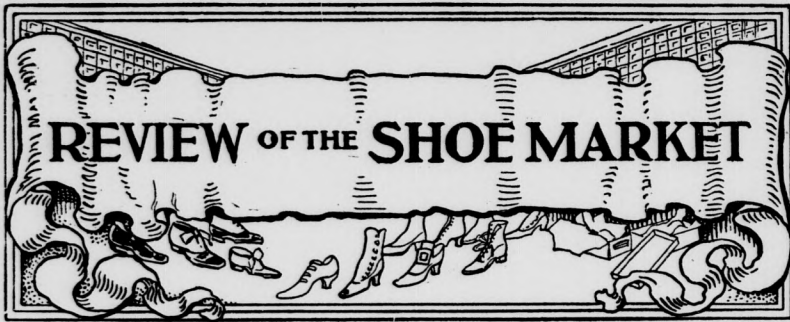
The Computing Scale Co.  
Dayton, Ohio.

THE FIRST AND FOREMOST  
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



#### Development of a Successful Findings Department.

Every few days some customer in our store makes a remark that causes me to recall with satisfaction the fact that we made a change in the arrangement of our store departments, particularly in regard to the findings department. That remark is "Shoe strings in the rear?"

It is not so many years ago that we had a wooden counter running partly across the rear of the store for the sale of shoe strings, blacking, etc. The volume of business did not amount to enough to dignify the counter and its stock with the title of a department. In those days, it was the general custom to give a pair of laces to any customer requesting them; and about the only kind of merchandise that was actually sold here was "blacking." Now, every time I hear the question, "Shoe strings in the rear?" I stop for a moment to think that there must be a lot of other customers who never buy enough findings to have had occasion yet to discover that our findings department has changed location.

#### Working Out the Plans.

It occurred to me one day that there might be opportunity for a really worth while business in some of the little things associated with the making, selling and wearing of shoes. The question was "Can anything be done to develop this business, and get it?" If anything were to be done, it must be gone about in a businesslike way.

First of all, then, we would adopt the policy of "no more free shoe strings to customers." Our prices on shoes were right; our customers got all that was coming to them when they paid the price asked for footwear; and if they wanted any other merchandise from us, they would have to pay a reasonable price for it. "Nothing for nothing" seemed a pretty commonsense way of looking at it.

If this change were to be made, however, it seemed that the sensible thing to do was to provide the customer with something better than he had been in the habit of obtaining. We must offer him something that would appeal to him as really worth the investment of a nickel or a dime. So we made quite a thorough study of the shoe lace question—materials, method of manufacture, weight, texture, length, etc. The result was that we gave a factory a large order to make up for us several thousand pairs of laces, of a specified quality, in a specified range of lengths, and all to be wrapped in wrappers bearing our name. This was in days when practically none but the cheapest grade

laces were to be found on the market. We had the best that could be made for us at five cents and up a pair. And it then became a much simpler problem to direct the attention of customers away from free laces to the laces which we had to sell. In the years that have passed, our customers have grown entirely out of all thoughts of getting laces free, any more than they would think of getting their shoes free.

#### Successful Merchandising Plan.

Another question that presented itself was that of shoe blackings. There was very little money in handling blackings. They were carried not alone by shoe stores, but by every grocery and hardware and drug store in our city, and, I suppose the same custom prevailed all through the country. Those were the days of many widely advertised brands of blacking, and all stores carried the same lines. It was up to us to do something that would lead our shoe customers to believe it worth their while to buy blacking from us.

Then we began a study of shoe blackings, their manufacture, ingredients, good qualities, bad qualities, effect on various leathers, etc. It did not take us long to determine just what kinds of blacking, or "dressings," as we then began to call them, we ought to carry for our customers. Then we followed the merchandising plan already adopted for laces; that is, we had dressings made for us and packed in our own containers, with our own names and labels on them. Then we had something distinctive, exclusive and meritorious to talk about. And we did talk about them.

These goods were still at the back of the store, at the old wooden counter. It seemed wise, as long as we were in this game to make money, that the simplest and most practical method of publicity was to place these goods where they could talk for themselves to every customer coming into the store. We tried placing a counter right at the front of the store, with shelving back of it; and this worked so well that shortly we substituted for it a modern all-glass display case, which was much better than the wooden counter, but did not yet meet with unqualified approval.

The final stage in the development of our equipment occurred when we gave this display case over to other things, and placed all our findings in a round-end case right in the center of the store, directly opposite the front entrance, and installed a double section, divided into compartments containing removable draws, some eighty in number, where our stock of findings

## We Stand Supreme



In the making of shoe style ability, foot fit ability, and foot wear serviceability.

We were forty-nine years young Saturday, July 5th, in the shoe manufacturing and shoe wholesaling business.

We are here with the goods.

A test order right now will prove the assertion.

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

## Rouge Rex High Cuts For Men



A new season is opening.

There are new profits for you if you have the right goods for sale.

Rouge Rex Shoes are right.

They satisfy in profits to the retailer, and in service to the consumer.

Write for samples.

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



is constantly on display right where no one who visits the store can forget that we sell a lot of little things that make for the convenience and comfort of all wearers of shoes.

The location of the department forces its merchandise on the attention of all who enter the store. That is one form of publicity. The equipment of the show case is such that the never-ending display of the goods constitutes a valuable form of publicity. Beyond this, we talk for and about fittings—the salesmen, in their suggestive conversations with customers, our advertising in newspapers, where we often run advertisements on laces, shoe dressings, and the scores of findings that we now carry in stock.

We are more than ever convinced that one of the most desirable things in pushing these goods is to display them in ways that bring the merchandise directly before the eyes of the people. There are always some findings in our windows displays, even if but a single small unit in the display. And in our store you will always find a number of little things out in plain sight, in baskets or boxes, where you can take them in your hand and inspect them. There is a good deal in having things where they can be handled; it helps selling.

We sell a great many things at our findings department besides the ones made especially for us and bearing our name. But our specialties we continue to push profitably, and any publicity we give to them is helpful in pushing the sales of other goods in the department.

As a result of getting the right goods, displaying them prominently where everyone will see, and talking up the department every day throughout the store, we have built up a business in findings that requires the daily service of three salesgirls to take care of it acceptably and expeditiously.

The findings department with us is a good money-maker.—Shoe Retailer.

**Two New Shoe Styles for Slashed Skirts.**

With the popularity of the slash skirt for this fall and winter assured it is to be expected that enterprising members of the shoe trade have evolved some new style in footwear that can properly be worn with the skirt. Specialty shoe houses are always on the lookout for such shoe novelties and a St. Louis house announces that it has an exclusive model to be worn with the slash skirt that is expected to prove a hit with the trade.

In fact, this firm has originated two novelties, the "Baby Doll" boot, which is a modification of the "Mary Jane" pump, and the slashed skirt boot, which is confidently expected to be the biggest novelty yet put out by them.

A detailed description of this style is not available but the firm expects to be showing it to the trade within a few weeks and looks for an early expression of popular approval from the trade. The style is designed to harmonize with the slashed skirt and shows off the foot to the best advantage.

**The Problem of Wood Heels.**

A new problem for Lynn manufacturers is the demand for wood heel shoes for street wear. Buyers are coming to the shops of the city and are asking about wood heel shoes, both welts and turns. The wood heel turn shoe is a legitimate proposition, and a good many of them are selling. But the wood heel welt shoe isn't regarded as a satisfactory article for practical shoemaking by some manufacturers of Lynn.

To put wood heels on to welt shoes right, the work must be done by hand. It's slow and fussy work. It costs money for the labor. Besides, it blocks the factory system. Slowing down the heeling department by putting on wood heels by hand has about the same effect on the rest of the factory as a slow freight has on a passenger express on the same track.

Manufacturers are perfectly willing to make wood heel welt shoes, providing buyers are willing to pay the increase in the cost of making them. It is the recommendation of one manufacturer, who makes both welt and turn shoes, and so is without prejudice, that the best thing for retailers to do is to handle wood heel turn shoes only. If they want a heavy sole, wood heel shoe, they can buy turn welt shoes, otherwise a turn shoe with a mock welt. These shoes are practical to make, and are good style. They cannot be resoled as can a welt shoe. But that fact will probably not influence much the well-to-do class of people who will buy such shoes.

It costs more to make wood heel shoes than it does to make leather heel shoes, and retailers who handle such shoes must expect to pay more for them. Manufacturers figure the increase at from 35 to 50 cents a pair, according to the grade of shoes which they are making.

The wood heel alone cost from 25 to 35 cents a pair. They are expensive, especially the Spanish Louis style, now so popular. The concaving of the breast and the finishing of the corners of this style of heel is done by hand at a cost of 4 cents a dozen pairs.

It costs more to attach wood heels to shoes than it does to attach leather heels. The work must be done by hand, if it is to be well done. The total increase in cost for wood heel shoes over leather heel shoes is from 35 to 50 cents, and manufacturers feel that they must get that increase from buyers.

"Boost Ohio" was the slogan at the sixty-third annual State fair held in Columbus last week.

**WANTED**

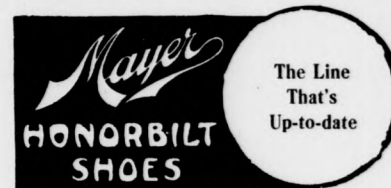
A competent salesman to carry our line of boys' and girls' shoes in Michigan. We have a splendid opening for the right man. Apply with references to

**Fitzgerald, Phelps & Fargo  
Shoe Co.  
Milwaukee, Wis.**

The man who expects to be successful at selling goods behind the counter must make up his mind to put up with much that is unpleasant. So must the man who expects to succeed at anything else.

Good luck is like a lot of other things. You never fully appreciate it until you haven't it.

One has everything his own way—until he gets to be about a year old.



*The Tredrite Shoe*

*The Tredrite Shoe*

*The Tredrite Shoe*

*The Tredrite Shoe*

**Snappy McKay  
Sewed Shoes  
For Women**



Gun Metal Button or Blucher  
E wide.

No. 5414 is represented by  
the cut shown.

No. 5314 is Blucher of  
the same.

No. 5413 is a Button like the cut  
but with 10-8 heel.

No. 5313 is a Blucher with  
the 10-8 heel.

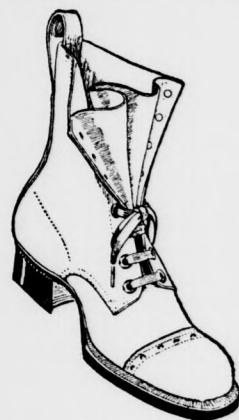
For \$1.90 per pair.

Less 10% in 10 days. Figure it out.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



**Stock Up Now For  
Fall on the  
H. B. Hard Pan**

**The Sturdy, Strong Shoe for  
Men Designed to Withstand the  
Hardest Kind of Service.**

We make line in Blucher or Bal cut, lace or congress, plain toe or with tip, single, double or three sole, high or low cut. When it comes to a "big line" this one is surely a winner. There is a shoe for every purpose and they DO wear.

Order now, or if you are not now selling the H. B. Hard Pan, drop us a card and we will send our salesman with his samples to show you the line.

"They Wear Like Iron"

**HEROLD-BERTSCH SHOE CO.**

Makers of Shoes

Grand Rapids, Mich.



### Word With the Woman Who Has Succeeded.

Written for the Tradesman.

Plucky little sister, you have climbed away above the many workers of your sex who never attain to anything beyond mediocrity, while the distance between you and that great mass of unskilled toilers who can not be said to have reached mediocrity even, is still greater. You have won out. You have gotten a firm grip on that elusive but alluring object of desire that we call success.

Maybe you are a stenographer; but you are not one of the poorly educated, inaccurate, incapable-of-using-any-thought-or-judgment stenogs who turn out the atrocities in the way of spelling and grammar that go to fill up the daily mail bags, and who receive each only a few dollars, at most ten or twelve, in their weekly pay envelopes. You have far outstripped these poor drudges of the typewriter. You have become so expert that your work satisfies the most critical requirements. Possibly you have risen to a private secretaryship and are intrusted with important secrets and heavy responsibilities. Anyway you have an assured position and receive double, treble, possibly four times the amount of the weekly stipend of the poor thing who bangs off "Please find under separate cover \* \* \*

Or we will say that you are a teacher, and through energy and initiative have attained to a principalship or a superintendency. Or perhaps your talent lay in commercial lines, and you got a place in a store and by tact and application and studying your job worked up to where you are now—the head of a department or a valued buyer.

Maybe you have been in business for yourself, and after the years of labor and anxiety in which you were strenuously engaged in securing a foothold, you have gotten your mercantile venture to the place where it is yielding you some easy money.

It would not be surprising if you have shown some shrewdness in buying and selling real estate or other property, and in this way you may have added very substantially to your savings. In any case we will suppose that you have reached the point where you have the visible and tangible evidences of success. You wear good clothes. You have your suits made to order by a tailor and pay him his price—you no longer watch the sales to see what you can get for fourteen dollars and seventy-five cents. Your hats and your gloves, your corsets and your petticoats, your furs and your shoes, are all the real

thing; you do not need to figure on the mercerized or the nearly-as-good.

You have at least a handsomely furnished room, although more likely you have set up bachelor quarters or own your own home. You can treat yourself to such luxuries as hothouse flowers and theater tickets and very likely are planning a trip abroad. Perhaps you own and operate that most elegantly expressive symbol of prosperity—an electric, and survey the weary throngs of foot passengers and street car riders through the shining medium of its glass plate. Occasionally you are written up in the papers as one of the women who are doing things. In short, you have arrived.

Now, little girl, look out. Have a care, not so much lest you may spoil your success—although that always is to be guarded against—as lest your success may spoil you.

When you have gotten up on those higher rungs of the ladder, it is the most natural thing in the world for you to begin to feel that you are it. The capital I of your personal pronoun is apt to take on unwieldy proportions.

We all give place to "the man (or the woman) who knows"—that is, has definite, accurate, specialized, available knowledge. But when the person who knows takes on an air of knowing it all, then the rest of us begin to resent the imputation of our ignorance.

Keep humble, honey. Don't become dizzy up there where you are. Success, you know, is a little likely to go to the brain. The vulgar but expressive "stuck on himself" and "his head is swelled" show just how offensive to other people are the self-inflation and arrogance of spirit that so often result from unusual achievement.

Particularly is the so-called self-made person likely to have too good an opinion of himself or herself, perhaps from lacking the broader outlook of one who has enjoyed better educational advantages. The little monument of success upreared, being viewed at short range, covers the whole field of vision.

Far be it from me to disparage the great credit that attaches to merit or distinction won against the heavy odds of Fate and Fortune, but the really self-made man or woman does not exist.

Little sister, when your heart gives some extra throbs of elation over what you have accomplished "just by yourself alone," think a moment whether the praise all properly belongs to you. True, you didn't have a rich father to send you through

college, nor the power of wealth nor the pull of influence to help you along; but didn't you have a gentle, self-sacrificing mother who scrimped and saved and made over your clothes so that you could stay in high school instead of going to work in a factory? Afterward, while you were earning the money to attend normal school or business college, didn't your sister stay at home and help with the work and take care of the younger children so that you could have your time to make something of yourself? Besides, you were endowed by Nature with unusual physical strength and mental vigor, else you never could have done what you have done. Had you been a poor, sickly, weak-willed creature like your cousin Susie Denison you never would have gotten any further along than Susie has. When you are inclined to be a little chesty, to indulge in the big-I-and-little-other-people feeling, just think over some of these things.

