

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 24, 1913

Number 1566

## If All the Skies

If all the skies were sunshine,  
Our faces would be fain  
To feel once more upon them  
The cooling splash of rain.

If all the world were music  
Our hearts would often long  
For one sweet strain of silence,  
To break the endless song.

If life were always merry  
Our souls would seek relief,  
And rest from weary laughter  
In the quiet arms of grief.

Henry Van Dyke.

## Just a Little

A little work, a little play  
To keep us going, and so,  
Good day!

A little warmth, a little light  
Of love's bestowing, and so,  
Good night!

A little fun to match the sorrow  
Of each day's growing, and so,  
Good morrow!

A little trust that when we die  
We reap our sowing! And so,  
Goodby!

George Du Maurier.

## Memory Gems

Be noble! and the nobleness which lies  
In other men, sleeping but never dead,  
Will rise in majesty to meet thine own;  
Then wilt thou see it gleam in many eyes;  
Then will pure light around thy path be shed  
And thou wilt never more be sad and lone.

James Russell Lowell.

Lift up the weak, and cheer the strong,  
Defend the truth, combat the wrong!  
You'll find no scepter like the pen  
To hold and sway the hearts of men.

Eugene Field.

Wealth is not his that has it, but his that  
enjoys it—Benjamin Franklin.

No man is useless in this world who lightens  
the burden of it for anyone else.—Dickens.

There should be on every tower watchers  
set to observe and report of every new ray of  
light, in what quarter soever of Heaven it should  
appear, and their report should be eagerly and  
reverently received.—Emerson.

Blessed are they who have the gift of making  
friends, for it is one of God's best gifts. It in-  
volves many things, but, above all, the power of  
going out of one's self and appreciating what-  
ever is noble and loving in another.—Thomas  
Hughes.

If I were a baker, I would not be content  
with being a good baker, nor even a better baker  
than my neighbor. I would endeavor to bake  
bread like Michael Angelo painted pictures, like  
Thorwaldsen chiseled statuary, or like James  
Oliver moulded plows. It would be my aim to  
put into this trade a factor from which posterity  
could draw economical and social betterment.  
I would leaven my bread with the ambition of  
my soul and crust my pastry with the season-  
able joy of supreme effort profitably employed.  
It seems to me the dough bin holds possibilities  
for a Man. Let him stand forth.—Elbert Hubbard.


# WHEN YOU SEE



"DOUBLE A"

Remember it came from

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

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

**I**N the one case, a story of rapid increase in popularity—the yearly acquisition of thousands of delighted coffee drinkers and *hundreds of the best retailers in the country.*

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

On the other hand, the same reliable blend—the same excellence in quality that has always distinguished "White House" from the usual coffees of the stores.



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

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

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

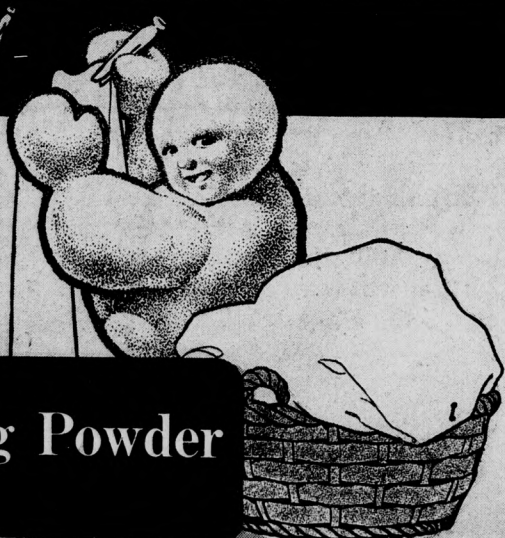
"Your customers know **FRANKLIN CARTON SUGAR** is **CLEAN** sugar."

**next time**

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

Lautz **Snow Boy** Washing Powder

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





# MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 24, 1913

Number 1566

## SPECIAL FEATURES.

- Page.  
2. Detroit Detonations.  
3. Honks From Auto Cit. Council.  
4. News of the Business World.  
5. Grocery and Produce Market.  
6. Financial.  
7. Editorial.  
8. Men of Mark.  
10. Chirpings From the Crickets.  
11. Butter, Eggs and Provisions.  
12. Annual Trade Extension Excursion.  
13. Dry Goods.  
16. Shoes.  
19. Bankruptcy—Eastern District.  
20. Woman's World.  
21. Proper Protection From Fire and Accident.  
22. Hardware.  
24. The Commercial Traveler.  
26. Drugs.  
27. Drug Price Current.  
28. Grocery Price Current.  
31. Business Wants.

## CRIME EASY AND SAFE.

### Police Efficiency Impaired by Mayor Ellis' Chicanery.

Written for the Tradesman.

Grand Rapids is becoming metropolitan, but in a way that does not seem to be relished by the good citizenship of the town. It is becoming metropolitan in its criminality and in the ease with which crime seems to escape. In the big cities crime occasionally is run down, but here it runs away and the police can find no clew. Burglars in the residence districts and the outskirts of the city may be hard to prevent and difficult to detect, for the city is large and, watching their chance, thieves who break in have a great advantage over the police. But in Grand Rapids the crimes are not confined to the outskirts. The most serious crimes, burglaries and murders are perpetrated right in the heart of the business section where the police protection should be most effective and the vigilance against crime the keenest. There was the robbery of the Thomson jewelry store on Monroe avenue last week as an instance, a robbery that snuffed out three lives. Two strangers walked into the store at 5:30 o'clock in the afternoon, before it was yet quite dark and when the streets were thronged with people. They held up the three employees and, when resistance was shown, they used their revolvers with deadly skill, grabbed a diamond from the finger of one of their victims and such other gems and jewelry as they could lay hands on and, running out of the front door and across the street, disappeared into a stairway, leaving no trail that the police have been able to find. Then there was the Sandler case a few months ago, almost across the street from the Thomson store. Sandler opened his pawn shop at the usual hour in the morning and half an hour later a caller found him lying dead on the floor with a bullet wound in his head. The murderer is still at large. The Rogers-Kimmel wholesale millinery store, on South Division avenue, within a block of Monroe avenue, was robbed of a cart load

of plumes and other valuable stock. The Remington & DeLany modiste shop, at Fulton street and LaGrave, was robbed of \$1,500 worth of made up gowns and dress goods. The Bixby and the Higgins stores, both within a few doors of busy Campau Square, were robbed of fountain pens and other stock. Two robberies costing the lives of four citizens and four burglaries right in the heart of the city—this is the record of very recent months, with no account taken of the fatal shooting of Wm. Harding by the burglar whom he disturbed in his work, nor the numerous house robberies. That such a criminal record can be rolled up in a few months is an indication of gross inefficiency somewhere, and there should be an earnest effort on the part of good citizenship to find where this inefficiency lies. Superintendent Harvey O'Carr's long and honorable record at the head of the police department seems to clear him from blame. Joseph U. Smith, chief of detectives for the past year, in trying to excuse his lack of success in catching criminals, says that the thugs the union strike leaders brought here to intimidate the strikebreakers of the Pere Marquette carshops included a lot of big city criminals with whom he has been unable to cope, and this explanation might suggest the turning of the search light upon Smith to ascertain if he is the right man in the right place. It is certain the city has never had so much crime as in the period that Smith has been chief of detectives, and a reasonable enquiry might be if the big city criminals, knowing they have him to cope with, do not feel tolerably safe in making their raids? Then there is the Fire and Police Commission which controls the department. This Commission is made up of members all of whom received their appointments from Mayor George E. Ellis and are supposed to represent his policies. Acting under the Ellis influence, has the Commission been playing politics and thereby impairing the department's efficiency and making crime easy and safe? It is certain the triple tragedy of the Thomson robbery last week has called public attention to the condition that exists, and aroused public sentiment as it has not been aroused in years. The need of an energetic shake up is apparent, and the question is if the shake up will come now or will the public conscience fall off into another slumber? Citizen.

A meeting will be held in St. Joseph Sept. 27 to take action on securing a farm expert for Berrien county.

Do you ever think to water the birds?

### What Some Michigan Cities are Doing.

Written for the Tradesman.

The West Side Business Men's Association of Saginaw is working with the country farm bureau and school officers in preparing for an exhibit of farm products, to be held at Riverside Park Oct. 3 and 4.

Bay City is expecting a revival of the salt manufacturing industry the Hine Lumber Co. having a new plant under construction which will produce 60,000 barrels per year.

The beet sugar factories of the Saginaw valley are being put in shape for the fall campaign and the sugar beet crop presages a successful season.

Kalamazoo is preparing to entertain 2,000 Odd Fellows and Rebekahs at the annual four day convention which opens Oct. 20.

