

MICHIGAN TRADESMAN

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Thirty-First Year GRAND RAPIDS, WEDNESDAY, SEPTEMBER 17, 1913 Number 1565

CHOOSE WHICH YOU WILL BE

THE MAN WHO WINS

The man who wins is an average man;
Not built on any peculiar plan,
Not blest with any peculiar luck;
Just steady and earnest and full of pluck.

When asked a question he does not "guess"—
He knows, and answers "No" or "Yes;"
When set a task that the rest can't do,
He buckles in till he's put it through.

Three things he's learned: that the man who tries
Finds favor in his employer's eyes;
That it pays to know more than one thing well;
That it doesn't pay all he knows to tell.

So he works and waits, till one fine day
There's a better job with bigger pay,
And the men who shirked whenever they could
Are bossed by the man whose work was good.

For the man who wins is the man who works,
Who neither labor nor trouble shirks,
Who uses his hands, his head, his eyes;
The man who wins is the man who tries.

THE MAN WHO FAILS

The man who fails is the sort of a chap
Who is always looking around for a snap;
Who neglects his work to regard the clock;
Who never misses a chance to knock.

He is grouchy and slow when work begins;
When it's time to quit he jokes and grins;
He's always as busy as busy can be,
When he thinks the boss is around to see.

He believes a "pull" is the only way
By which he can ever draw bigger pay;
And he sulks and growls when he sees his plan
Upset by the "push" of another man.

He's on the job when he draws his pay;
That done, he soldiers his time away;
While the men who tackle their jobs with vim
Keep pushing and climbing ahead of him.

For the man who fails has himself to blame,
If he wastes his chances and misses his aim;
He'd win, if he'd used his hands and wits;
The man who fails is the man who quits.

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. 🍞 🍞 🍞 🍞 🍞

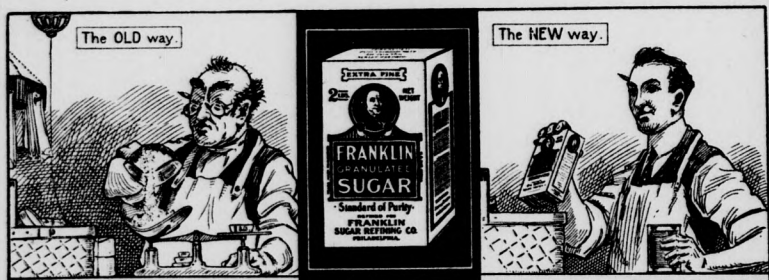
WHEN YOU SEE

THE SIGN OF  GOOD CANDY

"DOUBLE A"

Remember it came from

The PUTNAM FACTORY, National Candy Co., Inc.
Grand Rapids, Mich.



FRANKLIN CARTON SUGAR IS A LABOR SAVER

Grocers of to-day realize that they must work hard enough without doing anything that is not absolutely necessary, so they welcome the FRANKLIN CARTON which takes all the work out of retailing sugar. FRANKLIN CARTON SUGAR is READY TO SELL WHEN YOU GET IT; there's no weighing, no wrapping or tying. It saves you the cost of bags and time and prevents loss by overweight. Use the time you would take for putting sugar in bags to make a display of the neat blue FRANKLIN CARTONS; they'll sell, because FRANKLIN CARTON SUGAR is well known to the public.

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

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

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



Dealers everywhere should know it is *safe* to order any coffees roasted by Dwinell-Wright Co., Boston and Chicago, whose well known brands find a ready sale in all the markets of this country. Coffee drinkers are perfectly aware that any package or brand of coffee bearing the magic legend, "DWINELL-WRIGHT CO." on its container is *all right* and the *very best* of its kind.

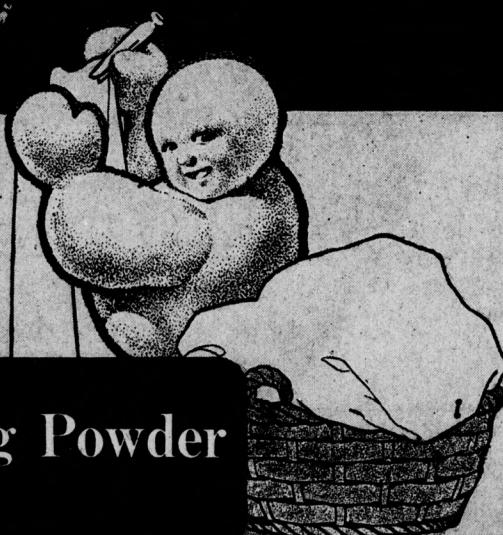
Distributed at Wholesale by
Judson Grocer Company
Grand Rapids, Mich.

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 17, 1913

Number 1565

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DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 15—Percy Palmer, the blooming Canadian merchant, paid Detroit a visit last week in the interest of his new department store, which is conducted under the firm name of Palmer & Clarke. Percy had the same old smile as of yore, but smokes cheaper cigars since he has no expense account to pad. The new firm will have their formal opening about Oct. 1 in Windsor, Ont. They have the best wishes of their many friends in their new venture.

Thousands viewed the down town display of "Made in Detroit" articles last week, the merchants donating the use of their show windows for the purpose. It was, indeed, a revelation to even those who have lived in Detroit all their lives to find out the great number of articles that are made here. One of the signs that impressed many and was placed with all exhibits was: "If Detroit made goods are good enough for the rest of the world, they are good enough for us." There has been a brisk increase in the sale of Detroit made goods at home as the result of the campaign inaugurated by the Board of Commerce, to say nothing of the great educational advantages engendered.

Frank Minnie (Edson, Moore & Co.) was in Detroit last week. One noticeable thing about Frank—who, by the way, lives in Port Huron—is that he is the same old Frank he was before he became a bond-holder. His name may be Minnie, but he is a whale when it comes to dishing out merchandise to the merchants.

Some people are so strong for righteousness that they don't mind maligning a few people in order to help their cause.

N. Cohen, who conducts a clothing and furnishing goods store at 1146 Russell street, tiring of single blessedness, hied himself to New York—possibly because the assortment was larger—and brought back a lovely bride to help share his joys and sorrows. Mr. Cohen married Miss

Louise Stone, of New York City, last week. The best wishes of their many friends are bestowed on the happy couple.

The firm of Wangrove & Schiller, dry goods and furnishing goods, 1119 St. Aubin avenue, has dissolved partnership, the Schiller interest being purchased by Harry Wangrove, who, with his characteristic push, has added clothing to his stock and will, undoubtedly, make a success of the business under his own name and direction.

Here's a chance for some of those famous Grand Rapids U. C. T. babies: Harry Rude, the live Detroit merchant, has a boy two months old whom he will back against any kid up to six months of age—to fight at catchweights. The only handicap the Ruda kid has is his name—Louis. That's no name for a fighter.

Jim Phillips, looking as hale and hearty as of yore, was in town last week on a business trip. Jim is now a real up-to-date village merchant and holds forth at Barryton. In order to convince the writer that he also was some farmer, Jim showed us a picture where he was picking apples, but that was far from convincing us that he is a farmer. We also pick apples when we get near a tree—and no one is looking. Jim's friends, whose names are legion, will be pleased to know he has again regained his health.

Which is some space to devote to one citizen of Barryton—by the sawdust pile.

Adam Diehm, of Diehm Bros., Remus, not to be outdone by his friend, Mr. Phillips, also spent the week in Detroit on business, which, of course, means it was also a week of pleasure. Adam, like his illustrious namesake, is also one of the first men to do things, lively and aggressive—a little man with a big mind. In behalf of Mr. Diehm, we wish to state that his conduct was exemplary while in the city where life is worth living.

Which goes to show there is a town named Remus in Michigan.

Traveling men, keep tab on those hotels which are violating the State law by using roller towels and report it, if you are a member of the U. C. T., to your council at the next meeting. If not a member, tell someone who is a member who the guilty party is and then get busy and become a member.

Harry Thaw is persistent enough to make a good traveling man.

Richard Swanton, former automobile salesman, has taken a position with the Nelson Blanck Manufacturing Co. This new concern is manufacturing a newly-patented drill

head that the manufacturers claim will cut down the cost of drilling to a great extent. "Dick" will represent the firm in Indiana, Illinois and Wisconsin. This will be his first attempt at a traveling position and his many friends look to him to make a success from the start.

Detroit Council, U. C. T., No. 9, holds its regular monthly meeting Saturday night, Sept. 20. A full attendance is requested, as business of importance will be transacted and final plans submitted for the boosters night to be held Oct. 18.

W. S. Lawton, Grand Conductor of the Grand Council, U. C. T. of Michigan spent last week in Detroit on business. Walter is as well known in Detroit as in his home village, Grand Rapids. In discussing the picnic recently given by Grand Rapids Council, he stated that he wanted to go the worst way. We suggested that the worst way we knew was to go in R. E. Dewey's auto. While in the city Mr. Lawton received and accepted an invitation to attend a clam bake given by the Retail Druggists' Association. At last reports he was able to take nourishment.

We presume the sandwich referred to by the Mears humorist, Ches. Brubaker, was a pretzel between two beers. Speaking of beer, we notice that he also has a "brew" in his name.

P. A. Reed, former merchant prince of Beulah, spent a month in and about Merrill in the interest of some Grand Rapids jobbers. However, we believe that Merrill, unless a relapse sets in, will recover from the shock.

Ray Harris, representing the Thos. Madden Son Co., of Indianapolis, was a Detroit visitor last week. Ray used to be so thin that when he worked in the Winegar furniture store, in Grand Rapids, he was afraid to get near the curtain fixture department for fear he might accidentally be sold for a curtain pole. Ray's home is in Grand Rapids, the City of Virtue.

Ben. Spelman, who recently purchased the general stock of the Case Mercantile Co., of Benzonia, appeared in Detroit all dolled up last week. Ben, who has quite a reputation as a lively youngster in and about Benzonia, appeared very meek and mild while in Detroit. P. S. Ben. was accompanied by his wife.

Streng & Zinn, the enterprising dry goods merchants of Kalamazoo, have completed and moved into their newly-remodeled store, which now places them on a par with the best stores of its kind in the State.

John Caddy and William Rodney

Pike, of G. H. Gates & Co., and Dr. Bell went on a fishing expedition on the Au Sable river recently. They had phenomenal luck during their two weeks' stay; in fact, their luck was so great that they didn't lose a cent. Will Pike says they caught so many fish that one day they were obliged to throw away two of them.

F. H. Buck, elongated representative for the Dr. Fenner Medical Co., was another Detroit visitor last week, who hails from the town of perpetual torn up streets—Grand Rapids.

Despite the new law, the roller towel still rolls on in many places.

The special committee, headed by H. D. Murray, has sent out a rousing letter, calling on all members of U. C. T. Council, No. 9, to put their shoulder to the wheel to make the BIG NIGHT on Oct. 18 one to be long remembered. It is expected a great class will be on hand to be initiated at that time.

In reply to our critics hailing from the Furniture City, we wish to state that, contrary to what our beloved better half calls us, we are not an elephant, consequently we couldn't be expected to always have our trunk with us.

Both Detroit councils now have real live up-to-the-minute booster committees. Battle Creek has Pfander, Traverse City has a perpetual booster in F. C. Richter and now Grand Rapids has the greatest booster committee in its history—all of which speaks well for the U. C. T. in Michigan. A little boosting and enthusiasm works wonders for the respective councils. Cadillac Council, No. 143, offers a prize for the member bringing in the greatest number of applications.

Frank Hutchinson has been confined to his home during the past week with a severe attack of rheumatism. Frank, who is one of A. Krolik & Co.'s veteran salesmen, is able to be out at this writing.

John McMahon (Edson, Moore & Co.) who has been ill at his home for several months, returned to his work Monday.

A. F. Rockwell, the new Grand Rapids correspondent, stated last week apropos to our losing a trunk, that he could imagine us walking the streets of Shelby and tearing our hair. "Rocky" must have some gigantic stretch of imagination to figure us out as tearing our hair. Once we did have hair, but we are married now.

Hundreds of merchants are paying the manufacturing and jobbing concerns of Detroit a visit this week, incidentally taking in the sights at the Michigan State Fair.

(Continued on page thirty-two)

Doings in the Buckeye State.

Written for the Tradesman.

Youngstown's new hotel, the Ohio, will be formally opened Sept. 29 and the local Chamber of Commerce will co-operate in the function.

Columbus is discussing plans for a "Made-in-Columbus" week, to be held next month.

Columbus merchants are getting ready for the style show to be held Oct. 1 to 4.

The "Good Roads" building was one of the leading attractions on the State fair grounds, Columbus, this year and it is planned to double the space next season.

All shoe shining stands have been ordered forthwith from the sidewalks of Canton.

O. K. Shimansky, a newspaper man, is the new President of the Ohio State Board of Commerce. Governor Cox and many others believed that the Board needs new blood.

D. C. Alexander, Jr., commercial agent for the United States Department of Commerce, has been visiting large manufacturing plants in Columbus and other cities and he advises manufacturers to establish co-operating headquarters in China, Japan, Java, and Australia to replace individual offices or foreign agencies. He suggests, for example, that several non-competing manufacturers of mine machinery combine, so that together they will be able to equip a mine in one contract, instead of compelling the native promoter to buy from a number of concerns. He urges commercial patriotism as a factor in foreign competition, the patriotism which is so highly developed to-day in Germany.

Chas. McIntyre, of Troy, a trained agriculturist, has been placed in charge of all farm lands in connection with State institutions and Governor Cox expects that under this system the State will effect a saving of \$100,000 annually.

Ohio still leads all the states in the value of its clay products, the output last year reaching nearly \$35,000,000.

The Pennsylvania Railroad is enlarging its docks and yards at Sandusky at a cost of over a million dollars.

Final reports show that the city of Cincinnati made a profit of fully \$2,500 in operating several of the private ice plants during the recent strike.

Almond Griffen.

News Items From Upper Peninsula Points.

Houghton—Ellis George, dealer in groceries and women's furnishings, whose stock was partly destroyed by fire June 13, will open for business in the same stand.

Iron River—Gus A. Colberg, of Iron River, formerly of Tower, Minn., has filed a voluntary petition in bankruptcy in the United States district court for this district. He has liabilities of \$8,900.32 and assets of \$67.57.

Marquette—A verdict for the Marquette County Savings Bank, defendant in a suit for \$482.96, brought by Frank Johnson, a Skandia grocer, was directed Saturday by Judge Flannigan in Circuit Court. Johnson claimed that

he sold goods to the Peterson Lumber Co. for \$482.96, that he did not receive payment for, and that the Bank, as mortgagee for the company, was responsible. The contract between the Peterson Co. and Johnson was the most important evidence in the case, and the entire suit hinged on it, explained Judge Flannigan in ordering a verdict for the Bank. While Mr. Johnson sold the goods, with the belief that if the lumber company did not pay for them the Bank would, there was no such provision in the contract, he said, and for this reason the case could not hold.

Negaunee—Frank L. Streimez and Louis Delfavero this week opened a candy and cigar store on the corner of Iron and Tobin streets, in the building formerly occupied by M. T. Murphy as a clothing store.

Marquette—Business America, the Magazine of Fair Play, is the new name of a monthly publication owned by E. N. Breitung of Marquette, and issued in New York. Something over a year ago Mr. Breitung purchased a magazine devoted to banking, and shortly after it came into his possession he determined to change its form. Business American is the result. It has a popular appeal, is illustrated and is in the hands of an expert corps of publishers and editors, who have been making rapid advances with it.

Escanaba—Charles A. Childs, who has managed J. Sellwood & Co.'s dry goods department, at Ishpeming, for the last seven years, has tendered his resignation to Manager Matthews to accept a position in Ed. Erickson's store here. Mr. Childs will have charge of the entire first floor of the Erickson establishment, which is the largest of its kind in the city. The first floor is given up entirely to dry goods, notions, etc., the cloak department being on the second floor.

Ishpeming—Roy Matthews, son of Richard Matthews, manager of J. Sellwood & Co.'s mercantile business in this city, will succeed C. A. Childs as manager of the dry goods department on the first of the coming month, when Mr. Childs will go to Escanaba, to accept a position in Ed. Erickson's store. Mr. Matthews has been employed in the grocery department since he gave up his position as instructor in the manual training school.

Some of the Beauties of Automobiling.

Portland, Sept. 15—I recently returned from an automobile trip to Petoskey which was full of interest. We left Portland Sunday noon, and ran to Ionia, Belding, Greenville, Lakeview, Barryton, Ewart, Cadillac, Traverse City, Charlevoix, Petoskey and Bay View.

The road conditions were very good all the way. With the exception of a few miles of swamp corduroy roads north of Barryton and a few miles of sand between Ewart and Cadillac and a few hills that were some bad, there was nothing to mar the delights of this run. At Sherman there is a hill which seems to be famous as a bad one, but we found it not so bad as represented. We would advise that

one take (in the ascent) a start on the right side of the road then at the middle of the hill turn to the left and this will be easy climbing. It was not bad when we went up, but was more dry and sandy when we came down, at which time I would suggest that the driver take the reverse road, which will be easier than the way you would climb up the grade.

From Cadillac to Traverse City the road is fine. Fine hard gravel nearly all the way and the new roads, of which there are many miles not recorded in the road guides, are all good. There are but a few places which make the automobilist say bad words, and these are few and far apart, so that they do not mar the happiness one gets from the stretches of fine roads.

It makes me ashamed of road conditions around Ionia county when we ride over such beautiful stretches of fine gravel and stone roads as are found in some of the desolate wastes of the North.

If you wish to traverse the funniest road in the State, to the best of my knowledge, try the one from Mecosta to Barryton. I ran over it in order to get home, and it twists and winds through jack pines and low swamps in a way to make a cork screw envious, and in places one has to go into low gear in order to get over stumps and snags clear across the one track. The road crosses a stub railroad (Big Rapids to Barryton) some eight times in two miles, and it is just a continual succession of twists and turns, making it impossible for a large part of the way to see six rods ahead of the machine. I came over it in the night, and perhaps this had something to do with the weird effect the run had for me. It would be advisable to enquire at each town, of a garage man or automobilist, as to the proper directions, as in some places they are working roads and I found the printed guide to be faulty on this account at one or two places, but I did not get a bad direction from any one from whom I made enquiry.

I am advising all my friends to take the run. It is worth while to live and be able to see what we have in the State from the deck of a machine and I would not have missed this run for anything, as it has been a great educator for me. Elon A. Richards.

The Switzerland of America.

Northport Point, Sept. 15—In going from Grand Rapids to Grand Traverse Bay, we decided not to go via Greenville, but take the more direct route along the G. R. & I. and were quite satisfied with our experience. We easily reached Cadillac by 6 p. m. Excepting the roads from Reed City to Tustin, we found little to complain of.

Charles Mitchell told me that from ten miles south of Cadillac to Manton and Sherman and north to the county line, thirty-four miles, would all be fine roads another year.

With Mr. Pike and Mr. Ward, we started Saturday morning and drove to Traverse City, Elk Rapids and Charlevoix, arriving at Petoskey easily by 4 p. m., over roads on the aver-

age far better than Kent county. The next day we drove to Harbor Point and intervening resorts and back to Charlevoix for dinner and to Traverse City for supper.

Then, after two days of such beautiful drives, the third day proved to be the most charming. Heading for Empire, on Lake Michigan, on the outskirts of Traverse City we entered a valley that for fine farms, beautiful orchards on the hillsides and charming views of hills and valleys out over the Bay to Neahawanta and Old Mission surpassed anything we had ever seen and rarely equalled in Michigan or elsewhere. Then, after a few miles of less fertile country and poorer roads, we passed through Empire and on to Glen Lake and Glen Arbor, and—to our great surprise and delight—found the prettiest views of all. I shall never forgive you if you do not improve your first opportunity to drive there, nor will your old friend, Walker, of Walker's Inn, where you will be warmly received and find catering par excellence. Don't neglect it, nor delay long in going and then I shall expect you to do justice to the scenic Swiss spot of Michigan by describing it for us in the Tradesman.

Gaius W. Perkins.

Sold Goods in Court.

Iron River, Sept. 15—Merchants of Iron River won their first battle with itinerant traders when M. J. Darling, of Escanaba, paid a fine of \$5 and costs for selling goods without a State license, instead of testing the law in the higher courts, as he announced he would do when arrested two weeks ago. All the other street hawkers packed their belongings and left town when the lid was clapped on, with the exception of Darling. He rented a vacant lot in the rear of the Bayington Hotel and continued selling. Prosecuting Attorney Waffan filed a complaint against him upon the affidavit of Councilman Miller. Darling acted as his own attorney and made an impassioned plea before the jury. Tears rolled down his cheeks as he pointed to his boy and told how he was compelled to follow the vocation for which he was arrested in order to support his family. In response to Darling's plea of poverty Prosecuting Attorney Waffan called the jury's attention to a big flashing "diamond" on the former's finger and another sparkler in his tie.

"You may have both of them for a dollar," said Darling, jerking the ring off his finger and the pin out of his tie.

"Taken," replied Waffan, gathering up the "jewelry" and laying a dollar on the table.

Darling put the money in his pocket and smiled. It was the first sale he had made for more than a week.

Impress upon employes the fact that the difference between a fair salary and a good one is just the difference between careless service and careful service.

Routine in the ordinary everyday duties of the business makes things run more smoothly. What becomes a habit requires no special endeavor.

Doings in the Hoosier State.

Written for the Tradesman.

The "Hills Says" haberdasher shop, at Evansville, has been incorporated, with \$35,000 capital.

A bill has been introduced in Congress which provides for the purchase of a site and the erection of a half million dollar Federal building in Fort Wayne.

Mishawaka's home coming celebration, which was conducted under the auspices of the Business Men's Association, drew an attendance of over 50,000 people. The exhibit made by the manufacturers was one of the best features.

The Ohio river is low and packets operating out of Evansville are having trouble in keeping off the sandbars. The river is under the four-foot stage and is approaching the record low water mark of two feet.

The General Electric Co. will start work soon on its new factory building on Wall street, Fort Wayne. There has been delay on account of business conditions.

The annual State apple show will be held in Indianapolis Nov. 5 to 15 and a liberal premium will be offered to the merchant who has the best window display of apples during the show.

The Northern Indiana Editorial Association, in session at Laporte, appointed a committee to see if it is not possible to secure foreign advertising direct, instead of having to take it through the agencies, who, they allege, often arbitrarily set the price and to whom a percentage is sometimes paid.

The Public Utilities Commission has ordered the Indianapolis Gas Co. to open its books and records for investigation in the hearing on the petition to prevent a merger of the Indianapolis and Citizens' gas companies. The Commission hopes to get some idea of the earning power and value of the private company.

The coming corn show and industrial exposition, to be given at Terre Haute under the direction of the Boosters' Club, will be a great event. It will be a clean exhibition, with the carnival idea eliminated, and there will be great displays of fireworks on the river, daily band concerts and possibly a flower show for the ladies.

The tenth annual flower and vegetable show held by the city schools of South Bend was the best ever given in the city. The philanthropic department of the Progress Club heads this movement.

Bee keepers in Southern Indiana report a fine honey crop this year. One owner of an apiary near Evansville will have 50,000 pounds to sell and the market is around 20 cents.

Almond Griffen.

News Items From the Soo.

Sault Ste. Marie, Sept. 15—The traveling public will be pleased to know that W. C. Sutherland, the juvenile ticket agent at the union depot here, has taken a much needed rest and has returned to his duties refreshed. Mr. Sutherland has the reputation of being one of the slickest tirket sellers on the line. No matter how large a crowd is lined up before

his window, he is always able to handle each individual in a pleasing manner, giving the necessary information on all enquiries without getting cranky or cutting the patron short, as is sometimes the case with ticket agents.

Harry Phillips, representing the Herold-Bertsch Shoe Co., of Grand Rapids, was wearing a smile while calling on the trade here this week.

John Hunt, proprietor of the Harris House, at Newberry, surprised his many friends last week by announcing his marriage to Mrs. Boucher and the boys are falling in line to congratulate him on their arrival at the hotel and getting the usual cigar which is only passed around on occasions of this kind at the Harris House. The boys were posted before they arrived, so that it appears none of them missed the opportunity of congratulating him.

The bodies of Mr. and Mrs. Albert Darvos, who were drowned last Sunday at Cedarville, were found by the searhlers after dragging the bay for several days. The bodies were shipped to the Canadian Soo, where they formerly resided.

Geo. Watson, supervisor of Pickford township, is somewhat of a prize winner for choice poultry. He stated that out of his lot, 116 birds qualified in the show at Marquette fair last week. This is something of a record for this section of the country and Mr. Watson feels highly elated over the affair.

David Ransom, one of our old residents and lumbermen and a pioneer of this city for the past forty-seven years, died of heart failure last week.

H. Osborn, of Pine Grove, Road Commissioner of Chippewa county, was appointed as delegate by Governor Ferris to represent Michigan at the annual meeting of the United States Good Roads Association, to be held at St. Louis, Mo., Nov. 13. Mr. Osborn has the reputation of being one of the best road commissioners in the country.

Brother H. A. Hauptli, member of the K. of the G., is wearing an unusual smile here this week, but none of the boys have been able to ascertain the real cause as yet. It is hoped that he will confide in some of the boys, so that they will be able to rejoice with him.

A. Frazee, manager for Armour & Company here, put one over on his friends last week when he took a few days' vacation. It was learned after he had gone that he had taken one of the prettiest girls in the Soo along with him on the trip. They were married and friends are waiting for them to return, when they will receive a warm reception. They are to be met by the Soo band, providing we can find out when they return.

W. G. Tapert.

Jaunty Jottings From Jackson.