There is nothing about success in itself that should make its possessor disagreeable to others. The equanimity, the optimism, the affability, the sympathetic understanding of human nature, that are at once the cause and the consequence of success in many lines of effort, all are charming qualities. But when a woman becomes so impressed with her own importance, so absorbed in her own advancement, so infatuated with the results of her own exertions that she can think and talk about nothing else, she speedily loses the regard and affection of those about her. Little

girl, you who are spelling career with a large C, make a note of this.

Another thing, honey. Just because you are successful, don't become hard and exacting and selfish. Live and let live. Be charitable toward the shortcomings and failures of your fellow beings and take time to feel and manifest some sympathy for sorrow and misfortune. Don't let your work, your achievements, your little meed of fame and honor become the whole of life to you.

Don't be unscrupulous and dishonorable. By this I do not mean that you are likely to lapse into being a dead beat and neglect to settle your bills. Your circumstances are such that you couldn't dodge paying your debts if you wanted to and we do not suppose for a moment that you would want to. But have you not noticed that successful business women sometimes become very sharp and are ready to take little mean advantages of the poor and weak and the unsophisticated, while still keeping on the safe side of the line that marks tangible dishonesty. No matter how high up you get, hold fast to the Golden Rule.

If you are employed to oversee the work of others or are yourself an employer, do not be overbearing and "bossy." An arrogant manner will hinder rather than help you in controlling and getting the best from your help besides being bad for your own soul. And whatever your rank or station, do not fail to cultivate those gentle and womanly ways that mean so much in the comfort and hap-

# NEW TEAS

Our full line of 1913 crop Japan Teas is now in. We have the largest and best assortment in Michigan. 🍵 🍵 🍵 🍵 🍵

Tetley's  
Black  
Teas



Packed  
In Tins  
Lead All

A cup of tea, while *always* good,  
is *better* if it's  
**TETLEY'S**

**JUDSON GROCER COMPANY**  
The Pure Foods House  
GRAND RAPIDS, MICHIGAN



piners of those whose lot is cast with yours.

Finally, while very properly appreciating to the full the value of the place in life which you have achieved for yourself, do not make too much of your success. Do not deify it. Read over sometimes that beautiful little allegory of how "Failure and Success, having passed away from earth found themselves in a foreign land waiting an audience with the Sovereign. Success wore a smile of pleasure and satisfaction, while Failure's head was bowed.

"An old gray-haired man appeared. The one advanced a step, saying: 'I am Success,' and pointed to her laurel wreath.

"The old man shook his head. "Ah," he said, 'do not be too confident. Very often things go by opposites in this land. What you call success, we often call failure; what you call failure, we call success.' \* \*

"And he rechristened Failure, naming her Success, and led her into the Presence Chamber; while she who had here been called Success was set to learning the lessons of that foreign land, for as yet she was unfitted to enter the Presence Chamber."

Quillo.

**Merchant Jones Saw a Great Light.**

Do you know Jones? You probably do for Jones does business in every town, city, or village worthy the name. Maybe you are Jones, for Jones is a fine, likeable sort of a fellow, such a one as you or I or any other decent chap would like to know.

Jones had some money, only a small amount, between five hundred and a thousand dollars. Maybe he earned it, maybe someone died and left it to him. Anyway he had it and after due deliberation he decided to go into business, choosing mercantile lines.

Jones followed his banker's advice and placed the responsibility of his first stock of goods with the jobbing house. He felt a little bit put out because the somewhat austere and overly cautious credit manager suggested that he limit his first shipment to the amount of money he had left to pay cash down after allowing for fixtures, freight, and opening expense. Jones was an honest man, you see. He was not out to beat anyone. He said so himself. He knew he would pay the bill.

The credit manager thought so, too. He liked large orders as well as the salesman and it wasn't because he thought Jones would not pay the bill that he had made his suggestion. He made it because no matter how carefully the first stock was selected there was bound to be some items that would be called for as soon as the store was opened that were not in stock and these he wanted to ship as they were needed. Then Jones' daily sales would enable him to discount these bills and thereby add considerably to his profit which he could not do if he had a balance of two or three hundred dollars to pay off on his first stock in a short time.

The credit manager was quite a human individual, however (general impressions to the contrary, notwithstanding), and when he saw that

Jones was going to misunderstand he acceded and Jones went home in the hole three hundred dollars but happy. He had purchased a fine stock, so he must have good fixtures to display the goods he had bought. They were easy to get on time payments—a cash register at so much per month, cases and shelving and counters.

With the advertising literature which the house helped him to prepare, the store was opened up with a Hip, Hip, Hooray. The first day's sales were phenomenal, the second day scarcely less so, and the week extremely good. Immediately Jones needed stock. He fired in an order, and then another and still another.

Sales dropped off a little. Then he overbought. When someone asked for an eight quart coffee boiler which he did not have he ordered a big supply. Another one wanted a garbage can—he bought a full line. Still with all this extra stock he put in, business did not come up to what he thought it should be. One day an acquaintance came along, a pleasant, affable salesman who had called on him regularly since he had opened his store. He solved the problem for Jones. At least he said his plan would work, and Jones was persuaded that he was not getting the price. Of course, to get the price, Jones must buy in case lots, but his friend assured him the goods would sell and that Smith in the next town who didn't have nearly as good a location and a very much inferior store room had tried out his plan with exceedingly good results. So Jones was stung.

Next, he tried to import his small needs himself and save the jobbers' profit. The brokers told him he could. Same result. Then he tried a series of special sales, giving real bargains and lots of them. He turned over a big quantity of goods but in his need for money he forgot profit. Nothing in it for Jones. Things were going from bad to worse. Jones was working day and night, but sales, although pretty good, just kept him above water.

Creditors were pressing a little harder each month for their money and Jones began to see financial ruin ahead. It was ghastly for Jones. He still meant well, he was still honest, and he knew that if he went to the wall, his good friends, the wholesalers who had filled his every order were going to suffer, too. So in his extremity Jones turned to his wise friend, the banker, who had been watching his struggles afar off.

Mr. Banker had known many Joneses. He had helped many and he knew the remedy. He mixed together those solid, sane, conservative elements of business building, carefulness in expense, in buying, in pricing to sell at a profit, the non-accumulation of dead stock, the absurdity of buying quantities beyond ability to sell because of price. Jones saw a great light and when he and the wise man, the banker friend, had gotten through, Jones had the money to pay his past due obligations. His current sales enabled him to discount his bills. Right then he began making money, for

Jones joined the ranks of the successful merchants, the ones who have a net profit in the bank at the end of each year—Fred P. Bolles in Butler Way.

**Discretion Better Than Vengeance.**

"Why didn't Henderson prosecute the woman who took his umbrella?"

"Her lawyers warned him that if the case went to trial they would ask him how the umbrella came into his possession."

**LAMSON**



With Lamson Carriers in your store you settle the "service" problem at once and for all—no matter how large your business may grow.

Lamson Carriers are elastic, they stretch to meet the largest or they contract to serve the smallest store. They centralize and save expense and lost motion.

Ask Your Neighbor!

Wire, Cable, Tube, Belt and Pick-up Carriers

**THE LAMSON COMPANY**  
BOSTON, U. S. A.

Representatives in all principal cities

**SERVICE**

**Say, Mr. Merchant!**

Do you wish to sell out? Why not sell your stock at auction and get the highest price and close them out in a short time?

E. D. Collar, Ionia, Mich., makes a specialty of this class of work, having graduated from Jones National School of Auctioneering under special instruction of Col. A. W. Thomas, the great merchandise salesman.

Write or phone for dates and prices.



When a Customer inquires for a flavor, suggest

**Mapleine**

It's pure and good—when once tried it is always used.

Order of your jobber or Louis Hilfer Co. 4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

**Supposing To-night**

**FIRE**

**Destroys Your Store**

and with it your day book, journal and ledger, or credit account system.

What would you do TO-MORROW?

WHAT COULD YOU DO?

The "CHAMPION"

Complete Accountant is

**FIREPROOF**

We back this statement with a

**\$500**

**Guaranty Gold Bond**

to the merchant. No insurance company will protect your accounts—WE WILL.



Open—A Desk, Money Drawer, Recorder, Filing System and Credit Register.

You are not only protected against fire, but also:

- 1—You know every cent you pay out or take in.
- 2—You can instantly tell what every person owes.
- 3—You save all bookkeeping
- 4—Your accounts are always "up to the minute."
- 5—You know how much each clerk sells.
- 6—You prevent disputed accounts, rebates and forgotten charges.
- 7—You have your finger constantly on the pulse of your business.



Closed—A Substantial, Fire-proof Safe.

**Champion Register Company**

403-412 Society Savings Bldg.

CLEVELAND, OHIO

Use the coupon today—be protected

Champion Register Co. Date.....

Please send me information about the Champion Complete Accountant (Fire-proof.)

Name .....

Address .....

Business .....

No. Accts.....



**Michigan Retail Hardware Association.**  
 President—F. A. Rechlin, Bay City.  
 Vice-President—C. E. Dickinson, St Joseph.  
 Secretary—Arthur J. Scott, Marine City.  
 Treasurer—William Moore, Detroit.

#### Smaller Merchants Cannot Exist Under Present Methods.

The retailer is not responsible for these methods of distribution. He is either the logical output for your salable merchandise, or the burial grounds for your dead stock. He may be in many cases inefficient, but that is purely local. He is not a factor that is establishing these low retail prices. His business is confined to the trade tributary to his city, town or village.

This concentration of trade competition that is bidding for the consumer's business from coast to coast, and Gulf to the Dominion, is a creation of the producer and wholesale distributor, and in its infancy was encouraged in its race for business until to-day it appears before us as a gigantic power reaching out to control all, and is developing such a buying power that in many lines they have become producers of goods, today, that are competing for your business. The profits of two only of these large mail-order houses last year were \$100,000,000, and it is conceded by the most conservative that in our line of merchandise this does not exceed 10 per cent. of the volume of business done.

We are all proud of this great country of ours, and dotted as it is here and there every few miles with its villages, towns and cities, and its well-kept farms, we realize what a serious menace it would be to our mercantile interests were the retail merchants a feature of the past.

#### Price Control Not Thought Of.

Realizing a few years ago the necessity of getting together and appealing to the producer for a fair show, we organized our state associations. In all this period the farthest from our thoughts was price control, boycott, or coercive methods. We do not want to change the present methods of retailing goods, but we do feel that we are entitled to all the favors, and no more, that our competitors are enjoying. And unless this request is granted by the "powers" that have the power to grant it the figures of 10 per cent. and 90 per cent., as above mentioned, may be reversed.

The strength of any community, either in a social, religious or business way, is confidence, and when we lay an article before our customer it takes nerve to ask 75 cents when you know that its established retail value

is only 60 cents. Yes, I can hear service, delivery, responsibility, etc., buzzing through your mind. I grant the power of these gifts, but 20 per cent. is too broad a margin to work with every day in competition with the articles beautifully illustrated and priced in the catalogue on the sitting room table of one of your best customers. It is coming, and coming soon, when the price must and will win. We want the present methods of distribution left just as they are if you can make the price. If not, then the retailers must make the volume just as attractive to the producer as our competitors have, and volume always gets the price.

The retailer is giving the volume to the producers to-day in excess of any other channel by nine to one, but the steady business throughout the year is lost sight of temporarily when a few large orders are placed with the other fellow. In other words, eagerness for business often displaces judgment.

We are all human. Man has his weakness, and when the opportunity comes to "slide one" over on the other fellow we enjoy the joke hugely by "our lonesome," even if we didn't make a cent. Now we have come closer together the past year than ever before. Why? By simply saying truthfully what is in our mind, and laying our cards on the table face-up.

The statement was made by one of the committee at the Chicago conference that there were not over five or six trade articles mentioned. Gentlemen, that was on account of lack of time, and not ammunition. I will be very glad to give you forty items sold by our retail competitors in Chicago, at prices that the retail merchant cannot meet and buy of the jobbers, that is, meet and even reach a margin that will cover one-half the cost of doing business. Of these forty items there are about one-half strongly competitive lines of standard make and quality—made by old-established firms whose products have become a household, farm or mechanical necessity.

The two channels of distribution are not comparative. Why? From producer to jobber, to retailer, then consumer, splits the profit. From producer to our competitor, thence the consumer, profit is one. Where the profit is split, the overhead splits it again. Where the profit is one, the overhead only splits it once.

We cannot evade this problem. While we have the volume of business still with us, we must get together and build up an attractive and

## H. Eikenhout & Sons

### Jobbers of Roofing Material

GRAND RAPIDS, MICH.

We would be pleased to give you any information you might wish in regard to roofing or roofing material.

## 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



profit-sharing plan with the retailer. This can be done by recognizing all lines of trade as retailers that sell consumers.

You cannot eliminate quantity buying. Five to 10 per cent. is not selective on quantity purchases, but 20 to 25 per cent. below the merchant's retail price proves the efficiency of our competitor's buying force, or else he is enjoying the closest jobbing quotations. If neither of the above are true, then the jobber is getting too large a profit for his merchandise.

According to Mr. Fernley's statements at Jacksonville, there are plenty of jobbing firms anxious to dispose of their business. They have got to "go some" if the percentage exceeds the desire of the retailers.

Isn't it natural for the one-profit man to go after the volume with the price? Is there anything else that gets the business but the price? Are we retailers asking for anything else but the price? Are we asking for any better price?

Are Retailer's Chances Encouraging.

Let me ask you, gentlemen, you who originate, produce and market the hardware of to-day, are you satisfied with the present condition of the retail end of this game? Do you think the chances of the small retail merchant are encouraging? Do you see under the present range of selective prices where he is going to expand and succeed?

He is up against all the demands of charity, subscription lists, Y. M. C. A. and church buildings, taxes, rent and sundry expenses, keeps a sample-room of standard articles, pays clerk hire, gets all the credit business, and the cash goes glimmering to a lower market where prices are made possible by the producer, who little realizes at the time by so doing he is undermining the very channel of trade it should be his duty to build up.

Understand me, please, I am referring largely to the conditions that exist in the small centers. The larger the town and city, the wider the trade area, and the less the mail-order competition is felt. But the smaller the trade center, the wider the acquaintance, the smaller the assortment, and the harder the catalogue works, opportunities for purchase limited, knowledge of price meagre, and what's the result? This is where the big catalogue works over time, and if you are a bit skeptical about it, visit the freight station most any day when the local comes in.

Retailer Must Work for Prices.

The retailer is not objecting to values. If it is necessary to raise or lower same, that is your privilege, but whatever is done, look out for the interests of the man that is distributing 90 per cent. of your output. The retailer must study and plod for the right price. He must keep his eye on the established retail value of every article on his shelves.

When the salesman calls and cannot meet the price, it is only another step advancing towards direct or syndicate buying. For your consideration, I will mention a few articles that to-day a retailer cannot buy and

sell, and compete with their printed retail values, and break even with the cost of doing business.

Anvils and vises, percolators, traps, food choppers, squares, revolvers, rifles, barrel churns, oils, grindstones, galvanized tanks, forges bolster springs, pump jacks, S. & D. trees, milk cans, poles, shafts, chains, circular saws, conduit or pipe and gutter, hay tools, steel goods, washing machines, vacuum cleaners, enamel ware, barn door hangers, tackle blocks, farm and church bells, planes, litter carriers, poultry netting, corrugated iron, stove boards, prepared roofing, tank heaters, tool grinders, belting.

Can Give Detailed Statements.

I have alluded to the articles only, but if any of you gentlemen wish to take any one item up with me by mail I will be glad to reply and send you a detailed statement of mail-order prices, and the cost to the retailer, and be specific in my statement as to brand, quality and size of each.