The Commercial Club of Kalamazoo is making efforts to retain the plant of the Michigan Buggy Co. in that city and a committee has been appointed to attend the creditors meeting in the Federal court, Grand Rapids, Sept. 24.

Secretary Seegmiller, of the Owosso Improvement Association, is working with county grange on plans for a united harvest festival, to be held in October.

Cadillac is happy—the price of potatoes has risen to 70 cents, with visions of dollar tubers in a few weeks. Wexford county is reported to have a fine crop of late ones, which means prosperous growers and happy merchants.

Enrollment in the Battle Creek schools shows a gain of nearly 300 pupils over a year ago.

St. Joseph has secured a new factory, the Holland Rod Co., of Holland, having decided to remove to that city. The plant will be operated in connection with the American Tool works. The company makes fish rods and will employ fifteen to twenty hands at the outset.

Watervliet will hold its third annual street fair Oct. 16.

"Get Together for Benton Harbor" is the slogan of real estate men of that city, who will conduct a tour of inspection of the city's manufacturing industries Sept. 24.

C. E. Gorham has been re-elected as President of the Marshall Board of Commerce, which closes its first year with \$402 in the treasury. The Board has secured a first-class flour mill for the city and agrees to pay the Rice Creek concern \$500 as soon as the mill is equipped and in active operation.

"We Can and We Will" is the slogan suggested for Marquette by the Chronicle of that city.

Physicians of Three Rivers have raised their rates, to take effect Oct.

1, and in a signed statement it is declared the present rates have been in effect for thirty years, while the cost of living has been soaring.

Cadillac is having plans drawn for its new \$34,000 sewage disposal plant, to be built next summer.

Manistee has completed the work of raising a fund of \$1,600 for publicity purposes and F. A. Mitchell, of the Board of Trade, is preparing a booklet on Manistee and its advantages for publication.

Commercial Club boosters of Menominee have planned another trade extension trip, to be made to the Stephenson fair Sept. 25.

Menominee has secured the next State poultry show, which will be held Feb. 10-15.

Work has begun on a new electric lighting system at Union City. Ornamental posts will be used and all wires will be laid under ground.

The stray chicken nuisance has become a civic problem in Owosso.

Hillsdale College has opened its fifty-eighth year, with prospects of 500 students.

The population of Greater Detroit, which includes villages in the suburbs, is 614,486, according to the new directory.

Instead of sentencing drunks and bums to thirty days at the county jail, Escanaba will send them to hard work on the city farm of twenty-five acres, raising potatoes, cabbage, turnips, etc., and so materially reduce the cost of caring for the city poor.

The Lake Shore Commercial Club met at Saugatuck and elected L. S. Bassett as President and James A. Koning as Secretary.

The Owosso Improvement Association has arranged to furnish citizens with trees and shrubs at cost for beautifying the city.

Flint has taken steps toward erection of a city market building on Smith street.

The City Sealer of Weights and Measures at Lansing recently weighed seventy-five sample of bread sold in that city and found every one of them to be up to the charter requirements of sixteen and thirty-two ounce loaves. Many loaves were found to be over-weight.

A big demand for houses exists at Ann Arbor, realty men saying that they cannot supply the demand.

Petoskey stores have started on the winter schedule, closing at 6 o'clock each evening except Saturdays.

The Clarage Foundry Co. is building a \$50,000 addition to its plant at Kalamazoo.

The Detroit Board of Commerce will be at home in its new building Oct. 6. Almond Griffen.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 22—Chas. McDuffee, veteran knight of the dusty cushion seats, is now safely ensconced behind a well-paying dry goods business at 1337 Grand River avenue. As a salesman "Mac" was very successful and, as a merchant, he will be likewise successful. He says in order to be successful one should make lots of money and save it, also keep strong and healthy at all times.

Guy Caverly, the burly representative for the G. J. Johnson Cigar Co., of Grand Rapids, is making preparations for the coming winter. He is having two of the largest sizes of union suits grafted together into one to protect himself from the wintery blasts.

"Jim" Milliken, of the J. W. Milliken Co., Traverse City, was a Detroit visitor last week. One advantage Jim has over the rest of humanity is that he can walk a block and only needs to take two or three steps to do it.

A. N. Shook, general merchant of Coral, accompanied by his wife and son, Harry, drove down to Detroit in his Hudson car last week, making it a business and pleasure trip combined, replenishing his stock from the Detroit market. "Abe," who was a Representative from Montcalm to the Legislature for several terms, spent one night in Lansing while en route, visiting some of his former associates and friends. Mr. Shook is also very well known in Detroit; in fact, he can number his friends in all parts of the State.

Then, on the other hand, the editor may have placed our offering on the front page last week so the readers might get it over with as soon as possible—or sooner.

Carson Anderson, of Burnham, Stoepel Co.'s underwear department, recently hooked feet with one Albert Dorrance, thereby having his vacation extended a few days. Albert came through unscathed.

Just now when it is up to the traveling men to stock up for the winter, the sales managers bring forth their field glasses to give the expense books an extra scrutiny.

If Editor Stowe could squelch the unions as easily and effectively as he did the traveling men "poets"—but, what's the use?

A. B. Wilkinson, who formerly represented the Williams Bros. Co., has resigned and has accepted a position with the B. Fisher Co., handler of the Astor House teas and coffees. Mr. Wilkinson will cover the city of Detroit and suburban towns, where he is already well acquainted with the trade.

Bert McDermid, merchant at Columbiaville, was one of Detroit's prominent visitors last week. At this writing Detroit had nearly resumed its normal condition. Not many merchants who visit Detroit are more welcome than McDermid.

You can't always tell by looking at an automobile how big the mortgage on the home is.

The local jobbers, owing to the

orders place with them during last week (State Fair) by the visiting merchants, were taxed to their limit in filling and shipping orders. Some of them were compelled to have their forces work nights in order to keep up with the rush of business.

"Gard" Wallace, representative for Cohen Bros. Co., Milwaukee, and "Norm" Eggeman, Western Hat & Cap Co., of the same city, are brushing up their order books and cleaning out their traveling bags preparatory to making their spring invasion into their regular territories. These inseparable chums will, undoubtedly, be found side by side covering Western Michigan, after which we shall look for many items of interest for the Detroit columns, if nothing more than to relate the pranks they play on each other.

Dave Seitner, of the Seitner Co., Flint, passed through Detroit recently en route to his home, after a delightful three months' trip through Europe. Dave, who looks as if he had been spending his vacation on a ranch, decided that although there are many things to be seen in Europe of more than ordinary interest, that three months in Europe will not be as good as five minutes in the good old U. S.

"Sid" Pungs, of Burnham, Stoepel & Co., besides selling his wares to his customers, is in many cases their advisor and personal friend. "Sid" has quite a reputation as a humorist. Here is one of his latest quibs. Abraham Lincoln once said: "You can fool some of the people all of the time and all of the people some of the time, but you can't fool all of the people all of the time," and Sid adds: "and you can never fool a woman by coming home with a package and telling her you have been shopping."

E. F. Rine, representative for the Palmer Manufacturing Co. and member of Council No. 9, has been seriously ill at the hospital. Following an operation Mr. Rine has so far recovered as to be removed to his home at 1149 Canfield street, east.

John A. Murray, representing several manufacturers, with offices at 50 Shelby street, is one of the oldest and most active members of No. 9. Mr. Murray is going East this week and next Saturday night will attend the council meeting in the town where he was born—Geneva, New York.

The L. W. Robinson Co., of Battle Creek, has made several improvements in its dry goods store until it now has an emporium which will compare favorably with any in Southern Michigan.

Miss Mae McCauley, Merrill, has purchased the Joseph Phelon stock from the creditors of the latter. While this is "Mike's" first attempt at running a general store, with her wonderful business ability, there is not the slightest doubt she will make a success of the new undertaking.

At a very enthusiastic meeting of Detroit Council, No. 9, the final preparations were made for the big booster night on Oct. 18. Herbert Murray, general chairman in charge of the blowout, reported the progress of the various committees. Several out of town members of the U. C. T.

have signified their intention of being in Detroit on that date. From now until that night the campaign for new members will be on in earnest in order to put through one of the largest classes in the history of Detroit U. C. T. All members of No. 9 are urgently requested to bear in mind the date and also remind their brother U. C. T.'s. An application from each member means much to the Council which is putting forth its best efforts to make Oct. 18 a night to be long remembered and to make this the greatest year in the Council's history.

George Gougeon, who runs a general store in Bay City, west side, has a reputation among the traveling men as one of the happiest dispositioned merchants they have the pleasure of calling on. Being a merchant is almost enough in itself to make a man lose his joviality, but that is not so with George. He has far more to test his disposition—he is the pa of fourteen live, healthy children.

Rather peculiar fact how one hotel keeper can run his hotel and still know how much business the others are doing.