Jackson, Sept. 15—The meeting of Jackson Council, No. 57, held last Saturday evening, showed something of our strength, both fraternally and socially. It was a little past 6:30 when Senior Counselor Ray Pringle, let the gavel fall. During the executive session, three candidates were initiated

and the following men were proudly added to our membership: A. A. McConnell, 816 First street; A. J. Tuttle, Addison, and Ira Girkin, 216 Lincoln street. We received also by card, Chauncy Hummel, of Chelsea. At 9 o'clock the meeting closed and many of the ladies were waiting in the parlors to join us in the entertainment provided for the evening which consisted of a continuous lunch prepared by M. J. Moore and A. W. Town, songs by Leon C. Hardy and Norman Lyon, dancing and a good talk from Deputy Grand Counselor L. P. Tompkins, who is now living at Dundee. Senior Counselor Pringle was enthusiastic over the results and said, "Let the good work go on," asking the committee in charge to prepare for the October meeting along the same lines. This committee consisted of Frank S. Ganiard, Steven E. Lewis and Nelson T. Eddy. We are going after Grand Counselor Welch to come in October and have already secured the professional services of George A. Pierce and Al Brower, mysterious masters of magic and slate writers of wireless messages from the minds of those present. No "blue goose" germs, by the real Presto changes coming thick, fast and furious, using stage settings and apparatus, representing an expenditure of hundreds of dollars. After working hard on the committee of arrangements, Junior Counselor S. E. Lewis could not be present, owing to the serious illness of Mrs. Lewis' mother.

W. S. West, Past Grand Counselor, local representative for W. H. Edgar

& Co., and charter member of Jackson Council, appeared just as young Saturday evening as when the Council was organized, about nineteen years ago. In fact, many of those charter members, like M. J. Moore, Frank D. Page, James H. Russell, Sr., Dean S. Fleming and J. B. Heydlauf, are holding their ages wonderfully and are boys yet.

T. J. Hanlon made a special trip to Birmingham Monday morning. He is always looking for dark spots for his lighting plant.

Leonard, son of Past Counselor Frank A. Aldrich, goes to the University of Michigan to take a course that will fit him to be a marine engineer. Like his dad, he is always tackling big propositions.

Donald F. Ganiard leaves Saturday, for Howe, Indiana, where he accepted a position as organist and master in the Howe military school.

Now that war is declared by Supreme Counselor Duval and officers have received their commissions from Grand Counselors down, why not show the fighting power of this grand jurisdiction and tackle and capture 5,000 new members before next June? Spurgeon.

If you are going to give trading stamps or premiums, see that your plan is made to appeal to the women, because they are the ones who will save the coupons.

One way to keep the boys on the farm is to install a motor to turn the grindstone.

ROYAL

BAKING POWDER
Absolutely Pure

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



Movements of Merchants.

Northville—A. H. Taggart has engaged in the drug business here.

Reeman—P. H. Boven & Co. succeed Boven & Co. in general trade here.

Lapeer—Larry & Snyder succeed R. D. Vail in the grocery and produce business.

Bellevue—David E. Stone has closed out his stock of meats and retired from business.

Paw Paw—Joseph C. Allen succeeds Joseph Sherman in the confectionery and stationery business.

Battle Creek—R. A. Harrington has opened a men's and women's furnishing goods store at 41 East Main street.

Gaylord—D. H. Hutchins & Son, dealers in produce, are erecting a warehouse and potato storage building.

Mendon—G. A. Knowles has sold the Burdick Hotel and furniture to Henry Markle, recently of Lawton, who will continue the business.

Blissfield—C. O. Chilson and John Sanders have formed a copartnership and engaged in the jewelry business under the style of Chilson & Sanders.

Ovid—Henry Shaw and William Stevenson have formed a copartnership and leased the Wilkie Hotel and will conduct it under the same style.

Alpena—John M. Worniak, dealer in clothing and shoes, lost his store building and stock by fire Sept 15. Loss, about \$10,000; insurance, \$3,000.

Pontiac—Lewis & Crofoot, who have conducted a drug and grocery store here since 1882, are closing out their stock and will retire from business.

Saginaw—William Smith is closing out his stock of pictures, picture frames and art goods at 123 North Franklin street and will retire from business.

Kingsley—The Morris Cash Store Co. has been organized with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Sparta—M. Haas has sold his interest in the meat stock of Haas & Powers to E. Armock and the business will be continued under the style of Armock & Powers.

Sand Lake—F. E. Shattuck has exchanged his stock of general merchandise for Pleasant View Farm at Manacelona. Grady C. Wilson is the new proprietor of the store.

Charlotte—The Arthur J. Thompson Co. elevator, which has been closed for several months, will resume operations about Oct. 1, under the former manager, M. H. Howe.

Lansing—The Freeman Hardware Co. has sold its stock to A. D. Wood,

who will consolidate it with his own and continue the business at the corner of Michigan and Pennsylvania avenues.

Manton—The La Bonte & Ransom Drug Co. has been succeeded by the Cady Drug Co., with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Kalamazoo—Adelberg & Berman, who conduct a chain of 100 retail clothing stores, have opened a similar store at 304-306 North Burdick street under the management of Ray H. Fuller.

Coopersville—M. E. Lawton has sold his interest in the Durham Hardware Co. stock to his partners, M. Durham, Porter Reed and H. Vanderlinden, who will continue the business under the same style.

Saginaw—Adelberg & Berman, who conduct a chain of retail stores in connection with their manufacturing business, will open a men's and women's clothing store at 110 South Franklin street Sept. 20.

Fenton—James Spadafora, who conducts a fruit and confectionery store at Lowell, has opened a similar store here, which he will give his personal attention, the Lowell store being managed by Mrs. Spadafora.

Benton Harbor—John Sibley has sold his stock of confectionery and cigars to C. M. Devine and Mike Havelin, who have formed a copartnership under the style of Devine & Havelin and will continue the business.

Saginaw—Charles L. Reinke, grocer has merged his business into a stock company under the style of the Reinke Grocery Co., with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

St. Joseph—Edwin Blakeslee, former State Senator, and for several years chairman of the State Board of Pardons, was elected President of the Commercial National Bank, to succeed James M. Ball, one of the founders of the institution.

Gladwin—Arthur C. Bollert has sold his interest in the hardware, implement and jewelry stock of Capling, Bollert & Co. to his partners, E. A. Coan and J. E. Capling, and the business will be continued under the style of Capling & Coan.

Kalamazoo—At a meeting of the board of directors of the Consumers Supply Association, Louis Haas was chosen store manager. In addition to conducting a retail grocery store, the Association will supply the consumer with potatoes and apples, in quantities, delivered direct from the car.

Mr. Haas, who conducts a grocery store at 504 West North street, is closing out his stock in order to give his entire attention to his new position.

Zeeland—The Wolverine Sales Co. has been incorporated to sell and operate automatic coin controlled musical and vending machines, with an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in in cash.

Trufant—V. Thomsen & Co. have sold there general stock to Benjamin J. Collins, formerly of Jamestown, Ohio, but for the past three years engaged in fruit growing in Oceana county. Thomsen & Co. retain their general stock in Gowen.

Charlotte—Following the resignation of H. K. Jennings as general manager of the Beach Manufacturing Co., Fred S. Beach, one of the original founders of the company, was selected as his successor at a meeting of the board of directors.

Grand Ledge—J. C. Walsh & Son, who have conducted an implement store, auto garage and coal and wood yard here for the past three years, have sold their stock to William Schavey, recently of St. Johns, who has taken possession and will continue the business.

North Adams—Geo. W. Morehouse, dealer in general merchandise, has sold his stock of drugs and groceries to M. W. Jones, recently of Hillsdale, who will conduct the business in the Gambell store building. Mr. Morehouse will continue the dry goods and shoe business.

Oxford—J. F. Burroughs & Son, of Flint, are suing Charles L. Randall & Co., of this place, for \$3,000 damages for a carload of beans which, it is alleged, were shipped to parties in Louisiana. It is alleged the beans were not of the quality ordered, and were shipped back to Oxford.

Manton—La Bonte & Ransom, conducting a general store, have merged their business into a stock company under the style of La Bonte & Ransom Co. to open a department store, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Hancock—Ojala Bros. have engaged in the grocery and meat business on West Quince street. Abram Ojala, Mayor of Hancock, was for several years associated with Eilola & Co. His partner, Jacob Ojala, has been employed in various capacities for the last several years. Until recently he managed the Ojala farm near the Canal, the property being disposed of recently when the brothers decided to open a grocery store and meat market.

Perry—S. H. Wallace has begun the construction of three new stores. Morton Rann will occupy the corner store with his stock of general merchandise, and Cottrell & Son will put in a department store in the other two buildings. Mr. Wallace would build five stores if he could secure lots at a reasonable rates. A Grand Rapids firm has written asking him to erect a store for them but he will not buy lots at the high valuation at which they are now held.

ONE HUNDRED THOUSAND

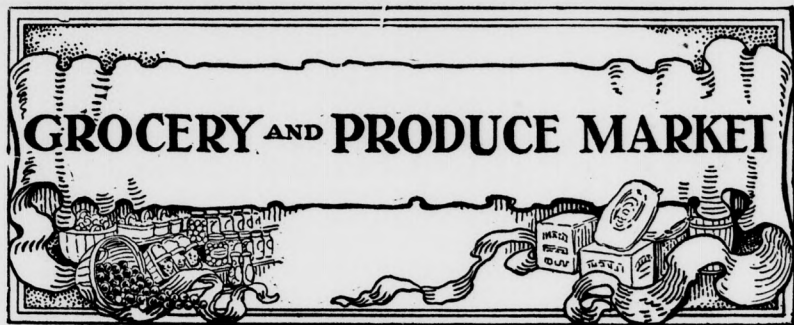
Chicago Schemers Relinquish Claim to the Money.

Dec. 19, 1911, the United States Land & Irrigation Exposition of Chicago—51 per cent. of which was alleged to be owned by the Chicago Tribune—instituted suit against the Michigan Tradesman in the United States Court, Western District of Michigan, alleging \$100,000 damages for libel. At the time the suit was started, the Harrison M. Parker crowd in Chicago, which was then promoting the questionable Fruitvale Land & Development Co., flamboyantly asserted that the matter would be pushed to the bitter end and that no expense would be spared to bring the Michigan Tradesman to a realizing sense of the great offense it had committed against the peace and dignity of the State in vilifying the characters of the men who were alleged to be perpetrating an alleged swindle. The matter has dragged along nearly two years and in the meantime the Tradesman has been repeatedly requested to retract its charges, which it refused to do, because it believed it had told the truth and was prepared to substantiate its statements. The case was finally terminated Monday by the plaintiff discontinuing its suit and paying all costs, including the costs sustained by the Tradesman as the result of the litigation.

The outcome is not a surprise to the Tradesman or its attorneys, because the suit was regarded all the time as a bluff. The Tradesman's denunciation of the alleged swindle has been fully sustained by the developments of the past two years. It continued to keep its readers fully advised regarding the questionable propaganda of the Chicago schemers and probably influenced many of them to refrain from investing in a proposition which must necessarily result in loss of all but the wily promoters of the scheme.

The Tradesman may make mistakes, because it is made by human hands, but any time its attention is called to an error in a respectful manner, it will meet the aggrieved party more than half way. Any man who undertakes to work a bluff game or resorts to legal proceedings before seeking a correction in an amicable way must meet the issue and go all the way around the ring; in other words, be prepared to defend the matter to the court of last resort. The Tradesman has unbounded respect for the honest litigant who believes in the justice of his cause and leaves no stone unturned to sustain his contention, but for men of the Parker stripe it shares the contempt that all right thinking men have for a bluffer and a coward.

Ludington—Lunde & Sons, boat builders and repairers, have merged their business into a stock company under the style of the Lunde Boat Building Co., with an authorized capital stock of \$8,000, of which \$4,000 has been subscribed and paid in in cash.



The Produce Market.

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

Butter—There is a very active market for all grades of fresh butter, and a good consumptive demand. The market is firm at 1c advance over a week ago. The make of butter is somewhat lighter than a year ago and the consumptive demand is better. A continued good demand and a firm market are indicated for all grades of fresh butter. Fancy creamery commands 33@34c in tubs and 34@35c in cartons. Local dealers pay 25c for No. 1 dairy and 20c for packing stock.

Cabbage—\$1 per bu. for home grown.

Carrots—50c per bu.

Cauliflower—\$1.75 per doz.

Celery—Home grown, 17c per bunch.

Cocoanuts—\$4.75 per sack containing 100.

Cranberries—\$6.50 per bbl. for early Blacks.

Crap Apples—\$1 per bu. for Hy-slops.

Cucumbers—35c per doz. for home grown.

Eggs—The market is firm at an advance of 1c per dozen. The recent hot spell is still showing in the quality of eggs received in market and the bulk of the receipts still grade under strictly fancy. Fancy fresh eggs are very scarce and sell readily at a premium. If the present cool weather continues, eggs will improve in quality and reach the distributing markets in better condition. This will have a tendency to prevent further advances. Local dealers now pay 23c.

Egg Plant—\$1.50 per doz. for home grown.

Grapes—Wordens and Concord, 18c per 8 lb. basket or \$1.60 per doz. for 4 lb. baskets; Niagaras, 20c per 8 lb. basket or \$1.75 per doz. for 4 lb. baskets.

Green Onions—25c per dozen for large and 20c for 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 per bu. for home grown; Spanish \$1.60 per crate.

Oranges—\$5.50@6 for Valencias.

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

Pears—Sugar, \$1.25 per bu.; Duch-
ess, \$1.50 per bu.; pickle, \$1.25 per bu.

Parsley—30c per dozen.

Peppers—Green, \$1.75 per bu.; Red 25c 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 12@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 80c per bu. and \$2.25 per bbl; Jerseys command \$3.25 per bbl.

Tomatoes—75c per ½ bu. basket.

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

Watermelons—\$2.50 per bbl. for Indiana.

The Grocery Market.

Sugar—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. Raws are not very strong, and the market is being adversely affected by the oncoming of the domestic beet crop, which will this year be enormous, and the pending tariff change. Domestic beet granulated is being offered and will be available sometime in October. It will probably constitute an important factor in the coming season's market, as the refiners will have large quantities to sell and will probably push for sale.

Later—Reports this morning from New York are to the effect that stocks of granulated held at second hand have been exhausted, so that most of the refiners are holding firm at 4.80. The Federal refinery intimates that it will probably advance its price from 4.60c to 4.70c within a few hours.

Tea—Japans are holding firm with good arrivals of new crop teas. Stocks are well reduced, with very few old crop teas on hand. With the present shortage, a later advance is looked for. Ceylons and Indias remain firm, especially for fine grades. Formosas are unusually high in price for summer crop teas. Chinas remain about the same, with a decreased American demand.

Coffee—Rio and Santos grades are weaker. The crop outlook in Brazil seems to have improved, and values are somewhat easier there. In this

country there has been no quotable decline in Brazils, but the feeling is slightly easier, except as to fine roasting grades of Santos, which are scarce and firm. Mild coffees are unchanged, quiet and steady. Java and Mocha firm.

Canned Fruits—Apples are strong, but quiet. California canned goods show no change and quiet demand. Small Eastern staple canned goods are without feature. Stocks are normal except string beans, which are scarce.

Canned Vegetables—Tomatoes, both spot and future, show an easier tone. It is difficult to find buyers at 77½c per dozen f. o. b. factory on full grade No. 3s, and some buyers are not willing to pay above 75c for the general offerings in No. 3s. There is a more free offering of No. 2s at 57½c per dozen f. o. b. factory, and a stronger feeling is noted in No. 10s at \$2.60 per dozen f. o. b. factory. Reports differ somewhat as to conditions at packing points, but it is thought that the total pack for the whole country will be considerably below the last year's pack. In No. 3s there has been considerable business the last few days. All good grades of peas are wanted, and the feeling all along the line is firmer. Some sales of fancy No. 1s Alaska grades have been made here at \$2.25 a dozen, and on the average No. 2s are somewhat firmer, and the prices favor the seller in most all cases. Second and standard grades are quiet and steady. There is reported to be a large surplus in the lower grades of peas. The corn market is firm on all kinds standard. Maine style pack is being less freely presented at 60c to 65c f. o. b. factory. Some sellers refuse to accept less than 65c f. o. b. factory on acceptable grades. The 1913 pack is now estimated at about one-third of last year's production. Only a limited offering of New York State stock has been noted, and Maine packers are said to be practically at the market on all kinds. String beans are only in fair demand, and the tone is firm at quotations. The deliveries on State pack No. 1 and No. 2 are said to be short, but it is expected that a fair delivery will be made on No. 3 and No. 4 refugees. A firm feeling is reported in spinach. The Maine pack of succotash will be light and is held more firmly.

Canned Fish—Salmon shows no change. Sockeye is steady to firm and those packers who named opening prices below the others have raised to the uniform basis. Other grades of salmon are unchanged and fairly active. Domestic sardines are unchanged but firm. The catch so far has been light. Imported sardines also show a shortage and are firm and high.

Dried Fruits—Spot prunes are moving more readily and the feeling is firm. Packers in California are not offering October shipment prunes very freely, and some are refusing to accept business at the advance to a 6c basis. They claim this will not let them out whole, being unable to buy stock from the grower at prices low enough. As a rule packers are hold-

ing off until the early orders have been shipped. With the California raisin crop reported as somewhat under the early estimates of 100,000 tons holders on the Coast are higher in their ideas. Interests connected with the Association report a further advance is certain on 1912 and 1913 crop in both seeded and loose. Sultan's raisins have been taken out of the market and it is expected the Thompsons seedless will also be withdrawn shortly. The production is reported to be extremely light. There is a stronger feeling here in spot seeded and loose raisins. Peaches are strong and a good business is reported for September-October shipments f. o. b. from the Coast in 50-pound boxes on a basis of 7½c for Jumbos, 6½c for extra fancy, 5¾c for fancy, 5½c for extra choice and 5¼c for choice. A good demand is reported for early delivery 1913 crop figs. Apricots are firm and unchanged.

Spices—The spice market has been very strong. This has been chiefly on account of the anticipation of the duty which will become effective on spices shortly.

Cheese—The market is firm, with an active demand. Prices are unchanged. Stocks in storage are lighter than usual, and the market is very healthy. If change occurs, it will probably be a slight advance.

Syrups and Molasses—Corn Syrup is unchanged. The demand for compound syrup, and for straight sugar syrup, is slow as yet. Molasses is dull and unchanged.

Starch—Muzzy bulk, Best bulk and Best packages have declined 10c per 100 lbs.

Salt Fish—Cod, hake and haddock are unchanged, but scarce and firm. Mackerel of all varieties is scarce and firm. It looks now like a short catch everywhere. Buying on this side is light, owing to the pending tariff change, which if not sidetracked will reduce the tariff \$2 per barrel.

Provisions—Stocks of smoked meats are reported light, but owing to the lateness of the season prices may not soon change. Pure lard is firm and unchanged. Compound is steady at about ¼c decline. Dried beef continues scarce and firm at another advance of 1c per pound. Barreled pork and canned meats are steady and unchanged, with good consumptive demand.

Ludington—Erie Lunde & Sons, shipbuilders, will incorporate within the next few days as successors to Eric Lunde, who for many years has been a boatbuilder in this city. Shipbuilding and repair work on lake-going craft has grown here under the management of Mr. Lunde. It is the company's intention to erect a new building 50 x 50 feet, one-story high, to be used as a workshop and for boat storage.

The O. L. Sherwood Co. has engaged in the grocery business at Orleans. The Worden Grocer Co. furnished the stock.

Detroit—The Hupp Motor Car Co. has increased its capital stock from \$750,000 to \$1,000,000.



Michigan has 453 State banks and six trust companies and an abstract of the September statements shows that the total savings deposits carried in them are \$216,741,180.52, an increase of \$1,628,998.83 as compared with June and of \$11,800,118.20 a year ago. This is a very good showing of increase, but the figures indicate that the period from June to September was not quite so productive of surplus to put into the bank as the previous nine months. Why there should be this let up is not explained, unless it be due to crop shortages or to the high cost of living, or, perhaps, to both. In this city the savings deposits have been decreasing, not alarmingly but steadily, and here the explanation seems to be chiefly the diversion of funds into other investment channels yielding larger income returns than the savings banks allow.

The stock market is taking a more cheerful view of life. Transactions on the New York Stock Exchange are gaining in volume and quotations are at levels that come nearer the normal. United States Steel, common, for instance, which was kicking around 59 a few weeks ago, is now around 65 and seems inclined to go still higher, and other stocks have been tending in the same direction. The market is still low as an average and a dozen or more of the standard railroad and industrial stocks can be purchased at from 10 to 15 points below the quotations of a year ago. The financial conditions in the country at large are reported easier, but the disposition in banking circles is still to discourage anything like speculation. In this city there is a marked improvement in the feeling regarding the local securities and a greater activity in them is reported. The quotations on the local securities have advanced to some extent, but are still considerably short of what they have been in the past and what they probably will be in the future. October, it is believed, will bring considerable of a revival and the commission houses look for fairly good business during the fall and winter.

The banks have declared their customary dividends, payable October 1. The Old National and Michigan Trust pay semi-annually and stockholders will not receive a sugaring off at this time. The Grand Rapids National City and Grand Rapids Savings will both pay 2½ per cent., the Kent State 3 per cent., the Commercial 2 per cent. and the Fourth and the Peoples Savings will pay their customary 1 per cent. monthly. It is intimated

that there will be some changes in the dividend rates with the new year. The Kent State, it is said, may pay taxes as well as the quarterly disbursements of 3 per cent. and there is a possibility that the Commercial will go to 1 per cent. a month. The Old National is now well over the 100 per cent. surplus and something better than the 8 per cent. and taxes is possible.

The law requires that banks keep a reserve of 15 per cent. and how much more than 15 per cent. they shall keep available is a matter of policy and business judgment. Some of the local banks aim to keep loaned up as closely as possible, consistent with the proper accommodation of regular patrons. In others the practice is to keep a wide margin in liquid form with a view to taking advantage of the emergencies which arise almost every day in the business world. The ordinary business pays around 6 per cent. The emergency loans and sudden calls for funds may not pay any greater return, but through them it is often possible to make friends that are very useful in a business way.

The Old National and the Kent State will have new quarters in the Pantlind hotel building and it is safe to say that these new quarters will be worth looking at in the matter of artistic arrangement and finish. It is something of a coincident that four of the other banks want new quarters and it is but a matter of time when they will have them. In planning for the future the Grand Rapids Savings is, perhaps, the furthest along with its 100 year lease of the Judd and White properties at the corner of Monroe and Ionia avenues. There is one lease on this property that has yet a year to run and until this ex-

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 Old National Bank

GRAND RAPIDS, MICH.

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

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

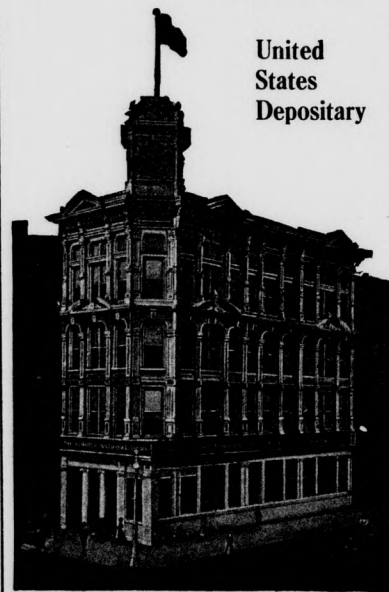
United
States
Depositary

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000



pires nothing can be done except to get ready, and this the bank is doing in a quiet way by obtaining as much data as possible as to what banks in other cities have done or are doing in the way of building. No architect has yet been regularly commissioned, but Osgood & Osgood are helping in the preliminary researches. The Peoples Savings has been talking of building on its corner for two years past, but has not progressed beyond talk. The Bank owns thirty feet, which is hardly enough for a sky scraper, but some day it may be able to buy the adjoining description and then the building plan will go ahead. The Commercial is badly cramped in its twenty feet frontage at the corner of Monroe avenue and Lyon street. It owns the adjoining twenty feet and its expansion will be to occupy the entire frontage. Whether this will be done by the Bank itself or in conjunction with the proposed union interurban terminal has not yet been decided. The interurban terminal will not be built for three years yet. The Grand Rapids National City owns the property occupied by the City Trust and Savings and is buying the Wonderly building adjoining on contract. Some day the Bank will occupy the entire east frontage of Campau square with a building that will be worthy of the city and the Bank, but no definite plans to this end have yet been made. The Fourth National this summer added forty feet to its Pearl street frontage and some day an announcement of the Fourth's intention to tear down the old buildings and build something that will be a credit to that commanding corner may be looked for, but this announcement need not be looked for until after the new Pantlind is completed, which will probably be a couple of years hence.

In all the banks during the summer months high school and college boys are employed as clerks to help out during the vacation period. It is from this source that the banks get most of their recruits. Instead of going back to school or college, the boys who have made good as temporary clerks are invited to remain and often they do so. The banks usually keep in touch with promising young men who have made good in their "trial heats" and when they finish college manage to make room for them. The banking experience they receive is excellent for the boys in teaching them the ways of finance and business, and even if they do not take to banking as a profession what they have learned will be useful to them.

Bankruptcy Matters in Southwestern Michigan.

St. Joseph, Sept. 9—In the matter of James Ingersoll Day, bankrupt, of Decatur, the trustee filed petitions to have declared null and void a chattel mortgage given by the bankrupt to Matthew P. Cady, of Decatur, for \$500, also a chattel mortgage given by the bankrupt to Morris Wallburn, of Chicago, for \$1,500, within the four months period. Orders were entered by the referee for a hearing on the petitions at his office on Sept. 23.

Sept. 10—Based upon the petitions of certain creditors, Frederick W. Hinrichs, of Kalamazoo, was adjudged bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The referee entered an order directing the bankrupt to prepare and file schedules within ten days and also made

an order appointing Walter J. Bristol, of Kalamazoo, custodian of the bankrupt's stock.

Sept. 11—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, the inventory and report of appraisers was filed, showing assets to the amount of some \$15,000. The trustee filed a petition requesting that the referee enter an order directing a sale of the assets and the real estate of the bankrupt be sold free and clear from incumbrance. Petition was considered and an order was made by the referee as requested by the trustee.