These items are referred to, as the question is often asked, "what lines is it that are competitive?" "What lines of goods are you not buying right?" My information has come during the past three years as a member of the Committee on Trade Relations, and from the retail merchant, and in most cases from the smaller merchants in the smaller towns. I have had the manufacturer tell me that the jobber was asking too much for his goods. I have had the jobber's salesman say that the price was below his catalogue cost—emphasis on the word catalogue.

Now, there is only one way to benefit each other in this three-cornered controversy, and that is a mutual understanding that we are all to blame for some of the weak points in this mercantile problem. Each one can solve individually his price situation. We all can collectively agree that we will use our best endeavors to improve trade conditions. In other words, see if by a united effort on our part we cannot make the business life of our merchants more profitable.

If some of the jobbers and manufacturers that I have talked with could say to their trade what they have said to me, I know many a retail merchant would sit up and listen. I have been told many a fault by you men when you did not realize that what you were saying was striking home.

Where any kind of competition exists, financial suicide awaits the store-keeper (not merchant) that buys his goods regardless of values, expects his jobber to be his banker, pays when he feels like it, looks upon a bank-draft for an account past due with indifference, collects his accounts when forced to by financial conditions, and looks upon the profit known as discount as a premature decline in his bank balance. A business built on this kind of a foundation has but a few short hours to live, and may an all-wise Providence find a way to keep the proprietor from want during the balance of his days.

L. C. Abbott.

(Concluded next week.)

New Name for Bungalow.

A carpenter contractor had been figuring on a small house for a prosperous European-American workman in an outlying district.

"Come up to my office," he said to the prospective patron, "and we will look over some plans in a book I have."

The young man came to the office and spent some time looking over the plans with the contractor, who finally enquired:

"Have you thought anything about the kind of place you wish to build? What do you think about a nice cottage?"

"I do know," replied the young man, "but I think maybe we lika have nice bung-hole."



# CHICAGO BOATS

Graham & Morton Line

Every Night

## 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

- |         |              |            |                   |           |               |
|---------|--------------|------------|-------------------|-----------|---------------|
| Detroit | Kalamazoo    | Columbus   | Youngstown        | Utica     | Milwaukee     |
| Saginaw | Battle Creek | Cleveland  | Buffalo           | Scranton  | St. Paul      |
| Lansing | Flint        | Cincinnati | Rochester         | Boston    | Lincoln, Neb. |
| Jackson | Toledo       | Dayton     | Syracuse          | Worcester | Chicago       |
|         |              |            | And NEW YORK CITY |           |               |

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



## "Sun-Beam" WINTER GOODS

Autumn is near at hand, and with it comes the steady sale of winter goods, such as Fur and Fur-lined Coats, Blankets, Robes, Mackinaws, Gloves, Mittens, etc. WE have a very large assortment of these goods on hand and are able to fill orders promptly. Our new catalogue is being issued and will be mailed in a few weeks. Mail orders given prompt attention.

Brown & Sehler Co.

Home of "Sun-Beam" Goods 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





**Grand Council of Michigan U. C. T.**  
 Grand Counselor—E. A. Welch, Kalamazoo.  
 Past Grand Counselor—John Q. Adams, Battle Creek.  
 Grand Junior Counselor—M. S. Brown, Saginaw.  
 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—Henry E. Perry, Detroit.  
 Grand Conductor—W. S. Lawton, Grand Rapids.  
 Grand Page—F. J. Moutier, Detroit.  
 Grand Sentinel—John A. Haeh, Jr., Coldwater.  
 Grand Chaplain—T. J. Hanlon, Jackson.  
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.

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#### News of the Grand Rapids Boys.

Grand Rapids, Sept. 8.—Saturday evening, Sept. 6, No. 131 held its regular meeting, with a fairly good attendance. Five new members were added to the order. They were as follows: Harry V. Ripperger, 117 Pleasant Ave., representing Sulsburger & Sons, beef and pork packers, city; Herbert Lester Alschuler, Morton House, with the Bradley-Vrooman Co., paint manufacturer; Chas. Regester, 301 Stocking avenue, representing Nelson Baker Drug Co. Frank Mooney was reinstated and N. W. Taplin, from No. 189 Railway City Council, Marshfield, Wis., was taken in by transfer. This made a nice showing for a hot summer evening. When cool weather comes on we hope to have at least ten every meeting night.

Homer Bradfield was seen traveling on foot from Ada towards Lowell. Can it be possible that Homer was short on expense money?

We understand that the citizens of Petoskey have already engaged Fred Richter for next season under the leadership of Adrian Oole to entertain them with his numerous selections especially the one entitled "Goodnight, Bill."

Our friend, Sunny Jim, who once made his home in Grand Rapids, but now in the city where life is worth living, was going to Shelby one night last week. He checked his baggage and left on the evening train and arrived in Shelby that evening. The next morning Jim was ready to do business, so gave his checks to the drayman asking him to see that the

trunks got to his customer's store. But the baggage had not arrived as yet and did not come until after dinner that day by freight.

We are now under the impression that there was too much baggage to carry on a passenger train or Jim may not have been able to pay the excess baggage.

It seems strange that so many of the traveling men should be so forgetful about keeping up their dues and assessments in the U. C. T. Some names were read off last meeting night. Investigate and if your name was among them get busy and get in good standing. You can't afford to be without protection. Something may happen to you after being suspended.

James Goldstein, of Detroit, seems to make his appearance in Grand Rapids every week. Jim is well pleased with life in Detroit, but he has to come back to get a breath of Grand Rapids air every week to last him over Sunday in Detroit.

Assessment No. 118 is due now. Remit to Harry D. Hydorn R. F. D. No. 5, city. Wm. D. Bosman.

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 8.—Grand Rapids Council, No. 131, met in regular session last Saturday night and drew up the plans for the fall and winter work. In accordance with resolutions drawn up by the Booster Committee and adopted by the Council, some marked changes will be made, particularly in the dance programme and the degree team. Instead of putting on thirteen dances at five dollars for the season ticket or one dollar per couple for a single dance, as has been done heretofore, it was decided to appoint a committee of ten to arrange for six dances at a charge of two dollars for the season ticket or fifty cents per couple for each dance. If, in the judgment of the committee, this number of dances should not furnish adequate recreation for the Council and their friends, extra dances may be interspersed from time to time, at a charge of fifty cents per couple per dance. The members of the dance committee are as follows: A. F. Rockwell, chairman; B. A. Hudson, I. F. Gordon, H. W. Harwood, Peter Fox, E. F. Wykkel, Geo. Clark, H. Fred De Graff, E. C. McMillan and F. E. Beardslee. The Booster Committee also recommended a change in the degree team, the object being to give the old members a rest and also to work in some new ideas and material. The personal of the new team for the ensuing year will be as follows: W. Jennings, Jr., captain; W. S. Kain, I. F. Gordon, J. V. Ripperger, J. P. Hacha, Bert

Bartlett, A. A. Peters, Clyde Hart, Paul Berns, H. Goody, Clyde Herrendeen, I. McGee, William Zylstra and A. F. Rockwell.

The following new members were admitted: H. V. Ripperger, Chas. Regester, H. L. Alshuler. Reinstated, Frank Mooney; by transfer, N. W. Caplin.

Don't forget that assesment No. 118 is no due and payable. Time expires Sept. 24. You better ante up while you have the coin and think of it and avoid possible suspension.

It is said we are all creatures of habit, but none more so than was Brother Bartlett at last Saturday night's Council meeting. While peacefully engaged in the pursuit of business, incidental to the opening of the order and at a time when all intruders are excluded, the above mentioned gentleman worked his way past the Sentinel and Page and into the assembly room. Just how he worked it is still a mystery, but he was soundly spanked by our Senior Counselor and returned to the ante room for further instructions. Brother Bartlett may be well versed in the art of breaking down the barriers and entering the sacred confines of the crusty merchant, interview him and, incidentally, book him for 100 chests of coffee, but he can't put one over on No. 131—we are next to his curves. We mention this because it is a good illustration of what force of habit is.

We will now be favored with a touching little poem by Brother Bolen, entitled, "In the Land of the Rio Grande." Any brother having \$183 to pay and \$147 credited to his bank account, can find relief by knowing the following bit of logic, which, we understand, originated in the fertile brain of Brother H. W. Harwood:

Minor premise: \$183 is more than \$147.

Major premise: Discrimination is unfair.

Conclusion: Make them all wait.

Brother Claud Harper, who recently underwent a critical operation in a local hospital, is again at home to his friends at 818 Jefferson avenue and will be glad to see any U. C. T. brother and other friends who wish to call on him. Here's hoping we may see your smiling face back on the road very soon, Brother Harper.

Mr. and Mrs. E. F. Wykkel are taking an extended trip through the Canadian Northwest, with Victoria, B. C., as their objective point, where they will visit their friends, Mr. and Mrs. Dibble, former residents of Grand Rapids. On their return trip they will visit Yosemite Valley, Yellow Stone Park and other points of interest, returning home in about two months. They wrote from St. Paul that they are both well and enjoying the trip immensely. Mr. Wykkel was made a member of No. 131 in August.

Mr. and Mrs. R. M. Richards have returned from a three weeks' trip to Cleveland, where Mr. Richards was called on business. Brother Richards reports they combined pleasure with business and says there were no special stunts of interest, such as fishing, picnicking, etc., but the writer happens to know that Mr. Richards got a stop

over check for a few hours at Horton while on his way to Detroit to join Mrs. Richards. He is now prepared to tell you all about the points of interest in this picturesque hamlet.

That Booster Committee is certainly a bundle of live wires, judging from the report made at Saturday's meeting. They drew up several resolutions, all having for their aim the boosting of the order and, just to show the boosters that "Them's my sentiments, too," the Council adopted every resolution unanimously, with one or two slight changes. The members of this committee are as follows: E. J. McMillan, chairman; A. N. Borden, Secretary; W. S. Lawton, Treasurer; John D. Martin, Fred E. Beardslee, Homer R. Bradfield, H. W. Harwood, E. A. Bottje, J. A. Burr, Jas. Bolen, H. Fred De Graff and J. A. Keane. All unsuspecting salesmen not now connected with No. 131 should take warning!

Our esteemed brother, Homer R. Bradfield, was missed at the last Council meeting, with no cause being given for his absence. It is pretty hard to lose Homer, but there is some mystery connected with the fact that he was seen hiking down the road at a lively pace somewhere between Ada and Lowell. Homer will, doubtless, give a satisfactory account of himself when he returns.

Just how much money Jim Goldstein figured out he saved for the house (?) on his expense account by shipping his baggage by freight from Grand Rapids to Shelby is not known. As Jim was not next to the freight schedule, what he saved in excess baggage he doubtless lost in time, as the freight did not show up until the following noon—a half day late. We can imagine the witty editor of Detonations walking the streets of the little hamlet, tearing his hair and gnashing his teeth and striking terror into the hearts of the natives. We advise Mr. Goldstein to purchase freight schedule if he is going to do any more checking by freight.

Has anybody here seen Brother W. E. Mellenger's mustache? Report is current that it is now two weeks old and discernible to the naked eye, several having already seen it. Brother Mellenger thinks it will be a big asset to his business, as he will then look more like a man.

A. F. Rockwell.

#### In Case of Emergency.

One Saturday a small boy arrived with an important air at the penny savings bank of a college settlement, and withdrew two cents from his account.

Monday morning he promptly returned the money.

"So you didn't spend your two cents," observed the worker in charge.

"Oh, no," the lad replied, "but a fellow likes to have a little cash on hand over Sunday."

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



**Honks From Auto City Council.**

Lansing, Sept. 8—At our Council meeting last Saturday night, Brother H. F. Squires, representing the National Grocer Co., was duly initiated into the mysteries of our order. When the opportunity was given him to do so, he expressed himself as being well pleased with the behavior of our goat.

Brother M. E. Sherwood and John Newton returned last Monday from a fishing trip at Long Lake. They might have brought more home, but the car wouldn't carry any larger load.

B. H. Pinkerton, general sales manager for W. F. McLaughlin & Co., of Chicago, spent a greater portion of last week making the territory with his Lansing representative, Brother F. H. Hastings. Brother Pinkerton is a jolly old scout and seemed to enjoy the trip which was made entirely with a Ford car, equipped with the new Acme torsion springs.

Our Senior Counselor, D. J. Mahoney, has just returned from his two weeks' vacation, during which time he visited at Trufant and Alpena. During the last several days he made regular trips to the woods and, selecting a spot among the tall pines where the moss was thick and soft, would sit down and rest. With all anxiety and business banished from his mind, he watched the squirrels and all manner of creeping things. He hasn't any fish stories to tell, but his appearance indicated that he has had a real vacation.

The city of Lansing has just closed the most successful, enterprising, clean and beautiful home coming week we have ever witnessed. Visitors were numerous and many came from afar. All were good natured and, upon leaving, expressed themselves as well pleased with the reception and entertainment given them. Favorable comments were heard on every side and the committees have well earned the praise they received. It is easy to do things well in a good lively city like Lansing.

Very many—perhaps a greater portion of news items—are written from hearsay and sometimes they are wrong. It is, we believe, one of the most admirable traits of human nature to be able to admit a wrong gracefully, whether personally responsible or not. We know that the traveling fraternity of Michigan was very much pleased with the Detroit correspondent's explanation which appeared in his letter of last week concerning the Phelps Hotel, at Greenville. We have been a guest at this hotel many times and never yet had reason to complain.

E. L. Bullen, an attorney of National City, Calif., formerly with McKnight & McAllister, of Grand Rapids, is visiting about a hundred relatives in Lansing and vicinity this week.

Section 8 of the new hotel inspection law, which went into effect August 15, provides that the Labor Commissioner, Dairy and Food Commissioner, Insurance Commissioner and the executive officer of the State Board of Health shall constitute a commission for the purpose of carry-

ing into effect the provisions of this act and same shall be delegated with power to adopt such rules and regulations as conditions may require. There are many places within the State where authoritative inspection is greatly needed. Why don't they get busy?

We hoped to keep it secret, but since it is out we might just as well explain before the story gets larger. Yes, we drove the new car across Woodward avenue, on a signal from the traffic cop, which, according to the statement of that austere gentleman, was intended for the other fellow. Yes, we were overtaken about two miles from the scene and ordered to go back and see Judge Phalen, but we didn't. No, we didn't give the cop \$5 to let us off. We talked him out of it.

H. D. Bullen.

**Jaunty Jottings From Jackson.**

Jackson, Sept. 8—The American Lady Corset Co. is erecting a large and modern cement factory building on West Washington street and Jackson continues to grow.

J. O. Gilbert has had a successful career in Jackson. He now manufactures his famous chocolates in his new factory on Cortland street. Mr. Gilbert also conducts two retail stores on Main street and is a member of Jackson Council, No. 57, U. C. T. He manufactures and sells a high quality line.

John E. Hurley, First street, has been local representative for Lee & Cady a good many years. He probably feels that he has a new lease of life, for his son, Harold, who graduated in medicine last spring, has located in Jackson and at present is house physician at the City Hospital. John is a charter member of Jackson Council, No. 57.

Leon C. Hardy will appear on the programme Saturday evening, when Jackson Council opens up the fall and winter campaign with a meeting that will be a rouser.

Selden E. Dickinson is home, after covering the State of Indiana selling Hill's bromo quinine tablets.

Oscar C. Miller, one of the city salesmen for the Jackson Grocer Co., is now using an automobile and finds it very practical.

Automobile races on the race track last Sunday. A squad of policemen and thirty-five militiamen from Company M were on hand to protect the crowd from the extreme danger, so why not pull off a Sunday bull fight next?