In Big Rapids a few weeks ago, an Irishman left the hotel in indignation because the management refused to allow him in the dining room in his shirt sleeves. However, the wise manager still welcomes the business of the Irish.

Not being of a revengeful nature, we are still satisfied to have Michigan called the Wolverine State.

At the next meeting of Cadillac Council, No. 143, Oct. 11, a social evening will be enjoyed by the members, their wives and sweethearts joining them immediately after the regular meeting.

Mr. Jackson, the general manager for the O. M. Smith Co., Flint, is the proud possessor of the first 1914 model Buick car turned out of the factory. Which goes to show that it also pays to be a general manager—especially a successful one, like Mr. Jackson.

Frank Lengeman (Newland Hat Co.) recently underwent an operation for appendicitis and at this writing is doing nicely. Frank's many friends among the trade will be pleased to see his smiling face among them at an early date.

One of Detroit's growing young jobbers who deserves special mention is the J. L. Marcero Co., tobacco jobber and agent for Lowney's candy. This concern opened up its Detroit store about four years ago, coming from Pontiac, where it still maintains a store. It started here with two salesmen and this month George Whitman, who has been in the office for some time, starts on the road, making the tenth salesman it has on the road. The Marcero Co. is Detroit distributor for the G. J. Johnson Cigar Co., of Grand Rapids. Mr. Moreland is the local manager for the Marcero Co.

On the other hand, it is much easier to make a success in business in Detroit than it is to make a failure elsewhere.

M. Demery, veteran traveling salesman, now one of Detroit's progressive

merchants, is enlarging his already good sized store on Woodward avenue and is adding many new lines not heretofore carried. Mike's hosts of friends will be pleased to hear of his success in the mercantile business.

Bob White (Burnham, Stoepel & Co.) true to his name (the common partridge of North America, the Odontophorus Virginianus, so called from its note) is in the bird game for keeps. Bob, who received his early education in Merrie England, can, by having his ire raised, chirp like a real Odontophorus Virginianus. His specialty is White Leghorns and they say he has some real prize birds in his collection. Bob is the city salesman for the above named concern.

The Globe Furnishing Co. has moved from 644 Gratiot to its new location at 1507 Woodward avenue. It has added a line of men's clothing to its already extensive line of men's furnishing goods.

Bert Saxton, of Grand Rapids, who has been connected with the Grand Rapids Brush Co. for the past ten years, was in Detroit last week on business. His wife has been here for several weeks, visiting her sister. Bert announces that he has tendered his resignation to the Brush Co., to take effect Jan. 1. He has several good projects in view, but was not decided which he will accept. Whoever gets Bert will get a live wire.

H. A. Hathaway, who represents the Scandinavia Belt Co., of Cleveland, and George Loria (Peerless Bedding Co.) Toledo, were both given a tryout and were not found wanting at the meeting of Council No. 9, Saturday night. It is the acquisition of such hustling and aggressive young men that is going to place the cause of the U. C. T. far above that of the other commercial men's organizations.

Roll on roller towel law—we should worry. Song of the law breaking hotels.

Roll on Roller towel. We should worry—Traveling Men's organization.

And to think that Fred Richter has 996 sheets of writing paper left. Fred didn't ring up last week, which is rather disappointing to the many Tradesman readers.

Just a word of advice to "Rocky" from one who has tried it. Don't spurt on the start. Reserve some of the energy for the future weeks. However, "Rocky" makes one of the best correspondents from Grand Rapids in years. Not better, possibly, than our friend Bosman, but more of it.

Come to think it over, giving advice helps to fill up space, which again necessitates (amid Roy's cusses) the stopping over to another page.

George Loria, one of the candidates of last Saturday night at No. 9 meeting celebrated the second anniversary of his marriage at his home, 668 Brush street, last Friday night. That the evening was a joyous one was evidenced by the way George dragged his feet around the floor during the initiation ceremonies. The remainder of the guests, we are told, went to bed at a very early hour the next night, which all speaks well for Mr. and Mrs. Loria as good entertainers.



A. L. Sufferin, who has been associated with his father, I Sufferin, at 354 Hastings street, has engaged in business at 431 Hastings street. He will carry a line of men's and women's furnishing goods. Mr. Sufferin is a young man with worlds of experience and his many friends look forward to a bright business career for him.

S. B. Wheeler, who has represented the Osborn, Boynton & Osborn Co., of this city, for a number of years, has resigned to engage in business for himself. Mr. Wheeler has purchased a bazaar business on Michigan avenue.

David Scheyer, notion buyer for Krolik & Co., has gone East in the interest of his firm.

Martin Martinson, of Martinson & Stafford, Alpena, is sharpening his spears preparatory to bringing forth those wonderful salmon trout that he spears yearly. While Martin is sharpening his spear, his neighbors are sharpening their teeth and the village editor is sharpening his pencil in readiness to write some wonderful fish stories.

Detroit is a good big live city, but they must take off their buttons and make their bow to hustling little Flint. The merchants in this hustling city are, as a class, among the liveliest in the State. The latest we hear from Flint is that the Smith-Bridgman Co. has expended over \$15,000 in remodeling its store and installing new elevator service. With these improvements, the Smith-Bridgman Co.

now has a store which can be classed with the finest in the State.

Not even a quorum of correspondents present last week.

Bullen-Lee-Richter-Ura Donald—all absent.

"Lon" Smith, up the Rapids way, says his idea of frenzied finance is to pay debts with borrowed money.

So it is ever thus. This week we chronicle the doings of a traveling man who, with his wife, celebrated their second anniversary by giving a party.

Others celebrate by getting a beautiful souse to forget it.

Difference of opinion makes the mayor go—after the votes.

In order to avoid the blue pencil we gotta stop pretty soon.

It'll save the editor the trouble of stopping us.

It's Helen the copper country getting business.

Taft will soon be a Dean. That's about the only name Teddy didn't give him. James M. Goldstein.

#### Honks From Auto City Council.

Lansing, Sept. 22—The time limit for assessment No. 118 expires next Wednesday and Secretary Tooley is anxious to mail out a few more receipts.

Brother E. H. Simpkins, of the Perry Barker Candy Co., was called to Linwood last Saturday on account of the serious illness of his aged father.

Frank M. Ackerman, one of Lansing's most prominent and highly respected citizens, died very suddenly Sept. 13. Mr. Ackerman was a member of the Knights of the Grip since

its organization and was Secretary of that order for two terms, ending in 1911.

The funeral of Mrs. W. B. Rice, aged 19, was held to-day. Interment at Mt. Hope cemetery. Mr. Rice is Lansing's youngest grocer and has built up a thriving business at 1118 Washington avenue, south. The Lansing Grocers' Association and his many friends unite in extending their deepest sympathy.

While a Michigan Central freight train was crossing Michigan avenue recently, we counted twenty-seven teams and automobiles lined up for their chance to pass. Which proves that Lansing is getting to be some city.

F. E. Elliott, manager of the Lansing branch of the National Grocer Co., who was seriously injured nine weeks ago, is now considered out of danger and well on the road to a complete recovery. He is still at the Edward Sparrow Hospital, but his intimate friends are permitted to see him.

F. C. Wilder, one of Lansing's grocermen, located at the corner of Main and Logan streets, was taken to the Edward Sparrow Hospital Sept. 15 for a serious surgical operation. At the present writing he is expected to recover.

Reports come rumbling down from the copper country, indicating that Brother M. L. Moody has again visited Marquette Council. Just how he managed to escape confinement in the padded cell is still a mystery, but it has been hinted that the Blue Goose

acted as his escort while within the city.

For several weeks past, Brother M. E. Sherwood has been putting in his spare time training his bird dog for the season's hunting. Since the bumblebees have disappeared, he has been using Mrs. Sherwood's canary.

Brother A. E. Krats, of the Aultman-Taylor Co., reports that his company is unable to fill his orders for bean threshers. We know of others who have been in similar circumstances, but not lately.

Mert Towne, a grocery salesman who lives at Fenton, has for several months been trying to induce Brother Chas. Nesen, of the National Grocer Co., to visit him over Sunday and to try his luck on one of the small lakes nearby. Having been given positive assurance of success with the finny tribe, our calm and sedate brother drove his rough rider through the forty miles of intervening mud last Saturday and returned Monday in the same manner, with his catch. Those lucky enough to get a look at his string were reminded that fish go in schools and that the infant class had been captured.

If we lived in a town the size of Detroit and had a bald head, no doubt we could write more than four columns like Jim Goldstein. We are very certain we would write more than one if many of our Council members were not so stingy with their news items. H. D. Bullen.

It never hurts a man much to be lied about; it is the truth that hurts.

## Stock the Brand That Means Big, Sure Money

This brand is the famous Dandelion Butter Color that 90 per cent of the professional Butter Makers of the world use.