Sept. 12—In the matter of the Michigan Buggy Company, bankrupt, of Kalamazoo, the examination of the officers of the bankrupt to locate and discover disappearing assets was continued until Sept. 17 at Kalamazoo.

Sept. 13—In the matter of August Peters, bankrupt, an order was made confirming the sale of the remainder of the bankrupt's assets to Phillip Lynch, of Benton Harbor, for \$400.

In the matter of William H. Evans, bankrupt, of St. Joseph, certain creditors have filed exceptions to the trustee's report of exempted property, recommending that the bankrupt be allowed \$122.50. The matter will be heard before the referee Sept. 27.

Sept. 15—In the matter of Pricie W. Perry, bankrupt, of Kalamazoo, the trustee having filed his supplemental final report, an order was made by the referee closing the estate and recommending the bankrupt's discharge.

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.	350	355
Am. Light & Trac. Co., Pfd.	105	107
*Am. Public Utilities, Com.	47	50
Am. Public Utilities, Pfd.	72½	74½
Cities Service Co., Com.	73	75
Cities Service Co., Pfd.	72	74
Citizens' Telephone	80	82
Commercial Savings Bank	215	
Com'w'th Pr. Ry. & Lt., Com.	57½	58½
Com'w'th Pr. Ry. & Lt., Pfd.	77½	78½
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.	145	155
G. R. National City Bank	178	181
G. R. Savings Bank	225	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	28	32
Macey Co., Com.	200	
Macey Company, Pfd.	94	96
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.	37	39
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Co.	16	19
Tennessee Ry. Lt. & Pr., Pfd.	70	72
Utilities Improvem't Co., Com.	44	48
Utilities Improvem't Co., Pfd.	69	71
*United Light & Ry., Com.	75	76
*United Light & Ry., 1st Pfd.	74½	75½
United Light & Ry., 2nd Pfd.	74	75½
(old)		
United Light & Ry., 2nd Pfd.	68	70
(new)		
Bonds.		
Chattanooga Gas Co.	1927	95
Citizens Tele. Co., 6s	1923	101
Com. Power Ry. & Lt. Co. 6s		97½
Flint Gas Co.	1924	96
G. R. Edison Co.	1916	98½
G. R. Gas Light Co.	1915	99
G. R. Railway Co.	1916	100
Kalamazoo Gas Co.	1920	95
*Ex-dividend.		

Septemoer 17, 1913.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 17, 1913.

THE SMALL TOWN WAY.

The building of the Kalamazoo interurban will give the city its first real taste of how big things are done in a big way. In the past when any corporation or public utility has desired to do anything the city has had to do something, too, in the way of granting privileges or concessions and everybody has been satisfied to get along with the make shift arrangements such as small towns are accustomed to. The two interurbans that now enter the city both come in over the city car lines under ordinances which the Council was anxious to grant for the sake of securing these additional facilities for travel. This arrangement is unsatisfactory and always has been. It has meant slow entrances and exits for cars. More serious still, the interurban cars, passenger and freight, have added to the congestion of the city streets. The arrangement is essentially small town, and accustomed to it the city was prepared to make similar arrangements with the Kalamazoo interurban when it should reach the corporation limits. Instead of asking that such an arrangement be made, however, the Kalamazoo interurban indicated its desire to be left alone, the only privilege asked for being the right to do business. Instead of coming in over the city lines it will use its own right of way, and instead of further congesting the traffic on the city streets, its cars will facilitate instead of interfering with travel. The plans further contemplate taking away what has become a nuisance in that it is proposed to take the other interurbans off the city streets and route them into the city over the private right of way. The plans under consideration call for an investment of between \$4,000,000 and \$5,000,000. The private right of way from the city line to the west side of the river will cost approximately \$500,000, including the purchase price of the Powers property along Front street and the west side power. The necessary construction, with a private bridge across the river below Wealthy street, together with freight and other terminals, will cost another half million, and probably a million will be spent in the development of the west side water power. The plans contemplate

the purchase of the Nelson-Matter Furniture Co. and adjacent property on the east side for an interurban union station and terminal, with a private bridge across from the west side. The real estate in this transaction alone will cost approximately \$700,000, of which \$400,000 will be for the Nelson-Matter Co. property, \$210,000 for the Monroe avenue frontage and the remainder for the Breuer and other properties. The development of this property for interurban station purposes, with new buildings on the Monroe avenue frontage and the necessary train sheds, tracks and bridge, will cost probably a million more. When the plans are carried out in full all the interurban cars will come in from the west side to the union station. Separated from the city traffic this will mean the saving of ten minutes to half an hour in the movement of every car from the heart of the city to the city line. It will shorten by just so much the running time to Holland, Muskegon and Grand Haven, and business men need not be reminded what this will mean. More than this, the way will be open with the best possible facilities for doing business for the entrance into the city of any other interurban that may be built.

It would be assumed that with this large investment of capital to give Grand Rapids the very best interurban facilities possible that the city authorities would do everything they could to help. The aldermen, however, are accustomed to thinking in the small town way. They seem to be unable to comprehend the magnitude of the enterprise or what it will mean for the city. Instead of helping, they are constantly throwing obstacles in the way and doing in a small way what they can to make it unpleasant for the promoters. This is not creditable to the intelligence of Grand Rapids as a city, nor is it a policy calculated to help Grand Rapids grow greater as a commercial center. Instead of being obstructive the city authorities ought to go out of the way to make it easy for the company to carry out its plans. It will be a long time before another enterprise comes this way with so much money to invest or with plans what will be of such far reaching benefits to the city.

GAYNOR THE MAN.

William J. Gaynor was certainly the most interesting man in New York. The nature of the interest he excited was not simple; it was compounded of many elements. There was admiration for his courage; there was appreciation of his originality; there was delight in his wit and his almost unparalleled power of terse and pungent expression; there was wonder at the comprehensive range of his interests and sympathies, the readiness of his response to anything that smacked of genuine human interest, from the complaints of a straphanger or a push-cart man to the dreams of a Tolstoy or the theories of a Henry George.

In his public career, whatever its faults—and they were many and grave—the dominant note was courage. It

was his courage and success in fighting Boss McKane, at a time when bosses were far more difficult to fight than they are now, that first brought Mr. Gaynor into public notice; and it can be said without qualification that from that day to his death he never flinched from attacking what he wished to attack or defending what he wished to defend. Whatever position he made up his mind to maintain on any subject, that position he was never deterred from maintaining by fear either of criticism or of consequences. Signal examples of this will easily occur to any one. Among them are instances which are not to his credit, but which, in spite of the condemnation they aroused, unquestionably served with many only to emphasize the identification of his personality with the idea of audacious courage. Of this his course in the Rosenthal-Becker police scandal and its sequels is the most remarkable example. But his career abounded with manifestations of courage and firmness for which unalloyed praise is due him. No politician or group of politicians dictated his policy. He was afraid neither of union labor organizations nor of newspapers. His masterful dealing with the ugly union garbage-men's strike was a signal proof of the former; and, though his sweeping denunciations of newspapers in general often overshot the mark, the predominant feature in them was a scathing contempt for yellow journalism. His undeviating and unstinted hostility to Hearst is deserving of special recognition and gratitude.

Another phase of his life which appealed to fair minded people was his attitude toward the Roman Catholic church. His parents were Roman Catholics and he was educated in Roman Catholic schools. While he was studying for the priesthood, he reached the conclusion that he could not honestly espouse Catholicism and joined the Episcopal church instead. He did not denounce his mother church or masquerade as a martyr. Later in life he was deprived of many political honors because his opponents circulated reports that he was an enemy of the so-called "true church," but he refused to discuss the subject, taking the ground that his religion was a matter between himself and his God and that the public had no business to pry into an affair of the conscience and heart.

His attitude toward his first wife also placed him in the rank of heroes. She was a crazy spendthrift and plunged him into debt. She was maliciously jealous and appeared to derive fiendish pleasure by placing him in a false light before his fellows by unfounded charges and infamous innuendoes. He was entitled to a divorce on statutory grounds, but his chivalrous regard for women led him to permit her to obtain a divorce on the ground of desertion. During all those weary years of waiting he never uttered a word against the woman who had made his life a hell or in defense of his own personal character, confidently believing that time would vindicate his position and re-establish him in the regard of his asso-

ciates. His faith in the tenableness of his position was fully confirmed in later years.

Death has suddenly removed from the whirl of Gotham's life the most striking and extraordinary figure in it. He was snatched away at a moment when the part that his personality was playing in the city's affairs was at its maximum of distinctiveness and perhaps of importance.

THE LITTLE PEANUT.

When people growl about the exorbitant prices of butter, shove out a can of peanut butter with the assertion that "half a pound of this has been proved by scientists as equivalent in food value to a pound of beef." It is a simple problem in mathematics to arrive at the economical feature in this food. It is a pleasing variety and a most convenient filling for the sandwich which forms the main part of the picnic or school lunch. Since this butter is now put up in neat packages, instead of sold in bulk, and the pure food laws now approximate a guarantee of purity, one may be assured of getting a savory bite.

Salted peanuts offer another form of consolidated food. Only a generation ago the peanut was a sort of joke which always went with the circus; a good thing to keep boys entertained. But its food value was not even seriously thought of. Yet down in the South hogs are being fattened by the hundred on peanuts, the owner of the field not even taking the trouble to do the harvesting, but just turning the porkers in and letting them help themselves.

Now we have found that the peanut is as nutritious for people as for the beasts. There is much of protein stored within the kernel, together with a generous amount of fat. The trade in this nut has increased wonderfully within the last decade; but the end is not reached. The last census report shows that in Virginia alone the increase in acreage for this crop has been almost 25 per cent. within the last decade, and only potatoes, sweet potatoes and tobacco have yielded a larger profit per acre. North Carolina has produced almost 6,000,000 bushels in a year, with a value almost one-seventh as great as that of all its cereals combined. Even in Indiana it has been found a profitable crop to grow for family use. And yet, much of the Southern product goes to produce pork, instead of directly into the human system. Surely, we are just beginning to realize the possibilities on the "goober pea," and what a trade may be built up for it in our own community!

BRAWN AND BRAIN.

Time is measured by the hour, while labor properly conducted is not counted by the hour. With a good heart and with a desire to achieve, one may better work twelve hours a day than perform eight hours of perfunctory toil. Our laboring class must look out for this drift away from honor in achievement. It will never do to create a short-hour race. What we want is a perfect alliance of brawn and brain. William Howard Taft.

HODENPYL WOODS.

What the New Park Means to Grand Rapids.

Written for the Tradesman.

This city has a Garden Club, with a membership of about fifty prominent society women who are fond of flowers and fond of growing them, and who meet semi-monthly to exchange ideas and experiences in gardening. A recent meeting was given over to Nature's garden, to the flowers that grow in the woods and by the waysides, and this brought out a paper on Hodenpyl Woods and what it means to Grand Rapids. In this paper the writer recalled a trip by the "inland route" from Petoskey to Cheboygan as a pleasant incident of a vacation excursion into Northern Michigan. On the little boat that plys this picturesque water way as fellow passengers were several Indiana ladies, from Indianapolis, Evansville and Muncie. They wondered what was the flower that made the flats through which the Crooked river winds a flood of pale magenta extending from the water's edge far back to the cedars and tamarack and hemlock beyond. I ventured to tell them it was the Joe Pye weed, a very familiar plant in the wet places in Michigan. And those dashes of color along the banks, was that wild salvia they asked? No; that was the cardinal flower, one of the most brilliant of our wild flowers. As they seemed interested, I pointed out the gay colored epilobium and explained that it appeared so quickly in the burned over districts in Michigan that it was called the fire weed, and that it was beloved of the bees because of its rich secretion of honey. I identified the blue blossomed pickerel weed for them and the white spikes of the arrowhead. At Topinabee we had two hours to stay and after dinner wandered into the woods back of the hotel. "It tastes just like chewing gum; what is it?" asked one of the party when I handed her a bunch of fresh wintergreen leaves, and the huckleberries we found were the first they had ever seen on the bush.

These ladies from Indiana spoke the language of good education and culture, but they were city born and brought up. They knew nothing of the wild or what grows there. To them the flowers of the wayside, of the fields and of the woods were no more than patches of color, to be admired, perhaps, but conveying to them no nods of friendly welcome, no messages of good cheer. Because the stranger among them knew a half dozen of our commonest wild flowers the ladies thought they had for company an escaped scientist or at least a college professor.

I am very sure if I were so happy as to be on an outing with the members of this Club I would have to identify many more than a half dozen of the common wild flowers to gain a reputation. But how would it be with your children and mine? Would they know the flowers that beautify the rural road sides, that glorify the marshes and make the woods so charming? I shall not speak for

your children, but for my own I fear the gifts of heaven would be strangers to them. And the reason for it would be the same as with the ladies from Indiana. These children are city born and brought up. The opportunity to see and know the wild flowers has not been for them. They are the victims of circumstances and environment.

When I was a boy the west ends of what is now the Sixth, Seventh, Eighth and Ninth wards was a marsh a quarter of a mile or more wide extending from north of Leonard street south to the river. In the Eighth and Ninth wards this was known as the Gunnison swamp, and the older residents still refer to it as such. It was in this marsh that I made the acquaintance of the marsh marigold, the jack-in-the-pulpit, the cat tail and other plants that love the wet. At Fremont street, south of Leonard street, was Stocking's woods, a patch of pine, maple, beech, elm and other timber of primeval growth and here I met the trailing arbutus, the wintergreen, the partridge berry, the dog teeth violet, the trillium and other woods flowers. The old marsh has long since disappeared, the woods are gone and where they were is now dotted with the cosy homes of city dwellers. One summer day Prof. Milner took a party of us school boys on a hike to Saddlebag swamp, out East Bridge street, and we returned with baskets filled with pitcher plants, mosses, flowers and lady slippers. This swamp since then has been partially drained, the fires have swept through it and it has been pastured to cattle and little is left of the floral wealth which we found there then. In going to the Saddlebag we crossed the swale that originates in the chain of little lakes in Plainfield township and extends southward across Bridge street and beyond. This swale is now cut up into garden patches where celery and onions grow. Mr. Garfield can tell you of the flowers that used to grow in the woods of Burton Heights and how to search for them now would be in vain. Grand Rapids has grown and is growing. What were once the waste places within the corporate limits have been transformed. The suburban fringe of habitation is every year becoming wider and denser. More than this, with the city's growth the farm lands are becoming more valuable and no longer can the owners afford to let their acres run to brambles and bushes. Even their wood lots, when such are preserved, are opened to the grazing cattle or sheep. We would not stop this city growth and rural improvement and development if we could. But if we would renew acquaintance with the wild flowers that we once knew or make new friends among them we must go farther and farther. If our children would know them they, too, must travel farther and farther from the familiar city streets. Would it not be simpler to bring the flowers to ourselves and to our children, instead of trying to seek them out in their receding haunts? Would it not be easier to establish a home for the wild flowers easily accessible and

where all may go to see and admire and to learn instead of trying to follow their enforced retreat?

I assume that the members of this Club have visited Hodenpyl Woods, the beautiful natural park on the north shore of Reed's Lake given to the city of his birth by Anton G. Hodenpyl. I take it for granted that you are familiar with its splendid trees, its hills, its water ways and the charming vistas through the wood and out over the lake. Let me read to you what Mr. Hodenpyl wrote into the deed conveying this park to the people of Grand Rapids for all time to come: "It shall be used for a forest park where shall be grown the trees, shrubs and wild flowers indigenous to the locality of said park; the said land to be maintained and preserved as a wild or woods park, for the benefit, pleasure and instruction of the people of the City of Grand Rapids, the intent being that the people of said city shall always have an opportunity of seeing in this park specimens of practically all worthy varieties of trees, shrubs and wild flowers indigenous to that locality that can be successfully grown on said premises."

As the city grows in population, as the farm lands around us become more valuable, as the waste places become fruitful, the wood lots disappear, the marshes and bogs dry up and the little streams fade away, through Mr. Hodenpyl's generosity we will still have the Woods and to Hodenpyl Woods we and our children and our children's children will be able to go to find those wild things which a kindly Providence created for the earth's adornment. Improvement and civilization may drive the wild flowers away, but in this bit of woodland, right at our door will always be this garden spot of nature where the wild flowers will have a home. I am sure the members of this Club, lovers of flowers and of nature, appreciate Mr. Hodenpyl's splendid gift. I am sure you are in full sympathy with the purpose and desire expressed by Mr. Hodenpyl in his deed of transmittal. I am sure you will regard it as a privilege and opportunity to help make this park, as the donor expressed it, a place where "the people of the city of Grand Rapids shall have an opportunity of seeing specimens of practically all worthy varieties of trees, shrubs and wild flowers indigenous to this locality."

The soil and other conditions in Hodenpyl Woods were described, the heavy clay hills, the bottom lands that are subject to drying out in summer, and the mile or more of canoe channel built through the park throwing up all kinds of soil and offering all kinds of conditions for planting. And then some of the flowers to be found in the Woods were recalled, those that grow in abundance, the kinds that are to be found there, but of which more are needed, and the kinds that should be there but are not. There are twenty of the first-class, including the hepatica, the mandrake, wild geranium, jewel weed, trillium, Joe Pye weed and the water plants. In the second were about a

dozen varieties including cardinal flower, jack-in-the-pulpit, bird foot violet, wild roses and blood root. Of the flowers that should be in the park, but are not now found there, a list of about forty was given, including black eyed susan, spiderwort, field daisies, bouncing bet, wintergreen, partridge berry, the gentians, wood and sweet white violets, the anemones, and others that are familiar along the road sides. In conclusion, it was suggested that the ladies not only could help plant wild flowers in the park and thereby help in the fulfillment of Mr. Hodenpyl's purposes, but could render valuable service in the popular education for the saving of the wild flowers. The wild flowers are frail and quickly fade and picking them not only destroys the beauty of the park, but gives no gratification even to those who play the part of the vandal. Destroying the flowers in the park is usually mere thoughtlessness and the members of the Garden Club can help in bringing about a change.

New Idea for Good Roads.

The merchants of Stuart, Iowa, have certainly gone farther than the governors of Kansas and Missouri in demonstrating the way for a community to get good roads. In the annual report of the State Highway Commission the story of their little enterprise is told. It is worth retelling.

These merchants got together and set April 30 as "drag day." They agreed to give collectively \$5 worth of merchandise to every farmer around about who came to town on that day on a "drag." This merchandise was a miscellaneous outfit, but it was all useful—there was coffee and cigars, hosiery and hair tonic, groceries, buggy whips, nails and so forth. Besides this reward given to all, a cash prize of \$3 was given to the man who came the longest distance. Another cash prize went to the man who had the best drag. A third went to the man with the best team. The village liveryman fed all the teams free of charge and First National Bank gave the drivers their dinners.

As the result of this little scheme, the farmers poured into town, and not only did a liberal amount of shopping but also dragged over one hundred miles of road. The spring rains settled the roads and they have since been, it is said in admirable condition.

The State Highway Commission has studied the little enterprise with a good deal of interest and is now exploiting the idea all over Iowa. It seems a thoroughly workable little scheme and one which is fairly contagious. The commercial clubs in the towns and villages of Michigan can freely adopt without infringement of copyright.

If you can be a "tight wad" without anyone knowing, all well and good, but if the public are going to find it out and lay it up against your store, better be a prodigal instead.

If you are going to be a man with one idea, be sure that that idea is a good one and well worth following.



Window Trim Made Up of School Supplies.

For building this window trim of school supplies, here is what you will need:

Merchandise.

About \$10 of miscellaneous school supplies, including:
 Pen and Pencil Tablets.
 Spelling Blanks.
 Examination Paper.
 Drawing Tablets.
 Composition Books.
 Pens.
 Pencils.
 Ink
 Pencil Boxes.
 Rulers.
 Book Straps.
 School Bags.
 Drawing Frames.
 Pencil and Pen Sets.

Equipment.

5 rolls Red Crepe Paper.
 2 rolls White Crepe Paper.
 3 Ordinary Sized Wooden Boxes.
 1 Six-inch Board, 30 inches long.
 1 Paper of Pins.
 5 Lath.
 Plenty of Price Tickets.

September is the time to get ready for selling school supplies. The merchant can make profit from this situation by offering school supplies early enough in the game. That the big rush in school supply selling will come at the last moment, or the first day school opens, is to be expected. However, all the school supply trade



Photograph of Window Trim.

the merchant can get before that time will be just that much in addition. Moreover, his early pushing of school supplies will advertise his store throughout the town and vicinity as the place where these things can be obtained.

Advertising With Your Window.

One of the best methods of making his store known as the headquarters for school supplies is to have a real window trim. To help you out in this, as well as to suggest the merchandise you should handle, we have arranged this window trim.

In building the trim the first step is to cover the background neatly with red crepe paper. Then arrange a fringe or border of white crepe paper with shirred edges along the top and down both sides of the background. This will make a fitting setting for the display and one that will show off the merchandise to the best advantage.

Making the Background Display.

Now take four laths and nail them to the background in two inverted "V" shapes, as shown in our drawing. Let the apex of the "V" extend to the front. Then on each "V" pin ten composition tablets of assorted cover patterns. Your window may be of such a size that you may have to saw a foot off each lath.

Next nail a lath in the center, extending upward between the two "V's" and pin upon it five composition books of assorted sizes.

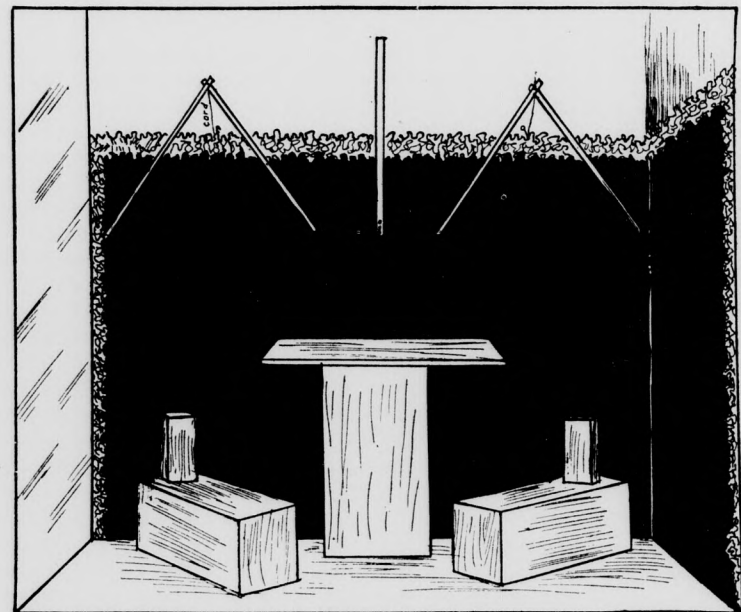
Under each "V" pin to the back-

ground three large pencil tablets and on each side of the fixtures pin as many tablets as necessary. The number, of course, will depend on the size of your window.

On the inner wall, pin one dozen or more composition books to the background.

Next cover the boxes with crepe paper. Cover a six-inch board, thirty inches long with white crepe paper and put it on top of the boxes for a shelf. Build at the back of this three pyramids of four pencil boxes each. On the front of the shelf build a pyramid of a dozen bottles of ink. On each end of the board hang a card of pencils or pencil sharpeners.

The fixture on the left comes next. This is made of a box the same size



Drawing of Fixtures.

as the center box and another box proportionately smaller, as shown in the drawing. Cover both these boxes with white crepe paper. The arrangement of merchandise on this fixture is apparent from the photograph and consists of seven large pencil tablets, six boxes of crayons, three book straps, and one box of steel pens.

The fixture on the right is made of the same sized boxes and the same merchandise.—Butler Way.

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.
 Tribe of Ben Hur, Saginaw, 18-19.
 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, Baptist Brotherhood of Michigan, Pontiac.
 Order of the Eastern Star, Saginaw, 14.
 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.

Michigan Dairyman's Association, Grand Rapids.

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.

United Brotherhood of Carpenters and Joiners, Saginaw.

April.

State Bowling Tournament, Detroit.

Michigan Cost Congress, Saginaw.

May

Michigan Congregational Conference, Grand Rapids.

Michigan Letter Carriers' Association, Detroit, 30.

Degree of Honor, Flint.

June.

Michigan Dental Society, Detroit.

Knights of Columbus of Michigan, Detroit, 10.

National Association Chiefs of Police, Grand Rapids.

B. P. O. E., Petoskey.

G. A. R., Jackson.

Michigan State Bankers' Association, Alpena.

Michigan Unincorporated Bankers' Association, Alpena.

July.

Michigan State Barbers' Association, Flint.

Michigan Retail Jewelers' Association, Grand Rapids.

Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.

August.

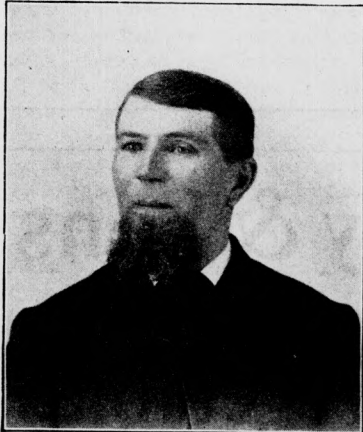
Michigan Postmasters' Association, Grand Rapids.

Fifth Michigan Veteran Volunteer Infantry Association, Saginaw, 26.

Some men work one day during the week, rest six, and then wonder why they feel tired.

Retires From Grocery Business After Thirty Years.

Barend Zevalkink, who has been engaged in the grocery business at 649 Grandville avenue for thirty years, has sold his stock to Harry DeGraf; who will continue the business at the same location. Mr. Zevalkink was born at Geldesland, Netherlands, Set. 14, 1843, where he learned the tailoring trade. He worked as tailor for several years in the Netherlands and at the age of 30 emigrated to this country, locating in Grand Rapids, where he worked several years as a



tailor for Houseman & May. He then worked in the factory of the Widdcomb Furniture Co. eighteen months as a trimmer. He engaged in the grocery business in 1883. He was married in the Netherlands, his wife dying before he emigrated to this country. Forty-six years ago he married Miss Hannah Klanderma, of Grand Rapids. Thirteen children have blessed the union, of which seven are still living, as follows: E. John, Ben, Minne, Alice, James, Richard and Gerrit. Five of the children are either married or engaged in business, the two younger children being still in school.