Dean S. Fleming is harvesting about 800 bushels of peaches from one of Clinton's orchards this week.

Spurgeon.

**Late Arrivals From Sunny Jim.**

Robert Skinner, Ortonville merchant, was a Detroit visitor last week. Mr. Klinesmith was Mrs. Cohen's brother.

"Windy" Williams has been ill at his home at 882 Porter street. "Windy," who is a member of Council No. 9, was reported as doing very nicely at this writing.

Just impossible to keep that live druggist, Carl Seward, of Stram & Seward, at Ludington, in the back-

ground. Looks like he has been coached by "eatitandhush" Warr, the village editor. Carl writes this original (and he is full of 'em) aphorism: Justice is blind for the reason that if she could see some lawyers it would give her heart failure.

Send us the names of the hotels using the disease-breeding roller towels.

Much prefer being called "Sunny" than "tightwad."

But we would much prefer having the tightwad's money.

While writing these items the thought comes to us—how nice it is that no one questions our veracity!

Could have used another word in place of veracity, but the traveling men would then know what we meant. Other traveling men were in Detroit last week—but they didn't call on us.

Had enough callers as it was. Always do on the first of the month.

**Gripsack Brigade.**

W. F. Garber, of Columbus, has engaged to cover Central Ohio for the Rindge, Kalmbach, Logie Co.

Geo. A. Bruton, who was forced to lay off five weeks on account of illness, is on the warpath again for the Worden Grocer Co. His trade was covered during his illness by Ed. Hart.

W. O. Webster, of Seattle, Wash., has been engaged to cover the Pacific coast territory for the Rindge, Kalmbach, Logie Co., succeeding J. W. Peters, who retires from the employment of the house. Mr. Webster has several years' experience as a shoe salesman.

Harris Augustus Abram, 56 years old, popular throughout the central and southern part of the State as a hotel proprietor, died Sept. 8 at his home in Lapeer. Deceased had managed hotels in many Michigan towns since he was 25 years old, among them hostleries at Clare, Fenton, Manchester, Flint, and Lapeer. He took charge of the Abram House, at Lapeer, for several years after the death of his father, James Abram, in 1882. He was well known throughout the State by traveling men.

The Board of Directors of the Michigan Knights of the Grip held their quarterly meeting at the office of the Secretary last Saturday, at which time all bills and claims against the association were paid, thereby putting the organization in a healthy financial condition. Twenty-seven new members have joined since the June meeting. The annual meeting will be held in Grand Rapids, Dec. 26 and 27, 1913. The Board of Directors have certainly worked well and faithfully to bring about the present financial condition of the organization. An exceptionally large number of claims have arisen during the year, on account of the heavy death losses, but in all cases the beneficiaries have been satisfied and the organization is now in an enviable position. No body of men ever worked harder to bring this about and the Board of Directors deserve the gratitude of the members for their painstaking interest.

There are rumors on the street to the effect that four leading hotels will be conducted in the near future

by J. Boyd Pantlind under the style of the Pantlind Hotel Co., which is to be a holding company with an operating department. It is currently reported that Mr. Pantlind has lately secured a substantial interest in the Herkimer, on South Division avenue, and it is rumored that he is negotiating with the Clark estate for the reconstruction of the Clark building, with a view to converting it into a medium priced European hotel. When the new Pantlind Hotel is completed, the Pantlind regime will then be able to entertain people of all classes at any one of its four hotels. If a man wants a room with a bath for \$1.50 per day, he can be accommodated at the Clark. If he wants something more pretentious, he can be taken care of at the Morton. If he wants something still more pretentious, he can put up at the Pantlind. If he comes to the city with his family for recreation or pleasure or shopping, he can secure quiet accommodations at the Herkimer. The proposition seems to be a good one, but just how it will be worked out has not as yet been fully decided upon. An arrangement of the kind described would certainly be favorable for Grand Rapids, because it would—in conjunction with the new Mehrtens Hotel and the rejuvenated Livingston and Cody hotels—increase the hotel capacity to meet the demands which may be expected for some years to come.

**Other Side of the Wolverine Hotel Controversy.**

Wolverine, Sept. 9—I note the free advertising your paper has given me. Many thanks. Now, Mr. Stowe, I wish to give you my side of this matter. Not that I am afraid anything you may publish in your paper would put us out of business, as we are pretty well established here. Although there are five other hotels and lodging houses in this town, we get 90 per cent. of the traveling men who make this town. We opened up May 18, 1912, and have enjoyed a nice business ever since. We have every reason to believe we are pleasing the boys; in fact, many of them tell us so. The only trouble we have ever had has been in pleasing the Jewish class of people and very little with them. I did refuse to give Mr. Rosengardner accommodations, not because I disliked his friend, as your article states, but because Mr. Rosengardner himself and I have been enemies long before I went into the hotel business and since going into it he has tried in every way possible to belittle us. Never in two years we have been in business has he ever entered our door until about a month ago. Do you blame me for refusing to entertain a man who has belittled me in every way he could? The same chap has a hard time to-day finding accommodations in Wolverine. No one seems to be crazy for his business and there are four other places at the present time catering to the public. I have no use for this gentleman nor any of his Hebrew friends who care to take sides with him on this question. I can get along nicely without their patronage and we want all we can get, but people must treat us right and be gentlemen or we do not want them or their business. We are young at this business and have lots to learn, but we have made a success so far and I will continue to conduct my business as I believe it should be conducted, whether it pleases the Hebrew class of people or not, as they are a very small per cent. of the traveling public in this part of the country.

W. H. Storey.

The store full of customers may mean a big business, but it is worth remembering that big business is not the same thing as profitable business in every case.

The occasional big sale is a satisfactory one to make, but the constant procession of small sales is what makes up the day's business.

Too bad, but some people simply can't exchange their dollars for sense.







WHOLESALE DRUG PRICE CURRENT

|              |                       |               |                          |                 |
|--------------|-----------------------|---------------|--------------------------|-----------------|
| <b>Acids</b> | Cubeb                 | @ 4 50        | Digitalis                | @ 60            |
| Acetic       | Erigeron              | @ 2 50        | Gentian                  | @ 60            |
| Boric        | Eucalyptus            | 75 @ 85       | Ginger                   | @ 95            |
| Carbolic     | Hemlock, pure         | @ 1 00        | Gualac                   | @ 1 05          |
| Citric       | Juniper Berries       | @ 1 25        | Gualac Ammon.            | @ 80            |
| Muriatic     | Juniper Wood          | 40 @ 50       | Iodine                   | @ 1 25          |
| Nitric       | Lard, extra           | 85 @ 1 00     | Iodine, Colorless        | @ 1 25          |
| Oxalic       | Lard, No. 1           | 75 @ 90       | Ipecac                   | @ 75            |
| Sulphuric    | Lavender Flowers      | @ 4 50        | Iron, clo.               | @ 60            |
| Tartaric     | Lavender, Garden      | 85 @ 1 00     | Kino                     | @ 80            |
|              | Lemon                 | 5 @ 6 00      | Myrrh                    | @ 1 05          |
|              | Linseed, boiled bbl   | @ 5 4         | Nux Vomica               | @ 70            |
|              | Linseed, bld less     | 58 @ 62       | Opium                    | @ 2 00          |
|              | Linseed, raw bbls.    | @ 53          | Opium Camph.             | @ 65            |
|              | Linseed, raw less     | 57 @ 61       | Opium, Deodorz'd         | @ 2 25          |
|              | Mustard, true         | 4 50 @ 6 00   | Rhubarb                  | @ 70            |
|              | Mustard, artifi'l     | 2 75 @ 3 00   |                          |                 |
|              | Neatsfoot             | 80 @ 85       | <b>Paints</b>            |                 |
|              | Olive, pure           | 2 50 @ 3 50   | Lead, red dry            | 7 1/2 @ 1 6     |
|              | Olive, Malaga,        |               | Lead, white dry          | 7 1/2 @ 1 0     |
|              | yellow                | 1 60 @ 1 75   | Lead, white oil          | 7 1/2 @ 1 1 1/2 |
|              | Olive, Malaga,        |               | Ochre, yellow bbl        | 2 @ 1 1 1/2     |
|              | green                 | 1 50 @ 1 65   | Ochre, yellow less       | 2 @ 5 5         |
|              | Orange, sweet         | 4 75 @ 5 00   | Putty                    | 2 1/2 @ 1 1/2   |
|              | Organum, pure         | 1 25 @ 1 50   | Red Venetian bbl         | 1 @ 1 1/2       |
|              | Origanum, com'l       | 50 @ 75       | Red Venet'n, less        | 2 @ 1 1/2       |
|              | Pennyroyal            | 2 25 @ 2 50   | Shaker, Prepared         | 1 40 @ 1 50     |
|              | Peppermint            | 4 00 @ 4 25   | Vermillion, Eng.         | 90 @ 1 00       |
|              | Rose, pure            | 16 00 @ 18 00 | Vermillion, Amer.        | 15 @ 20         |
|              | Rosemary Flowers      | 90 @ 1 00     | Whiting, bbl.            | 1 @ 1 1/2       |
|              | Sandalwood, E. I.     | 6 25 @ 6 50   | Whiting                  | 2 @ 5           |
|              | Sassafras, true       | 80 @ 90       |                          |                 |
|              | Sassafras, artifi'l   | 45 @ 50       | <b>Insecticides</b>      |                 |
|              | Spearmint             | 5 50 @ 6 00   | Arsenic                  | 6 @ 10          |
|              | Sperm                 | 30 @ 1 00     | Blue Vitrol, bbl.        | @ 6 1/4         |
|              | Tansy                 | 5 00 @ 5 50   | Blue Vitrol less         | 7 @ 10          |
|              | Tar, USP              | 25 @ 35       | Bordeaux Mix Pst         | 8 @ 15          |
|              | Turpentine, bbls.     | @ 49          | Hellebore, White         |                 |
|              | Turpentine, less      | 53 @ 60       | powdered                 | 15 @ 20         |
|              | Wintergreen, true     | @ 5 00        | Insect Powder            | 20 @ 35         |
|              | Wintergreen, sweet    |               | Lead Arsenate            | 8 @ 16          |
|              | birch                 | 2 00 @ 2 25   | Lime & Sulphur           |                 |
|              | Wintergreen, art'l    | 50 @ 60       | Solution, gal.           | 15 @ 25         |
|              | Wormseed              | 3 50 @ 4 00   | Paris Green              | 15 1/2 @ 20     |
|              | Wormwood              | @ 8 00        |                          |                 |
|              |                       |               | <b>Miscellaneous</b>     |                 |
|              | <b>Potassium</b>      |               | Acetanalid               | 30 @ 35         |
|              | Bicarbonate           | 15 @ 18       | Alum                     | 3 @ 5           |
|              | Bichromate            | 13 @ 16       | Alum, powdered and       |                 |
|              | Bromide               | 45 @ 55       | ground                   | 5 @ 7           |
|              | Carbonate             | 12 @ 15       | Bismuth, Subni-          |                 |
|              | Chlorate, xtal and    |               | trate                    | 2 10 @ 2 25     |
|              | powdered              | 12 @ 16       | Borax xtal or            |                 |
|              | Chlorate, granular    | 16 @ 20       | powdered                 | 6 @ 12          |
|              | Cyanide               | 30 @ 40       | Cantharadics po.         | 1 30 @ 1 50     |
|              | Iodide                | 20 @ 3 40     | Calomel                  | 1 20 @ 1 30     |
|              | Permanganate          | 15 @ 30       | Capsicum                 | 20 @ 25         |
|              | Prussiate yellow      | 30 @ 35       | Carmine                  | @ 3 50          |
|              | Prussiate, red        | 50 @ 60       | Cassia Buds              | @ 40            |
|              | Sulphate              | 15 @ 20       | Cloves                   | 30 @ 35         |
|              |                       |               | Chalk Prepared           | 6 @ 8 1/2       |
|              | <b>Roots</b>          |               | Chalk Precipitated       | 7 @ 10          |
|              | Alkanet               | 15 @ 20       | Chloroform               | 38 @ 48         |
|              | Blood, powdered       | 20 @ 25       | Chloral Hydrate          | 1 00 @ 1 15     |
|              | Calamus               | 35 @ 40       | Cocaine                  | 3 70 @ 3 90     |
|              | Elecampane, pwd.      | 15 @ 20       | Cocoa Butter             | 50 @ 60         |
|              | Gentian, pwd.         | 12 @ 16       | Corks, list, less 70%    |                 |
|              | Ginger, African,      |               | Copperas, bbls.          | @ 5             |
|              | powdered              | 15 @ 20       | Copperas, less           | 2 @ 5           |
|              | Ginger, Jamaica       | 20 @ 25       | Copperas, Powd.          | 4 @ 6           |
|              | Ginger, Jamaica,      |               | Corrosive Sublm.         | 1 05 @ 1 10     |
|              | powdered              | 22 @ 28       | Cream Tartar             | 28 @ 35         |
|              | Goldenseal, pwd.      | @ 6 00        | Cuttlebone               | 25 @ 35         |
|              | Ipecac, pwd.          | 2 75 @ 3 00   | Dextrine                 | 7 @ 10          |
|              | Licorice              | 14 @ 16       | Dover's Powder           | 2 00 @ 2 25     |
|              | Licorice, pwd.        | 12 @ 15       | Emery, all Nos.          | 6 @ 10          |
|              | Orris, powdered       | 25 @ 30       | Emery, powdered          | 5 @ 8           |
|              | Poke, powdered        | 20 @ 25       | Epsom Salts, bbls        | @ 1 1/2         |
|              | Rhubarb               | 75 @ 1 00     | Epsom Salts, less        | 2 1/2 @ 3       |
|              | Rhubarb, pwd.         | 75 @ 1 25     | Ergot                    | 1 50 @ 1 75     |
|              | Rosinweed, pwd.       | 25 @ 30       | Ergot, powdered          | 1 80 @ 2 00     |
|              | Sarsaparilla, Hond.   |               | Flake White              | 12 @ 15         |
|              | ground                | @ 50          | Formaldehyde lb.         | 10 @ 15         |
|              | Sarsaparilla Mexican, |               | Gambier                  | 6 @ 10          |
|              | ground                | 25 @ 30       | Gelatine                 | 35 @ 45         |
|              | Squills               | 20 @ 35       | Glassware, full cases    | 80%             |
|              | Squills, powdered     | 40 @ 60       | Glassware, less 70 & 10% |                 |
|              | Tumeric, pwd.         | 12 @ 15       | Glauber Salts bbl.       | @ 1             |
|              | Valerian, pwd.        | 25 @ 30       | Glauber Salts less       | 2 @ 5           |
|              |                       |               | Glue, brown              | 11 @ 15         |
|              | <b>Seeds</b>          |               | Glue, brown grd          | 10 @ 15         |
|              | Anise                 | 15 @ 20       | Glue, white              | 15 @ 25         |
|              | Anise, powdered       | 22 @ 25       | Glue, white grd          | 15 @ 20         |
|              | Bird, Is              | 8 @ 10        | Glycerine                | 23 @ 30         |
|              | Canary                | 9 @ 12        | Hops                     | 50 @ 80         |
|              | Caraway               | 12 @ 18       | Indigo                   | 85 @ 1 00       |
|              | Cardamon              | 1 75 @ 2 00   | Iodine                   | 4 35 @ 4 60     |
|              | Celery                | 45 @ 50       | Iodoform                 | 5 40 @ 5 60     |
|              | Coriander             | 12 @ 18       | Lead Acetate             | 12 @ 18         |
|              | Dill                  | 25 @ 30       | Lycopodium               | 55 @ 65         |
|              | Fennel                | @ 30          | Mace                     | 80 @ 90         |
|              | Flax                  | 4 @ 8         | Mace, powdered           | 90 @ 1 00       |
|              | Flax, ground          | 4 @ 8         | Menthol                  | 8 60 @ 9 00     |
|              | Foenugreek, pov.      | 6 @ 10        | Mercury                  | 75 @ 85         |
|              | Hemp                  | 5 @ 7         | Morphine, all brd        | 4 55 @ 4 80     |
|              | Lobelia               | @ 50          | Nux Vomica               | @ 10            |
|              | Mustard, yellow       | 9 @ 12        | Nux Vomica pow           | @ 15            |
|              | Mustard, black        | 9 @ 12        | Pepper, black pow        | 20 @ 25         |
|              | Mustard, pwd.         | 20 @ 25       | Pepper, white            | 25 @ 35         |
|              | Poppy                 | 15 @ 20       | Pitch, Burgundy          | 10 @ 15         |
|              | Quince                | @ 1 00        | Quassia                  | 10 @ 15         |
|              | Rape                  | 6 @ 10        | Quinine, all brds        | 25 @ 36 1/2     |
|              | Sabadilla             | 25 @ 30       | Rochelle Salts           | 20 @ 30         |
|              | Sabadilla, pwd.       | 35 @ 45       | Saccharine               | 1 50 @ 1 75     |
|              | Sunflower             | 6 @ 8         | Salt Peter               | 7 1/2 @ 12      |
|              | Worm American         | 15 @ 20       | Seidlitz Mixture         | 20 @ 25         |
|              | Worm Levant           | 40 @ 50       | Soap, green              | 15 @ 20         |
|              |                       |               | Soap, mott castile       | 10 @ 15         |
|              | <b>Tinctures</b>      |               | Soap, white castile      | @ 6 25          |
|              | Aconite               | @ 75          | less, per bar            | @ 68            |
|              | Aloes                 | @ 65          | Soda Ash                 | 1 1/2 @ 5       |
|              | Arnica                | @ 60          | Soda Bicarbonate         | 1 1/2 @ 5       |
|              | Asafoetida            | @ 1 00        | Soda, Sal                | 1 @ 4           |
|              | Belladonna            | @ 60          | Spirits Camphor          | @ 75            |
|              | Benzoïn               | @ 90          | Sulphur roll             | 2 1/2 @ 3       |
|              | Benzoïn Compound      | @ 90          | Sulphur Subl.            | 2 3/4 @ 5       |
|              | Buchu                 | @ 1 00        | Tamarinds                | 10 @ 15         |
|              | Cantharadics          | @ 1 00        | Tartar Emetic            | 40 @ 50         |
|              | Capsicum              | @ 95          | Turpentine Venice        | 40 @ 50         |
|              | Cardamon              | @ 60          | Vanilla Ext. pure        | 1 00 @ 1 50     |
|              | Cardamon, Comp.       | @ 65          | Witch Hazel              | 65 @ 1 00       |
|              | Catechu               | @ 60          | Zinc Sulphate            | 7 @ 10          |
|              | Cinchona              | @ 1 05        |                          |                 |
|              | Colchicum             | @ 60          |                          |                 |
|              | Cubebs                | @ 1 20        |                          |                 |