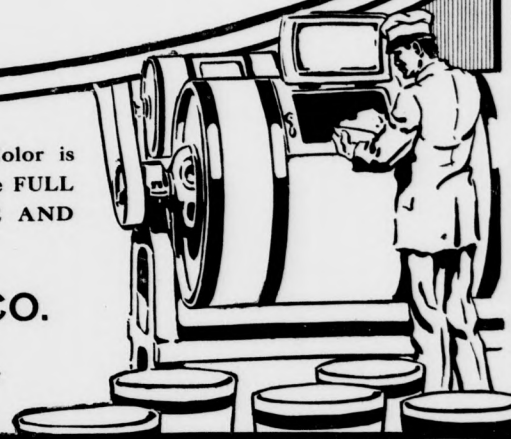
Stock this famous brand now and get your share of the big profits it brings in.



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

**WELLS & RICHARDSON CO.**  
BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color



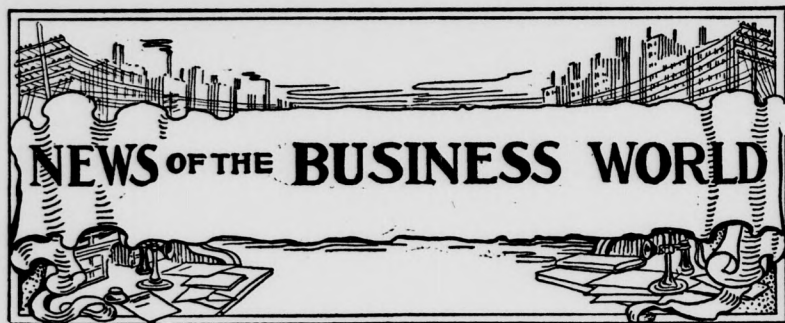
# Dandelion Brand

The color with



# Butter Color

the golden shade



### Movements of Merchants.

Cadillac—O. W. Hector has re-engaged in the grocery business.

Otsego—Earle Coyle succeeds Fred English in the restaurant business.

Portland—Frank Caswell succeeds C. C. Rice & Son in the grocery business.

Nashville—The O. Z. Ide Co. has opened a general store in the Parady building.

Mancelona—Mrs. Jane Shaw has engaged in the shoe business on West State street.

Durand—Fraser & Pickel will engage in the grocery business here about Oct. 1.

East Grand Rapids—W. W. Hunt succeeds J. C. Laraway in the grocery business.

Northport—Mrs. William Howell succeeds Roy Steele in the restaurant and bakery business.

Masonville—The Stack Lumber Co. has increased its capital stock from \$250,000 to \$1,500,000.

Kingsley—Joseph Miller has engaged in the confectionery and restaurant business here.

Jackson—The Jackson Coal Co., Ltd., has increased its capital stock from \$50,000 to \$100,000.

Niles—Claude Smith has engaged in the poultry, butter and egg business on Sycamore street.

Lansing—E. M. Baumann will engage in the grocery business at 1008 Michigan street about Oct. 1.

St. Johns—Edward G. Hulse succeeds Jule H. Gillett in the confectionery and ice cream business.

Eaton Rapids—C. Gilmore, recently of Kent City, will open a grocery store and restaurant here Oct. 1.

Saugatuck—H. A. Morris has sold his stock of shoes to Frank Flint, who will consolidate it with his own.

Ann Arbor—H. M. Bird has removed his stock of souvenir and art goods from Saugatuck here and will continue the business.

Lansing—Hungerford & Shafer, grocers, have dissolved partnership, J. P. Shafer taking over the interest of his partner.

Pontiac—The Hazelton-Detwiler Co., dealer in hardware, plumbing and heating, has changed its name to the Hazelton Fitch Co.

St. Johns—James King, recently of Howell, has traded his farm for the Smith & Roche grocery stock and will continue the business.

Mt. Pleasant—P. C. Taylor, dealer in drugs, books and wall paper, celebrated the twenty-fifth anniversary of his business career Sept. 19.

Oxford—George Haddrell, of Haddrell Bros., dealers in clothing and

men's furnishing goods, was married Sept. 18 to Miss M. Louise Miller, at the home of the bride, in Eaton Rapids.

Monroe—John Schrauder, senior partner of Schrauder & Co., wholesale and retail meat dealers, died at his home Sept. 21, aged 73 years.

Flint—Hansen & Co. have purchased the stock of the Doherty Grocery Co. and moved it to the store building formerly occupied by Dain & Vermilya.

Orleans—C. Liebum has sold his stock of general merchandise and vehicles to John Rassmussen, recently of Lake View, who will continue the business.

Gaylord—H. & S. Lousigman, dealers in groceries, grain and feed, have taken over the Adelbert Putman grocery stock and will consolidate it with their own.

Brimley—The Brimley Produce Co. has engaged in business with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Cadillac—William Parish has sold a half interest in his meat stock to Alex Larson and the business will be continued under the style of Parish & Larson.

Beulah—Mrs. Anna Beeman has sold her stock of bazaar goods to Horace Stockhill, who will consolidate it with his stock of groceries at Thompsonville.

Mt. Clemens—The Christian Clothing Co. has been organized with an authorized capital stock of \$7,000, of which \$5,020 has been subscribed and paid in in cash.

Flint—Floyd Miller, doing business under the name of Miller's Clothes Shop, has filed a petition in bankruptcy. His liabilities are \$3,648 and assets \$2,566.

Freeland—A. Dietiker has purchased the interest of his son in the general merchandise stock of A. Dietiker & Son and will continue the business under his own name.

Trout Lake—The Free Lumber Co. has engaged in business with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$5,000 paid in in cash.

Herrington—Martin Herrington has sold his general stock to Gerrit Mulder, formerly engaged in trade at Hudsonville, who will continue the business at the same location.

Big Rapids—The Bertrau-Almroth Co., in the general mercantile business, has merged its business into a stock company under the same style, with an authorized capital stock of \$75,000, of which \$51,300 has been subscribed and paid in in property.

Kalamazoo—The Original Dollar Hat Store Co. has been organized with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$2,500 paid in in cash.

Boyne City—C. H. Tooley and Newton Conrad have formed a copartnership under the style of Tooley & Conrad and engaged in the wholesale and retail fruit business here.

Saginaw—The Reinke Grocery Co. has been incorporated with an authorized capital stock of \$2,500. The members of the firm are Harry C. Edward W. and Charles L. Reinke.

Plainwell—A. T. Murray and Frank Smith have formed a copartnership under the style of Murray & Smith and taken over the Goss Furniture Co. stock and will continue the business.

Marshall—Norman H. Udell, of Udell Bros., dealers in implements, vehicles and harness, was married Sept. 20 to Mrs. Virginia Best, recently a teacher in the schools of Edmore.

Niles—M. S. Brickle, who conducts a grocery store at the corner of Main and Ninth streets, has sold his stock to Fred Schumacker, who will continue the business at the same location.

Detroit—The Druggists' Co-Operative Association has been incorporated under the same style, with an authorized capital stock of \$1,000, of which \$500 has been subscribed and \$250 paid in in cash.

Detroit—A new company has been organized under the style of the Sikora Shoe Co., with an authorized capital stock of \$10,000, which has been subscribed, \$1,600 paid in in cash and \$5,400 in property.

Bay City—The Bialy Hardware & Supply Co. has been incorporated under the style of the Bialy Hardware Co., with an authorized capital stock of \$75,000, all of which has been subscribed and paid in in cash.

Lansing—The Louis Beck Co. is building an addition to its store on North Washington avenue for the purpose of adding a line of boys' clothing to its stock of men's furnishing goods and clothing.

Merrill—Creditors of Joseph E. Phelan have sold his general stock to Miss Mae M. McCauley, who has heretofore conducted a millinery and women's wear stock. She will continue the business at the same location.

Hudsonville—Gerrit Mulder has retired from the mercantile business to engage in general trade at Herrington. Moot McEachron took over the drug stock and Messrs. De Weerd and Vander Laan took over the remainder of the stock.

Mt. Pleasant—James Lynch and Robert Horan have formed a copartnership under the style of Lynch & Horan and purchased the B. Grossefent grocery stock and will continue the business at the same location on South Main street.

Saginaw—Ralph Loveland, of the lumber firm of Loveland & Stone, who several months ago filed a petition in bankruptcy, has filed schedules in his personal bankruptcy proceedings showing indebtedness amounting

to \$619,191.59. He schedules assets of \$1,500, in real estate, a gold watch worth \$100 and stocks and bonds valued at \$50.

Lansing—John S. Bennett, who has conducted a drug store at 107 North Washington avenue, has sold his stock to the Robinson Drug Co., which will continue the business at the same location as a branch store under the management of Roscoe Henry.

Custer—Emil G. Olson and H. Smedberg have formed a copartnership under the style of Olson & Smedberg and engaged in the hardware business at this place. Mr. Olson was employed by the F. J. Reader Hardware Co., of Scottville, for several years.