Mr. Zevalkink joined the Dutch Reformed church in the Netherlands and has always been identified with that denomination. On the organization of the Grace Reformed church on Caulfield avenue, he became a charter member. He has never held public office. His only hobby is a liking for a good horse, which he still retains.

Chirpings From the Crickets.

Battle Creek, Sept. 15—Chas. R. Dye and wife left here Friday morning for Colorado, called by the death of Brother Dye's brother. One of the boys heard the sad news and purchased beautiful flowers, which Mr. Dye and wife took West with them, a little remembrance from Charles' U. C. T. brothers. Brother Dye and wife arrived at their journey's end yesterday morning.

Clarence B. Whipple has a horse 33 years old. Honest now, this age is vouched for by Mrs. Whipple and is not a Fred Barney yarn. Clarence feeds the horse mighty good and this past week Mr. Hoss ran away. Nobody hurt, but Mr. and Mrs. Whipple and neighbors some surprised.

One of the boys told me last night that a relative of his who belongs to Kalamazoo Council wrote him to be

sure to come over to Kalamazoo Saturday, as the ball teams of Grand Rapids and Kalamazoo Councils were to play a ball game there. Why don't the managers of these two teams let their brother counselors in this section of the State know about their game so we could turn out? Lots of us saw these two teams play at Grand Rapids last June during the State U. C. T. convention and we would welcome the chance to see them get together again. Just a little notice in the Tradesman would have brought lots of out-of-town boys over to Kalamazoo to see the game. Maybe the fellows did not care for a lot of out-of-town boosters, but there is considerable expense in putting on a game and the fellows could just as well have made a profit by the use of some printer's ink. As it is, we don't even know the score. We bet Grolle did his part for Kalamazoo.

Battle Creek Council has some good material for a ball team and next season we may be among the live ones on the diamond. Look to your laurels, boys.

If Mr. Stowe has lived through all the things his wisdom shows on the front cover each week, his age would be hard to compute.

The gentleman from Mears, Ches. Brubaker, tells his Grand Rapids experiences in a clever, entertaining manner. He cites three business concerns he deals with as having been called upon. If he had got into Mr. Stowe's machine there is a possibility he (Ches. Brubaker) would not have seen his other two parties.

All of page 2, issue of Sept. 10, covered by the clever newsy letter of James Goldstein! Glad to see and read same. Fine hint to some of us other fellows who some weeks come out with a short column. I thanked Brother Goldstein last week for his bouquet. The linotype man made it read banquet. Well, never mind, they are both good words and one takes the place of the other all right in print. If I ever see you in Detroit or on the road, take it from me, James, you and I will never sit down to a bouquet. There's more of a difference on the table than there is on a printed page.

The hay fever conventions are being held North.

Battle Creek won the pennant in the Southern Michigan League. We are there with the goods.

Boost your home town.
Boost your business.
Boost your boss.
Boost yourself.
Read the Tradesman.

Guy Pfander.

Come Now, Own Up.

"Say, father," said little Fred, "did you ever have another wife beside mother?"

"Why, certainly not," said the father, "how do you happen to ask such a question, my boy?"

"Well father," continued the boy, "I saw in the old family Bible that you married Anne Domini, 1882, and I know that wasn't mother, for her name was Mary Parsons when she was a girl."

Carpenter-Udell Co. Increases Capital

Demand for the Company's Spraying Compounds Necessitates Increase

AN IMPORTANT INDUSTRY

Two years ago the Carpenter-Udell Chemical Company embarked in business here to manufacture and place on the market a full line of spraying compounds. From the very beginning the career of the company has been most thriving, so much so, in fact, that in order to properly take care of it, it has been found necessary to increase the capital stock by \$50,000 and stock to this amount is now being subscribed for.

The company not only makes a superior quality of compounds, but it also gives to farmers and fruit growers a splendid publicity service, explaining the various difficulties encountered in raising fruit and other farm products and suggesting remedies for overcoming these obstacles. A part of this service consists in publishing pamphlets treating of various diseases. These pamphlets have proved so popular that some of them have gone through a number of editions. They have the distinctive merit of being instructive and interesting at the same time. Here are some of the subjects treated: Potatoes; Aphides and their Control; the Control of Late

an expert of wide experience. He has charge of the publicity work of the company. O. E. Arnold is the company's auditor, and F. A. Roberson, a graduate of the University of Oklahoma, is chemist.

The Carpenter-Udell Company is the largest concern in the United States manufacturing spraying compounds exclusively. It probably makes more paris green than any other company in the country and its output of other products is very large. The company's plant is large and well equipped and is admirably fitted for carrying on operations on a large scale. An interesting part of the plant is a well furnished experimental laboratory, where investigations are always being carried on with the idea of giving better service to patrons, if that is possible.

Ready Sale for Products.

This company not only manufactures its products on a large scale, but it has no difficulty in finding a ready sale for them. Carpenter-Udell goods are sold all over the United States and the management is just now taking steps to enter the foreign field. They find that people in other countries are waking up to the fact that it is time to abandon their antiquated methods. They are beginning to understand that it is necessary to spray with tested compounds and Carpenter-Udell compounds should be well received.

The management is also planning on specializing in commercial fertilizer. The idea is to manufacture a fertilizer for the particular crop which is to be raised. They will furnish to the grower the particular fertilizer



Splendid Plant of Carpenter-Udell Chemical Company.

Apple Scab, Coddling Moth Worms, Bitter Rot and Apple Blotch. A bulletin on the Anthracnose of the Bean is now on the press.

High Grade Men.

The Carpenter-Udell Company owes much of its success to the high grade of men connected with it. R. E. Carpenter, who was instrumental in forming the company, has had nearly a lifetime experience in the business. For a number of years he was connected with a large New York concern in the same kind of work and he knows his business thoroughly. C. S. Udell, who is heavily interested in the concern, is well known in Grand Rapids, having been in active business here for thirty years. He is connected with a large number of local business institutions, but he gives his entire attention to the affairs of the Carpenter-Udell Company. These two gentlemen and E. A. Stowe, Henry Smith and Alexander Dodds form the board of directors.

The company is also very fortunate in commanding the services of a splendid lot of traveling salesmen. These gentlemen are experienced men, practical fruit growers, who can give valuable information to the fruit raiser. The sales corps consists of the following men: W. S. Hallman, whose territory is Michigan south of Grand Rapids; George Wedge, who works north of Grand Rapids; R. E. Waite, with territory east of Grand Rapids, and C. W. Ewing, who represents the company in Ohio.

The publicity service departments and demonstration work, which are important parts of the company's activities, are in charge of A. N. Brown,

needed. If he is raising apples he doesn't want the same fertilizer he would for peaches. This idea certainly has logic to commend it.

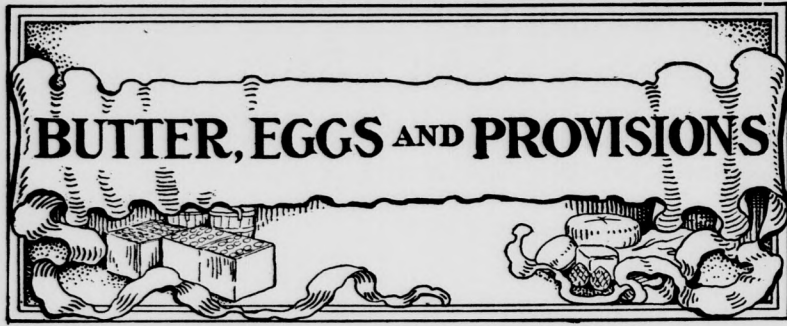
The company's products are sold under the name of Imperial Brand Spraying Compounds and a very appropriate trade mark has been adopted, carrying out the Imperial idea. A crown and sceptre form an important part of the trade mark.

Among the various compounds manufactured are: Lime Sulphur Solution, Arsenate of Lead, Pure Paris Green, Bordeaux Mixture, Kerosene Emulsion, Nicotine Solution, Kill Weed, Whale-Oil Soap, Cut Worm and Grub Destroyer.

Speaking of these compounds, Mr. Carpenter gave a representative of the Tradesman a number of reasons why they are high grade in every particular. "First," he said, "because nothing but pure tested basic materials are used in their manufacture. Second, because these materials are compounded by experienced workmen according to scientific and chemical requirements. Third, because by their test in orchard, field and garden they have more than sustained the high standard of excellence claimed for them."

The Carpenter-Udell products have certainly made a very splendid reputation for themselves in the comparatively short time they have been on the market. It is worthy of note that 90 per cent. of the prize winning fruit at the recent West Michigan State fair was sprayed by this company's compounds.

(Educational Publicity and Advertising)



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.

Growing More Apples and Less Peaches.

This city is not the great fruit market it used to be. Quantities of fruit are still produced here, beginning with strawberries and going right through the menu to winter apples, but conditions have changed with the years and to-day there is little inducement for buyers from other markets to come here. One of the changed conditions is that which has been brought about by the growth of the city. Grand Rapids has a population of approximately 125,000, and probably 25,000 more live in the immediate suburbs. This is about double the population of twenty years ago and, as it is almost entirely a consuming instead of a producing population, it takes about double the old amount to supply the local consumptive demand. With the local consumption so largely increased, there is that much less for shipment. The Grand Rapids market absorbs not only all the small fruits produced in this territory, but during the season takes carlot shipments from other producing centers. This is especially true of strawberries, but it applies to raspberries, blackberries and huckleberries, although to a less degree. Those who have had long experience with the market can recall when large shipments of these fruits were made from here. With cherries and plums in years of ordinary crops there is usually a substantial surplus for shipment, although there has been a perceptible narrowing of the line between supply and the local demand. There was no surplus of cherries this season, owing to crop shortage, but there were enough plums for the local market and to spare, and a fair shipping business was done. In former years Grand Rapids was one of the important peach centers in the State, with a larger production, probably, than any other place in Michigan. The crop is short this season, but even if it were a full crop there would not be enough peaches grown in this district to supply the local demand, to say nothing of having any to spare. The chief reason for this is that the orchards have disappeared. Yellows and the little peach have wiped them out and the severe winter of three years ago also worked havoc. On the city market this season the local demand is being supplied from Kent City, Casnovia, Shelby and Hart to a large extent, with receipts from the

Bentor Harbor and Fennville districts to help out. There are local deliveries, of course, but the home grown represent but a small part of the home consumption. The peach industry in this immediate vicinity is said by experienced growers to be at about its lowest ebb in many years, but it is questioned if Grand Rapids will ever again be the peach center it was once. In the old days the farmers staked everything on their peaches. Now they are diversifying their crops. As an illustration, one grower twenty years ago had an orchard of 11,000 trees. The yellows got into the orchard and wiped him out. After three or four years he replanted, but instead of putting in 11,000 trees he planted only 6,000. The cold of three years ago and the yellows wiped him out a second time. He has no peaches on the market this year, but he has begun replanting a second time. His plan is to plant only 3,000 trees this time, and to put the remainder of the land in something else, thus reducing his hazard. This is the policy that many other growers are following and it means that in the future there will be smaller orchards and not so many of them, with a corresponding reduction in the total production. With the reduced production and a steadily increasing local consumptive demand it is easy to see why Grand Rapids will cease to be a point of attraction for outside buyers. Up to date this season less than ten cars of peaches have been shipped out of Grand Rapids. There have been reasons when a single buyer would take ten to fifteen cars a day during the season to send away. If Grand Rapids has been fading away as a peach center it has been growing in importance as an apple center, many of those who formerly grew peaches having planted apples instead. The early apples this year have been a fair crop and there has been a good shipping supply above the local demand, and there is reason to believe this condition will grow better with the years, instead of decreasing. The late apples will be short crop this season, but there are so many more trees in this district that there will be some for shipment and in ordinary years there will be a substantial surplus.

Illegal to Put Water in Canned Tomatoes.

Washington, D. C., Sept. 15—There seems to be a general misunderstanding in certain localities regarding what constitutes adulteration of canned tomatoes, and for this reason many may find interesting and enlightening a repetition of the Depart-

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

M. Piowaty & Sons

Receivers and Shippers of all Kinds of

Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

SERVICE

Our aim is to give our customers the best service possible. Orders are shipped the same day they are received. This applies to mail and telephone orders as well as all others. If you are dissatisfied with your present service we solicit a trial order.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers

ment of Agriculture's Food Inspection decision on this subject.

The can in any canned food product serves not only as a container, but also as an index of the quantity of food contained. It should be as full of food as is practicable without injuring the quality or appearance of the contents.

Tomatoes are a food product which may be canned without the addition of any other substance, therefore, the addition of water is deemed adulteration. Pulp has been discovered prepared from trimmings, cores and other waste material, which was added to canned tomatoes. This pulp is not a normal ingredient of canned tomatoes and is, therefore, adulteration.

If in the canning of a lot of tomatoes, more juice is added than normally would be present, the same is considered an adulteration in the opinion of the Board of Food and Drug Inspection.

A number of decisions have been handed down in favor of the United States in suits brought against companies that have shipped in interstate commerce canned tomatoes adulterated with pulp or an excessive amount of juice. To prevent any unwitting violation of the law by others, who may be ignorant of what adulteration of canned tomatoes is considered to mean, these particulars are once more called to the public's attention.

Need for Uniform Laws.

However much the grocery trade may disagree with Dr. Alsberg, the head of the Federal Pure Food machinery, as to his ideas on the manufacturer's guarantee on the label, they will unanimously sustain his views on the necessity of uniform food laws. In fact nothing is more needed in the food trades to-day than state laws, agreeing with each other and with the Federal statutes. Representative associations of all sorts have been working toward that end for a long time, but have usually run against the pet hobbies of pure food extremists in the several states; each official believing himself a pioneer carrying the light of progress and marking the path which other state officials must follow. The result is a wide variety of vanguard outposts, so scattered as to make a path which all may tread in unison impossible.

The time is past when foods can be packed solely for intra-state consumption and traffic. Commerce has outgrown state lines and the demand of manufacturer, trade and consumer is for conditions which will permit the packing and labelling of goods which shall move as freely in all states alike as does Federal currency. It would simplify production, distribution and food law enforcement and would materially reduce the high costs of living. In the efforts to secure this state of affairs, trade associations have always run against the views of extremists and fadists. And, in the Dr. Wiley days, there was little sympathy available from him. In view of which, Dr. Alsberg's ideas will be received as a ray of hope when he says:

"It certainly would seem possible for the states and the United States to agree on a set of requirements that

would be stringent enough to secure pure food and drugs, and yet entirely just to the producers and flexible enough for the peculiar conditions in different geographical sections. This does not necessarily mean that each state must adopt identical statutes, as many states will probably need additional regulations covering peculiar products. But at least these statutes could be fully inter-sustaining and free from contradictory provisions. One result of such uniformity would be to relieve the several states from duplication of costly analysis. If the Federal laws could impose the same restrictions as the states, proceedings in inter-state commerce might well save the state departments the very costly duplication of legal procedure in territories where Federal seizure had been made and penalty secured by enforcement of the Federal law. It probably will be some time before the states have agreed among themselves as to food and drug standards, but the matter is so important that it should be carefully considered at this time."

Ounce of City Hustle Worth Pound of Luck.

There are lots of men in every town who would not have climbed the ladder of successful business if the Board of Trade had not steadied the ladder.

Our town is all right since the knockers have left.

The development of this town is no one man's duty.

It doesn't cost any more to laugh than to worry.

Our town begins and ends with ourselves.

It is easier to make excuses than to get out and dig for our town.

You are not going to make this town by wishing.

The town that throws only a bluff seldom hits anything.

The success of our town does not come in bottles. It comes in cans.

Things in our town sometimes go wrong. But we cannot stub our toes kicking at ourselves.

There should be the initiative, referendum and recall of the town knocker.

Don't do things on too small a scale. An umbrella is a shelter for one and a shower bath for two.

Don't get chesty over our town. Most flattery is found on tombstones.

It is pretty hard to underpay a city official.

You never know how many tired fellows there are in our town until you ask them to work on a committee.

This town has broken many records this year. It wouldn't hurt to break a few more—especially the rag time ones.

Too many towns run their Boards of Trade on the hit and miss plan. Like a stopped clock—correct once in twelve times.

Lots of men in our town will take a fifteen cent cigar when treated, and smoke a pipe on themselves.

It may be all right to pride yourself on saying just what you think, but it's mighty poor policy to be as frank as that if you want people to come back to the store again.

Uses Parcel Post to Collect Old Debts.

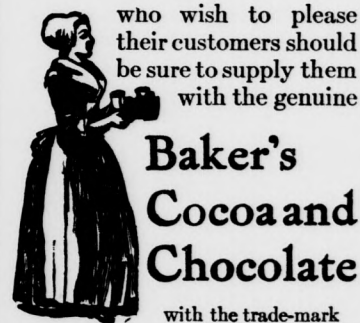
A Kalamazoo merchant has found a new use for the parcel post. When the C. O. D. feature went into effect on July 1 he hit upon an idea to collect a number of small accounts which he had been carrying for some time, and which had caused considerable loss during a period of several years.

Several small boxes were obtained and filled with waste paper, and on the top was placed a receipted bill for the proper amount. A five-cent stamp was required for each box, and the C. O. D. fee was ten cents for each package.

The next day the returns began to come in, and in nearly every case the debtor paid the amount, supposing that the package contained something of value, but of course, he was not permitted to confirm his suspicion before opening it.

IMPORTANT

Retail Grocers



who wish to please their customers should be sure to supply them with the genuine

Baker's Cocoa and Chocolate

Registered U.S. Pat. off

with the trade-mark on the packages.

They are staple goods, the standards of the world for purity and excellence.

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.

Established 1780

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

BUY SEEDS NOW FOR FALL SEEDING

Can fill orders

CLOVER AND TIMOTHY

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

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

Want to Buy Winter Apples

Write us what you expect to have

M. O. BAKER & CO. :: TOLEDO, OHIO

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

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

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs 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.

All Kinds of

Feeds in Carlots

Mixed Cars a Specialty

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

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan



Shirts, Gloves, Neckwear and Hats and Caps.

Already orders are being placed for the shirt trade for 1914 and many buyers interested in custom orders are in the field. What has been will be again, for there is no falling off in the popularity of stripes whether woven or printed. New effects are being constructed according to the originality and ingenuity of designers, but they largely run to stripe patterns. From present demand the popular styles will include about 50 per cent each of dark and light grounds and of these more than 75 per cent. are single, double and treble stripes.

While of course, men's furnishings, like everything else, must be affected to some extent by tariff conditions, the collar manufacturer does not appear to be very much alarmed. His claim is that while foreign manufacturers may hurt us when it comes to the sale of novelties, they cannot come into competition with us on stripes. For this reason the claim is made that there is no necessity for manufacturers of collars to hold up the naming of prices on account of the tariff. They can go right ahead and take care of their trade without fear of being interfered with to any serious extent.

Gloves.

Gray silks for men continue to sell in gratifyingly large quantities, and there is a good demand for "chamois suedes." The marked increase in the popularity of men's silk gloves may be taken as another indication of the growing tendency of men to pay greater attention to gloves as an essential part of their wardrobe. It is not so long ago that the average man gave little thought to handwear other than as a means of protection against the cold and made purchases according to his bare requirements for each season. There has been, however, a gradual change from this procedure during the past few years and sales of men's gloves have grown larger in volume. Nowadays the man who would be well groomed provides himself with correct handwear for all occasions and the keen observer of the trend of fashions can see in the more pronounced demand for men's silk gloves the further development of a custom which had made rapid strides in a comparatively short period of time.

It is apparent that the prejudice of men against the wearing of silk gloves is being overcome, at least to a considerable extent. Whatever the true reason may be for the increased demand for men's silk gloves it is

approaching a magnitude that creates genuine enthusiasm among manufacturers and retailers who see in the general adoption of the custom vastly increased business in a line which in the past has presented, at the best, but limited possibilities.

Neckwear.

About the only point upon which there is a general agreement of opinion for autumn is the preponderance of broad shapes. The narrow four-in-hand has finally gone to the bin. Styles in scarfs always follow those in collars, and the open-front, wide-spaced collar is firmly settled in the good graces of young men who are the arbiters of fashion, because they are the "spenders."

With the complete vogue of broad shapes, the opportunities for richer, more daring patterns and colors are greatly enlarged. Much of the criticism of neckwear manufacturers during the last few years aimed at the lack of novelty in designs has been unjust, for with small shapes to work with, the latitude for originality was very limited and there was necessarily a monotonous repetition of patterns. Next autumn, however, will be a season of sheaves of novelties both from home and foreign looms. Besides all the familiar weaves, there will be satins, velvets, moires, velour-finished silks and raised-pattern effects, and many old-time favorites are to be reviewed.

Just what is to be "the thing" nobody knows, and one guess is as good as another. There never has been so wide a divergence in manufacturers' lines as in those for autumn. About everything under the canopy is represented, and what one house condemns another house commends. The trade seems to be dividing itself into specializing lines, that is, each manufacturer throws his strength to a particular silk and seeks to be "headquarters" for it. As an instance, one manufacturer shows an enormous line of crepes which draw everything else he displays.

As foretold, imported silks will cut a big figure in the demand. The orders are in, and reasonably prompt shipments are pledged—in about two months, though it will take fully ten weeks to land the goods. American mills seem reconciled to a fight on the basis of "value for the price." The foreigners' first season will serve to draw out their strength and ought to show clearly what kind of competition to expect from them in the future.

Green is to be one of the fashionable colors in suitings next autumn. This may be taken as certain. There-

fore, green also looms up as a coming color in scarfings and in the highest-class lines this color is well represented.

In evening dress ties, the trend for autumn is toward slightly wider shapes to go with the deeper-tabbed wing collars. The long, narrow ties have gone out. Here, too, one finds velvets, brocades and satins for Tuxedo wear.

In speaking of the situation of the men's neckwear business a prominent manufacturer of cravats made the following statement: "During the past ten years it has been the custom among the manufacturers of men's neckwear to send their man on the road with their samples of fall goods, just as soon as the months of April or May arrived. The present summer is an exception, however, owing to the labor difficulties in the mills operated by the makers of silks, and the consequent difficulty in getting out the fall samples in time. The result was that in order to do some business, the manufacturers of neckwear, pushed summer goods, such as foulards, crepes, fancy wash goods, etc., and a good summer business was obtained. This demonstrates that heretofore the spring and summer season was shortened by the haste of the manufacturers to show their fall lines. It is a fact that manufacturers were anxious to buy anything new and novel that was shown to them in foulards, crepes or other novelties in light weight goods, and these were sold as fast as made up. It seems that the neckwear business could be put in a more healthy condition by pushing for summer business when the time is ripe for this kind of business. The neckwear manufacturer can sell summer goods up to July 1. and after that time be ready for the fall business."

Hats and Caps.

The big straw hat season which was expected is upon us and retailers who prepared for a demand as great as the greatest have not been disappointed. There is active sale particularly of high crown narrow brim sennits in various degrees of rough braid and those that appeal to the young fellows are even rougher than last season.

Salesmen have all returned from their road trips with fall felt hats and their reports confirm early impressions that fall orders would be light, and presage heavy late buying. Buyers who have not placed adequate fall orders are advised to "cover" themselves on their early season's requirements, for it is assumed that the heavy late demand will tax the capacity of the hat factories so that prompt deliveries will be impossible.

In soft hats, high crowns, full tips and medium brims are the proportions, blues and greens being the novelty colors, with pearls well favored in the South. In stiff hats there is a decided tendency to bring in the tops a bit, modifying the brims and raising the crown dimensions.

A late development is the placing of velvet bands on soft hats, resulting from the silk workers' strike in Patterson, in consequence of which

it became exceedingly difficult to obtain the grosgrain bands, necessitating the use of other material. The velvet band gives the hat a beautiful appearance if the colors are right and in order to accomplish the proper matching of colors in the hat and band it being necessary to buy the bands in stock colors, the best plan is to color the hats according to the velvet bands to be used rather than to try to match the bands of the hat.

While the use of velvet bands is a radical innovation and there is no means of determining the degree of favor with which the public will receive them, the distinctive novelty and the beauty of the effect will undoubtedly prove attractive and buyers should not hesitate to order liberally and feature these hats for the fall trade.

The growing popularity of Panama hats continues unabated. This soft, light weight, slightly article of summer headgear makes a special appeal to the desire for comfort and ease and each season finds a greater demand for them.

Prompt and efficient service gets the quick, cash trade. Ready money likes to trade with ready sales-people.

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

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

Crabb & Hunter Floral Co.

114 E. FULTON ST.
Citizens 5570 Opposite Park Bell M 570

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

237-239 Pearl St. (near the bridge), 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

Make Out Your Bills
THE EASIEST WAY

Save Time and Errors.
Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.

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

What Some Michigan Cities are Doing.

Written for the Tradesman.

Kalamazoo's interstate fair will open Sept. 22 and one of the leading thrills on the programme is a head-on collision of locomotives traveling over 45 miles an hour.

More than 700 Detroit manufacturers participated in the "Made in Detroit" exhibition held in that city last week.

A large sign has been erected at Cassopolis by the Commercial Club, calling attention to excellent factory sites there.

Promoters of a trans-state inter-urban line from Muskegon to Saginaw will meet in Muskegon Sept. 25. Distance by the proposed route is 125 miles, which shortens the present rail distance fifty miles.

Kalamazoo's new armory, with convention hall capable of seating over 3,000 people, will be ready for use early in October.

Enrollment in the public schools of Kalamazoo is 250 above last year's record.

Members of the Retail Grocers' Association of Jackson have voted to close their stores Thursday afternoons throughout the year, in order to give their clerks who work Saturday nights a holiday.

Otsego's home coming and street fair Oct. 8-10 gives promise of being the biggest event ever in that lively town.

Grand Ledge has purchased water meters and each one of the 550 users of city water will have a meter. Water has been wasted in the past and there has been an annual shortage.