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.

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"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.

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The Largest Show Case and Store Equipment Plant in the World  
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Terpeneless **Lemon and High Class Vanilla**  
Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to  
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# GROCERY PRICE CURRENT

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

| ADVANCED       |  | DECLINED        |  |
|----------------|--|-----------------|--|
| Corn           |  | California Hams |  |
| Flour          |  | Flour—Ceresota  |  |
| Iodine         |  | Spearmint Oil   |  |
| Iodoform       |  |                 |  |
| Meal           |  |                 |  |
| Peppermint Oil |  |                 |  |

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|          | Bluing             | Bluing             |
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|          | Chocolate          | Chocolate          |
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|          | Cocoa              | Cocoa              |
|          | Cocoanut           | Cocoanut           |
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| AMMONIA                     |           | Beans                 |            |
|-----------------------------|-----------|-----------------------|------------|
| 12 oz. ovals 2 doz. box     | 75        | Baked                 | 85@1 30    |
| <b>AXLE GREASE</b>          |           | Red Kidney            | 85@ 95     |
| Frazer's                    |           | String                | 70@1 15    |
| 11b. wood boxes, 4 doz.     | 3 00      | Wax                   | 75@1 25    |
| 11b. tin boxes, 3 doz.      | 2 35      | <b>Blueberries</b>    |            |
| 3 1/2 lb. tin boxes, 2 doz. | 4 25      | Standard              | 1 80       |
| 10lb. pails, per doz.       | 6 00      | Gallon                | 6 75       |
| 15lb. pails, per doz.       | 7 20      | <b>Clams</b>          |            |
| 25lb. pails, per doz.       | 12 00     | Little Neck, 1lb.     | @1 00      |
| <b>BAKED BEANS</b>          |           | Little Neck, 2lb.     | @1 50      |
| No. 1, per doz.             | 45@ 90    | <b>Clam Bouillon</b>  |            |
| No. 2, per doz.             | 75@1 40   | Burnham's 1/2 pt.     | 2 25       |
| No. 3, per doz.             | 85@1 75   | Burnham's pts.        | 3 75       |
| <b>BATH BRICK</b>           |           | Burnham's qts.        | 7 50       |
| English                     | 95        | <b>Corn</b>           |            |
| <b>BLUING</b>               |           | Fair                  | 65@ 70     |
| Jennings'                   |           | Good                  | 90@1 00    |
| Condensed Pearl Bluing      | 45        | Fancy                 | @1 30      |
| Small C P Bluing, doz.      | 45        | <b>French Peas</b>    |            |
| Large C P Bluing, doz.      | 75        | Monbadon (Natural)    | 1 75       |
| <b>BREAKFAST FOODS</b>      |           | per doz.              | 1 75       |
| Apetizo, Biscuits           | 3 00      | <b>Gooseberries</b>   |            |
| Bear Food, Pettijohns       | 1 95      | No. 2, Fair           | 1 50       |
| Cracked Wheat, 24-2         | 2 50      | No. 2, Fancy          | 2 35       |
| Cream of Wheat, 35-2        | 4 50      | <b>Hominy</b>         |            |
| Cream of Rye, 24-2          | 3 00      | Standard              | 85         |
| Posts Toasties, T.          | 2 80      | <b>Lobster</b>        |            |
| No. 3                       | 2 80      | 1/4 lb.               | 1 85       |
| Farinose, 24-2              | 2 70      | 1/2 lb.               | 3 15       |
| Grape Nuts                  | 2 70      | <b>Mackerel</b>       |            |
| Grape Sugar Flakes          | 2 50      | Mustard, 1lb.         | 1 80       |
| Sugar Corn Flakes           | 2 50      | Mustard, 2lb.         | 2 80       |
| Hardy Wheat Food            | 2 75      | Soused, 1 1/2 lb.     | 1 60       |
| Postma's Dutch Cook         | 2 75      | Soused, 2lb.          | 2 75       |
| Holland Rusk                | 3 20      | Tomato, 1lb.          | 1 50       |
| Kellogg's Toasted Rice      | 3 30      | Tomato, 2lb.          | 2 80       |
| Biscuit                     | 3 30      | <b>Mushrooms</b>      |            |
| Kellogg's Toasted Rice      | 2 80      | Hotels                | @ 15       |
| Flakes                      | 2 80      | Buttons, 1/2s         | @ 14       |
| Kellogg's Toasted Wheat     | 3 30      | Buttons, 1s           | @ 25       |
| Biscuit                     | 3 30      | <b>Oysters</b>        |            |
| Krinkle Corn Flake          | 1 75      | Cove, 1lb.            | 90@        |
| Mapl-Wheat Flakes,          | 2 70      | Cove, 2lb.            | 1 60@      |
| 2 doz.                      | 2 70      | <b>Plums</b>          |            |
| 3 doz.                      | 2 80      | Plums                 | 90@1 35    |
| Mapl-Corn Flakes            | 2 80      | <b>Pears in Syrup</b> |            |
| Minn. Wheat Cereal          | 3 75      | No. 3 cans, per doz.  | 1 50       |
| Algrain Food                | 4 25      | <b>Peas</b>           |            |
| Ralston Wheat Food          | 4 50      | Marrowfat             | @1 15      |
| Ralston Wht Food 10c        | 1 45      | Early June            | @1 25      |
| Saxon Wheat Food            | 2 50      | Early June siftd      | 1 45@1 55  |
| Shred Wheat Biscuit         | 3 60      | <b>Peaches</b>        |            |
| Triscuit, 18                | 1 80      | Pie                   | 1 00@1 25  |
| Pillsbury's Best Cerl       | 4 25      | No. 10 size can pie   | @3 25      |
| Post Tavern Special         | 2 80      | <b>Pineapple</b>      |            |
| Quaker Puffed Rice          | 4 25      | Grated                | 1 75@2 10  |
| Quaker Puffed Wheat         | 2 85      | Sliced                | 95@2 60    |
| Quaker Bkfst Biscuit        | 1 90      | <b>Pumpkin</b>        |            |
| Quaker Corn Flakes          | 1 75      | Fair                  | 80         |
| Victor Corn Flakes          | 2 20      | Good                  | 90         |
| Washington Crisps           | 1 85      | Fancy                 | 1 00       |
| Wheat Hearts                | 1 90      | Gallon                | 2 15       |
| Wheatena                    | 4 50      | <b>Raspberries</b>    |            |
| Evapor'd Sugar Corn         | 90        | Standard              | @          |
| <b>BROOMS</b>               |           | Warrens, 1 lb. Tall   | 2 30       |
| Fancy Parlor, 25 lb.        | 4 75      | Warrens, 1 lb. Flat   | 2 40       |
| Parlor, 4 String, 25 lb.    | 4 25      | Red Alaska            | 1 45@1 50  |
| Standard Parlor 23 lb.      | 4 00      | Med. Red Alaska       | 1 25@1 35  |
| Common, 23 lb.              | 3 50      | Pink Alaska           | @ 90       |
| Special, 23 lb.             | 3 00      | <b>Sardines</b>       |            |
| Warehouse, 33 lb.           | 4 75      | Domestic, 1/4s        | 3 00       |
| Common Whisk                | 1 00      | Domestic, 1/2 Mustard | 2 75       |
| Fancy Whisk                 | 1 25      | Domestic, 3/4 Mustard | 6 1/2      |
| <b>BRUSHES</b>              |           | French, 1/4s          | 7@14       |
| Scrub                       |           | French 1/2s           | 13@23      |
| Solid Back, 8 in.           | 75        | <b>Shrimps</b>        |            |
| Solid Back, 11 in.          | 95        | Dunbar, 1st doz.      | 1 30       |
| Pointed Ends                | 85        | Dunbar, 1 1/2s doz.   | 2 35       |
| <b>Stove</b>                |           | <b>Succotash</b>      |            |
| No. 2                       | 90        | Fair                  | 90         |
| No. 3                       | 1 25      | Good                  | 1 20       |
| No. 1                       | 1 75      | Fancy                 | 1 25@1 40  |
| <b>Shoe</b>                 |           | <b>Strawberries</b>   |            |
| No. 3                       | 1 00      | Standard              | 95         |
| No. 7                       | 1 30      | Fancy                 | 2 25       |
| No. 4                       | 1 70      | <b>Tomatoes</b>       |            |
| No. 3                       | 1 90      | Good                  | 1 15       |
| <b>BUTTER COLOR</b>         |           | Fancy                 | 1 35       |
| Dandelion, 25c size         | 2 00      | No. 10                | 3 50       |
| <b>CANDLES</b>              |           | <b>CARBON OILS</b>    |            |
| Paraffine, 6s               | 7 1/2     | <b>Barrels</b>        |            |
| Paraffine, 12s              | 8         | Perfection            | @11 1/2    |
| Wicking                     | 20        | D. S. Gasoline        | @19        |
| <b>CANNED GOODS</b>         |           | Gas Machine           | @26 1/2    |
| Apples                      |           | Deodor'd Nap'a        | @18 1/2    |
| 3 lb. Standards             | @ 90      | Cylinder              | 29 @34 1/2 |
| Gallon                      | 2 75@2 85 | Engine                | 16 @22     |
| <b>Blackberries</b>         |           | Black, winter         | 8 @10      |
| 2 lb.                       | 1 50@1 90 | <b>CATSUP</b>         |            |
| Standard gallons            | @5 00     | Snider's pints        | 2 35       |
| <b>California Hams</b>      |           | Snider's 1/2 pints    | 1 35       |