Flint—The F. A. Jones Co. has engaged in business to deal, at wholesale and retail, in dry goods, notions, groceries and such other articles as are found in a 1 cent to 25 cent store, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and paid in in cash.

### Manufacturing Matters.

Saginaw—The Saginaw Candy Works has opened a retail store at 218 Genesee avenue.

Hamtramck—The Detroit Pressed Steel Co. has increased its capital stock from \$200,000 to \$250,000.

Ionia—William C. Miller has purchased the Judd Hilton bakery and confectionery stock and will continue the business. Consideration, \$2,000.

Battle Creek—The A. B. Enameling & Foundry Co. has engaged in business with an authorized capitalization of \$35,000, which has been subscribed and \$3,500 paid in in cash.

Lake Odessa—L. H. Heaton, who conducts the grist mill here was caught by the rolls of a feed grinder and his right arm torn off and the shoulder terribly lacerated Sept. 22.

Detroit—The Revere Cigar Manufacturing Co. has been organized with an authorized capital stock of \$25,000, of which \$12,500 has been subscribed and \$6,000 paid in in property.

Detroit—The Flyer Motor Car Co. has engaged in business with an authorized capital stock of \$100,000, which has been subscribed, \$75,000 being paid in in cash and \$25,000 in property.

Lansing—The Lansing Specialty Co. has engaged in business to manufacture gasoline vending machines and automobile supplies, with an authorized capital stock of \$5,000, of which \$2,650 has been subscribed and \$1,000 paid in in cash.

Detroit—Irvine & Meier have engaged in the general manufacturing and mercantile business in plumbing, heating and ventilating supplies, with an authorized capital stock of \$3,000, of which \$2,000 has been subscribed and \$1,000 paid in in cash.

Lansing—The Dail Steel Products Co., manufacturer of steel specialties, has merged its business into a stock company under the same style, with an authorized capitalization of \$25,000, of which \$18,000 has been subscribed, \$4,000 paid in in cash and \$10,000 in property.





### The Produce Market.

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

Butter—There is a very active consumptive demand for butter of all grades. The market is about the same as a week ago. The quality arriving is about usual for the season. As goods were put in storage at a high price, there is not likely to be any lower prices in the near future. If there is any change, it will probably be an advance. Fancy creamery commands 33@34c in tubs and 34@35c in cartons. Local dealers pay 25c for No. 1 dairy and 21c 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.

Crab Apples—\$1 per bu. for Hyslops.

Cucumbers—75c per doz. for home grown.

Eggs—Receipts of fresh continue to be light, and with an active consumptive demand the market is firm at about 1c per dozen higher than a week ago. The percentage of fancy eggs is still very low. The price conditions on the egg market are likely to exist for some time, until cold weather at least. Local dealers pay 23@24c for fresh.

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

Grapes—Wordens and Concords, 16c per 8 lb. basket or \$1.40 per doz. for 4 lb. baskets; Niagaras, 18c per 8 lb. basket or \$1.60 per doz. for 4 lb. baskets. Delawares, \$2 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 \$1.50@1.60 per dozen crate, according to size and quality.

Onions—\$1 per bu. for home grown; Spanish, \$1.50 per crate.

Oranges—\$5.50@6 for Valencias.

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

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

Parsley—30c per dozen.

Peppers—Green, \$1.50 per bu.; Red 20c per doz.

Plums—Lombards, \$1.50 per bu.; Guis, Eradshaws 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—Virginias command 90c per bu. and \$2.25 per bbl.; Jerseys command \$3.50 per bbl.

Tomatoes—\$1 per bu.

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

Watermelons—\$2.50 per bbl. for Indiana.

### Special Service Obtained by Tipping.

Boyd Pantlind is reported to have recently remarked: "A tip is nothing else than a reward for special consideration. The question will never be solved as long as any man who asks for special service is in the habit of giving a reward for it."

On the face of it this looks like an eminently sane proposition. See, for instance, what special service and special consideration the citizen of Michigan obtains by tipping the waiter. When the customer sits down, the waiter refrains from whisking the chair out from under the customer and letting him fall to the floor, as the waiter might very easily do. When he brings in the soup, he brings it in a plate instead of a bottle. Who would grudge a small tip for being spared the humiliation of pouring soup out of a bottle? And in so many other ways, which the reader can enumerate for himself, the waiter puts himself out to make the diner comfortable. He refrains from sprinkling sugar over the roast beef and putting olive oil into the ice cream. Between courses he does not sit down to his own meal. If the diner happens to be in the company of a lady, the waiter will abstain from disparaging remarks about her complexion. As for the coat-room boy, what is to prevent him from playing football with your hat, except the special consideration due a distributor of tips?

Casnovia—The Casnovia Dehydrating Corporation has been organized for the purpose of manufacturing and dealing in dried fruits and vegetables, with an authorized capital stock of \$20,000, of which \$13,000 has been subscribed and \$3,300 paid in in cash.

### The Grocery Market.

Sugar—Prices of refined are precisely where they were a week ago, but the outlook is still for a decline in the not distant future. The demand for refined from jobber to retailer is about half what it was a year ago. This may not mean a falling off in consumption; the real cause may be and probably is, that retailers have stocks on hand. There is some evidence, however, that people have done less preserving this year than last.

Tea—Japan exports of tea are the smallest in years and, while prices are fairly low at this time, an advance before January is looked for. The stocks in this country are light and well cleaned up. An increasing production of Java tea is noted, with an increased exportation of 22 per cent., principally to the Netherlands and the United Kingdom. Summer crop Formosa Oolongs are being held extremely high. The better grades are fully 10@12c higher than last year. China Blacks are holding firm and with fair demand. Ceylon and India markets are very firm for good cup, tippy, teas.

Coffee—Rio and Santos grades are unchanged. Mild coffees are comparatively cheap compared with other coffees, yet there is no disposition to speculate in them. The demand is for wants. Java and Mocha show no change; Mocha is growing scarcer and some buyers are disposed to speculate in it by buying ahead.

Canned Fruits—Present indications lead to the belief that the tomato pack will be a normal one. No. 10s are scarce and higher, having advanced 10@15c per dozen in the past week. Corn is much stronger, owing to the fact that nearly 75 per cent. of the York State crop was ruined by frost the night of Sept. 14. Southern corn is more in demand at an advance of 5@10c per dozen, according to grade. Peas remain the same, with little enquiry for intermediate grades. There is some trading in low priced peas, and an enquiry for strictly fancy stock, but both of these are rather scarce. Other canned goods are unchanged and without any particularly interesting feature.

Canned Fish—Domestic sardines still scarce and firm. Imported brands are unchanged and quiet. Salmon is unchanged and in fair demand.

Dried Fruits—The market continues to remain very firm on all lines of dried fruits. Prunes advanced 3@ during the week. The apricot situation is serious. Word has been received from New York State that the apple crop is very short, and this will have a tendency to increase the price of evaporated apples. The price is held down to a low figure at present on account of the large carry over from last year.

Cheese—The market is very firm with a reported light make and a good consumptive demand. The quality arriving is good, but owing to the extraordinary demand another advance is expected.

Salt Fish—Mackerel is without change and in comparatively light demand. There will almost certainly be no keen demand for mackerel, out-

side of actual wants, until the tariff is settled. Cod, hake and haddock are unchanged and quiet; prices still quite high.

Provisions—Smoked meats have declined 1/4c. Both pure and compound lard are in active demand with pure lard selling at about 1/8c decline, while compound is about 1/4c per pound lower. Dried beef is extremely scarce and the price nominal. The demand cannot be supplied at this time. Barreled pork and canned meats are steady at unchanged prices with a seasonable demand, except that corned beef is scarce and firm.

### New Quarters of the Association of Commerce.

The Grand Rapids Association of Commerce has entered upon a new season in handsome new quarters and with better facilities than ever for doing good work. The new quarters are the fourth and fifth floors of the building which the Association and its predecessor, the old Board of Trade, has occupied for many years. The building has been extensively remodeled and improved by Wm. H. Anderson, the present owner. A spacious light well down through the center gives light and ventilation to every floor and makes it an ideal office building. In remodeling the finishing has been done over in figured red gum in natural color, and the wall tints are to harmonize. The fourth floor has a general office at the elevator entrance and the information desk and telephone. Opening from this are the offices of the Secretary and the Assistant Secretary, respectively. Back of the Secretary's office is the Association library, and beyond the light well, occupying the rear half of the floor, are three committee rooms in assorted sizes. The County Agriculturist also has his office on this floor and there are toilet rooms and rooms for storage. On the fifth floor is a suite of three parlors in front, handsomely furnished, and in the rear is the large dining room, which can on occasions be used for an auditorium, with a capacity of 200 seated at tables. There is a small dining room for a party of twenty in the opening from the main hall. The kitchen is complete in its equipments. With the new quarters it is planned to make the Association of Commerce more or less of a business man's club, with a room for lounging and reading and where business men can go for their noon day lunches and where various organizations can hold dinner and other meetings. It is designed to popularize the institution and make it a rallying point for businessmen of all classes. The purpose is certainly worthy. It is now to be seen if the purposes are realized.