The Commercial Club of Menominee has directed Secretary Chambers to begin the publication of a monthly bulletin, devoted to the interests of the Club and the city.

The Bureau of Statistics of the Muskegon Chamber of Commerce finds that out of every twenty-four people in Muskegon, at least seventeen are native born. Out of a total population of 24,062, there are 4,447 Hollanders, 2,065 Swedes, 2,048 Germans, and 1,903 Canadians.

The Commercial Club of Marquette is showing new life and will open a campaign for new members.

The Lansing Board of Health rules that all groceries, meat markets and other places handling milk must secure licenses. It is expected this action will greatly reduce the number of retail milk dealers.

One of the State factory inspectors has condemned the high school building at Plainwell as unsafe and insanitary and recommends a new structure.

The annual farmers' produce exhibit will be held at Charlevoix Sept. 29 under the auspices of the Retail Merchant's Association.

The Goshen Shirt Manufacturing Co. will build a \$10,000 addition to its plant in Manistee.

The turning on of new street lamps at Coldwater was made the occasion of a celebration, with auto parade, speeches and band concert as a part of the programme.

Ann Arbor is taking first steps to-

ward providing a public comfort station and lavatory upon the court house grounds.

Cement has been made the regulation material for new sidewalks at Ann Arbor and no more tar walks may be laid.

The Ishpeming Advancement Association has approved the recommendations of the merchants' committee that street dealers' licenses be denied, that soliciting for charitable and other purposes be regulated, that stores be closed at 6 o'clock evenings except pay nights and Saturdays and that dishonest advertising be tabooed.

Merchants of Iron River have opened a war on street dealers and one arrest has been made for the purpose of testing the law.

An amendment to the traffic ordinance at Kalamazoo requires that persons running automobiles must be at least 18 years old. It also provides that lights on machines must be two in front, which shall not shine at a greater distance than 125 feet ahead, a tail light, and a light which shall illuminate the license number.

A complete school system was inaugurated this week at Jackson prison, whereby prisoners may be given either high school, agricultural, commercial or vocational courses. The Deputy State Superintendent of Public Instruction will supervise the system. Books will be provided for the inmates and the State Librarian has promised to co-operate in bringing the library system in the prison up to standard.

Mayor Moore, of Muskegon, has directed the interurban company to operate its cars on a slower schedule within the city limits, particularly on Sanford street.

Niles is extending its Tungsten street light system from Market square, across the Broadway bridge to the west side.

Shiawassee county bankers met at Owosso and formed a club, one of the purposes being to aid in agricultural betterments in that territory.

Saginaw has adopted a pure food ordinance regulating the handling of meat and milk, control of same being placed largely in the hands of the Board of Health.

Petoskey will have a new city directory, which will also include every city and town of Emmet county.

The Cadillac sawmills will not complete their cuts for many years. They have 30,000 acres still uncut in Wexford county alone.

Supt. Warriner, of the east side schools, Saginaw, is notifying the stores and factories of provision for part-time students, so that students past the high school age can divide their time between school and store or factory. Almond Griffen.

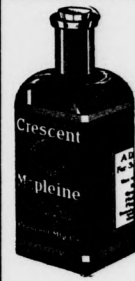
Most new schemes and devices are new only because nobody ever thought of them before. It requires nothing more than a little study to evolve new and valuable ideas for any store.

When you agree to order something special for a customer the advantage all lies in ordering it right away. The waiting customer soon becomes the disgruntled customer.

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.



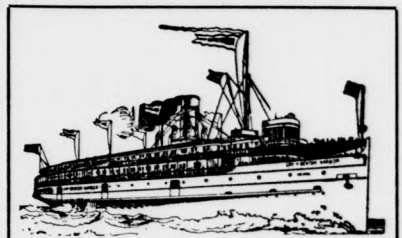
When a Customer inquires for a flavor, suggest

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.



CHICAGO BOATS

Graham & Morton Line

Every Night

Commonwealth 5-Year 6% Convertible Bonds

Offer

Safety of Principal
Regularity of Income
Salability

Opportunity for Enhancement in Value

HOWE, CORRIGAN & CO.

Michigan Trust Bldg.

GRAND RAPIDS, MICH.

Sales Advice to Grocers and Grocers' Clerks

KEEP your eyes open for the advertising of goods sold in your store—for the advertising of goods that *should* be sold in your store.

Read carefully—memorize the selling arguments, make the advertising part of your own stock of sales-talk.

Grocers and clerks who line up with the national advertising of goods sold by them will multiply their volume of sales.

The man who sticks to non-advertised goods, and wastes time in tiresome arguments needed to sell them, has not a chance against the man who smilingly says, "Oh, yes, it's one of the N. B. C. products; here it is, thank you"—and the sale has been made. And this is the case all along the line. Advertised goods are winning all the time.

Now is your time to start in with N. B. C. products. The In-er-seal Trade-Mark packages and familiar glass-front cans are the best kind of sales boosters.

NATIONAL BISCUIT COMPANY



When to State the Way of a Good Bargain.

Written for the Tradesman.

If you choose to give, during a certain day, seven spools of a standard kind of thread or sewing silk for a quarter, or to cut the regular price on a very popular corset or some famous make of hooks and eyes or dress shields, it isn't necessary to tell just why you are doing it; in fact it would be a waste of advertising breath to state your reason.

The same principle applies when your neighbor, the druggist, offers a below-cost bargain in some old established eye salve or sarsaparilla or face powder; and when the grocer down the street hands out an extra bar or two of some well known laundry soap for twenty-five cents, or a pound more than usual of granulated sugar for a dollar.

When an article is well known, widely advertised, accepted by the public as a thing of unquestioned merit, and is commonly sold at some one price, there is little if any advantage to be gained by setting forth just why you, for the time being, are selling it for less. If there are different grades and kinds and sizes of the article, then it may be well to state that it is the fifty-cent size that you are selling for thirty-nine cents, or the dollar-and-a-half grade that you are letting go at one seventeen; but the public doesn't care a rap just why you are doing as you are. The brand of the goods is sufficient protection to every buyer, and most people are too busy to investigate the underlying causes of your business methods. Those who know something about costs may quietly observe to themselves: "So-and-so is dropping a little money by cutting the prices of staples instead of spending it in other forms of advertising;" while the great mass of people, who imagine that storekeepers make enormous profits anyway, will simply congratulate themselves on their bargains and lug away the goods.

The average woman, when she gets calico for a cent or two a yard less than she is accustomed to paying, spends her time, not in any philosophic research into the cause of the short price, but in going around and telling the neighbors about her good luck.

Under the conditions described above, giving a reason for a low price is entirely superfluous. But there are other conditions—times, places, circumstances—under which stating the reason is absolutely necessary to making a sale.

An acquaintance of mine recently considered buying a business of an-

other man. The capital required was not large, the location was good, the rent reasonable, and the business made an excellent showing on the books.

"Why do you want to dispose of so good a proposition?" asked my friend.

The other man was prepared for this question and promptly brought out from his desk an ingenious contrivance in the shape of a guard for the point of a hatpin, something that worked by a tiny spring and would draw up into very small compass when not in use.

"I have invented and patented this hatpin guard," he answered. "It is an article of merit and will make a great seller. I need all my time and all the money I can scrape together to push it. So I am ready to sacrifice on this business."

The man had a rather hard mug and my friend decided to investigate before biting at the bait offered. He found that the real cause for the man's wanting to sell was that his lease had nearly expired and the owner of the building would not renew it. No other place near could be secured without paying double the rent. Further, the man had not invented the hatpin guard at all—he had bought it at a bazaar for the express purpose of furnishing a tangible excuse for wanting to sell.

The children of this world are in their generation wiser than the children of light, and the stranger of the unpropitiating countenance had gotten firm hold of the idea that, in order to sell what he was representing to be a profitable business, he must give some plausible explanation of his willingness to part with it. The little fiction of the invention was novel as well as clever—giving his wife's health as the reason for wanting to sell would have been too hackneyed. This particular man was a fake; but his idea, legitimately carried out, is all right and in accordance with correct psychological principles.

The story is told that Napoleon one day met an old one-armed soldier and asked him where he lost his arm. "Sire, at Austerlitz." "And were you not decorated?" "No, sire." "Then here is my own cross for you; I make you chevalier." "Your Majesty names me chevalier because I have lost one arm! What would your Majesty have done if I had lost both?" "Oh, in that case I should have made you officer of the Legion." Whereupon the soldier immediately drew his sword and cut off his other arm.

There is no particular reason to doubt this story. The question is, how did he do it?

Whenever such a question as this

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.



Mr. Merchant:

Is your stock of Dr. Denton's Sleeping Garments complete? Buy now, for the youngsters will be shouting for them these cool nights.

A mail order, to us, will put these goods on your shelves in quick order.



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 likely to come into the minds of your customers, whenever doubt will arise as to the possibility or the probability of your being able to make good on your offers, then be ready with your reasons.

Poor humanity has been humbugged so often that naturally it is on its guard. So when you put out a bargain that seems unbelievably good, in a line of goods that not every one feels well posted on, it is best to state just why you are giving such a surprising value. Let your reason be the real reason, not some specious excuse conjured up for its superficial plausibility.

Some weeks ago a rather large lady was wanting to buy a suit. She has to exercise close economy and as she is expecting to spend the winter in the South, she decided that one of summer weight would answer, and began watching the end-of-the-season sales. She had found nothing that pleased her until one day she saw in a window some suits that looked desirable in every way, and which were being offered at the extremely low prices of \$10 each.

Hesitatingly she went in, for she did not know the place, which really is a very reliable concern. She went to the cloak room and soon a tactful saleswoman had her arrayed in a suit of a beautiful shade of pearl gray that fitted her elegantly. The lady, though large, finds light colors becoming, and for her purpose this gray was not objectionable.

"But I'm afraid to buy it," she remarked to the saleswoman. "I've been let down so many times, and I really can't see how you are able to sell a suit as good as that seems to be at so low a price. I'm afraid it's shoddy or something."

The saleswoman then explained: "It's like this. We are closing out the suits that early in the season sold all the way from \$20 to \$35, at the uniform price of \$10. This isn't getting back the cost—with some of them not half the cost—but we would rather take it than carry over."

"You see we haven't a great number left, and what we have run to small sizes in dark colors and large sizes in light colors. Of course just the reverse of this is the way suits sell. We always aim to proportion our stock so as to be heavy on the light shades in the small sizes and on the dark shades and the solid navies and blacks in the large sizes, but of course it is impossible to foresee just exactly how the demand will run."

"This year a mistake was made by the house that manufactures this line that I have been showing you. They sent us twice as many as we ordered in 40's to 46's in light shades. They were so excellent in style and material and finish that our department head decided to keep the lot, even though it overstocked us somewhat. Our sale on them has been large, but we still have some on hand, so we are offering them at the absurdly low price of ten dollars. If it were a 36 or a 38 you were wanting in this kind of a suit, I couldn't supply you at any price. We are entirely sold

out of the medium sizes in the light shades."

This explanation, which was the simple truth, quieted the lady's apprehensions. She bought the suit, which was exactly as represented, and has seen no reason to regret her decision.

It may often be best when offering an exceptional value to state the reason for doing it in the advertisement or on the show card that first announces the bargain. This of course when the goods are not of a well known and widely advertised brand, and particularly when of such a nature that most persons will fell a little diffident as to trusting wholly to their own judgment in regard to them.


A plain, candid statement, as, "Overstocked," "Failed to Sell at Normal Price so Cut to This Figure," "A Little Soiled," or "Slightly Damaged," will usually serve the purpose.

Truthfulness in this respect will add to the reputation of the store. Conversely the reliability of the store will add force and convincing quality to the reasons given for unusually low prices.

An alleged reason that is not true, that has been fabricated for the occasion and with the intention of foisting an unsatisfactory article upon an unsuspecting purchaser, under the guise of a bargain, seldom accomplishes its purpose. When it does, the store loses more in reputation than it possibly can gain by the iniquitous transaction. Fabrix.

Rules for Thunderstorms.

No place above ground is completely protected against lightning, and the thunderstorm is always a freakish hitter, oftentimes putting its bolts in the most unexpected and improbable places. There are, however, a few suggestions, the result of practical experience, which may profitably be borne in mind. Be indoors if possible during a thunderstorm, preferably in a large house rather than a shanty or cow shed. Positions near the doors and windows and in drafts should be avoided. A barn containing cows and horses is probably more dangerous than the open. Out-of-doors, hedges, streams, isolated trees, crowds of people, wire fences, pole lines carrying wires of any sort, herds of cows, or flocks of sheep, all seem to have a slight attraction for lightning and are better kept at a distance. Wet clothes, which have something of a reputation as lightning deflectors, probably offer no protection of any value. So far as treatment of lightning strike is concerned, there is nothing better than artificial respiration. The method is not of great importance. Any series of movements tending alternately to expand and contract lungs so as to simulate natural breathing will do. But speed in applying them is of the utmost importance, as is also perseverance. The artificial respiration should be commenced immediately and continued until cooling of the body shows that death has certainly won. Usually when lightning kills it does so at the first blow. If death is not instantaneous, recovery is the rule.



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.

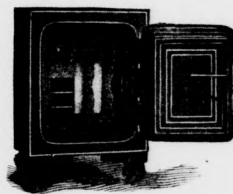
Say, Mr. Merchant!

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.

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

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.



A Sample in Every Home

Every year we aim to put a sample package of

Shredded Wheat Biscuit

in every home in the United States and Canada. Quite often someone asks, "Why do you sample Shredded Wheat?"

We conduct extensive sampling campaigns because it is an effective way of educating consumers regarding the peculiar form, uses and nutritive value of Shredded Wheat. It is sampled from our own automobiles, by our own men, in a way that reaches the housewife and makes a convincing impression upon her. We follow this up with extensive newspaper and magazine advertising. In return for these efforts to create business for you we ask your interest and co-operation.

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.



MADE ONLY BY
The Shredded Wheat Company
NIAGARA FALLS, N. Y.



Meeting of Michigan Retail Shoe Dealers' Association.

The ninth annual convention of the Michigan Retail Shoe Dealers' Association opened in the Griswold House, Detroit, Sept. 9, when delegates from all over the State began to arrive.

A meeting of the Board of Directors, which was scheduled for the forenoon was postponed until afternoon owing to the non-arrival of a quorum of directors. The business meeting scheduled for the afternoon was also shifted to Wednesday morning, it being figured that the majority of the delegates would be present by that time.

President Charles C. Weber was one of the first arrivals, reaching the city Monday night. Leo Gruner, of Ann Arbor, brought word that the "Shoe String Indians" would arrive in full force Tuesday, while delegates from other cities gave assurance of good representation from their towns.

A number of traveling men were on the scene early, setting out their samples in their various rooms in the Griswold House for the inspection of the shoe dealers. One of the first traveling men to put in an appearance was Dave "On-the-Square" Oster, who was warmly greeted on all sides. Veteran John McGruer was also "on the job" early in the interest of the Whitcomb and Weber lines.

Secretary Fred G. Clark, who greeted the new arrivals, saw that they were properly registered and tagged with the convention badge. Mr. Clark informed his friends that this convention will wind up his connection with the Association as Secretary, as he is shortly to retire from the shoe business. He intends to spend the winter in California with his family and upon his return to Detroit next spring will engage in the real estate business.

Owing to the fact that the programme was shifted ahead one day, the delegates found plenty of time to see the displays in the "Made-In-Detroit" exposition and the exhibits by Detroit shoe manufacturers proved especially interesting.

George Benzinger, of Buffalo, of the New York State Association, made the trip across Lake Erie to attend the convention.

Second Day.

George Bode, of Fremont, Secretary of the Shoe Retailers' Insurance Company, sprung a surprise on the delegates Tuesday morning when he announced that he was a bridegroom and to prove it he produced the new Mrs. Bode. The wedding occurred in Fremont and Mr. and Mrs. Bode at-

tended the convention as a part of their honeymoon.

The convention was formally opened with an address of welcome by Mayor Oscar B. Marx. The response was made by O. D. Allen, of Detroit, who reminded the Mayor that the Michigan Retail Shoe Dealers' Association, which was the first state shoe dealers' association in the United States, was made in Detroit, and, therefore, the convention in this city, where "Made-In-Detroit" week is being celebrated, is particularly appropriate.

President Charles C. Weber urged the dealers present to devote some time to inspecting the displays made by the traveling salesmen who were present representing many of the big shoe manufacturers.

Secretary Fred G. Clark reported that 109 members were gained by the Association during the past year making the total membership 563, of which 479 are active members, and eighty-four honorary.

Charles S. Doremus, of New York, made an address in which he discussed the style situation and made a few predictions as to what the demand will be next spring. He said that the prevailing system of changing lasts "over night" was brought about by retailers constantly demanding something new. He urged the dealers present to be conservative in their buying of new styles. Mr. Doremus, referring to lace shoes, said that the women of the country don't want them with the prevailing and coming styles in dress. He predicted that the demand next spring and summer will be at least 80 per cent buttons.

Ralph Baker, representing the Ralston Health Shoe Makers, Brockton, also emphasized the fact that the multiplicity of styles is due to the de-

mand from retailers for something new.

It seemed to be the unanimous opinion of the dealers that buttons will overshadow lace shoes in the spring demand.

Treasurer E. Stocker made his report, which showed a balance of \$72.84 on hand and all expenses paid.

Mr. Stocker was then called on for

an address on "Premiums and Trading Stamps," and he declared emphatically that these things do not pay.

F. W. Spencer, of Grand Ledge, argued that there were many premium schemes which were money makers for dealers.

President Weber announced the following committees:



"H B Hard Pan"

For Years the Standard
Work Shoe for Men

Year After Year

We have refused to substitute cheaper materials, and the multitude of merchants who handle this line look upon it as the

Backbone of Their Shoe Department

Fall business is not yet started. If your stock is not well sized up send us your orders **NOW** so you will have the shoes when needed. Our salesman will gladly show you our complete line. Shall we have him call?

HEROLD-BERTSCH SHOE CO.
Manufacturers "H B Hard Pan" and "Bertsch" Shoes
Grand Rapids, Mich.



PERFECTED
TRADE MARK
CROWN PRINCE
SOLID LEATHER

THE
STANDARD
OF
QUALITY

The
Crown Prince
BEST
SHOE
FOR BOYS

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



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.

Nominations—Messrs. Allen, Spencer, Murray, Chase, Muffley.

Resolutions—Messrs. Bresset, Harmon, Allen, Lutz and Martin.

The convention then adjourned until 2 p. m.

The afternoon session was featured by an address by J. B. Howard, President of the Pingree Shoe Co., who talked on the relation of the manufacturer to the retailer, from the manufacturer's viewpoint. Mr. Howarth said that he approved of organization among the retailers. He discussed the cancellation of orders and said this practice was the big reason why so many sample shoe stores are able to flourish. He also discussed the return of shoes and said that often merchants impose on the manufacturers in this respect. Mr. Howarth said that manufacturers regret the constantly changing styles because it adds enormously to the cost of manufacture. He predicted that the business is coming back to more staple and sane styles and he urged the retailers to assist the manufacturers in discouraging fads and frills in shoe styles.

Joseph Bresset, of Bay City, said that he believed that one reason why so many shoes are returned by dealers is that the road salesmen are equipped with samples made from the choicest skins and that the stock goods often do not come up to the same.

E. B. Mowers, who was the first President of the Association and who is now in the shoe repair business in Saginaw, urged the members of the association to adopt the plan of holding one secret session at each convention so that the dealers might have "heart-to-heart" talks which would remain absolutely confidential. He said he believed that much more would be accomplished if this plan were adopted. He also urged the delegates to do all the entertaining necessary themselves and not to allow salesmen to entertain them.

Elwyn Pond of Flint, proprietor of the "Hub" store in that city, briefly discussed several subjects, including store management, leakages and employes.

Secretary Clark moved that a question box be established and that such topics as might be deposited in it be discussed at the Thursday morning meeting. The motion was carried.

George Bode, Secretary of the Association's mutual fire insurance company evoked applause when he stated that the company now has a half million dollars in risks. Since its organization a year and a half ago not a single fire loss has occurred. He suggested that the limit of insurance the company might issue on any one stock be increased from \$3,000 to \$10,000, providing the State insurance commissioner approves. It was decided to discuss this question later on.

The business meeting was adjourned at 4 o'clock so that the delegates might inspect the samples displayed by the various road salesmen.

In the evening the shoemen attended a vaudeville show at the Miles theater.

Third Day.

At the closing session of the convention, new officers were elected as follows:

President—Leo Gruner, Ann Arbor.
Secretary—Edward Stocker, Detroit.
Treasurer—W. J. Kreger, Wyandotte.

Resolutions adopted condemned the practices of big mail order houses, the operation "fake" shoe stores and fraudulent advertising. A resolution was adopted asking manufacturers to do away with the lasting tack evil.

Bay City was successful in securing the convention in 1914.

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

In the matter of the National Gas Light Company, a corporation, bankrupt.

In bankruptcy, No. 1191.

Notice is hereby given that in accordance with an order of this court, I shall sell at public sale to the highest bidder on Saturday, the 27th day of September, 1913, at 2 o'clock in the afternoon, at the premises formerly occupied by the National Gas Light Company at Porter and Ransom streets in the city of Kalamazoo, county of Kalamazoo, Michigan, the assets of said bankrupt, consisting of real estate, factory building, machinery, stock in trade, manufactured and not manufactured, patents, office furniture, and account receivable. The inventory and appraisal of assets may be seen at the office of Willard J. Banyon, Referee in Bankruptcy, St. Joseph, Michigan, and also at the office of the undersigned trustee in the city of Kalamazoo, Michigan. The real estate, described as the east sixty-six feet of lot number five of block twenty-four of the original plat of the village of Kalamazoo, Michigan, and also the whole of lot number six of said block twenty-four of said original plat of the village of Kalamazoo, Michigan, will be offered for sale in separate parcels, free and clear from the lien of the mortgage, which now encumbers said real estate. The several classes of personal property enumerated above will also be offered for sale separately. Bids will also be asked for the entire assets of the bankrupts as a whole. Said sale to be for cash and subject to confirmation by this court, and notice is hereby given that said sale will be confirmed within five days after filing my report with the referee, unless cause to the contrary be shown. A deposit of 25 per cent. of the purchase price will be required from the successful bidder at the time of sale, the balance to be paid at the time of confirmation.

Dated, Kalamazoo, Michigan, this 13th day of September, 1913.

Charles L. Dibble, Trustee.

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.

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.

The MICHIGAN DAIRYMAN'S Shoe



Get our *New*

Catalog

It tells the story

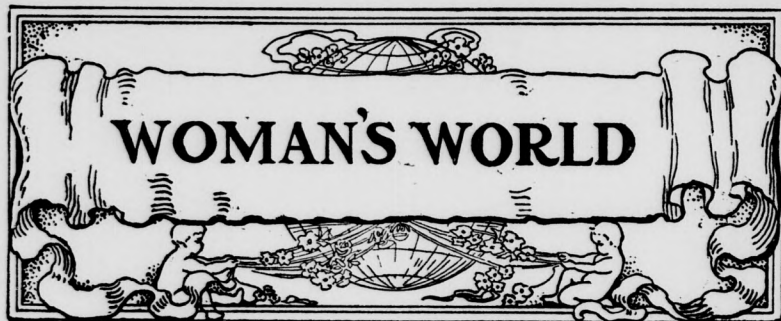
Shoes that stand Michigan's weather and soil conditions

For the man who works hard

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Application of Business Methods to Matrimony.

Written for the Tradesman.

When a loan of money has been arranged at a bank, the cashier or the teller, as the case may be, turns to his discount tables to ascertain the exact sum he shall deduct from the face of the note to find the amount of proceeds to turn over to the borrower.

These tables have been skillfully computed and are absolutely reliable, so that any one accustomed to their use can tell in a moment what will be the interest on \$739.47 for two months and seventeen days, with only a few scratches of his pencil.

The science of banking, as we know it now, is new. The methods employed have been in use for only a comparatively short period. Has it ever occurred to the reader how much further along we have gotten in banking than in some of the other branches of effort in which the human race has been engaged for a much greater length of time?

In matrimony, for instance, and matrimony is something mankind has been struggling with for thousands of years, we yet lack a good discount table, notwithstanding the imperative necessity for such a device.

Take a case near at hand, like that of Harold Smith and Myrtle Jones. When Harold, faultlessly attired and with a fresh carnation in his button-hole, comes to call on Miss Myrtle, he is affable, politely attentive to every word she utters, anticipative of all her wants and wishes. He wears an air of irreproachable morals, and has the easy yet not offensive assurance that seems incompatible with any financial state this side of a comfortably large salary and a well-assured position. No man can put anything over Harold Smith as a lover.

But how is little inexperienced Myrtle Jones, how are even Myrtle's folks to know exactly what valuation they had best put upon this seeming-virtuous Harold Smith? Common horse sense should teach them—at least her folks—that they must make some deduction he can't possibly come up to full face value, for the reason that the plumage of the very birds takes on a more beautiful sheen during the mating season than ever before or after. The practical question is, what rate of discount should they apply? The banker can turn to his tables and soon tell just what he can afford to pay now for a note due in two, three, or six months; but where can any trustworthy tables be found that will aid the Jones family in making a just estimate of Harold's character and disposition?

Very tenderly does Harold greet Myrtle on these September evenings in the softened light of the Jones reception hall; but what will be his manner toward her five years hence when he reaches home at night, tired, hungry, and worried out by the perplexities of his day's work? He is now very generous in supplying her with long-stemmed American Beauties and in taking her to high-priced entertainments; but after the knot is tied will he grumble and treat her to a varied assortment of fault-finding profanity when she comes to ask for a few decent clothes or a little pin money?

Will Harold Smith prove to be as meritorious an article as that widely advertised kind of toilet and laundry soap that is guaranteed to be 99 44/100 per cent. of what it ought to be? Will he be 90 or 80 or 75 or even 50 per cent. as good as he appears? Or, when he is tried in the crucible of everyday life, will it be found that the courtesy and engaging manners that now are winning the heart of Myrtle Jones quickly evaporate, leaving little except base metals and dross—of the fine gold of manliness and loyalty scarcely a trace?