| CHEESE                         |         | Mocha   |        |
|--------------------------------|---------|---|--------|
| Acme                           | @17     | Short Bean  | 25@27  |
| Bloomingsdale                  | @17     | Long Bean   | 24@25  |
| Carson City                    | @17     | H. L. O. G.   | 26@28  |
| Hopkins                        | @16     | <b>Bogota</b>   |        |
| Brick                          | @17 1/2 | Fair  | 24     |
| Leiden                         | @15     | Fancy   | 26     |
| Limburger                      | @17 1/2 | Exchange Market, Steady   |        |
| Pineapple                      | 40 @60  | Spot Market, Strong   |        |
| Edam                           | @85     | <b>Package</b>  |        |
| Sap Sago                       | @22     | New York Basis  | 21 50  |
| Swiss, domestic                | @20     | Arbuckle  | 21 50  |
| <b>CHEWING GUM</b>             |         | Lion  | 23 50  |
| Adams Black Jack               | 55      | McLaughlin's XXXX   |        |
| Adams Sappota                  | 55      | sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago |        |
| Beeman's Pepsin                | 55      | <b>Extracts</b>   |        |
| Beechnut                       | 60      | Holland, 1/2 gro boxes  | 95     |
| Chiclets                       | 1 25    | Felix, 1/2 gross  | 1 15   |
| Colgan Violet Chips            | 60      | Hummel's foil, 1/2 gro.   | 85     |
| Colgan Mint Chips              | 60      | Hummel's tin, 1/2 gro.  | 1 43   |
| Dentyne                        | 1 10    | <b>CONFECTIONERY</b>  |        |
| Flag Spruce                    | 55      | <b>Stick Candy</b>  |        |
| Juicy Fruit                    | 55      | Horehound   | 8      |
| Red Robin                      | 55      | Standard  | 8      |
| Sen Sen (Jars 80 pkgs, \$2.20) | 55      | Standard, small   | 8 1/2  |
| Spearmint, Wrigleys            | 55      | Twist, small  | 9      |
| Spearmint, 5 box jars          | 2 75    | <b>Cases</b>  |        |
| Spearmint, 3 box jars          | 1 65    | Jumbo   | 8      |
| Trunk Spruce                   | 55      | Jumbo, small  | 8 1/2  |
| Yucatan                        | 55      | Big Stick   | 8 1/2  |
| Zeno                           | 55      | Boston Cream  | 13     |
| <b>CHICORY</b>                 |         | <b>Mixed Candy</b>  |        |
| Bulk                           | 5       | Broken  | 8      |
| Red                            | 7       | Cameo   | 12     |
| Eagle                          | 5       | Cut Leaf  | 9      |
| Frank's                        | 7       | Fancy   | 10 1/2 |
| Scheuer's                      | 6       | French Cream  | 9      |
| Red Standards                  | 1 60    | Grocers   | 6 1/2  |
| White                          | 1 60    | Kindergarten  | 11     |
| <b>CHOCOLATE</b>               |         | Leader  | 8 1/2  |
| Walter Baker & Co.             |         | Majestic  | 9      |
| German's Sweet                 | 22      | Monarch   | 8 1/2  |
| Premium                        | 32      | Novelty   | 10     |
| Caracas                        | 23      | Paris Creams  | 10     |
| Walter M. Lowney Co.           |         | Premio Creams   | 14     |
| Premium, 1/4s                  | 29      | Royal   | 7 1/2  |
| Premium, 1/2s                  | 29      | Special   | 8 1/2  |
| <b>CLOTHES LINE</b>            |         | Valley Creams   | 12     |
| Per doz.                       |         | X L O   | 7      |
| No. 40 Twisted Cotton          | 95      | <b>Specialties</b>  |        |
| No. 50 Twisted Cotton          | 1 30    | Auto Kisses (baskets)   | 13     |
| No. 60 Twisted Cotton          | 1 70    | Bonnie Butter Bites   | 16     |
| No. 80 Twisted Cotton          | 2 00    | Butter Cream Corn   | 16     |
| No. 50 Braided Cotton          | 1 00    | Candy Crackers (bskt)   | 15     |
| No. 60 Braided Cotton          | 1 25    | Caramel Dice  | 13     |
| No. 80 Braided Cotton          | 1 85    | Cocoanut Kraut  | 14     |
| No. 50 Braided Cotton          | 2 25    | Cocoanut Waffles  | 14     |
| No. 80 Sash Cord               | 1 75    | Coco Macaroons  | 16     |
| No. 60 Sash Cord               | 2 00    | Coffy Toffy   | 14     |
| No. 60 Jute                    | 80      | Cream, Marshmallows   | 19     |
| No. 72 Jute                    | 1 00    | Dainty Mints 7 lb. tin  | 15     |
| No. 60 Sisal                   | 85      | Empire Fudge  | 14     |
| <b>Galvanized Wire</b>         |         | Fudge, Pineappl   | 13     |
| No. 20, each 100ft. long       | 1 90    | Fudge, Walnut   | 13     |
| No. 19, each 100ft. long       | 2 10    | Fudge, Filbert  | 13     |
| No. 20, each 100ft. long       | 1 90    | Fudge, Choco. Peanut  | 12     |
| No. 19, each 100ft. long       | 2 10    | Fudge, Honey Nut  | 13     |
| <b>COCOA</b>                   |         | Fudge, Toasted Cocoa-   | 13     |
| Baker's                        | 37      | Fudge, Cherry   | 14     |
| Cleveland                      | 41      | Fudge, Cocoanut   | 13     |
| Colonial, 1/4s                 | 35      | Honeycomb Candy   | 15     |
| Colonial, 1/2s                 | 33      | Kokays  | 14     |
| Epps                           | 42      | Iced Maroons  | 14     |
| Hershey's, 1/4s                | 30      | Iced Gems   | 13     |
| Hershey's, 1/2s                | 28      | Iced Orange Jellies   | 13     |
| Huyler                         | 36      | Italian Bon Bons  | 13     |
| Lowney, 1/4s                   | 33      | McNehus   | 15     |
| Lowney, 1/2s                   | 33      | Molasses Kisses, 10   | 15     |
| Lowney, 5 lb. cans             | 33      | lb. box   | 13     |
| Van Houten, 1/4s               | 12      | Nut Butter Puffs  | 13     |
| Van Houten, 1/2s               | 18      | Salted Peanuts  | 15     |
| Van Houten, 1s                 | 65      | <b>Chocolates</b>   |        |
| Wan-Eta                        | 36      | Assorted Choc.  | 15     |
| Webb                           | 33      | Amazon Caramels   | 15     |
| Wilber, 1/2s                   | 33      | Champion  | 12     |
| Wilber, 1/4s                   | 22      | Choc. Chips, Eureka   | 18     |
| <b>COCOANUT</b>                |         | Climax  | 13     |
| per lb.                        |         | Eclipse, Assorted   | 15     |
| 1/4s, 5lb. case                | 30      | Eureka Chocolates   | 16     |
| 1/4s, 5lb. case                | 29      | Favorite  | 16     |
| 1/4s, 15lb. case               | 28      | Ideal Chocolates  | 13     |
| 1s, 15lb. case                 | 27      | Klondike Chocicoates  | 18     |
| 1/4s & 1/2s 15lb. case         | 28      | Nabobs  | 17     |
| Scalloped Gems                 | 10      | Nibble Sticks   | 25     |
| 1/4s & 1/2s pails              | 16      | Nut Wafers  | 18     |
| Bulk, pails                    | 14 1/2  | Ocoro Choc. Caramels  | 17     |
| Bulk, barrels                  | 13 1/2  | Peanut Clusters   | 22     |
| <b>COFFEES ROASTED</b>         |         | Pyramids  | 14     |
| <b>Rio</b>                     |         | Quintette   | 16     |
| Common                         | 19      | Regina  | 11     |
| Fair                           | 19 1/2  | Star Chocolates   | 13     |
| Choice                         | 20      | Superior Choc. (light)  | 18     |
| Fancy                          | 21      | <b>Pop Corn Goods</b>   |        |
| Peaberry                       | 23      | Without prizes.   |        |
| <b>Santos</b>                  |         | Cracker Jack  | 3 25   |
| Common                         | 20      | Giggles, 5c pkg. cs.  | 3 50   |
|                                |         |   |        |



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Graham Crackers Red Label 10c size 1 00
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 Family Package 2 50
Soda Crackers NBC Family Package 2 50
Fruit Cake 3 00

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

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

DRIED FRUITS
Apples
Evaporated, Choice bulk 7
Evaporated, Fancy pkg. 8
Apricots
California 13@15
Corsican 15
Currants
Imported 1 lb. pkg. 8 3/4
Imported, bulk 8 1/2

Peaches
Muir's—Choice, 25lb. 9
Muir's—Fancy, 25lb. 10
Fancy, Peeled, 25lb. 18

Peel
Lemon, American 12 1/2
Orange, American 12 1/2
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
80-90 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 4 50
Bulk, per 100 lbs. 4 00
Original Holland Rusk
Packed 12 rolls to container
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 3 00
Peas
Green, Wisconsin, bu. 2 00
Green, Scotch, bu. 2 00
Split, lb. 5
Sago
East India 4 1/2
German, sacks 4 1/2
German, broken pkg. 3 1/2
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 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 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

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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.
Winter Wheat
Purity Patent 5 25
Seal of Minnesota 5 00
Sunburst 5 00
Wizard Flour 4 85
Wizard Graham 5 00
Wizard Gran. Meal 4 30
Wizard Buckwheat 6 00
Rye 4 40
Valley City Milling Co.
Lily White 5 25
Light Loaf 4 75
Graham 2 20
Granena Health 2 20
Gran. Meal 2 10
Bolted Med. 2 00
Voigt Milling Co.
Graham 4 60
Voigt's Crescent 5 10
Voigt's Flourigt 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 15
Tip Top Flour 4 75
Golden Sheaf Flour 4 30
Marshall's Best Flour 5 20
Worden Grocer Co.
Wizard Flour 4 70
Quaker, paper 4 90
Quaker, cloth 5 00
Quaker Buckwheat bbl. 5 50

Kansas Hard Wheat
Worden Grocer Co.
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 95
Golden Horn, bakers 4 85
Wisconsin Rye 4 00
Judson Grocer Co.
Ceresota, 1/8s 5 70
Ceresota, 1/4s 5 80
Ceresota, 1/2s 5 90
Worden Grocer Co.
Wingold, 1/8s cloth 5 60
Wingold, 1/4s cloth 5 50
Wingold, 1/2s cloth 5 40
Wingold, 1/8s paper 5 45
Wingold, 1/4s paper 5 40
Bakers' Patent 5 25

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
Bolted 4 10
Golden Granulated 4 30
Wheat
New Red 89
New White 90
Oats
Michigan carlots 47
Less than carlots 50
Corn
Carlots 86
Less than carlots 88
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

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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
Jelly
5lb pails, per doz. 2 20
15lb pails, per pail 48
30lb pail, per pail 90
JELLY GLASSES
1/2 pt. in bbis., per doz. 15
1/2 pt. in bbis., per doz. 16
8 oz. capped in bbis. per doz. 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
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 35
Good 32
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
OLIVES
Bulk, 1 gal. kegs 1 15@1 25
Bulk, 2 gal. kegs 1 10@1 20
Bulk, 5 gal. kegs 1 00@1 15
Stuffed, 5 oz. 1 25
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed) 14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 4 25
Queen, Mammoth, 28 oz. 5 75
Olive Chow, 2 doz. cs. per doz. 2 25

PICKLES
Medium
Barrels, 1,200 count 7 75
Half bbls., 600 count 4 38
5 gallon kegs 1 90
Small
Barrels 16 50
Half barrels 8 75
5 gallon kegs 3 50
Gherkins
Barrels 14 50
Half barrels 7 75
5 gallon kegs 3 25
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 Tour'n't whist 2 25
POTASH
Babbitt's, 2 doz. 1 75
PROVISIONS
Barreled Pork
Clear Back 22 00@23 00
Short Cut Clear 20 50@21 00
Bean 17 50@18 00
Brisket, Clear 24 00@24 50
Pig 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 15 1/2@16

9

Lard
Pure in tierces 12 1/2@13
Compound Lard 10 1/2@11
80 lb. tubs 1/4 advance 1/4
60 lb. tubs 1/4 advance 1/4
50 lb. tubs 1/4 advance 1/4
10 lb. pails 1/4 advance 1/4
5 lb. pails 1/4 advance 1/4
8 lb pails 1/4 advance 1/4
Smoked Meats
Hams, 12 lb. av. 19 1/2@20
Hams, 12 lb. av. 19 @19 1/2
Hams, 16 lb. av. 18 @19
Hams, 18 lb. av. 18 @18 1/2
Ham, dried beef sets 23 @24
California Hams 11 1/2@12
Picnic Boiled Hams 19 1/2@20
Boiled Hams 27 @27 1/2
Minced Ham 13 @13 1/2
Bacon 19 @26

Sausages
Bologna 10 @10 1/2
Liver 7 @8
Frankfort 12 @12 1/2
Pork 13 @14
Veal 11
Tongue 11
Headcheese 9
Beef
Boneless 20 00@20 50
Rump, new 21 00@22 00
Pig's Feet
1/4 bbls. 1 05
3/4 bbls., 40 lbs. 2 10
1/2 bbls. 4 25
1 bbl. 8 50

Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00
Casings
Hogs, per 1/2 35
Beef, rounds, set 18 @20
Beef, middles, set 80 @85
Sheep, per bundle 85
Uncolored Butterine
Solid Dairy 12 @16
Country Rolls 12 1/2@18

Canned Meats
Corned beef, 2 lb. 4 45
Corned beef, 1 lb. 2 35
Roast beef, 2 lb. 4 45
Roast beef, 1 lb. 2 35
Potted Meat, Ham
Flavor, 1/4s 50
Potted Meat, Ham
Flavor, 1/2s 95
Deviiled Meat, Ham
Flavor, 1/4s 50
Deviiled Meat, Ham
Flavor, 1/2s 95
Potted Tongue, 1/4s 50
Potted Tongue, 1/2s 95

RICE
Fancy 6 @6 1/2
Japan Style 5 @5 3/4
Broken 4 @4 1/2
ROLLED OATS
Rolled Avena, bbls. 5 95
Steel Cut, 100 lb. sks. 2 85
Monarch, bbls. 5 65
Monarch, 90 lb. sacks 2 70
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 00
SALAD DRESSING
Columbia, 1/2 pt. 2 25
Columbia, 1 pint 4 00
Durkee's, large 1 doz. 4 50
Durkee's, small, 2 doz. 5 25
Snider's, large, 1 doz. 2 35
Snider's, small, 2 doz. 1 35

SALERATUS
Packed 60 lbs. in box
Arm and Hammer 3 00
Wyandotte, 100 3/4s 3 00
SAL SODA
Granulated, bbls. 80
Granulated, 100 lbs. cs. 90
Granulated, 36 pkgs. 1 25
SALT
Common Grades
100 3 lb. sacks 2 60
70 4 lb. sacks 2 40
60 5 lb. sacks 2 40
28 10 lb. sacks 2 25
56 lb. sacks 40
28 lb. sacks 20
Warsaw
56 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20
Solar Rock
56 lb. sacks 25
Common
Granulated, Fine 1 05
Medium, Fine 1 10
SALT FISH
Cod
Large, whole @ 8
Small, whole @ 7 1/2
Strips or bricks 7 1/2@10 1/2
Pollock @ 4 1/2
Halibut
Strips 15
Chunks 16
Holland Herring
Y. M. wh. hoop bbls. 12 00
Y. M. wh. hoop 1/2 bbl. 6 50
Y. M. wh. hoop kegs 72
Y. M. wh. hoop Milchers kegs 73
Queen, bbls. 11 00
Queen, bbls. 11 00
Queen, 1/2 bbls. 5 75

Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 2 lbs. 65

10

Mackerel
Mess, 100 lbs. 17 00
Mess, 40 lbs. 7 20
Mess, 10 lbs. 1 90
Mess, 8 lbs. 1 60
No. 1, 100 lbs. 16 00
No. 1, 40 lbs. 6 80
No. 1, 10 lbs. 1 80

Whitefish
100 lbs. 9 75
50 lbs. 5 25
10 lbs. 1 12
8 lbs. 1 12
100 lbs. 4 65
40 lbs. 2 19
10 lbs. 75
8 lbs. 65

SEEDS
Anise 14
Canary, Smyrna 7 1/2
Caraway 10
Cardomom, Malabar 1 20
Celery 50
Hemp, Russian 5
Mixed Bird 5
Mustard, white 8
Poppy 11
Rape 5 1/2

SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85
SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rapple in jars 43

SODA
Boxes 5 1/2
Kegs, English 4 1/4
SPICES
Whole Spices
Allspice, Jamaica 9
Allspice, large Garden 11
Cloves, Zanzibar 27
Cassia, Canton 14
Cassia, 5c pkg. doz. 25
Ginger, African 9 1/2
Ginger, Cochinchina 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45
Nutmegs, 70-80 30
Nutmegs, 105-110 22
Pepper, Black 15
Pepper, white 25
Pepper, Cayenne 22
Paprika, Hungarian 24

Pure Ground in Bulk
Allspice, Jamaica 12
Cloves, Zanzibar 30
Cassia, Canton 12
Ginger, African 18
Mace, Penang 75
Nutmegs, 75-80 35
Pepper, Black 15
Pepper, White 35
Pepper, Cayenne 24
Paprika, Hungarian 45

STARCH
Corn
Kingsford, 40 lbs. 7 14
Muzzy, 20 1lb. pkgs. 5 14
Kingsford
Silver Gloss, 40 1lb. 7 34
Muzzy, 40 1lb. pkgs. 5 5
Gloss
Silver Gloss, 16 3lbs. 6 34
Silver Gloss, 12 6lbs. 8 34
Muzzy
48 1lb. packages 5
16 3lb. packages 4 78
12 6lb. packages 6
50lb. boxes 3 1/2

SYRUPS
Corn
Barrels 28
Half barrels 30
Blue Karo, No. 2 1 90
Blue Karo, No. 2 1/2 2 30
Blue Karo, No. 5 2 25
Blue Karo, No. 10 2 15
Red Karo, No. 1 1/2 3 60
Red Karo, No. 2 2 15
Red Karo, No. 2 1/2 2 55
Red Karo, No. 5 2 50
Red Karo, No. 10 2 40
Pure Cane
Fair 16
Good 20
Choice 25