Wm. Barz and Frank B. Whitehead have formed a copartnership under the style of Barz & Whitehead and engaged in the hardware business at Mt. Pleasant. The stock was furnished by the Michigan Hardware Co. Both partners were employed by Gorham Bros., hardware dealers at Mt. Pleasant, for several years.



The building and loan associations represent a larger and more important factor in Grand Rapids finance than many are aware of. This city has four live associations and it may be a surprise to some to learn that they have assets of approximately \$4,000,000 and do a business of nearly two and a quarter million dollars annually. Two of the associations, the Mutual Home and the Grand Rapids Mutual, have assets of \$1,776,769 and \$1,784,459 respectively. The other two companies, the Valley City and the West Side, are both prosperous and growing steadily, but they are much smaller in their totals and recent reports from them are not at hand. Taking the two big associations, their reports show that last year they received \$968,716 in payments on passbooks or certificates—equivalent to the savings book deposits in the banks—and \$767,581 in loans repaid. Their interest receipts were \$195,781 and their total receipts from all sources \$2,108,775. During the year these two associations made real estate loans to the total of \$1,306,187, and their total assets show \$3,561,228, of which \$3,491,613 are in real estate mortgages. The total expenses for the year for the two companies was only \$16,837, or about eight-tenths of 1 per cent. on the total receipts for the year. The depositors who continued to pay until their shares matured received returns of about 5½ per cent. on their money.

How large a proportion of the building and loan association receipts represents money deflected from the regular banks is something that would be hard to figure out, but that a considerable amount of it is in this class can hardly be doubted. The banks are in no position to find fault with this, for, aside from the matter of return on the investments compared with the interest paid on savings deposits, the building and loan associations have methods of doing business that appeal strongly to wage earners and persons of small incomes. The banks allow quarterly payments of interest and on principle, but prefer the semi-annual payments, but the building and loan associations make the payments weekly, and the weekly payments are small and easy to make and, therefore, are popular. One of the associations, as an illustration, permits the borrower of \$1,000 to repay at the rate of \$2.70 a week, principal and interest, and at the end of nine years and twenty-one weeks the loan will be canceled, the borrower in the meantime having the privilege of paying up more rapidly if able to do

so. For the banks to adopt the weekly installment plan of paying loans would involve additional book-keeping, but it is a question that the banks will have to decide for themselves whether or not it would pay. The matter of making deposits in the building and loan associations is also easier. The association that permits payment of loans at \$2.70 per week lets the saving depositor put in \$1.50 a week and in nine years and twenty-one weeks pays the depositor \$1,000. This is better, perhaps, than the banks could do with their 3 and 3½ per cent. interest on deposits, but the banks could put up an attractive proposition to depositors if they set out to do so in the building and loan association style. One of the big associations, according to its annual report, opened 1,374 new accounts during the year and 867 old accounts were closed, chiefly through the repayment of loans, showing a net gain of 507 accounts, and there isn't a bank in town but would like to have these new accounts added to its list. Adopting the dollar down and a dollar a week plan in paying loans and making deposits may seem a cheap basis for banking, but this plan is popular in buying real estate in buying pianos and rocking chairs and in the building and loan associations and it is possible there are opportunities for the banks if only they would go after the business as the people seem to like to do it.

The United Light and Railways Company has called its first issue of second preferred stock to be present-

### United Light & Railways Company

First Preferred,  
6% Cumulative Stock

One Share Investment	Par Value	Interest Return
\$75 to \$80	\$100	8% to 7½%

Cheaper money will mean a higher price for this stock, and every dollar of gain in price means a dollar of profit to the holder of the stock.

BUY IT NOW

Howe, Corrigan & Company

Investments  
Mich. Trust Bldg. Grand Rapids, Mich.

## 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

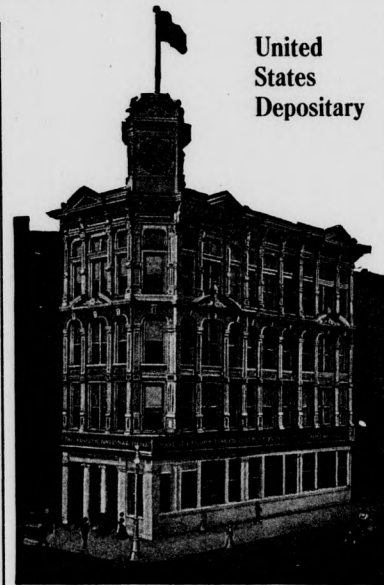
Savings Deposits

3

Per Cent Interest Paid on Savings Deposits

Compounded Semi-Annually

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



United States Depository

Commercial Deposits

3½

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

## The Old National Bank

GRAND RAPIDS, MICH.

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



come to taking chances will probably be exchanged for exchange on October 1 or within twenty days thereafter. This issue of \$600,000 was made October 1, 1910, for three years, with dividends at 3 per cent. in quarterly payments. The stock is exchangeable, share for share, either for the 6 per cent. preferred stock or for the common stock, which at present is on a 4 per cent. basis. In either case the holder will have an increase in his income, which, no doubt, will be appreciated in these days of high cost of living. Those holders who are inclined to conservatism and who prefer an assured income for exchange for the preferred stock, but those who know the speculative possibilities of the common will take that end of the proposition. The company is earning around 8 per cent. on the common stock and these earnings are showing a very satisfactory gain. The company has been considering stock dividends similar to the disbursements of the American Light and Traction Company, although on a lower basis to begin with, and this, it is likely, will start before long. There are other elements in the situation, also, which make the common stock attractive. If the holders do not indicate their own choice of exchange within a limited time the company will make the choice for them.

There has been a heavy liquidation in local financial circles the past month in Commonwealth Power Railway and Light common stock. There has been no reason for this in the company's condition, for its reports of earnings have been very encouraging, and it is possible that those who have been letting go will repent and some of them may be trying to get back in before the close of the year. In spite of the heavy selling the Commonwealth stocks have held up remarkably well, with a softening of only a point or two in the market quotations. Much of the money realized from the sales of Commonwealth has gone into American Light and Traction at between 350 and 360, and even with this heavy buying there has been very little appreciation in the market value of this stock.

C. J. McHugh, connected with the Cadillac State Bank for a matter of thirty years and in recent years its Cashier, has been found short in his accounts to the amount of about \$35,000. His method was to manipulate the certificates of deposits and this had been going on, it is said, for upwards of fifteen years until the amount reached such a figure that it could no longer be concealed. The Cadillac State Bank is one of the solid banking institutions of the North, with a surplus and undivided profits of \$62,000 and a capital of \$100,000, and the defalcation will not impair the Bank's credit nor endanger its solvency. The bank has deposits to the amount of more than a million and to meet any possible emergency a big bundle of currency was rushed to Cadillac from this city. The funds from here were not needed, however, for such is the reputation of the Bank among the people of Cadillac that not the trace of a run developed. McHugh is 52

years old was held in the highest esteem in his home town.

The bonds of the Citizens Telephone Company, recently issued, seem to be held in high esteem in investment circles. A block of \$25,000 of the bonds were sold last week at a premium of 1 per cent. and interest. The bonds pay 6 per cent. interest and have ten years to run and with over \$4,000,000 assets back of the issue, the security seems ample for the most conservative investor.

In Justice Funky's office at Hancock is a safe that soon will have been fifty years in the copper country. The safe is of the old type and, instead of a combination, is locked and unlocked with a big key similar in appearance to a skate key. It was taken to the copper country in 1865 for the Phoenix mine and was unloaded from a boat at Copper Harbor. When the mine closed down the safe was purchased by a jeweler at Phoenix, who later moved to Hancock. When Mr. Olivier was elected township treasurer in 1892 he bought the safe and it has remained in his possession since.

#### Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	75	78
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	355	360
Am. Light & Trac. Co., Pfd.	105	107
*Am. Public Utilities, Com.	47	50
Am. Public Utilities, Pfd.	72½	74½
Cities Service Co., Com.	83	87
Cities Service Co., Pfd.	74	77
Citizens' Telephone	80	82
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	56	58
Comw'th Pr. Ry. & Lt., Pfd.	77	78
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	240	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	28	32
Macey Company, Com.	200	
Macey Company, Pfd.	94	96
Michigan Sugar Company 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.	69	72
Utilities Improvem't Co., Com.	45	48
Utilities Improvem't Co., Pfd.	69	71
*United Light & Ry., Com.	74½	75½
*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	1924	96
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.  
September 24, 1913.