Now if Myrtle's folks stand in want, as they certainly do, of a trustworthy guide or authority to help them make a correct score of Harold Smith's merits and defects, how much sorer is Harold's need of something to aid him in sizing up Myrtle Jones. In blundering masculine directness and straightforwardness, a man, in his efforts to show off his strong points, is bound to expose his weaknesses and failings to the sharp-eyed observer. With women it is different. Lacking the physical strength and mental hardihood to set up a straight fight, they have for countless generations resorted to coaxing and wheedling and scheming to gain their ends, until every mother's daughter has become an adept in finesse. How, oh how can Harold, with only his own love-blinded powers of discernment, know what rate of discount to apply to that demurely tantalizing little Myrtle?

Ignorant man! he does not know how his charming fiancée really looks. As she appears to view when well gowned, daintily and becomingly coiffured, and with a complexion made beautiful by a well-restrained use of the arts of the toilet, he carries the image constantly in his heart. But can he imagine her as she might be sitting down to breakfast in a soiled kimono, with her scanty growth of natural hair caught up in an untidy knot on the back of her head, and without having had time to "do" her

face? He is ready to swear eternal devotion to the lovely apparition of comeliness and sweet temper that has enthralled his fancy; but if the poor deluded boy should find that he has offered up his soul's license to "a rag and a bone and a hank of hair," with a shrewish tongue thrown into the bargain, will he be able to make good on his vows? Talk about mining stocks and lottery tickets as hazardous propositions! They aren't to be compared to some of these artful, bewitching little Myrtles and Gladyses and Maries. Yet men can be found who are willing to take a chance!

In winning Myrtle Jones, Harold has had to depend upon his own initiative, upon the magnetism of his own personality. Myrtle, on the other hand, has had her whole family to help her. The house is arranged as the background of the picture in which she is the chief figure. Sisters, brothers, even Dad, have been trained to throw out little leaders about Myrtle's unselfishness and pleasant disposition. While Mamma—well, Mamma Jones gracefully refers to the delicious menu of a family luncheon or dinner as "Myrtle dear's cooking," Harold Smith should not take it that he has a trustworthy maternal guaranty against future scorched steaks and muddy coffee at the hands of her daughter.

In the business world, if you confine your dealings to reliable people, you can know just what you will get before you purchase. You do not need to apply the alkali test to a piece of cloth—any house of high repute will


tell you whether or not it is all wool. It has become an axiom of business that it pays to protect the customer.

"How can you afford to be so honest?" exclaimed a lady to a jeweler who had carefully pointed out to her a minute flaw in a diamond she was about to purchase from him.

"I can't afford to be anything but honest," he replied. "Misrepresentation, or even allowing a customer to deceive himself, is not only bad morals but bad business. Every sale carries our express or implied guaranty. If we were to put out an article not such as it purported to be, sooner or later it would make trouble and very likely come back on our hands.

"Some years ago we lost the sale of a beautiful \$800 brooch because the customer wanted it billed—it was a gift—at \$1,000. A competitor was induced to accede to this requirement and afterward, because of the customer's death, was virtually compelled to take the brooch back, refunding the full amount of the receipted bill, although \$775 was all he had paid for it. And I consider that he got out of it very cheap and easy," concluded the jeweler.

Patres- and matresfamilias may well gain a hint from this anecdote, to the effect that a daughter palmed off in the matrimonial market as something better and more desirable than she really is, is likely to come back on their hands, to return in a short time to the parental roof-tree as an unwelcome divorcee. And all young men and maidens should take to themselves the lesson made plain by thous-



Clarehose Quality Gives You a Sock That SATISFIES

We have enough faith in our Clarehose to guarantee that they will more than live up to every reasonable requirement of your patrons. We want you and your customers to find it our by experience.

Put these goods on your shelves and you will take pride in offering them to your trade, knowing they will give satisfaction—and satisfaction means continued business between yourself and your customer.

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.

ands of bitterly unhappy marriages, that in affairs of the heart as in mercantile transactions, it is best to deal entirely on the square.

However, the matter which has just been urged should not be left to private honor and business acumen. It should be taken up by the Government, which certainly should do as much to insure integrity in things matrimonial as it does to protect us against impure foods and adulterated whisky. The divorce evil is baffling lawmakers and jurists. When either party to a marriage is the victim of gross fraud, a trip to Reno must be expected as the natural result of the swindle.

The reason we have gotten further along in banking than in matrimony, is because we have taken better care of property rights than of human welfare. Every state in the Union has its system of records so that a buyer of land may assure himself as to the absolute validity of his purchase. But nowhere is a man required to show a clear abstract of title in himself when he leads an innocent bride to the altar, as the many distressing cases of bigamy abundantly prove.

Much is said nowadays about scientific mating in its relation to eugenics and the improvement of the race. It certainly is most important that all the Harolds and all the Myrtles each should know what is his or her proper counterpart, provided, however, that this knowledge can be correlated with some reliable protection against counterfeits and imitations. We need a lot of research and some thoroughgoing practical tests based upon the undeniable proposition that any person entering the married state has a right to know exactly what he or she is getting.

If this work is taken hold of with proper earnestness, in the course of a generation or two the United States can write herself in the school books of the world as "that great Nation that first applied common-sense business principles and methods to matrimony.

Quillo.

Where They Were.

Sallie, a negress noted for being an excellent worker, was visited one day by one of her old employers. Her little shanty was very small, consisting of three rooms.

"Well, Sallie," began her caller, "I have not seen you for many years, but I have come to ask you to do some house cleaning for me. Will you come to-morrow?"

"Oh, no, missus," replied the other, "I can't come any mo, I'se married an' has a large fambly. I can't come."

"How many children have you, Sallie?"

"Twelve, missus."

"Where are they? I don't see any about."

"Ya'sum, I have twelve—eleven in heaben and one in de house of refuge."

Because a visitor at your store comes to get money instead of to leave money is no reason why he should not be treated well. He is just as likely next time to come to buy.

Strife Created by Premium Giving. Written for the Tradesman.

There is a town of 3,000 people in Michigan where the grocery business comes further from being a bed of roses than in any other town in the State.

It is all because of premium-giving. Several years ago a certain grocer thought he would be able to slip up behind some of his competitors unawares and steal away a big bunch of trade if he would start giving something for nothing.

So he started.

He agreed to furnish the home free of charge and began giving away percentage tickets with every purchase of goods. He stole away the trade of his competitors all right, but the ones nearest to him in his end of town began to fight fire with fire, printed tickets of their own, put in premiums a little finer than those of their neighbor in trade and started fighting the premium game tooth and nail.

The merchants in adjacent districts began to have a hard fight to retain their own regular customers and installed premiums, until finally practically every grocer in the city was giving premiums of so great value that one would have thought premium-giving enabled them to live.

I was talking to one of these men about a month ago and he said that the average grocer referred to was holding on to business only until he could move to a town where premiums were unknown.

In another town in Michigan, several grocers started the beautiful little system of selling certain products far below cost, in connection with a dollar's worth of staple groceries. Since that time many grocers in the town have either gone bankrupt or escaped by the skin of their teeth. This is premium giving of the most dangerous kind.

One of the merchants in this town described the system to me and stated that the consumer soon began to shop from store to store buying only a dollar's worth of goods in each one and paying absolutely no attention to anything else in the various stores. That simply meant that each store was selling goods at the rate of a dollar per customer in conjunction with slashed staples and the consumer was supplying all his wares at lower than mail order prices and driving the individual merchant to the verge of ruin.

Anderson Pace.

Any merchant who thinks that he can keep his stock of the right dimensions by the guess method is all wrong and his stock soon will be.

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

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EVERY GROCER
SHOULD
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Get them from your jobber

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Our full line of 1913 crop Japan
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A cup of tea, while *always* good,
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JUDSON GROCER COMPANY
The Pure Foods House
GRAND RAPIDS, MICHIGAN



Michigan Retail Hardware Association.
 President—F. A. Rehlin, 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.

(Concluded from last week.)

There is a percentage of men in business of this caliber, but we are glad to say that they lack some of being the majority. What we are trying to solve is this puzzle, for the live dealer, study out a profit in his business by getting a margin between the cost and selling price, that will admit of a profit beyond the cost of doing business. Now, there is no part of this partnership where the chances are better to start something than from the producer. When the retailer is to blame, be candid in telling him so. We don't hesitate to tell you what we think. It may be more nerve than judgment, but it is getting us acquainted, and acquaintance always develops a better understanding. A man's nerve does not always make friends, but it always gets him somewhere.

All the evils that exist in the hardware trade to-day could never be solved by any body of men, even if no more were added. The best we can do, and it must be recognized by all branches of the trade, is to correct prices as far as we are able, on such articles as we are responsible for, and in so doing avoid any radical steps that might lead to a misunderstanding or failure. The retailer is a narrow gauge proposition if he tries to prevent his favorite jobber from selling his competitor at home, or refuses to buy a brand of goods that are listed in the mail-order catalogues. These are the tactics of a decade ago. If it is necessary to have these goods to satisfy the trade, get them, but get them at the price.

Always Will Be Trade Evils.

Trade evils will exist just as long as business continues. The human mind is a cretation of mistakes, and always will be. Hence we are appealing to your organization for a remedy. If you cannot furnish it, at least join us in a consultation, and I am sure jointly we can correct many of our perplexing sale-problems that bear no profit.

A farmer comes to my store for a bill of goods, and the first item called for the price is asked and if the price his retail catalogue gives shows a differential of over 10 per cent. I have lost not only the entire bill, but his confidence and future trade, and in his estimation am classified as a robber, and his knocking will do more dam-

age than fifty loyal friends can patch up.

The manufacturer has catered to the man that went after the trade with the price, and through this leverage this mail order firm has built up volume and also price. And this was at the time when quality was inferior, a condition that does not exist to-day. Hence, we are passing our troubles up to the men responsible for at least part of these conditions. If the price is not the dictator as to which channel of distribution merchandise follows, then we must ignore the price and avoid in our assortments of merchandise any and all lines of goods that are not protected by individuality and brand.

Retailer Furnishes the Volume.

The mail-order house has been solicited with both price and quality, until to-day, the retail merchant stands amazed at the statement that 90 per cent. of hardware is sold through retail channels. Yet, all we ask is to be allowed a price that will with a fair allowance for service, retain our trade at a living profit. The manufacturer must not forget that it is the volume of business that pours steadily into his coffers every year from the retailer and jobber that declares the dividends. The advantages held by these large interests are going to do just what you all agree should not be done, if allowed to continue and grow as rapidly in the future as in the past. Eliminate the retailer, not completely, but as an influence and an asset to his community, the jobber follows, and then what? The increase of the already overcrowded centers of population. Develop the rural communities and you produce wholesome conditions. Crowd the cities, and you breed filth, crime and poverty.

Now, don't think we are overly pessimistic. The prospects for the year 1913 are very encouraging for the retail business. Many of our troubles are caused by a don't-care and listless manner of meeting them. We admit it. But to be handicapped by a barrier of selective values that our competitors enjoy, and surrounded as we retailers are, by a system of distribution that is at least double the expense of their system, is a problem too serious for you men to pass idly by. And, gentlemen, unless a revision is started by those who control the situation, there is going to be only one finish in this drama—direct buying by the retailers, who will join together to purchase volume. When this happens, at least half of the retail merchants will be obliged to retire from business, for the big retailers will get bigger, and the small

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 Cor. Oakes and Ellsworth GRAND RAPIDS, MICH.

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Jobbers of Roofing Material

GRAND RAPIDS, MICH.

BARRETT SPECIFICATION PITCH AND FELT
 FOR ROOFING

Use Tradesman Coupons

retailer by virtue of this handicap will be a relic of the past.

Retailers Pay Better Wages.

In addition to paying excessive amounts for the cost of distribution, we pay better wages to our employes than the average paid by the mail-order house. There isn't a channel of expense from the time an article leaves the factory until it gets in the hands of the retailer but what possibly is necessary under the present system of our buying. We are existing even with this enormous overhead. This is serious enough without the other great handicap—the price.

I don't criticise the system as much as I deplore conditions. If we must meet our competitors on equal grounds bidding for the trade of our farmers, merchants and mechanics, you producers must look upon the retailer with the same consideration that you do the mail-order house. If this radical difference is going to continue, the retailer must take some radical steps to protect his interests. In other words, cut through another channel of distribution, for it is not what merchandise is worth that causes trade upheavals, it is what we are paying for same. If I had a differential of 15 cents per 100 on a car of nails over my competitor, it is evident who would sell nails in my town.

When a producer sells to the mail-order house (who is a retailer) his wares at jobber's prices, he is undermining his own business, and why? He cannot consistently expect his goods will be received with favor or pushed by either jobber or retailer, for loyalty to any line does not exist where the profit is not apparent. It goes without saying that such tactics always develop antagonism, keen competition, and substitutes where all suffer in the end.

Every time the salesman fails to make the dealer a price to meet this direct mail order competition, he is only adding his mite to the up-building of co-operative quantity buying.

Cannot Help "Dead" Retailer.

To the live retailer these conditions are being carefully considered, and he is awake and watching the movements of the man that makes the goods. It is these dealers that the Committee on Trade Relations are banking on for support. To the "dead" retailer we have but one thing to say—an earthquake would only rock him to sleep.

The trade of the small retailer is largely with the farmer. The farmer, to-day, is not of the same caliber he was twenty-five years ago. Let me repeat what I said at Jacksonville, about the average farmer being a better buyer than the average merchant. If the farmer can get posted as to values, the dealer with his opportunities must be asleep.

We retailers are encouraged to send in mail orders, and many of our jobbing friends advertise the wonderful work of this department. My experience does not warrant doing this. Why? I must have the price, and no mail order system has ever been shown me that gave it.

I want to say just a word on the

buying of goods through the Successful Merchant of Chicago. Opposition may be too strong for them to cope with. They may fail through lack of encouragement or through the protests of other trade channels, but I predict that unless better facilities are offered the retail merchant in getting his goods at the right price, a system will be installed before long that will stand up under all fire and criticism.

His efforts have been to get the price, and all comparisons have been with catalogue house values. Then why should any opposition develop if, as we retailers have been told time and again that our interests are mutual. The retailer must have a profit to live. We have waited for years for the profit, and once in a while you let us see it, but like a rainbow it disappears when almost within our grasp. Our Association direct, or through our Committee of Trade Problems, is not advocating or supporting any system, business organization, or manufacturer in any way beyond this point: To any channel that is legitimate that offers inducements to our membership, that with service and quality they can make the price, we will give them all the moral support we can.

When we adopted that resolution at Chicago, we meant it. "That the prices made by catalogue and mail order houses are those at which the manufacturers are willing their goods shall be sold to the consumer." And, if not willing why does it exist? We as retail merchants are striving every day to develop a buying power, and

an influence with you producers that will allow us the same privilege.

You need us. We need you. Why juggle the question?

I have tried in a plain manner to give you the retailer's position from my viewpoint, and I do not expect that what I have said will meet the approval of all our members. This could not be expected under the most favorable conditions.

Kindly accept all these criticisms with the best of feeling. Nothing personal, and no motive beyond a business connection. We are all in this game for the profit, and to make the work more pleasant and profitable, we come together at these conventions for mutual advantage and improvement. But, in many cases rela-

tive to price and distribution, a confession is due from somebody, or else this 90 per cent. volume of business that is passing through the jobber and retailer is a joke that has been told so often that you have got the retailers to believe it.

L. C. Abbott.

It is easier to keep the stock up than it is to keep it down. Any man can buy so much that he will be sure to have enough, but it takes a good buyer to buy enough and yet not have any left over.

Don't expect to build up a big business in a minute. When you find a business that has grown big in a short time you find one that is very likely to shrink again just as quickly.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of Furniture in America

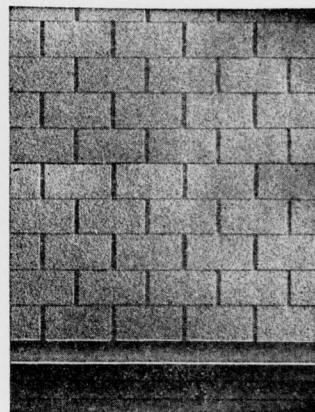
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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.
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Reynolds Flexible Asphalt Shingles

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

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
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"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.



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Experience of a Dry Goods Salesman in Europe.

Bay City, Sept. 15—An ocean voyage usually is pleasurable and doubly so if both conditions and weather are propitious. The latter, of course, is beyond regulation by the passengers; the former, however, can be shaped by individuals so as to be interesting or otherwise. Through the combined endeavors of a most intelligent passenger list the nine days consumed by our good ship in crossing from New York to Antwerp passed all too quickly, and friendships formed during this time bid fair to continue for many years. Perhaps the most interesting day of the voyage was our Natal Day, July 4. As patriotic citizens of the finest country on the globe, it devolved upon us to fittingly observe the birthday of our Nation, which was done by an excellent programme of deck sports for adults and children during the afternoon and a fine entertainment, consisting of vocal and instrumental music, patriotic addresses, recitations, monologues, etc., held in the main dining saloon, in the evening, at the finish of which our National anthems were lustily joined in by the entire audience. The writer had the distinction of presiding as chairman over both afternoon and evening entertainments and keenly appreciated the signal honor.

Landing at Antwerp, Belgium, we soon were on our way up town, driving around the beautiful harbor—the second largest in Europe—to our hotel. Antwerp, aside from its fine harbor, is noted for its beautiful cathedral and churches, its fine art galleries, and particularly the beautiful flowers and shrubs which abound on all sides. Commercially, it is important for its shipping interests. Here we visited the first of the Herman Tietz depart-

ment stores, which sell practically everything. It took several hours to go through this large emporium. This concern has almost as many stores as the Woolworth-Knox syndicate, and we visited Tietz stores in Brussels, Hamburg, Munich, Berlin, Frankfurt and many other places. On the whole, the method of doing business in the European countries is much



E. J. Schreiber.

more crude than with us. Much less attention is devoted to convenience, efficiency and progress.

At Munchen-Bladbach we visited factories and we thought we discovered the fountainhead of the beautiful Jacquard robes and Navajo blankets so ecstasically cracked up by our friend, Frank Hughes. At Crefeld we saw them make high-priced worsted dress goods and already the mills are endeavoring to accumulate a surplus to dump onto us as soon as the new tariff bill with its free wool, becomes a law. All European countries expect a great revival in their textile business through the bars being let down on this side to admit their wares. Hamburg, the second largest city of Germany (1,200,000) we thought the prettiest city in Germany, not excepting the capital city (Berlin). A fresh water lake in the very heart

of the city, surrounded by a beautiful boulevard with a wealth of riotous color in flowers and plants, the many pleasure boats, the rare birds, swans, pelicans, etc.—all conduce to make a beautiful picture. Two new levithians are in process of construction for the progressive Hamburg-American Line—the Vaterland of 56,000 tons and the Deutschland of 65,000 tons. Hamburg has the largest harbor in Europe and shipping from all parts of the known world is constantly in evidence.

Berlin, the great capital of us Germans with its more than three million souls, is all it is said to be, and more. It easily is the best dressed city in the world. Not only the dear ladies but gentlemen as well, are correctly dressed. Many large stores were visited here, for to-day Berlin is an almost successful rival of Paris in origin of style. It also is the cleanest city in the world, as the entire city,

upon us is the strict observance of caste. A servant is a servant, talks like one, acts like one and dresses like one; in other words, servants are satisfied with their position in life and do not ape the vices or follies of their employers. The maid does not endeavor to dress better than the mistress. While wages are much lower and the cost of living nearly as high as with us, the thrifty German lives within his income and is satisfied. This spirit seems to be general throughout Germany and Switzerland.

It would require too much space to describe, even in a brief manner, the beauties of Switzerland, with its beautiful lakes, mountains, rivers, its Alpine roses and Edelweiss; the wealth of the world is here represented by the many thousand tourists who annually visit this little country. Freaks in everything, both people and dress, are here more plentiful than in London, Berlin or Paris—a constant dress parade from one resort to another—to Karlsbad, Marienbad, Baden-Baden, Weisbaden, Bad-Hamburg, etc. They go from place to place and back again. However, if variety is the spice of life, we had plenty of spice. After all, it takes all kinds of people to make a world.

Much could be said about Paris and London, but so much is written about both of these great cities that our humble opinion is of but little value. Our observation leads us to believe that there are more freaks outside of Paris than in it and that it gets credit for a whole lot more than it deserves. It certainly is a beautiful city and most interesting. In dress it does not compare with Berlin—a few gowns in extreme styles are made and exhibited by living models on the boulevards, then sold to New York or Chicago, and our American women fall over each other in adopting them. Paris has less freakiness than New York. About the wicked side of Paris, the less said the better. That its title as the most wicked city in the world is well earned, no one who has visited it will deny. The large department stores of Paris are worth visiting. They sell everything and at fairly reasonable prices.

The best thing in London is the American store of Selfridge with American methods. Among the many high class shops, this one ranks highest.

That a European tour, aside from the pleasure, is an education and broadens people, no one will gainsay. It also makes one more tolerant. Europe has many things which we can adopt with profit to ourselves, as we have many things which Europe can and has adopted; but give us a hundred years, yes, only fifty years of progress such as the past generations have developed, and we will overtake Europe with its ancient and medieval methods—for we think quicker and work faster, doing both simultaneously, a thing they can not or at least do not do. The great Statue of Liberty in New York harbor looks mighty good to a returning American, for, after all, it is the greatest country that ever sun shone on.

E. J. Schreiber.

Another notable impression left

Gabby Gleanings From Grand Rapids.

Ye scribe received a very nice letter from the editor of the Tradesman last week, in which he says among other things: "We have long thought we ought to have a page from Grand Rapids Council, No. 131," placing the emphasis, we presume, upon the word page. This will be an easy matter, Mr. Stowe, provided you do not put your lines too close together and provided, further, that the members of the Council will do what they can and turn in the news items. This they have done admirably well thus far and whatever success the writer may meet with in his efforts to make the Grand Rapids news interesting, will be attributable, in a large measure, to the generous response of the boys along the firing line. No one man, away from home and council all the week can alone make much of a hit with the reading public through these columns. Let us hear from you, Brother U. C. T.s, any time you have an item of interest, and do not let false modesty interfere with your telling us about yourselves. All sources of information are strictly confidential. Telephone news to Citizens 34384 or mail it to 1422 Wealthy street.

Bro. J. B. Hagle, 1910 Jefferson avenue, is using an automobile in covering his territory.

Mrs. Pete Anderson, who has been visiting in Rochester, N. Y., for some time, returned home last week, which accounts for the smile on Pete's face. Pete says, "My wife is in the country, hurray! hurray!" is not what it is cracked up to be.

Wilbur Brown, with Brown & Seher Co., has promised to cross the hot sands of No. 131 at the October meeting. Mr. Brown was elected to membership last March and we are pleased to learn he is soon to be one of us.

F. H. Buck and Fred E. Beardsley were looking for winter quarters last Saturday. A place to hibernate, as it were.

The dance committee met last Saturday afternoon at 15 Ionia avenue and formulated plans for the ensuing year. A series of six dances was arranged for, the date of the first dance being set for Oct. 18 at U. C. T. hall, Herald building. The proceeds of these dances, in excess of the necessary expenses of operation, are to be used solely for the purpose of defraying the expenses of a special train for all members of No. 131 and their families to the Grand Council convention at Saginaw. The season tickets will soon be placed on sale at \$2 per ticket to all U. C. T. members and their friends.

Sam Lubetsky, while auto driving near Berlin last Friday, met with a painful accident, resulting in the breaking of his collar bone. He is now at U. B. A. hospital and it is reported that he is gaining rapidly.

E. Bottje says those were some tomatoes he got out of Harry Hydorn's patch last week. He does not state whether he secured them by the watermelon route or not, but those who know Ed. says they bet he didn't pay for them.

Since our last issue, we are pleased

to report that Homer Bradfield has been located and is all right and is now on his Northern trip. His mission out on the country road, it is reported, was that he was looking for a goodsized club to use on F. C. Richter when he finds him.

Grand Rapids Council U. C. T. and Kalamazoo Council U. C. T. will have a ball game at Ramona Park, Saturday, Sept. 20, which will be the second game of a series of three to decide the championship of the State. All Grand Rapids Council members are urged to attend.

A sign has been placed at Tustin reading as follows: "On account of the high cost of living, I am compelled to raise my rates to \$2 per day. E. Harmon, Prop." That's all right, Ed., it's worth it.

Mr. and Mrs. Homer Bradfield spent a two weeks' vacation in New York State.

Look out for R. M. Richards. He was recently seen leaving Kalamazoo with a bundle of celery under his arm. Doubtless he is working up his nerve to put something over on somebody.

J. A. Ziesse, with the Phoenix Sprinkler & Heating Co., is confined to his bed.

The annual meeting of the Grand Rapids Traveling Men's Benefit Association will be held Saturday, Sept. 27, for the election of officers and other business. This Association was organized about two years ago by Walter S. Lawton, who is now President. Its object is to provide a death benefit fund for its members. The membership fee is \$1.50 and there is no further assessment, excepting in the case of a death, when a collection of \$1 per member is made. The present officers of the Association are as follows: Walter S. Lawton, President; John D. Martin, Vice-President; Harry D. Hydorn, Secretary and Treasurer; John Hondorp, A. N. Borden, W. D. Bosman and J. A. Keane, directors.

There is at present a movement on foot to organize in Grand Rapids, among the U. C. T. members, an Ancient Mystic Order of Bagmen of Bagdad. This order bears about the same relation to the U. C. T. Council that the Order of the Mystic Shrine bears to the Masonic order. It is a secret organization, with more or less mirth, some sentiment and plenty of action, having for its object to extend and increase social influences among its members, promote good fellowship and to assist the unfortunate of its members and their dependents. Guilds are located in all the principal cities of the various grand jurisdictions of the U. C. T. of America. Michigan at present is without a guild. Any member of the U. C. T. wishing further information may secure it by communicating with the official scribe of the Council.