TABLE SAUCES
Halford, large 3 75
Halford, small 2 25
TEA
Japan
Sundried, medium 24@26
Sundried, choice 30@33
Sundried, fancy 36@40
Basket-fired, medium 30
Basket-fired, choice 35@37
Basket-fired, fancy 40@43
Nibs 30@32
Siftings 10@12
Fannings 14@15
Gunpowder
Moyune, medium 35
Moyune, choice 33
Moyune, fancy 50@60
Pingsuey, medium 33
Pingsuey, choice 35
Pingsuey, fancy 50@55

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Young Hyson
Choice 30
Fancy 40@50
Ooling
Formosa, Fancy 50@60
Formosa, Medium 28
Formosa, Choice 35

English Breakfast
Medium 25
Choice 30@35
Fancy 40@60
India
Ceylon, choice 30@35
Fancy 45@50

TOBACCO
Fine Cut
Blot 1 45
Bugle, 16 oz. 3 84
Bugle, 10c 11 00
Dan Patch, 8 and 16 oz. 32
Dan Patch, 4 oz. 11 52
Dan Patch, 2 oz. 5 76
Fast Mail, 16 oz. 7 80
Hiawatha, 16 oz. 60
Hiawatha, 5c 5 40
May Flower, 16 oz. 9 36
No Limit, 8 oz. 1 80
No Limit, 16 oz. 3 60
Ojibwa, 8 and 16 oz. 40
Ojibwa, 10c 11 10
Ojibwa, 5c 1 85
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 3 90
Peach and Honey, 5c 5 76
Red Bell, 16 oz. 3 96
Red Bell, 8 foil 1 98
Sterling, L & D 5c 5 76
Sweet Cuba, canister 9 16
Sweet Cuba, 5c 5 76
Sweet Cuba, 10c 95
Sweet Cuba, 1 lb. tin 4 50
Sweet Cuba, 1/2 lb. foil 2 25
Sweet Burley, 5c L&D 5 76
Sweet Burley, 8 oz. 2 45
Sweet Burley, 16 oz. 4 90
Sweet Mist, 1/2 gro. 5 70
Sweet Mist, 8 oz. 11 10
Sweet Mist, 8 oz. 35
Telegram, 5c 5 76
Tiger, 5c 6 00
Tiger, 25c cans 2 35
Uncle Daniel, 1 lb 60
Uncle Daniel, 1 oz. 5 22

Plug
Am. Navy, 16 oz. 32
Apple, 10 lb. butt 38
Drummond Nat. Leaf, 2 and 5 lb. 60
Drummond Nat. Leaf per doz. 96
Battle Ax 28
Brazer, 6 and 12 lb. 30
Big Four, 6 and 12 lb. 32
Boot Jack, 2 lb. 90
Boot Jack, per doz. 90
Bullion, 16 oz. 48
Climax, Golden Twins 46
Climax 1 1/2 oz. 44
Climax, 7 oz. 47
Days' Work, 7 & 14 lb. 37
Creme de Menthe, lb. 62
Derby, 5 lb. boxes 28
5 Bros., 4 lb. 66
Four Roses, 10c 90
Gilt Edge, 2 lb. 50
Gold Rope, 6 & 12 lb. 58
Gold Rope, 4 & 8 lb. 58
G. O. L., 12 & 24 lb. 40
Granger Twist, 6 lb. 46
G. T. W., 10 lb & 21 lb. 36
Horse Shoe, 6 & 12 lb. 43
Honey Dip Twist, 5&10 45
Jolly Tar, 5 & 8 lb. 40
J. T. 5 1/2 & 11 lb. 35
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 20 oz. 27
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 58
Parrot, 12 lb. 34
Patterson's Nat. Leaf 93
Peachey, 6-12 & 24 lb. 40
Picnic Twist, 5 lb. 45
Piper Heidsick, 4 & 7 lb. 69
Piper Heidsick, per doz. 96
Polo, 3 doz., per doz. 48
Redicut, 12-3 oz. 38
Scrapple, 2 & 4 doz. 48
Sherry Cobbler, 8 oz. 32
Spear Head, 12 oz. 44
Spear Head, 14 2-3 oz. 44
Spear Head, 7 oz. 47
Sq. Deal, 7, 14 and 28 lb. 30
Star, 6, 12 & 24 lb. 43
Standard Navy, 7 1/2, 15 90
& 30 lb. 34
Ten Penny, 6 & 12 lb. 35
Town Talk, 14 oz. 31
Yankee Girl, 12 & 24 30

Scrap
All Red, 5c 5 76
Am. Union Scrap 5 40
Bag Pipe, 5c 5 88
Cutlas, 2 1/2 oz. 5 28
Globe Scrap, 2 oz. 30
Happy Thought, 2 oz. 30
Honey Comb Scrap, 5c 5 76
Honest Scrap, 5c 1 55
Mail Pouch, 4 doz. 5c 2 00
Old Songs, 5c 5 76
Old Times, 1/2 gro. 5 50
Polar Bear, 5c, 1/2 gro. 5 76
Red Band, 5c 1/4 gro. 5 76
Red Man Scrap 5c 1 42



SPECIAL PRICE CURRENT

12

Table with 2 columns: Item Name and Price. Includes categories like Scrapple, Smoking, and various food items.

13

Table with 2 columns: Item Name and Price. Includes various food items like Pilot, Prince Albert, and various meats.

14

Table with 2 columns: Item Name and Price. Includes various household goods like Egg Crates, Faucets, Mop Sticks, Pails, Traps, Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, Axle Grease, Baking Powder, and various oils.

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 ... 35 Perfection Extras ... 35 Londres ... 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 ... 33 Pilot ... 33

TEA

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

THE BOUR CO., TOLEDO, O.

COFFEE

Roasted Dwinell-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

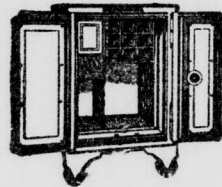
Silver Star Lard

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 toll 4 00 Marseilles, 1/2 box toll 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 Pearline ... 3 75 Soapine ... 4 00 Baubitt's 1776 ... 3 75 Roseline ... 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

Advertisement for American Seating Company. Includes text: 'We Manufacture Public Seating Exclusively', 'Churches We furnish churches of all denominations...', 'Schools The fact that we have furnished a large majority of the city and district schools...', 'Lodge Halls We specialize Lodge, Hall and Assembly seating.' Includes images of chairs and a table.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Well assorted stock men's and boys' clothing, shoes and furnishings in good location. Rent reasonable. Will inventory about \$10,000. Good trade and money maker. Will give big discount if sold at once. Address 125 West 7th St., Flint, Mich. 452

For Sale—Shoe store, attractive proposition, small manufacturing town. Rich surrounding country. Will sacrifice. Address A. Care Tradesman. 451

For Sale—Thriving wholesale business requiring \$5,000 to \$10,000 capital. Sales last fiscal year closing July 1st, were over \$70,000. July and August sales of this year doubled those of last year. Your profits this year will pay for the business and give you your living beside. Here is an unusual opportunity for the right man with some capital. If you have the money and the hustle, communicate with us. Lyon & Lyon, Real Estate and Brokerage, 89 Monroe Ave., Grand Rapids, Mich. 450

For Sale—Stock of Red Man collars at a price. Good styles, clean boxes. \$40 paper press, good as new, \$25. N. B. Waterman, Hastings, Mich. 449

FREE FOR SIX MONTHS—MY SPECIAL offer to introduce my magazine "INVESTING FOR PROFIT." It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the REAL earning power of money, and shows how anyone, no matter how poor, CAN acquire riches. INVESTING FOR PROFIT is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write NOW and I'll send it six months free. H. L. Barber, 433, 28 W. Jackson Blvd., Chicago. 448

Want to correspond with merchant who has stock for sale. W. D. Hamilton, Galesburg, Ill. 447

For Sale—Fixtures, scales, cheese case and butter, barrel truck, grocery delivery wagon. A. Wucherpfennig, Arcola, Ill. 446

For Sale—Only barber shop, confectionery and ice cream parlor in town. Doing good business. Good farming country. Box 73, East Leroy, Mich. 445

Wanted—Meat cutter. Must work in grocery department also. Address No. 444, Care Michigan Tradesman. 444

Wanted—Experienced sash and door men with capital to join us in the organization and operation of wholesale sash and door business. We have ideal location and large odd work mill now in operation. No wholesale business of this kind within a radius of about 600 miles. In close proximity to all West Virginia coal fields and best shipping facilities over two trunk lines. Ample supply of spruce, white pine, yellow pine and all raw materials close. Address Box 273, Roanoke, Va. 443

For Sale—Whole or part interest in prosperous wholesale men's pants and shirt business, established 22 years. A good perfect organization and established Michigan trade. Owner must retire from active business. Correspondence strictly confidential. An exceptional opportunity for a man acting in good faith. Address I. Cohen, 979 Brush St., Detroit, Mich. 442

Safeguard your customer's account record against loss by fire. The point that all ordinary systems do not cover. The Edgar personal account ledger has this feature, and all the other features of high-priced systems, yet sells for less. Address H. C. Wheaton, Gen. Agt., Iola, Kan. 454

Wanted—To purchase an established drug business or information as to good location for new drug store. J. C. Campbell, Box D, St. Ignace, Mich. 453

For Sale—Only variety store in town of 40,000, sixty miles from Detroit. Act quick. Address No. 415, care Tradesman. 415

For Sale Cheap—One good 8 x 6 x 10 refrigerator. Guaranteed condition. Burmeister & Son, Sturgis, Mich. 429

Farmers elevator and grain buyer would have a splendid business at New Butler, the new city on C. & N. W. Ry., six miles northwest of Milwaukee. See Townsite Office, 5th Floor Loan & Trust Bldg., Milwaukee, Wis. 426

There are openings in all lines of business for hustlers at New Butler, the new city on C. & N. W. Ry., six miles northwest of Milwaukee. See Townsite Office, 5th Floor Loan & Trust Bldg., Milwaukee, Wis. 427

For Sale—Wholesale jobbing and manufacturing business, established, good organization. Gent's and ladies' furnishing goods. Trade in 10 states. Owner wishes to retire. Sell at bargain. Splendid chance. Small investment, easy terms. H. Seligman, St. Louis, Mo. 438

Get our list of properties with owners' addresses or proposition to sell your farm or business at cost of \$25. Pardee Business Exchange, Traverse City, Mich. 425

Hotel Wanted—A practical up-to-date hotel family would take long lease of the leading \$2 commercial hotel in some good town. Would contract to buy furnishings on the installment plan later. Address W. S. Hull, Lincoln, Ill. 423

For Sale or Trade—For general merchandise, 480 acre farm, 3 1/2 miles from Cheyenne Wells (county seat Cheyenne county, Colorado), 80 acres broken, 320 acres fenced. Good six room house, newly painted and sheds for 15 head of stock, and other buildings. Address Owner, P. N. Brothen, Hesper, Iowa. 422

Drug store for sale, excellent location. Fine fixtures. Low rent. Must sell at once. Can make terms to suit purchaser. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave., Grand Rapids, Mich. 421

For Sale or Exchange—Stock shoes, in good clean condition, invoice about \$2,800. Located in small live town Southern Michigan. Splendid farming community. Expenses low. Excellent opportunity. Owner has other business. Would consider exchange for residence property in good town, or small farm. Address W. care Tradesman. 419

Investment, must sacrifice whole or part, eight lots in San Antonio, the fastest growing city in Texas. All clear title guaranteed for \$2,700. Will take \$2,000. Address Box 44, Corrigan, Texas. 417

Read This—Opportunity for a live man; one-half interest in cement block factory and 250 feet of switch property; in the liveliest town in Oklahoma; property will double in one year. No vacant houses or store rooms in town; \$2,000 needed to rush business; will pay railroad fare if not as represented. Wire, phone or write. Also want machine shop and foundry, planing mill and brick plant. We have 50 million feet of gas at 3c per thousand for factory purposes; also 15 coal mines. T. W. Wright, Henryetta, Okla. 416

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

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

For Sale—Werlitzer rink organ, 20 pieces of paper music, 110 pair Richardson roller skates. Cost over \$1,000. Will sell for \$500. Address No. 433, care Tradesman. 433

For Sale—New mill and twelve million timber near railroad in Washington, at an attractive price. For particulars address S. Shaffer, Pineville, Ky. 440

Exceptional opportunity in one of the best cities in Florida. Ladies' and gentlemen's ready-to-wear furnishings; \$10,000 average stock. Corner store on main street of rapidly growing town; population 8,000, with 5,000 tourists every winter. Railroad center and county seat. Best all the year round climate in the U. S. Address Bix 175, Orlando, Fla. 439

Exchange for general stock, Northern Michigan preferred, 20 acre chicken and fruit farm, located just outside city limits, good town in Western Michigan. Eight room modern house, two small barns, large chicken house. Fruit consists of four acres bearing grapes, three acres raspberries, plenty apples, pears, plum, etc. Will take stock up to \$3,000. Address No. 435, care Tradesman. 435

For Sale—A well located grocery store, consisting of groceries and a few notions. Doing about \$15,000 a year. C. F. Haywood, Big Rapids, Mich. 434

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

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

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

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

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

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. 359

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

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

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

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

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. 314

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

For Sale—Millinery and ladies' furnishings stock. Shampoo parlor in connection. Address No. 431, care Tradesman. 431

For Sale—\$1,500 stock general merchandise (mostly new), in inland town, fine farming section. Sales \$10,000. No trades. L. E. Quivey, Fulton, Mich. 432

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

## HELP WANTED.

Salesman Wanted—The Economy Wall Paper Co., Detroit's new wall paper jobbing house, needs another traveling salesman for Northern and Central Michigan. Salary or commission. Can be carried as a sideline. We shall be glad to negotiate with one acquainted with the trade on this territory. Our trunk samples are both new and attractive. Address O. W. Booth, Economy Wall Paper Co., Detroit. 441

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

Wanted—A drug clerk, state experience, salary expected. Also reference from last employer as to honesty, ability, etc. Address No. 424, care Tradesman. 424

## SITUATIONS WANTED.

Wanted—Position by young man, three years' experience as window-trimmer and card-writer. Now wishes to work as assistant in some large store, under good head trimmer. Address 428, care Tradesman. 428

## How They Fail and Why They Fail

The Boston Credit Men's Association, through Frederick W. Bourne, chairman of its Credit Department Methods Committee, has issued on a small card, which can be used as an envelope enclosure, the following explanation of the usual cost figuring fallacies and the right and safe way to figure profits:

### WHY

Many fail in business. *Because*—they figure their profits incorrectly.

### THE RIGHT WAY

|   |        |
|---|--------|
| Expense of doing business is                    | 25%    |
| (Figured on gross sales; i. e., selling price.) |        |
| It is desired to make a profit of               | 10%    |
| (Must be figured on selling price.)             |        |
| Cost of an article is                           | \$2.00 |

### Find the Selling Price

|                                      |                     |             |                          |
|--------------------------------------|---------------------|-------------|--------------------------|
| SOLUTION:                            |                     |             |                          |
| Selling Price=                       | Expense Profit Cost | Rent        | Delivery Charges         |
|                                      |                     | Light       | Telephone                |
|                                      |                     | Heat        | Int. on Capital Invested |
| 100%                                 | equals              | Wages       | Depreciation of Stock    |
|                                      |                     | Advertising | Bad Debts                |
|                                      |                     | Insurance   | Extraordinary Expense    |
| 35%                                  | equals              | Freight     |                          |
|                                      |                     | Express     |                          |
|                                      |                     |             |                          |
| 65% (of selling price)               | equals              |             |                          |
| \$2.00 will be 65% of selling price. |                     |             |                          |
| Divide \$2.00 by .65                 | equals              |             | \$3.08                   |



## NEW YORK MARKET.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 8.—The best that can be said of the spot coffee market is that it is steady and for almost a week the "wobbling" process has been absent. At the close Rio No. 7 is worth, in an invoice way, 9¼c and Santos 4s, 12@12¼c. The demand for milds has been simply for small lots. Good Cucuta, 12c. In store and afloat there are of Brazilian coffee 1,583,895 bags, against 2,156,500 bags at the same time last season.