#### INVEST YOUR MONEY IN STOCK OF

### The National Automatic Music Company

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

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

Monthly dividends never  
less than 1%

SEND FOR LITERATURE

#### YOUR FAMILY NEEDS YOU

When you are gone there is nothing can fill your place, but a nice Life Insurance Policy will help. INSURE TO-DAY.

The Preferred Life Insurance Co. of America

Grand Rapids

## Michigan Trust Co.

Resources \$2,000,000.00.

#### OFFICERS.

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

#### DIRECTORS.

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

### 3% Every Six Months

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

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

#### The Compensation of an Executor or Administrator is Fixed by Law

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

## GRAND RAPIDS TRUST COMPANY

#### OFFICERS AND DIRECTORS.

William E. Elliott, President.	Robert D. Graham, Vice President.
Adolph H. Brandt, Treasurer.	Lee M. Hutchins, Vice President.
Hugh E. Wilson, Secretary.	Joseph H. Brewer, Vice President.
Melville R. Bissell, Jr.	Joseph S. Hart.
Harold C. Cornelius.	Alexander W. Hompe.
	Charles R. Sligh.

MONEY TO LOAN ON IMPROVED REAL ESTATE.

NO CHARGE FOR EXAMINING TITLE.

NO BONUS.

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

Both Phones 4391.

#### An Ideal Combination

6% Preferred Stock of the

### American Public Utilities Company

Affords Safety and a  
Good Income

If bought now it will yield

**8%**

#### EARNINGS SHOW

July Gross Increase...	14.29%
July Net Increase.....	13.69%
10 Mos. Gross Increase...	13.94%
10 Mos. Net Increase.....	17.29%

Surplus Balance \$207,441.29

Company's Electric Light, Heat, Power and Gas properties in 14 growing cities in first class physical condition.  
Write for full information.

#### Kelsey, Brewer & Co.

Bankers, Engineers, Operators  
Mich. Trust Bldg. Grand Rapids, Mich.

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

## GRAND RAPIDS SAVINGS BANK

### Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Deposits

**7 Million Dollars**

**3½ Per Cent.**

**Paid on Certificates**

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





(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.**Subscription Price.**

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

Five dollars for six years, payable in advance.

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

Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 17, 1913.

**STANDS FOR VIOLENCE.**

Organized labor in Michigan, as in other states, does not approve the State militia. At the recent meeting of the Michigan Federation of Labor resolutions were adopted denouncing the Michigan National Guard and warning union men not to join, and at the same time criticizing Governor Ferris for his course in preserving order in the Upper Peninsula during the strike in the copper country. This attitude is not surprising; on the contrary, when the record of organized labor is recalled it would be surprising if any other attitude were taken. Organized labor, as can be proven by nearly every demonstration that it has made in recent years, stands for violence, intimidation, coercion, destruction of property and even destruction of life. It believes in dynamiting as a means to gain its ends. It beats up innocent men who want to work for the support of their families. It does not hesitate to carry terror to wives and children. What organized labor stands for has come to be so well understood that when organized labor makes a demonstration the first thought is whether or not the local police have sufficient strength and discipline to cope with the law violations that are certain to ensue. When local police authorities fail the only recourse is to call out the troops for the protection of life and property and for the maintenance of order. The local police power may be dominated by partisanship or by politics and thus be made inefficient and the presence of the troops may be necessary as representing the authority of the state for the enforcement of the laws and the preservation of peace. When called out for strike duty they go merely as an extra and reliable police force, not to oppress anybody or to harm, but to prevent rioting, to protect the innocent and to safeguard every citizen in his rights under the law and the constitution. Standing for violence and intimidation, it is not strange that organized labor should feel antagonistic toward the militia, which stands for just the opposite. Local police can be bulldozed into submission and local sheriffs can be put to sleep with politics, but the State militia is above local influences; and because the militia

can and does stop rioting, slugging, destruction of property and other favorite practices of organized labor, the union is against it. The only strange thing about the attitude of organized labor in this respect is that it is so lacking in common decency as to let its opposition be known. The adoption of resolutions against the militia is equivalent to an endorsement of those very acts which the militia is called out to prevent. It is an open admission that organized labor believes in terrorism as a means to gaining its ends.

The antipathy of organized labor is not confined to the militia. The courts also share it. The reason for this is that courts endeavor to put a stop to picketing, coercion, intimidation and other unlawful practices which are favorite tactics of organized labor. Organized labor does not like any interference with its plans of campaign and, therefore, the courts too are denounced.

It can be imagined what the conditions would have been in the copper country had organized labor been given full swing. It can be imagined what property would have been destroyed and what lives would have been lost if an ignorant foreign population inflamed by prejudices and passions had been allowed to follow the vicious leadership of union officials who came among them to serve their own ends and whose teachings were of violence and destruction and terror. Governor Ferris was wise in calling out the troops. It was the only thing he could do under the circumstances. That organized labor should denounce him for the course he took should be regarded by the good citizenship of the State at his best claim for their respect and support.

**THE MAN HIGHER UP.**

The Tradesman does not join in the senseless clamor of the Grand Rapids daily newspapers to the effect that the local police force should be revolutionized because two expert gunmen dropped in one day last week and murdered three clerks in a jewelry store to secure \$2,200 worth of diamonds. It is not the police force that needs investigation so much as the man "higher up." Ever since Grand Rapids placed at the head of her municipal government a notorious gambler, she has been the laughing stock of the entire country. Our methods have been held up to public scorn and execration because we have adopted, under the leadership of our crafty Mayor, the tactics of the cheap gambler. We have suffered in the estimation of financiers and men of large vision because we have abandoned the higher ideals which should have governed us and wallowed in the mire of cheap politics and one-man-power policies fostered and maintained solely to advance the political fortunes of the greatest mountebank who ever obscured the vision of a deluded people. So long as we keep at the head of our affairs a man whose name is a hissing and a by-word, so long will we have a mismanaged and a misgoverned city.

Mayor Ellis has no regard for the constitution of the State or the charter of the city. He is a dangerous agitator when labor is restive. He is a bad advisor when the city is in the hands of the mob. He is a poor financier—except for himself. Some of his appointments are the worst the city has ever suffered at the hands of a political shyster. He has opposed ever progressive movement except where he thought his advocacy of it would cause its defeat. He is the man who has demoralized the police department by placing on the Police Board such a joke as Timmer, who holds two appointive offices under the Mayor in defiance of both law and decency. No attempt to reform the police department will be successful until the ridiculous administration of Mayor Ellis shall have become a matter of history. And God speed the day!

The retail merchants of Grand Rapids are co-operating in a plan to bring shoppers here from out of town by refunding to them what they have paid in railroad fare. The out of town shoppers will be given certificates showing the amount of their purchases at the different stores in the arrangement, and when enough of these certificates have been accumulated the fare will be returned to them. The refund amounts to about 5 per cent. discount on the purchase price of the goods, but this discount will grow less as the shopping passes over the limits prescribed. The plan is one that the wholesalers carried on successfully for many years under the style of a perpetual half fare rate for their customers. How it will work in the retail trade has not yet developed, but there is a possibility that it will raise a row against Grand Rapids jobbers on the part of the up-state retailers who see their customers coming to Grand Rapids for their fall, winter and holiday trading. The wholesalers are not responsible, but the up-state merchants are not so much interested in responsibility as in results.

The inconsistency of the daily press was never more clearly demonstrated than last week when the U. S. Land & Irrigation Exposition of Chicago (owned mostly by the Chicago Tribune) voluntarily discontinued its \$100,000 libel suit against the Michigan Tradesman and paid all the costs involved, including the Tradesman's expenses and attorney fees. When the suit was instituted, two years ago, every daily paper in the State played it up for all it was worth. The local dailies devoted about a column apiece to the exploitation of the affair. When the case was terminated in a victory for the Tradesman by the humiliating surrender of the complainant, the News devoted about four inches to the announcement, the Herald about two inches and the Press refused to make any mention of the matter whatever. Such a policy on the part of the Press may comport with the "jingling of the guinea," but it is not such as to impress broad minded people with the fairness of that publication.

**STEEL PASSENGER CARS.**

The public protest against wooden passenger cars has lately been reminiscent of the fully justified outcry a generation ago against the old-fashioned car stove, which added so terribly to the agonies of train wrecks by setting the inflammable wreckage on fire before passengers could be extricated from confined positions. Travel on railroads was made much more tolerable and safe when the abominable car stove was discarded in favor of modern methods of heating. Whether the substitution of steel cars for wooden cars will be an improvement of equal value seems to be in considerable doubt, although the change is being rapidly made in response to the public demand.