The Executive Council met last week and transacted important business. In accordance with the recommendation of the Booster Committee, two teams were elected, their business being to solicit new and desirable members. The line up of the two teams is as follows: First team—W. D. Bosman, Capt., J. S. Bolen,

John Hondorp, Paul Berns, C. A. Young, W. S. Cain, Ira Gordon, J. I. Spade, Walter Nordella; second team—H. B. Wilcox, Capt., H. R. Bradfield, C. C. Herrick, F. E. Scott, Claud Lawton, H. P. Grady, Fred Kroninger, Sam Westgate.

The base ball team of Grand Rapids Council, No. 131, has arranged a series of three games with the Council of Kalamazoo. The first game was played in Kalamazoo last Saturday, the Celery City team grabbing off the big end of a 10-9 score. A fair-sized crowd was in attendance, among them being the Grand Counselor of Michigan. The Grand Rapids boys report that they were treated most royally. They were met at the depot and escorted in automobiles to their hotels and later to the grounds. After the game they were treated to an elaborate spread, later attended Council meeting, after which they were given another automobile ride around the city. The boys have arranged a return game to be played next Saturday, Sept. 20 in Grand Rapids. Let us hope we can treat our visitors as well as our team was treated by them, but don't forget to turn out and root for No. 131. It is time we gave that Kalamazoo bunch a trouncing. The line up of the Grand Rapids team was as follows: L. Lunt, c; G. Church, p; E. Ryder, 1 b; H. McCall, 2 b; H. Peters, 3 b; H. Grady, s. s.; F. Mooney, r. f.; L. Zisner, c. f.

Owing to the place of meeting, that dance committee might be in session yet, had it not been for the timely arrival of Mrs. Peter Fox and Mrs. A. F. Rockwell.

Harry says: "Don't forget to tell the boys that assessment No. 118 is now due and payable"—emphasis on payable. The time of payment expires Sept. 24. Remit to H. D. Hydorn, R. D. 5.

Anyway we are not so loquacious as some people or we might be able to write that page.

Allen F. Rockwell.

Winter Inn Open Again.

Greenville, Sept. 16—The Winter Inn has been opened to the public as a rooming house on the European plan. The house is up-to-date in all particulars. Judd Wood, Managers.

A Charlotte correspondent writes: Funeral services of Charles Stevenson were held Monday morning at his home in the fourth ward, Rev. Freeman of the Baptist church, officiating. He was buried at Eaton Rapids. Mr. Stevenson was for many years in the crockery business at Eaton Rapids, but for forty years and continuously since his retirement from the mercantile field he had traveled for an Ohio crockery concern and no traveler in Michigan had covered the State more thoroughly or was better known in trade circles, especially in the smaller towns, than Mr. Stevenson. He was nearly 61 years old and had been in poor health but a short time. He is survived by his widow. He had been a resident of Charlotte for the past ten years.

Plenty of Time to Repair It.

One day a well-dressed elderly man called at the shop of the local jeweler in a small Scottish town, and asked: "Is my watch ready?"

As the watchmaker had at the moment no remembrance of the man, he asked him in turn:

"When did you leave your watch?"

"Oh," replied the man, "I didn't leave it in this shop. Ye were ower by Nelson street when ye got it."

"Nelson street?" repeated the jeweler. "We left Nelson street seventeen years ago."

"But I left it with ye, for a that."

"Can you tell me the name and the number of the watch?"

They were promptly given, as well as a description of the watch, and it was found. Exactly twenty-two years had passed since it was left for repairs, yet at the end of that time its owner had called for it as naturally as if he had only left it the preceding week.

"Why have you not got your property before?" asked the jeweler.

"Weel," responded the man, "I went over to America shortly after. I kent the watch would be safe with ye till I cam back, but I stayed a wee thoct langer than I intended."

Meeting of Michigan Federation at Lansing.

Lansing, Sept. 16—It is our purpose to get as many officers of the State associations together as possible at the annual meeting of the Michigan Federation of Retail Merchants and formulate plans for a vigorous campaign through their respective associations in an educational way that will bring results to the retail merchants of Michigan, as we find this cannot be done through general memberships without educating them up to the benefits to be derived through their home secretaries.

We shall have a short programme and get down to brass tacks in the shortest session possible. The meeting is called for 1 o'clock on Sept. 24 in the Chamber of Commerce building, in Lansing. If possible, it will be closed in time for delegates to take the evening trains home, if they so wish. F. M. Witbeck, Sec'y.

A Plausible Deduction.

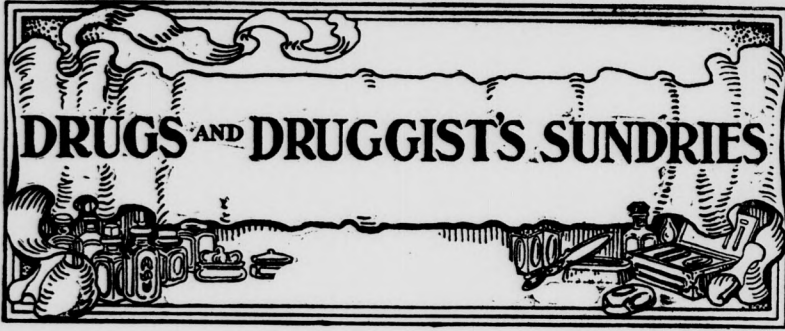
A Baltimore school teacher had encountered such a degree of ignorance on the part of one of her boys, in relation to the recorded acts of the Father of his Country, that she grew sarcastic. "I wonder," she began, "if you could tell me whether George Washington was a sailor or a soldier?"

The boy grinned. "He was a soldier, all right," he said.

"How do you know?" the teacher challenged.

"Because I saw a picture of him crossing the Delaware. Any sailor would know enough not to stand up in the boat."

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



Michigan Board of Pharmacy.

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

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

President—F. W. Kerr, Detroit.
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.

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

The Coming of the Hot-Soda Season.

There are still quite a number of druggists and other dispensers who do not handle hot soda. The writer thinks that every dispenser ought to give hot soda a trial, and an enthusiastic trial. Enthusiasm is needed, for if you go into the business in a half-hearted way, with the idea that the venture is bound to be a failure, you can hardly expect any pronounced success. Some dispensers approach a proposition in that manner. They put in hot soda because their competitors have it, but frequently they declare at the start that they do not see much in it, and they are apparently not sorry when no great success is attained.

Do not put in hot soda merely because your competitors have it. Put it in because it will be a good thing for your business, and then do all you can to make it a success. Hot soda must be dispensed with some care. It must be good. A hot drink easily becomes sloppy unless dispensed with a reasonable amount of care. Sloppy cold soda often goes fairly well at a busy corner, because it is cold causes a multitude of shortcomings to be overlooked. Hot soda can not be dispensed in this way. Every cup must be good. Do not infer that it will require too much attention, for this is not the case. But a fair amount of care must be assured.

Almost any druggist can do enough hot soda business to show a profit of two dollars a day, and this will usually pay his rent. Larger dispensers can, of course, do much more. But the profits in any case ought to pay the rent. While two dollars a day may not look very large, still a propo-

sition that will pay your rent is not to be sneezed at. Rent is what eats a big hole in your annual profits. Suppose you had your rent free, wouldn't that be a big thing? Well, hot soda ought to do it for you.

But many experts consider that the direct profits involved are secondary in importance to the indirect profits. Hot soda is a great stimulus to the sale of cold soda. It works nicely in conjunction with the cold apparatus and prevents that part of the store from becoming dead throughout the winter months. The great object of all dispensers is to keep the cold soda department going all the year 'round, if possible, and hot soda affords more help along these lines than anything else you can install. This makes it a very important issue.

It doesn't cost much to install hot soda. The cost of a good apparatus is very slight as compared with the cost of a cold soda fountain. No great stock of goods is required. Hot soda costs so little to install, and offers so much in return, that no dispenser should fail to try it.

Hot Soda Flavors to Stock.

Hot soda does not demand so many flavors as cold soda. The fountain offering thirty flavors in cold soda will get along very well in hot soda with six. Chocolate, as in cold soda, is probably the best seller, certainly with feminine trade. A good brand of chocolate should be used. If you have a satisfactory brand in your cold soda department, a good hot soda syrup may be made from this. Syrup for hot chocolate needs to be slightly heavier than that used for cold soda. Some dispensers prefer a finished chocolate.

Next in importance come beef tea and clam broth. Care must be exercised in selecting a palatable brand of beef. Good beef tea makes a fine drink; poor beef tea will drive away trade. There are plenty of standard beef extracts on the market which will give perfect satisfaction, and the same is true of clam broths. These drinks are favorites with men.

Hot coffee must not be overlooked, however, and some dispensers make this drink the best seller of all. It can easily be done. A finished coffee will give you a trade winner that may alone make your hot soda department a success, and also stimulate your other business to a marked extent. The restaurants get all or most of this business in some towns, and there is no earthly reason why this should be the case. Thousands of gallons of poor coffee are sold in these places yearly, and a fountain dispenser with a good brand of coffee ought to find

it easy to get business from the start.

These are the main sellers. Hot lemonade, and hot ginger are also added, and the manufacturers offer a long line of wholesome and delicious soups. Oyster specialties work in well at the hot soda counter, and we are continually offering suggestions for other novelties in hot drinks. If you wish to run a lunch feature, hot soda will assist you materially in making a success.

Finished Restaurant Coffee.

To serve this excellent drink, you will need a coffee urn such as are used in the restaurants all over the country. These urns are not expensive, they are durable and useful, and one of them will last a long time.

Grind together one-half pound each of selected Mocha and Java coffee. Put this in the straining bag that comes with the coffee urn, and pour through the ground coffee two gallons of boiling water. Draw off this infusion at the faucet and pour the hot water through the coffee again and again, three times in all. Keep this infusion hot in the urn and serve with cream and sugar to suit. By getting a good mixture of coffee, you can easily prepare a high-grade finished article, and such a finished coffee will win permanent customers. Valuable pointers in coffee brands may be picked up by talking to hotel and restaurant men. Everything depends on a good brand.

Ice Cream Cones.

The writer, while knocking around the country during his summer vacation, struck several towns that had never seen an ice cream cone. If ice cream cones have never been dispensed in your town, you have a valuable opportunity. They will arrive sooner or later, and if you are the first to put them on sale, you will make some easy money and also get some valuable advertising.

The ice cream cone should not be despised. It is a novelty popular with all classes, and rich people have been known to take to it with avidity. It offers a clean way of serving ice cream; there are no spoons or dishes, and there is no washing of dishes. The cone will not appeal to all, but it will interest enough people to make it a howling success. Cones may be had from dealers at reasonable rates, and a wide margin of profit is allowed, even in the five-cent size. If you are the first to serve cones in your town, call in about fifty children, give each child a cone, and starting him down the street, tell him to eat it publicly. This procession of cone eaters will make a hit, and give you some easy advertising.

Do not let another be the first to start this valuable novelty in your town. If your competitor starts it,

you will have to fall into line. Let him be the one to do that. The pioneer gets the cream of the trade. The ice cream cone is a valuable help towards increasing your winter trade on ice cream, something every dispenser should consider.

Ordering Repairs.

Now is the time to order repairs and new parts for the fountain. You have had a hard summer season and you know now just what is out of whack, and what ought to be repaired. If you wait until spring, you may forget half of it.

Furthermore, the fountain manufacturers now have the time to look after repair work. This is their dull season, and to get the best workmanship, send your repair work to the factory now; not next month, but now. If you wait until spring to order repair work, you find every factory congested with new business, and you will probably find yourself in a disagreeable stew. We repeat this advice every year, for it is always valuable. Order repair work now.

W. S. Atkins.

Buying for speculation may be all right in its place, but it has no place in the careful business man's category.

No doubt you may be able to fool a lot of people, but there is always some wise guy.

Memorandum

Things to be Remembered

When in Grand Rapids
 I must surely look over
 the new Holiday and Stationery Lines carried by the

**Will P. Canaan
 Company**

The New Stationery
 House

SUGARLOAF BANANAS

The Best, Cleanest and Sweetest

A. CASABIANCA & SON

The "House of Quality"

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Acids		Cubeb	@4 50	Digitalis	@ 60
Acetic	6 @ 8	Erigeron	@2 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 95
Carbolic	22 @ 27	Hemlock, pure	@1 00	Guaiac	@1 05
Citric	55 @ 62	Juniper Berries	@1 25	Guaiac Ammon.	@ 30
Muriatic	1 1/2 @ 5	Juniper Wood	40 @ 50	Iodine	@1 25
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/2 @ 5	Lavender Flowers	@4 50	Iron, clo.	@ 60
Tartaric	38 @ 42	Lavender, Garden	85 @ 1 00	Kino	@ 80
Ammonia		Lemon	5 50 @ 6 00	Myrrh	@1 05
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled bbl	@ 54	Nux Vomica	@ 70
Water, 18 deg.	4 1/2 @ 8	Linseed, bl'd less	58 @ 62	Opium	@2 00
Water 14 deg.	3 1/2 @ 6	Linseed, raw bbls.	@ 53	Opium Camph.	@ 65
Carbonate	13 @ 16	Linseed, raw less	57 @ 61	Opium, Deodor'd	@2 25
Chloride	12 @ 15	Mustard, true	4 50 @ 6 00	Rhubarb	@ 70
Balsams		Mustard, artif'l	2 75 @ 3 00		
Copaiba	75 @ 1 00	Neatsfoot	80 @ 85		
Fir (Canada)	1 75 @ 2 00	Olive, pure	2 50 @ 3 50		
Fir (Oregon)	40 @ 50	Olive, Malaga,			
Peru	2 25 @ 2 50	yellow	1 60 @ 1 75		
Tolu	1 00 @ 1 25	Olive, Malaga,			
Berries		green	1 50 @ 1 65		
Cubeb	65 @ 75	Orange, sweet	4 75 @ 5 00		
Fish	15 @ 20	Organum, pure	1 25 @ 1 50		
Juniper	7 @ 10	Origanum, com'l	50 @ 75		
Prickley Ash	@ 50	Pennyroyal	2 25 @ 2 50		
Barks		Peppermint	4 00 @ 4 25		
Cassia (ordinary)	25	Rose, pure	16 00 @ 18 00		
Cassia (Saigon)	65 @ 75	Rosemary Flowers	90 @ 1 00		
Elm (powd. 25c)	25 @ 30	Sandalwood, E. I.	6 25 @ 6 50		
Sassafras (pow. 30c)	@ 25	Sassafras, true	80 @ 90		
Soap (powd. 25c)	@ 15	Sassafras, artif'l	45 @ 50		
Extracts		Spearment	5 50 @ 6 00		
Licorice	24 @ 28	Sperm	90 @ 1 00		
Licorice powdered	25 @ 30	Tansy	5 00 @ 5 50		
Flowers		Tar, USP	25 @ 35		
Arnica	18 @ 25	Turpentine, bbls.	@ 49		
Chamomile (Ger.)	25 @ 35	Turpentine, less	53 @ 60		
Chamomile (Rom.)	40 @ 50	Wintergreen, true	@ 50		
Gums		Wintergreen, sweet			
Acacia, 1st	40 @ 50	birch	2 00 @ 2 25		
Acacia, 2nd	35 @ 40	Wintergreen, art'l	50 @ 60		
Acacia, 3d	30 @ 35	Wormseed	3 50 @ 4 00		
Acacia, Sorts	@ 20	Wormwood	@ 3 00		
Acacia Powdered	35 @ 40	Potassium			
Aloes (Barb. Pow)	22 @ 25	Bicarbonate	15 @ 18		
Aloes (Cape Pow)	20 @ 25	Bichromate	13 @ 16		
Aloes (Soc. Powd.)	40 @ 50	Bromide	45 @ 55		
Asafoetida	75 @ 1 00	Carbonate	12 @ 15		
Asafoetida, Powd.		Chlorate, xtal and			
Pure	@ 75	powdered	12 @ 16		
U. S. P. Powd.	@ 1 00	Chlorate, granular	16 @ 20		
Camphor	55 @ 60	Cyanide	30 @ 40		
Guaiac	35 @ 40	Iodide	20 @ 30		
Guaiac, Powdered	50 @ 60	Permanganate	3 20 @ 3 40		
Kino	@ 40	Prussiate yellow	15 @ 30		
Kino, Powdered	@ 45	Prussiate, red	30 @ 35		
Myrrh	@ 40	Sulphate	50 @ 60		
Myrrh, Powdered	@ 50	Roots			
Opium	6 80 @ 7 00	Alkanet	15 @ 20		
Opium, Powd.	8 75 @ 8 95	Blood, powdered	20 @ 25		
Opium, Gran.	8 90 @ 9 10	Calamus	35 @ 40		
Shellac	28 @ 35	Elecampane, pwd.	15 @ 20		
Shellac, Bleached	30 @ 35	Gentian, powd.	12 @ 16		
Tragacanth No. 1	40 @ 1 50	Ginger, African,			
Tragacanth, Pow	75 @ 85	powdered	15 @ 20		
Turpentine	10 @ 15	Ginger, Jamaica,			
Leaves		powdered	20 @ 25		
Buchu	1 85 @ 2 00	Goldenseal, powd.	@ 6 00		
Buchu, Powd.	2 00 @ 2 25	Ipecac, powd.	2 75 @ 3 00		
Sage, bulk	18 @ 25	Licorice	14 @ 15		
Sage, 1/4s Loose	20 @ 25	Licorice, powd.	12 @ 15		
Sage, Powdered	25 @ 30	Orris, powdered	25 @ 30		
Senna, Alex	45 @ 50	Poke, powdered	20 @ 25		
Senna, Tinn.	15 @ 20	Rhubarb	75 @ 1 00		
Senna, Tinn, Pow.	20 @ 25	Rhubarb, powd.	75 @ 1 25		
Uva Ursi	10 @ 15	Rosinweed, powd.	25 @ 30		
Oils		Sarsaparilla, Hond.			
Almonds, Bitter,		ground	@ 50		
true	6 00 @ 6 50	Sarsaparilla Mexican,			
Almond, Bitter,		ground	25 @ 30		
artificial	@ 1 00	Squills	20 @ 35		
Almonds, Sweet,		Squills, powdered	40 @ 60		
true	90 @ 1 00	Tumeric, powd.	12 @ 15		
Almond, Sweet,		Valerian, powd.	25 @ 30		
imitation	40 @ 50	Seeds			
Amber, crude	25 @ 30	Anise	15 @ 20		
Amber, rectified	40 @ 50	Anise, powdered	22 @ 25		
Anise	2 25 @ 2 50	Bird, Is	8 @ 10		
Bergamont	7 50 @ 8 00	Canary	9 @ 12		
Cajeput	75 @ 85	Caraway	12 @ 18		
Cassia	1 50 @ 1 75	Cardamon	1 75 @ 2 00		
Castor, bbls. and		Celery	45 @ 50		
cans	12 1/2 @ 15	Coriander	12 @ 18		
Cedar Leaf	@ 85	Dill	25 @ 30		
Citronella	@ 60	Fennel	@ 30		
Cloves	1 75 @ 2 00	Flax	4 @ 8		
Cocanut	20 @ 25	Flax, ground	4 @ 8		
Cod Liver	1 25 @ 1 50	Foenugreek, pow.	6 @ 10		
Cotton Seed	90 @ 1 10	Hemp	5 @ 7		
Croton	@ 1 60	Lobelia	@ 50		
		Mustard, yellow	9 @ 12		
		Mustard, black	9 @ 12		
		Mustard, powd.	20 @ 25		
		Poppy	15 @ 20		
		Quince	@ 1 00		
		Rape	6 @ 10		
		Sabadilla	25 @ 30		
		Sabadilla, powd.	35 @ 45		
		Sunflower	6 @ 8		
		Worm American	15 @ 20		
		Worm Levant	40 @ 50		
		Tinctures			
		Aconite	@ 75		
		Aloes	@ 65		
		Arnica	@ 60		
		Asafoetida	@ 1 00		
		Belladonna	@ 60		
		Benzoil	@ 90		
		Benzoil Compound	@ 90		
		Buchu	@ 1 00		
		Cantharidies	@ 1 00		
		Capsicum	@ 90		
		Cardamon	@ 95		
		Cardamon, Comp.	@ 65		
		Catechu	@ 60		
		Cinchona	@ 1 05		
		Colchicum	@ 60		
		Cubeb	@ 1 20		
		Digitalis	@ 60		
		Gentian	@ 60		
		Ginger	@ 95		
		Guaiac	@ 1 05		
		Guaiac Ammon.	@ 30		
		Iodine	@ 1 25		
		Iodine, Colorless	@ 1 25		
		Ipecac	@ 75		
		Iron, clo.	@ 60		
		Kino	@ 80		
		Myrrh	@ 1 05		
		Nux Vomica	@ 70		
		Opium	@ 2 00		
		Opium Camph.	@ 65		
		Opium, Deodor'd	@ 2 25		
		Rhubarb	@ 70		
		Paints			
		Lead, red dry	7 1/2 @ 10		
		Lead, white dry	7 1/2 @ 10		
		Lead, white oil	7 1/2 @ 10		
		Ochre, yellow bbl	1 @ 1 1/4		
		Ochre, yellow less	2 @ 5		
		Putty	2 1/2 @ 5		
		Red Venetian bbl	1 @ 1 1/2		
		Red Venet'n, less	2 @ 5		
		Shaker, Prepared	1 40 @ 1 50		
		Vermillion, Eng.	90 @ 1 00		
		Vermillion, Amer.	15 @ 20		
		Whiting, bbl.	1 @ 1 1/2		
		Whiting	2 @ 5		
		Insecticides			
		Arsenic	6 @ 10		
		Blue Vitrol, bbl	@ 6 1/4		
		Blue Vitrol less	7 @ 10		
		Bordeaux Mix Pst	8 @ 15		
		Hellebore, White			
		powdered	15 @ 20		
		Insect Powder	20 @ 35		
		Lead Arsenate	8 @ 16		
		Lime & Sulphur			
		Solution, gal.	15 @ 25		
		Paris Green	15 1/2 @ 20		
		Miscellaneous			
		Acetanolid	30 @ 35		
		Alum	3 @ 5		
		Alum, powdered and			
		ground	5 @ 7		
		Bismuth, Subni-			
		trate	2 10 @ 2 25		
		Borax xtal or			
		powdered	6 @ 12		
		Cantharidies po.	1 30 @ 1 50		
		Calomel	1 20 @ 1 30		
		Capsicum	20 @ 25		
		Carmine	@ 3 50		
		Cassia Buds	@ 40		
		Cloves	30 @ 35		
		Chalk Prepared	6 @ 8 1/2		
		Chalk Precipitated	7 @ 10		
		Chloroform	38 @ 48		
		Chloral Hydrate	1 00 @ 1 15		
		Cocaine	3 70 @ 3 90		
		Cocoa Butter	50 @ 60		
		Corks, list, less 70%			
		Copperas, bbls.	@ 5		
		Copperas, less	2 @ 5		
		Copperas, Powd.	4 @ 6		
		Corrosive Sublim.	1 05 @ 1 10		
		Cream Tartar	28 @ 35		
		Cuttlebone	25 @ 35		
		Dextrine	7 @ 10		
		Dover's Powder	2 00 @ 2 25		
		Emery, all Nos.	6 @ 10		
		Emery, powdered	5 @ 8		
		Epsom Salts, bbls	@ 1 1/2		
		Epsom Salts, less 2 1/2 %	@ 5		
		Ergot	1 50 @ 1 75		
		Ergot, powdered	1 80 @ 2 00		
		Flake White	12 @ 15		
		Formaldehyde lb.	10 @ 15		
		Gambier	@ 60		
		Gelatine	35 @ 45		
		Glassware, full cases 80%			
		Glassware, less 70 & 10%			
		Glauber Salts bbl	@ 1		
		Glauber Salts less	2 @ 5		
		Glue, brown	11 @ 15		
		Glue, brown grd	10 @ 15		
		Glue, white	15 @ 25		
		Glue, white grd	15 @ 20		
		Glycerine	23 @ 30		
		Hops	50 @ 80		
		Indigo	85 @ 1 00		
		Iodine	4 35 @ 4 60		
		Iodoform	5 40 @ 5 60		
		Lead Acetate	12 @ 18		
		Lycopodium	55 @ 65		
		Mace	80 @ 90		

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED. Items include Holland Herring, Rainsins, Rice—Broken.

Index to Markets

By Columns

Main index table with columns: Col., 1, 2. Lists various goods like Ammonia, Axle Grease, Baked Beans, etc.

Table with columns: 3, 4, 5. Lists various goods like Cheese, Mocha, Shelled, etc.