Teas are unchanged in any respect. Stocks are growing smaller all the time and holders grow firmer in their views. Any advance will not occur at once, but it would seem as if it were only a question of time.

Granulated sugar seems to have come to the end of its rope. Withdrawals under previous orders have been very moderate and quotations have been made by one refinery at 4.60c—a price which others are likely to follow.

Rice shows very little if any change. The demand is moderate, but orders are coming in all the time for small quantities. Prices are such that buyers are not disposed to purchase ahead of current needs. Prime to choice, 5½@5¾c.

Spices show a little better demand from week to week as the season advances. Stocks are not large, but there is enough to meet all present requirements. Quotations are unchanged in any respect.

Molasses moves very slowly. The weather remains too hot to look for activity and the situation is a waiting one. Good to prime, 35@40c. Syrups are steady and unchanged.

Canned tomatoes in 3s, standard qualities, are held at practically 80c. Some ask—and perhaps obtain—82½c. The pack is big or little, according to the report one has from those who "speak with authority," with most of the testimony tending to show a light output. Corn, peas and other goods are absolutely unchanged.

Butter is rather quiet and the upward tendency seems to be checked, at least temporarily. Creamery extras, 30½@31c; firsts, 28@30c; imitation creamery, 25@25½c; factory, 24@24½c.

Cheese is firm and slightly higher. Best N. Y. State whole milk is quoted at 15¾@16c.

Top grades of eggs are firm and tending upward day by day. Best white Western, 28@30c; grades that are not so good, 24@25@26c.

## Still Stands Up for the Girl.

St. Louis, Mo., Sept. 8.—I am pleased to receive the Tradesman of Sept. 3 containing my article about the girl stenographer, together with your reply or comment upon it. Your comment on the article is all right with me, since you see fit to make it.

I do not think I have ever before heard a sweet, sincere, gracious and queenly girl called contemptible and it seems to me that you have come very near saying a foolish thing. I

am a Southern man, and I believe we honor good women more than you Northerners. I did not say I approved of the girl's act in betraying the confidence of her employer, but she was inexperienced in business, and then the commercial agency was slandering her father. You wouldn't like your father to be slandered, would you, granting that he is or was an honorable, worthy man? I don't think you would and it wouldn't matter to you whether it was malicious slander or ignorant slander. I certainly wouldn't care to work for a company which was slandering my father, and if the slanders were false, and I knew them to be false, I would be still less likely to desire employment with them. Of course, no one would believe that a reputable commercial agency like Dun's or Bradstreet's would maliciously slander anyone, although they might do so ignorantly. No human being is omniscient or infallible and no company should set itself up as an oracle.

Of course, a good deal depends upon whether the report about the girl's father was true or not. If untrue, she would still not be justified in sending a copy of the report to her father, but I do think she would be justified in taking a copy of the report and going into the manager's office or the chief clerk's or whoever she took orders from and telling him that the man reported upon was her father and that the report was false (provided it was false), and that if they persisted in sending out such a report that she didn't care to work for such a company any longer. Then she would have called for her money and left the office. Don't you think it is just as wrong for a commercial agency to slander a worthy man as for an inexperienced girl to betray her employer's confidence in the way this one did?

You are a pretty big man, Mr. Stowe, judging from the masterly manner in which you discuss great far-reaching questions in the Tradesman, but I have written you plainly what I think about this matter.

I. H. Motes.

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

Buffalo, Sept. 10.—Creamery butter, fresh, 26@30c; dairy, 22@27c; poor to good, all kinds 20@22c.

Cheese—New fancy 16c; choice 15½c; poor to common, 6@13c.

Eggs—Choice, fresh candled, 24@27c, at mark 22@24c.

Poultry (live)—Turkeys, 13@14c; cox, 12c; fowls, 16@17c; springs, 18@20c; ducks, 14@16c.

Beans—Red kidney, \$1.75@2; white kidney, new \$3@3.50; medium, \$2.25@2.30; narrow \$3.40; pea, \$2.10@2.15.

Potatoes—New, \$2.25@2.30 per sack. Rea & Witzig.

If you supply your clerks with antiquated methods of doing business you can not blame them if you get antiquated results—and little money.

The more a man learns the more he realizes that this is a highly complicated little cosmos.

## Bankruptcy Matters in Southwestern Michigan.

St. Joseph, Sept. 2.—In the matter of August Peters, bankrupt, of Benton Harbor, an adjourned first meeting of creditors was held at the referee's office. Unsecured claims to the amount of \$4,000 were allowed and the trustee was instructed to compromise and settle with all secured creditors, who obtained their security prior to the four months period.

Sept. 3.—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held at Kalamazoo. Chas. L. Dibble, of Kalamazoo, was elected trustee and his bond was fixed at \$5,000. Edward Vosburg, Ralph Hibbard and Stephen Wattles, of Kalamazoo, were appointed appraisers. Ellis R. Lewis, President and Manager of the bankrupt, was sworn and examined by the attorneys present, his examination disclosing that the bankrupt had accounts receivable amounting to the sum of \$25,000, whereupon the referee directed Mr. Ellis for the bankrupt to prepare and file amended schedules, showing the true condition of affairs of the bankrupt. The first meeting then adjourned for two weeks.

Sept. 4.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, an order was entered requiring Victor Palmer, F. M. Lay and other officers of the bankrupt to appear for examination before the referee at the bankrupt's offices at Kalamazoo on Sept. 10.

Sept. 5.—A voluntary petition was filed by Louis Van Huis, of Kalamazoo, and he was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Banyon. Accompanying the bankrupt's petition was a pauper affidavit of his inability to pay the filing fees and the referee has delayed in calling the first meeting of creditors until the bankrupt advances the necessary money for expenses. The schedules of the bankrupt show the following assets and liabilities.

| Assets.                             |                   |
|-------------------------------------|-------------------|
| Real estate in Kalamazoo            | \$2,450.00        |
| Horses and cows                     | 50.00             |
| Household goods                     | 82.75             |
| Farming tools                       | 27.00             |
| Team of horses, harnesses and wagon | 188.25            |
| Other property                      | 28.50             |
| <b>Total</b>                        | <b>\$2,638.25</b> |

All the above property is claimed as exempt by the bankrupt.

| Liabilities.                    |           |
|---------------------------------|-----------|
| Secured Creditors.              |           |
| E. G. Genberling, Marcellus, .. | \$ 394.00 |
| John VanDerWeele, Kalamazoo     | 1,500.00  |
| Unsecured Creditors.            |           |
| City Savings Bank, Kalamazoo    | \$ 350.00 |
| First National Bank, Kalamazoo  | 1,355.00  |

|  |        |
|--|--------|
| Kalamazoo Nat. Bank, Kalamazoo         | 90.00  |
| Kalamazoo Tank and Silo Co., Kalamazoo | 85.00  |
| Samuel H. Burnia, Kalamazoo            | 85.00  |
| Sprague Hardware Co., Kalamazoo        | 20.00  |
| Peter Kroendyk & Son, Kalamazoo        | 37.45  |
| Hoover Mfg. Co., Akron                 | 37.45  |
| Kalamazoo Lumber Co., Kalamazoo        | 38.08  |
| Godfrey Lumber Co., Kalamazoo          | 175.00 |
| Mullie & Kloosterman, Kalamazoo        | 35.00  |
| John Sikkenga, Kalamazoo               | 10.00  |
| J. J. Archbald, Kalamazoo              | 20.50  |
| Cornelius J. Francoise, Kalamazoo      | 4.00   |
| Amos J. Osborne, Kalamazoo             | 30.00  |
| George D. B. Hall, Kalamazoo           | 4.50   |
| Frank W. Denner, Kalamazoo             | 16.64  |

Total ..... \$2,393.62  
Part of the notes held by the First National Bank, City Savings Bank and the note of the Kalamazoo National Bank are endorsed by other parties.

## What Did She Mean.

When Bilkins was away from home on a long business trip, he got a letter from his wife that still puzzles him.

"Baby is well and lots brighter than she used to be. Hoping you are the same, I remain your loving wife."

You are entitled to credit for doing the things you want to do. The taste for virtue may have to be cultivated.

You can blind some men by throwing gold dust in their eyes.

## BUSINESS CHANCES.

\$800 buys big paying grocery business, located in factory district, low rent. A big money-maker, stock clean, will inventory. Big value for your money. Address 202 S. Saginaw St., Flint, Mich. 455

## SITUATIONS WANTED.

Wanted—Permanent position by experienced shoe and gent's furnishings man or general clerk. Have had five years' experience. All references. Address No. 436, care Tradesman. 436

Wanted—Position as hardware salesman, with six years' experience as salesman and stock man. Best of references furnished. Address No. 456, care Tradesman. 456



## The CLAREHOSE Tag Identifies a Perfect Brand of Hosiery

We are proud to stamp and tag our goods because we want to be known as the producers of an article that will positively make good.

Every pair of Clarehose must pass a rigid examination before leaving our mills. We cannot afford to market defective hosiery because the people will not form the habit of buying inferior goods.

Woolen and Cotton Hosiery for Men, Ladies and Children.

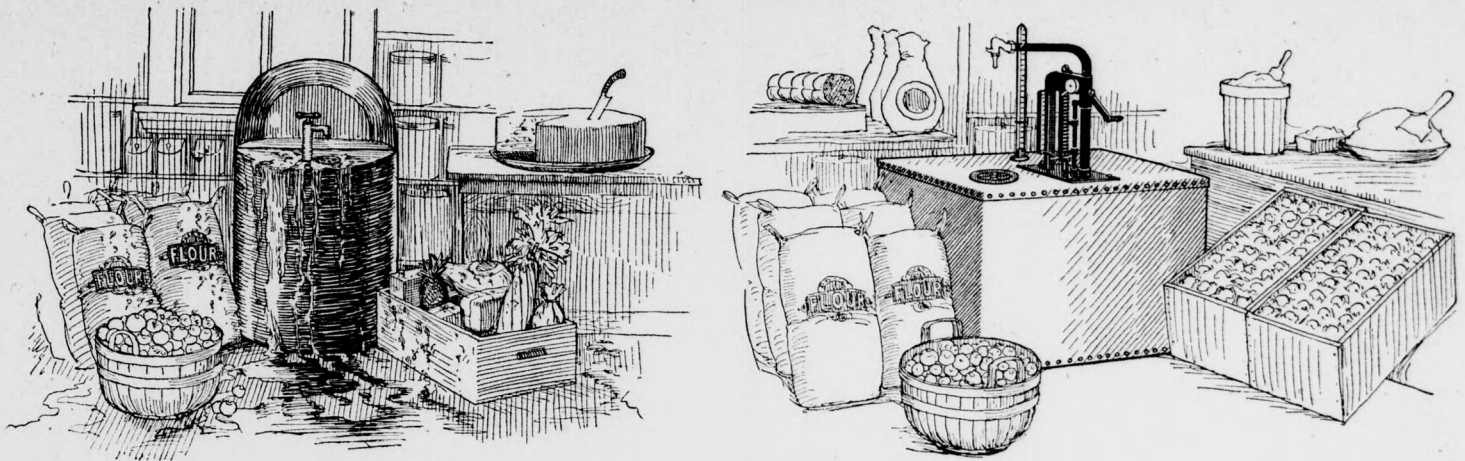
Heavy Woolen Socks of Every Kind for Men. Yarn Gloves and Mittens.

Write to us to-day, making up a sample order, and if the values you receive are not more than satisfactory, return the goods to us at our expense.

MANUFACTURED BY

**CLARE KNITTING MILLS**  
SAGINAW, MICH.





## THE BOWSER SAFE SELF-MEASURING OIL TANK IS PROFITABLE BECAUSE IT IS CLEAN

The old style tank reduces your profits by letting oil drip and the oil ruins other articles besides making your store "oily" and "smelly." The BOWSER TANK cuts off the oil as soon as you stop pumping; it does not drip; it positively prevents evaporation; you save the oil and the food stuffs; there's no oily smell, no dirty oil-soaked floor, no odor—you get *all your profit*. The BOWSER outfit does away with the nasty oily measure and funnel—you hang the customer's can on a clean nozzle and pump till you fill it. Then the oil stops and there's no drip, no dirt, no stain—no necessity for washing your hands. Write us for our booklet and full information FREE.

**S. F. BOWSER & CO., Inc.**

Home Plant and General Offices, Box 2089, Ft. Wayne, Ind., U. S. A.

Sales Offices in all Centers and Representatives Everywhere

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc.

ESTABLISHED 1885



# Too Late

Better a little kindness while living than a floral display at the grave.—*W. L. Brownell.*

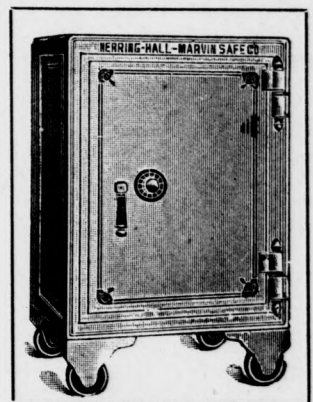
If we could bring ourselves up to the point of doing the things we know we ought to do to-day, we would chase away many of our to-morrow's regrets.

## Think Carefully Then Act Promptly

It makes no difference how large or how small your business may be, it is your business and it is your business also to protect it. How long would you do business with a bank who would leave its books in which your account with it was registered lying around in its office unprotected at night. If you are not the owner of a good reliable safe this is just what you are doing with your own accounts.

**THINK IT OVER**

Write us to-day and we will name you a low price on a dependable safe.



**GRAND RAPIDS SAFE CO.** *Tradesman Bldg., Grand Rapids, Mich.*



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

# SENSATIONAL PRICES

The accompanying prices on "Marathon" steel wagons (made exclusively for Butler Brothers) are several degrees lower than the present American market.

## "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    |        |          |        | BODY  | WHEELS |           |        |                 |
|-------|-------|-----------|--------|----------|--------|-------|--------|-----------|--------|-----------------|
| F1460 | 9x18  | 6 and 9   | 12 lbs | ... Doz. | *5.40  | F1465 | 14x28  | 11 and 14 | 32 lbs | ... Doz. *11.25 |
| F1461 | 10x20 | 7 and 10  | 14 lbs | ... Doz. | *6.10  | F1466 | 15x30  | 12 and 15 | 36 lbs | ... Doz. *12.40 |
| F1462 | 11x22 | 8 and 11  | 17 lbs | ... Doz. | *6.75  | F1467 | 16x32  | 13 and 16 | 40 lbs | ... Doz. *14.25 |
| F1463 | 12x24 | 8 and 12  | 22 lbs | ... Doz. | *8.35  | F1468 | 18x36  | 14 and 18 | 46 lbs | ... Doz. *21.25 |
| F1464 | 13x26 | 10 and 13 | 26 lbs | ... Doz. | *10.00 |       |        |           |        |                 |

Increase the quantities listed here and you can't duplicate the prices. Go to any source of supply you choose, and you can't match these values.

This is the best buy in the entire wheel toy market of America.

Compare and see for yourself

Prices good only for September catalogue.

# 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