6

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 per doz.
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
Evapor'ed, Choice bulk 7
Evapor'ed, Fancy pkg. 8
Apricots
California 13@15
Corsican 15
Currants
Imported 1 lb. pkg. 8 3/4
Imported, bulk 8 1/2
Peaches
Muirs—Choice, 25lb. 9
Muirs—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. 8@8 1/2
California Prunes
90-100 25lb. boxes @ 5
80-90 25lb. boxes @ 4 1/2
70-80 25lb. boxes @ 7
60-70 25lb. boxes @ 8
50-60 25lb. boxes @ 9 1/2
40-50 25lb. boxes @ 11
FARINACEOUS GOODS
Beans
California Lima 7 1/2
Michigan Lima 6
Med. Hand Picked 2 10
Brown Holland 1 65
Farina
25 1 lb packages 1 50
Bulk, per 100 lbs. 4 00
Original Holland Rusk
Packed 12 rolls to container
3 containers (40) rolls 3 20
Hominy
Pearl, 100 lb. sack 2 00
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50
Pearl Barley
Chester 3 00
Empire
Peas
Green, Wisconsin, bu. 2 00
Green, Scotch, bu. 2 00
Split, lb. 5
Sago
East India 4 1/2
German, sacks 4 1/2
German, broken pkg.
Tapioca
Flake, 100 lb. sacks 4 1/2
Pearl, 100 lb. sacks 4 1/2
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75
FISHING TACKLE
1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
2 in. 11
2 1/2 in. 15
3 in. 20
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 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 Flourloigt 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, 1/4s 5 10
American Eagle, 1/4s 5 00
American Eagle, 1/2s 4 90
Spring Wheat
Roy Baker
Golden Horn family 4 80
Golden Horn, bakers 4 75
Wisconsin Rye 4 05
Judson Grocer Co.
Ceresota, 1/4s 5 70
Ceresota, 1/4s 5 80
Ceresota, 1/2s 5 90
Worden Grocer Co.
Wingold, 1/4s cloth 5 60
Wingold, 1/4s cloth 5 50
Wingold, 1/2s cloth 5 40
Wingold, 1/2s paper 5 45
Wingold, 1/4s paper 5 40
Bakers' Patent 5 25
Wykes & Co.
Sleepy Eye, 1/4s cloth 5 45
Sleepy Eye, 1/4s cloth 5 35
Sleepy Eye, 1/2s cloth 5 25
Sleepy Eye, 1/2s 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 50@ 75
Shearlings 50@ 75
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 bbls., per doz. 15
1/2 pt. in bbls., per doz. 16
8 oz. capped in bbls. 18
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 22
Fair 20
Half barrels 2c extra
Red Hen, No. 2 1/2 1 75
Red Hen, No. 5 1 75
Red Hen, No. 10 1 65
MUSTARD
1/4 lb. 6 lb. box 16
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. 90
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 Tourn't whist 2 25
POTASH
Babbitt's, 2 doz. 1 75
PROVISIONS
Barreled Pork
Clear Back 21 50@22 00
Short Cut Clear 20 50@21 00
Bean 17 00@17 50
Brisket, Clear 24 00@24 50
Pig 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 14 1/2@15

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Lard
Pure in tierces 12 1/2@13
Compound Lard 10 1/2@11
80 lb. tubs advance 1/4
50 lb. tubs advance 1/4
20 lb. pails advance 1/4
10 lb. pails advance 1/4
5 lb. pails advance 1/4
8 lb pails advance 1
Smoked Meats
Hams, 12 lb. av. 19 1/2@20
Hams, 16 lb. av. 19 @19 1/2
Hams, 18 lb. av. 18 @18 1/2
Ham, dried beef sets 23 @24
California Hams 11 1/4@11 1/2
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
Deviled Meat, Ham
Flavor, 1/4s 50
Deviled 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 3 1/2@4 1/4
ROLLED OATS
Rolled Avena, bbls. 5 95
Steel Cut, 100 lb. sks. 2 85
Monarch, bbls. 5 65
Monarch, 90 lb. sacks 2 45
Quaker, 18 Regular 1 40
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. 13 00
Y. M. wh. hoop 1/2 bbls. 7 00
Y. M. wh. hoop kegs 85
Y. M. wh. hoop Milchers kegs 90
Standard, bbls. 12 00
Standard, 1/2 bbls. 6 50
Standard, kegs 65
Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 2 lbs. 75

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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. 92
100 lbs. 4 65
40 lbs. 2 10
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, Cochin 14 1/2
Mace, Penang 70
Mixed, No. 1 16 1/2
Mixed, No. 2 10
Mixed, 5c pkgs. doz. 45
Nutmegs, 70-80 30
Nutmegs, 105-110 22
Pepper, Black 13
Pepper, white 25
Pepper, Cayenne 22
Paprika, Hungarian 22
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 1/4
Muzzy, 20 lb. pkgs. 5 1/4
Kingsford
Silver Gloss, 40 lb. 7 1/4
Muzzy, 40 lb. pkgs. 5
Gloss
Silver Gloss, 16 3lbs. 6 1/4
Silver Gloss, 12 6lbs. 8 1/4
Muzzy
48 lb. packages 5
16 3lb. packages 4 1/2
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. 5 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 9 50
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
Bracer, 6 and 12 lb. 30
Big Four, 6 and 16 lb. 32
Boot Jack, 2 lb. 90
Boot Jack, per doz. 90
Bullion, 16 oz. 46
Climax, Golden Twins 48
Climax 14 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
Kingsford
Four Roses, 10c 90
Gilt Edge, 2 lb. 50
Gold Rope, 6 & 12 lb. 58
Gold Rope, 4 & 8 lb. 58
G. O. P., 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. 32
Merry Widow, 12 lb. 37
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 & 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
Culias, 2 1/2 oz. 30
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

Table with columns 12 and 13. Items include Scrapple, Sure Shot, Yankee Girl Scrap, Pan Handle Scrap, Peachy Scrap, Union Workman, Smoking (All Leaf, BB, Bagdad, Badger, Banner, Belwood, Big Chief, Bull Durham, etc.), TWINE (Cotton, Hemp, Flax, Wool), VINEGAR (White Wine, Just Suits, etc.), WICKING (Le Redo, Myrtle Navy, etc.), WOODENWARE (Baskets, Butter Pates, Ovals, Wire End, Churns, Clothes Pins, Round Head), etc.

Table with column 14. Items include Pilot, Prince Albert, Queen Quality, Rob Roy, Sweet Caporal, Sweet Lotus, Sweet Rose, Sweet Tip Top, Sun Cured, Summer Time, Standard, Seal N. C., Three Feathers, Three Feathers and Pipe combination, Tom & Jerry, Trout Line, Trout Line, Tuxedo, Tuxedo, Twin Oaks, Uncle Sam, Uncle Sam, Van Bibber, Velvet, Velvet, War Path, Wave Line, Way up, Wild Fruit, Yum Yum, etc.

Table with column 15. Items include 4 1/2 inch, Egg Crates and Fillers, Humpty Dumpty, Case No. 2, Faucets (Cork lined, Trojan spring, Eclipse patent spring, etc.), Mop Sticks (Trojan spring, Eclipse patent spring, etc.), Pails (2-hoop Standard, 3-hoop Cable, etc.), Traps (Mouse, wood, etc.), TEA (Royal Garden), THE BOUR CO., TOLEDO, O., COFFEE (White House), SAFES (Full line of fire and burglar proof safes), Washboards (Bronze Globe, Dewey, etc.), Window Cleaners (12 in., 14 in., 16 in.), Wood Bowls (13 in. Butter, etc.), WRAPPING PAPER (Common Straw, Fibre Manila, etc.), YEAST CAKE (Magic, Sunlight, etc.), AXLE GREASE (MICA AXLE GREASE), BAKING POWDER (Royal), etc.

CIGARS Johnson Cigar Co.'s Brand S.C.W. S. C. W., 1,000 lots, El Portana, Evening Press, Exemplar, Worden Grocer Co. Brand Ben Hur, Perfection, Perfection Extras, Londres, Londres Grand, Standard, Puritanos, Panatellas, Finas, Panatellas, Bock, Jockey Club.

Old Master Coffee Old Master, San Marto, Pilot, Royal Garden, THE BOUR CO., TOLEDO, O., COFFEE Roasted, Dwinell-Wright Co's B'ds.

White House COFFEE White House, 1 lb., White House, 2lb.

Excelsior, Blend, 11b, Excelsior, Blend, 21b, Tip Top, Blend, 11b, Royal Blend, Royal High Grade, Superior Blend, Boston Combination, Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.

Apex Hams, Apex Bacon, Apex Lard, Excelsior Hams, Excelsior Bacon, Silver Star Lard, Silver Star Lard, Family Pork, Fat Back Pork.

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

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

The only 5c Cleanser Guaranteed to equal the best 10c kinds 80 - CANS - \$2.80

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

Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 35 Tradesman Co.'s Brand Black Hawk, one box 2 50 Black Hawk, five bxs 2 40 Black Hawk, ten bxs 2 25 A. B. Wrisley Good Cheer 4 00 Old Country 2 40

Soap Powders Snow Boy, 24s family size 3 75 Snow Boy, 60 5s 2 40 Snow Boy, 100 5c 3 75 Gold Dust, 24 large 4 50 Gold Dust, 100 5c 4 00 Kirkline, 24 4lb. 2 80 Pearlina 3 75 Soapine 4 00 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 30 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Rub-No-More 3 85 Nine O'clock 3 30

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 1 30

Conservative Investors Patronize Tradesman Advertisers

We Manufacture Public Seating Exclusively

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

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

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

Write Dept. Y. American Seating Company 215 Wabash Ave. CHICAGO, ILL. GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale by Frank P. Cleveland

Drug, paint and wall paper store located in Iroquois Co., Illinois; sales average about \$400 per month; cheap rent; about \$3,000 required.

For Sale—Drug store, store building and residence in Grant Co., Indiana; sales average about \$525 per month; business established 13 years; about \$8,500 required.

For Sale—Drug store in Texas city of about 35,000 population; sales average \$900 per month; business well established and a money maker; invoices about \$5,000.

For Sale—Clothing and men's ware store in Preble Co., Ohio; stock and fixtures invoice about \$20,500; sales average about \$2,000 per month; cheap rent; business established four years; price right; will reduce stock.

For Sale—Stock of general merchandise in Whitley Co., Indiana; sales average \$1,250 monthly; invoice about \$6,400. Will exchange for a farm.

For Sale—Grocery store in Randolph Co., Illinois. Also store building, barn, out buildings, residence and two lots; good opening for practical merchant; about \$4,000 required.

For Sale—Millinery store in Jersey Co., Illinois; business well established and profitable; about \$1,700 required.

For Sale—Controlling interest in a first-class steam laundry in Lima, Ohio. receipts average \$450 per week; price \$5,200.

For Sale—Steam laundry in Pawnee Co., Oklahoma; receipts average \$700 per week; price \$2,700.

Write me for detailed descriptions. I bring buyers and sellers together. No matter where located if you want to buy, sell or trade any kind of business or property, address, Frank P. Cleveland, 1261 Adams Express Building, Chicago, Illinois. 459

For Sale—640 acres of land, ideal stock ranch and suitable for farming. Sixty acres cleared and will consider part trade, at \$20 per acre. Address John Mahoney, Clare, Mich. 465

Wanted—Man with capital to join with me in purchasing timber. Can secure Oregon pine timber at right price; 500,000,000 feet in one bunch, also smaller tracts. A rare opportunity to make money. Address W. R. Kivette, Box 207, La Grande, Oregon. 463

For Sale—Two saw mills complete. 15 and 25 M. Cap. Plenty ore, pine timber. A bargain in each. W. R. Kivette, La Grande, Oregon. 464

For Sale—Special offer while they last, good as new, latest Model No. 5 Oliver typewriters with tabulator and back spacer, \$37.50. No. 3 Model, \$24.50. All other makes at low prices. Will send on trial. W. H. Fox, 106 N. La Salle St., Chicago, Ill. 462

For Rent—Store for hardware business, best location in Pontiac. Used as hardware store over 50 years. Two floors and basement, 140x20 feet. Have party who might take half interest with satisfactory partner. H. L. Jacobs, Pontiac, Mich. 461

Real estate business and office furniture; established six years; large list farms; over 1,200 letters now from prospective buyers; commissions \$5,000 to \$8,000; going West. Price \$1,000. Address Roberts, Richland, Mo. 460

For Sale—Manufacturing business, selling product to wholesale hardware, grocery and woodenware houses. \$1,500 will handle same. Trade marked goods well advertised. Can be moved. Paying excellent profit. Other business, reason for selling. No time for letter writers. For full details write L. B. 30, Sabina, Ohio. 458

Will trade for stock of general merchandise or hardware and furniture, 640 acres of fruit land in the famous flat-head valley. Trego River runs through land, 4 miles from railroad town. Address R. C. Rasmussen, Cut Bank, Mont. 467

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 moneymaker. Will give big discount if sold at once. Address 125 West 7th St., Flint, Mich. 452

\$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

Oven—No. 2 McDowell portable bakers' oven, 12 sq. feet of baking surface. A continuous baker. Practically new. H. E. Hessler Co., 506-512 N. Salina St., Syracuse, N. Y. 457

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 \$6,000 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 cutter, 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—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

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

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

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

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.

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

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—Grocery and market. Must sell. Have 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 at a bargain, 1 6 x 8 x 10 Stevens cooler, 1 Power Enterprise chopper, 1 silent cutter, 1 200 account McCaskey register, all excellent condition. Further particulars write A. R. Hensler, Battle Creek, Mich. 282

For 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

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

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. 859

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. Kaufer, Milwaukee, Wis. 92

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

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

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

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. 194

HELP WANTED.

Wanted—Registered druggist. Must furnish references from last two employers. Address No. 468, care Tradesman. 468

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

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

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

Wanted—Permanent position in small bakery by sober and reliable married man, with 20 years' experience. Wife can help. Address No. 466, care Tradesman. 466

Local Option Liquor Records For Use in Local Option Counties

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

TRADESMAN COMPANY
GRAND RAPIDS, MICH.

DETROIT DETONATIONS.

(Continued from page one)

Among other merchants who were in Detroit last week were a number of shoe dealers who came to attend the convention of the Michigan Retail Shoe Dealers' Association.

Leonard Frawley (Burnham, Stoepl Co.) returned from his vacation last week, after an extended trip through the United States, having taken in New Baltimore, Fairview and Waterworks park.

Speaking of New Baltimore, that village has a prominent merchant by the name of Herman Reinecke, shrinker and ex-traveling man. Herman, who "enjoys" single blessedness, was obliged to give up the road because the girls made so much fuss over his beautiful curly hair. Although buried in a village, Herman is not forgotten by his many friends about the State.

At the rousing meeting of Cadillac Council, No. 143, Saturday night, five applications were balloted on and accepted and Samuel Fengel, Arthur C. Laffery and George E. Houghton—all splendid, healthy and good looking candidates—were presented with a button and for good measure a bit of high life was also presented to each in turn.

One of the most inconsistent things in the world, according to L. P. Tompkins, member of the Grand Executive Committee, is for a bunch of traveling men to work their heads off to have a law passed prohibiting the use of the roller towel in hotels and then complacently use the said maligned roller towel without raising a murmur.

Unless, of course, we told all we knew about Fred Richter.

Phil Black, who has represented Edson, Moore & Co. for a number of years, has been obliged, owing to poor health, to resign his position. He has rented a store in Lima, Ohio, at which place he will conduct a dry goods store.

Not having policemen in some of the smaller towns, it is now the proper caper for country merchants to tell their troubles to the Tradesman.

All the world loves a lover, but the guy with lots of cash can get the most assistance. Meditations of H. Leroy Proper, the sage of East Lake.

Traveling men may not be the best judges in the world, but we never yet have seen a waiter or a porter who wouldn't take a tip from one.

Boost—and you'll be placed on a U. C. T. committee.

Knock—and you'll be refused admittance to a first-class (?) hotel.

It pays to advertise. Even poor advertising pays—the other fellow.

Once when we were young we had a quarrel with a little Swedish boy.

Of course, because we had that quarrel every Swede should be exterminated.

Just to humor the ignorants.

Such is life on a large farm.

Council No. 9 meets Saturday night!

Also assesment No. 118 is now due.

And coal to buy, too!

James M. Goldstein.

NEW YORK MARKET.**Special Features in the Grocery and Produce Trade.**

Special Correspondence.

New York, Sept. 15—All over the route traveled the same reply is made to enquiries as to the spot coffee situation. Stocks in the interior of the country among grocers have become well reduced and there is, in consequence of this, a rather better demand. A steady run of orders is in evidence. The amount taken individually is small, but the aggregate is satisfactory. There is a firmer tone on the Coffee Exchange, too, and this helps spots. At the close Rio No. 7 is worth, in an invoice way, 9c, and Santos 4s, 12c. In store and afloat there are of Brazilian coffees 1,548,417 bags, against 2,148,088 bags at the same time last year. Mild sorts are steady at previous quotations.

Granulated sugar is quoted by the Federal refinery at 4.60c. Others are 10 points higher. There has been a better demand than existed last week and quite a volume of withdrawals under previous contract. No change of importance can be looked for, however, although rather lower quotations may be made when beet arrives.

Stocks of tea are certainly running light, taking the country at large, and dealers are firm in their views of values. An advance of about 2c is to be noted in Pingsueys and Gunpowders, owing almost altogether to small supplies.

HOLDERS of rice are laying low. They seem to think that if they retain the recumbent position long enough they will see an active market. Just now, however, matters move in the old rut and no change is noted in quotations.

Spices are firm. Jobbers are doing more business as the season advances and look for a good fall and winter trade. No weakness is shown in the entire line.

Molasses is steady as cooler weather comes apace and prices are firmly sustained, although no advance has yet taken place. Syrups are steady and in light supply. Fancy stock, 20@25c.

Canned goods are about steady. It is hard to find an instance of tomatoes bringing 82½@85c, as buyers simply refuse to be interested. In fact, they seem to think 77½c is the very top and the usual value is stated to be 75c. A light pack is still "promised," but the matter will be in doubt for a fortnight yet if we have good weather. Peas are firm and the better grades are quickly taken. Lower grades are too much "in evidence" and work out at low figures. Corn is firm and the pack will most certainly be very light, so we are bound to see better figures. Other goods are unchanged, but, taking the whole situation, packers can find a good deal of encouragement.

Butter shows little if any change. Creamery specials, 31@32c; firsts, 28@30½c; held stock, 31@32c; imitation, 25@26c; factory firsts, 24½c; process, 26@27c.

Eggs are very firm for desirable stock. Best white Western are worth

32c; refrigerator stock, 25½@26c. The market is in favor of the seller.

Cheese is firm and is showing a tendency to further advance. Top grades, 16@16¼c.

LEGISLATION NEEDED.

The American people certainly are patient under afflictions. They may grumble at times and at times may kick over the traces on election day, but, as a rule, they are long enduring and seem to have the grinning habit when suffering is put upon them. There is the Harry K. Thaw case, for instance. This degenerate escaped from the Matteawan asylum a month ago and because his family have money and can command the services of a corps of lawyers it is possible to take advantage of every crook and wrinkle in the accumulated lawmaking of a century and a quarter to save him from a return to the custody he ought to be in. More than this, his crazy mouthings and actions are given scare head publicity in the newspapers and he is lionized in the public print and the notoriety he loves so well is given every play. And the American people endure it all. Thaw should be summarily dealt with on this side of the border as he was by the Canadian authorities. He is an undesirable of the most pronounced type, not merely because of the crime he committed, but by reason of his entire life history. Instead of trying to stretch the law in his behalf, the stretching should be done to keep him in retirement.

Right here in Michigan will be found another instance of public patience. The State is paying upwards of \$1,000 a day for the services of the State militia in maintaining order in the copper mining district in the Upper Peninsula. The sole issue in the strike that has been in progress for nearly two months is whether or not the western federation of miners shall be "recognized" by the mine owners. The miners have no grievances that could not easily and quickly be adjusted by direct conference with the mine owners, but a few professional labor leaders, non-residents of the State and with nothing at stake, are able to keep the district in turmoil and the State under heavy expense and for no other purpose than to serve their personal interests. If these trouble makers were taken by the scurf of the neck and thrown out of the State, the strike in the copper country would be at an end, but instead of taking this very sensible course, the policy is to treat them with the utmost consideration, just as though they had the right to dictate what the mine owners should do and upon what terms the miners shall return to work. These non-residents continue to incite the ignorant miners to acts of violence and to rioting. They continue to make it impossible or at least hazardous for honest men who have families to support and who want to work to return to employment, and the State stands for it, and foots the bills. With a rigorous Upper Peninsula winter in sight and with wages of an entire summer gone, it can be imagined what the condition

of the miners and their families will be when the cold weather comes, and all because of the greed and personal interests of a few outsiders who should never have been permitted to come into the State. What Michigan wants, more than anything else, is a law prohibiting grafting and murderers of the western federation stripe from crossing the State line. If we had such a law, union troubles would soon cease and we would develop the most prosperous commonwealth in the world. The money sent out of the State by union dupes to support union officials in idleness would keep thousands of families very comfortably.

Manufacturing Matters.

Hartland—The Crouse & Parshall Dairy Products Co. has been incorporated with an authorized capitalization of \$10,000, all of which has been subscribed and paid in in property.

Kalamazoo—The Kalamazoo Motor Vehicle Co., formerly the F. G. Clark Motor Truck Co., of Lansing, has moved into its new plant at the corner of Kalamazoo avenue and Church street.

Fremont—The Darling Milling Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Adrian—The Page Fence Co. has closed contracts for the manufacture of 40,000 windshields, thus introducing the first auto accessory industry in Adrian. The new branch will furnish employment to 200 men.

Detroit—The Auto City Bow Co. has engaged in business for the purpose of manufacturing bent goods of every description, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$3,000 paid in in cash.

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

Buffalo, Sept. 17—Creamery butter, fresh, 26@31c; 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, 12@13c; cox, 12c; fowls, 15@17c; springs, 15@18c; 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@2.35 per sack of 150 lb. Rea & Witzig.

Mt. Pleasant—Jesse Struble has engaged in the meat business here.

Publicity is the mother of much charity.

BUSINESS CHANCES.

For Sale Or Rent—Building and stock of groceries about \$1,500, in this city. For particulars write W. B. Nowell, Columbia, Mo. 469

For Rent—In Grand Haven, Mich., modern store room, 45 x 85, with addition 24 x 110, will rent either separately. Fine opening for dry goods or house furnishing store. This has been a dry goods store for 35 years and is too good a stand to remain idle long. This is a live manufacturing town of over 6,000 population, has only two dry goods and two furniture stores. Rent very reasonable. Address G. Vanden Bosch Co., Grand Haven, Mich. 470

Place Your Fall Orders at Once For

Karo (REG. U. S. PAT. OFF.)

YOU can't afford to be without liberal stock of this quick-selling, profit-paying staple. The demand is greater to-day than ever. This season promises to be our biggest. Karo season will shortly be at its best—the home preserving season for Karo (*Crystal White*) is now here.



Our reputation is staked on the quality of Karo—our extensive national advertising campaigns are your guarantee of quality. We cannot afford to ship a single can short in quality or weight.



Order to-day. On all orders placed immediately your full profits are guaranteed against any possible higher prices resulting from unsettled market.

CORN PRODUCTS REFINING COMPANY
NEW YORK

How About Your Printing?

THIS QUESTION is a very pertinent one for business men, because every day Business Printing takes on added significance as a *factor in trade*. Time was when any sort of printing would do, because not much was expected of it, but nowadays printing is *expected* to create and transact business. For this reason, good printing is exceedingly necessary in every line of business.

We have been producing *good* Business Printing for years. We have kept pace with the demand for the *best* in printing. As a consequence, our printing business has grown splendidly. We have been compelled to enlarge shop facilities, to increase equipment quite regularly. We have the requisite mechanical equipment, and with one of the best equipped, as well as the largest printing establishments in Western Michigan, we are in the very best position to give to the business man the highest standard of *good* Business Printing.

This includes everything, from envelopes to the most elaborate catalogs.

We respectfully solicit your patronage, giving the assurance that all orders will not only be *promptly executed*, but the printing will come to you in that quality of excellence you desire and, withal, at as reasonable a price as it is possible for us, or anyone else, to deliver *good printing*.

Orders by letter or by phone will receive prompt attention, and if you desire, a qualified representative will wait upon you without delay.

TRADESMAN COMPANY

:::

GRAND RAPIDS, MICH.

Going Out of the Jobbing Business

Our entire \$50,000 stock to be sacrificed that we may give our entire attention to the Publishing branch of the business. This includes such lines as all our new **Books** purchased for the Holiday trade, and all Leather Goods, Ivory, Silver and Ebony Toilet Goods, Toys, Dolls, Games, Etc. **Why pay regular prices** when we give you this opportunity of purchasing your entire stationery stock or holiday lines at greatly reduced prices.

Those who we disappointed the past week for lack of attention we would like to make appointments with, and it will well repay you.

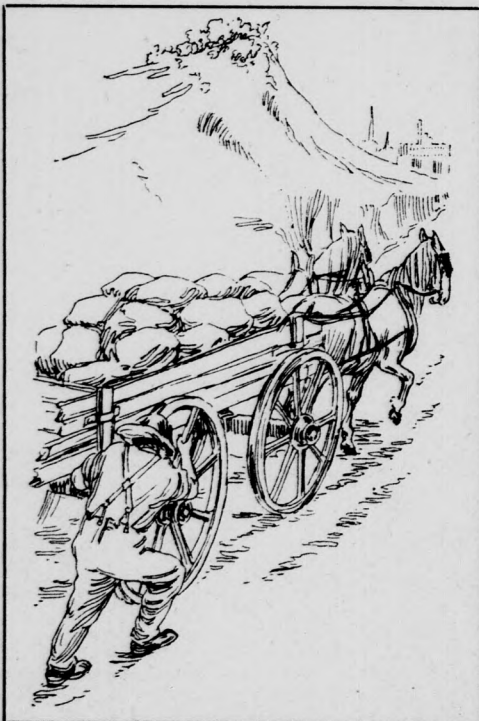
All things are now ready.
Come at your earliest convenience

Grand Rapids Stationery Co.

42-44 FULTON STREET

GRAND RAPIDS, MICHIGAN

Use Your Head Instead of Your Shoulders

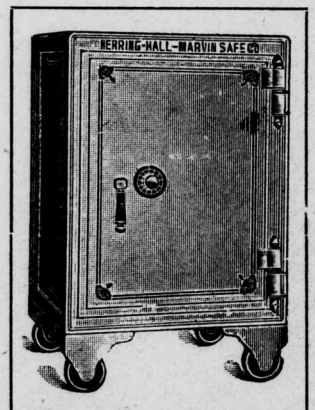


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—*W. L. Brownell.*

A man in business if he would be successful must use his head. In some men's heads the bump of caution is more fully developed than in others. Every business man whose bump of caution is normal realizes that he is running a great risk when he leaves his books of account on a shelf or under the counter when he locks up his store at night.

**Did You Ever Investigate and Find Out
For How Little Money You Could Buy
One of Our Dependable Safes?**

Just drop us a line to-day and say, "Tell us about your safes and name us some prices."



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