How recently the steel passenger car made its appearance is seen in the fact that no railroad has yet been able to discard entirely the cars of wooden construction. The Pennsylvania Railroad, with 3,000 steel cars out of 5,000 being used, has made more progress in this direction than any other great system. The Jersey Central also has more steel than wooden cars in operation. But the New York Central & Hudson River Railroad, at the beginning of this year, had in service but 251 steel cars as against 1,917 cars of the older type. Of the roads entering New York City the New Haven made the poorest showing in this particular, perhaps, for last New Year's day it had in service only twenty-six cars of all steel construction, although 115 more were contracted for.

A valuable example of legislation against the narrow selfishness of which labor unions are sometimes guilty is New Zealand's latest arbitration bill. What more should a workman want than the right to declare a strike, have it passed on by an arbitration court, and go back to work? Some New Zealanders have wanted the right to keep on striking. The sheep slaughterers, for example, having lost a strike for 25 shillings a week increase, persisted in their stand, and refused to pay fines when prosecuted. What lends the Prime Minister's present stringent proposal general approval is the fact that previous acts have not merely checked extortion by strong unions, but assisted the weak in securing their rights. The waitresses of Wellington, who were recently encouraged to form a union and appeal to the arbitration court, have had their wages approximately doubled. Where there is compulsory arbitration, its impartial enforcement is imperative on grounds of sound ethics and sound economics. The feeling back of the aggressions of the New Zealand unions is a striking example of what Professor Smart has just denounced in England as the laborers' irresponsible view that their industry is not for the general good, but for the benefit of the capitalist. Such a delusion lies behind the popular European suggestion for a universal strike—tantamount to a proposal that the worker should stop feeding and clothing himself.



### MUNICIPAL FAILURES.

Every week adds to the list of disastrous failures where municipalities undertake the ownership and management of public utilities. A recent issue of the Public Service magazine notes the following additions to the list:

Failure of Municipal Ownership at Emporia.

Municipal Electric Light Plant at Kirkwood, Mo., a "Sink Hole" for the taxpayers' money.

Failure of Vancouver Municipal Ferries.

Municipal Ownership Discredited at Los Angeles.

Failure of Municipal Lighting Plant at Wyandotte.

Fortunately, it is no longer considered necessary to establish municipal plants to curb the avarice of privately owned public utilities. A new era has dawned. A more effective remedy than municipal ownership has come into the possession of the people. Public service regulation is now the alternative of municipal control and ownership. Such regulation affords and secures all the alleged benefits and advantages of municipal ownership without the evils and disadvantages incident thereto. If such regulatory laws secure good service and reasonable rates and safe and efficient instrumentalities and facilities, then, certainly, there can be no logical or conclusive argument in behalf of the surrender of such regulation for the experimental and dangerous plan of municipal ownership. The enactment of public service laws in many states within the last few years marks a new regime and gives the public that service and those rates to which they are entitled and gives the companies that rate of return to which the constitution permits them and at the same time avoids the dangers and pitfalls of municipal regulation and municipal ownership.

Public service commissions, if composed of intelligent, reasonable and fair minded men, are a blessing, not only to the various communities served, but also to the various public service utilities regulated. The commission acts as a body of arbitrators between the public, on the one hand, and the public service on the other and, by reason of intelligent, sane and conservative action, innumerable disputes are settled, thus avoiding litigation and directly creating a better relationship between the public service companies and the patrons.

Commission laws contemplate that public utilities are and should no longer be the football of municipal politics. So long as local prejudices, jealousies and influences control and manifest themselves, as they must necessarily do in the regulation of public service utilities locally, such regulation can never be effective or wholesome.

### THE REPAIR DEPARTMENT.

No matter what your line of business, some of the goods are bound to reach the stage where they must be repaired or go to the junk shop. Sometimes it requires only a very little

skill added to a simple piece that will replace the break and make the thing as good as new. There is no more vexatious phase of the farmer's ill luck than the breaking of a small casting in some machine which necessitates an order from the factory, with possibly the loss of a week's time when the crops need the machine which is lying useless. He cannot see why the man who sells the machine should not keep the simpler pieces of repair stock on hand, ready for these emergencies.

The repair shop in the shoe department, once fallen into disfavor except as a makeshift for those who find it necessary to use the most rigid economy at the expense of appearance, has once more gained its rightful place as a necessary part of the business and the man who finds a halfsole necessary can boldly walk in at the front door of an up-to-date establishment and make his wants known, instead of sneaking around in some alley and feeling that to be discovered is to be disgraced. Repairing is a legitimate part of the business and patrons of this department are simply proving their good sense method of economy.

When you handle tinware, why not, if you are a general furnisher, supply also the simple soldering iron with its attendant acid and solder, and enable the housewife to prolong the usefulness of her pans without resorting to the old trick of running a rag through the hole? When you sell a separator, let your patron know that if he happens to lose a burr or washer, the machine will not be forced to stand idle until you can order the missing part from the firm. The reserve fund is as important a factor as in the time of Napoleon's campaigns.

The celebration of Perry's victory is of especial interest to the Great Lakes, as recalling the one affair of the kind they have ever seen, and drowning in its salutes and fanfares, the noise of our Canadian cousins over Chrysler's Farm. Its pageants and water carnivals have given a long-extended thrill of patriotism to the lakeside ports at which the old fleet has touched. To the country at large the centenary looms small beside the half-centenary of Gettysburg. Its chief interest is in recalling a heroic deed and a heroic figure. Perry's exploit is, of all American naval victories, the one that would best have furnished a subject for Turner to paint. The Niagara was no Temeraire, but as our single important engagement between wooden fleets, Put-in-Bay links us to the days of Nelson and Rodney in a way no one-ship duels could do. A newer naval construction has remade the old marine battlescene. Large as the victory's inspirational value is, its historical significance can easily be overrated. It is sometimes referred to as having been the salvation of the Northwest, but the future of our American Northwest had been pretty conclusively shaped in the early days of trans-Alleghany emigration.

A veiled insult is more annoying than a bare-faced lie.

### Commends Mr. Garfield's Article on Nature's Drapery.

Chas. E. Bessey, Professor of Botany at the University of Nebraska, writes Charles W. Garfield as follows regarding his article on Nature's Drapery in a recent issue of the Michigan Tradesman:

I have read with a great deal of interest your delightful paper in the Michigan Tradesman on "Nature's Drapery." It is written in your best style. I am so glad to see you commend so many twining, climbing plants. Of course, the Virginia creeper is the queen of all, to my mind. It is, you know, in the old world ranked above the so-called "English ivy" (which is not English at all). I found some years ago that much of what is called "ivy," covering the old ruins and other old buildings in England, when looked at closely, is Virginia creeper. Even on Westminster Abbey much of the "ivy" is our beautiful Virginia creeper. I found the same thing in Germany where the colonnade in honor of the victories won by the German armies is being covered with "ivy," but looking at it closely it is all, every bit of it, Virginia creeper. So, also, away south in the region beyond the Caucasus Mountains (where the "English ivy" is native) I found that when they want a really pretty vine to cover their buildings they get the Virginia creeper. On the Crimea, as we drove over the plains towards the battlefield of Balaklava, we approached a public building of some sort covered with "ivy," and when we were close to it, behold it turned out to be Virginia creeper! So I am glad that you speak of the Virginia creeper as you do, and I wish to uphold your hands and have you place this beautiful vine of ours at the head of the list.

The bittersweet with us is one of the most successful climbers, and it comes in wherever we plant a considerable body of trees. The birds bring the seeds. So, too, I agree fully with what you say as to the wild grape, which ought to be planted much more than it is, because its beauty is almost unexcelled. So, too, what you say about the clematis. I wish you could see a vine which I have in my yard. I planted it about eight years ago and I have it running over a wire trellis about seven feet high. It covers this with a mass of foliage all summer long that is most delightful to the eye.

What you say about the morning glory is admirable. A couple of years ago I was so unfortunate as to lose a fine elm tree, which suddenly died. I had some of the Forestry boys cut off the branches some distance above the point where they forked from the trunk, and this year, as last, the morning glories have covered the wreck of my old tree and have made it a thing of beauty. By the way, when you say "convolvulus" do you mean morning glory? I think you must, but let me suggest that convolvulus is a very old name for the cultivated morning glory and that it is the name of our most pestiferous wild morning glory.

I wish you had added the matri-

mony vine (*Lycium vulgare*) which with us is one of the most successful of climbing plants. You can't kill it, and really you don't want to, if you had it growing for some time.

### Square Dealing.

I bought a suit of old man Chump (whose store is near the village pump) the other Monday. I said: "I want the best you've got—some raiment that will hit the spot at church on Sunday; I want some rags so slick the girls will say I beat the belted earls for manly beauty; so run your tapeline round my waist, and dig some garments out in haste, and do your duty."

He sold me then a suit of green. "The finest I have ever seen," the old man muttered: "When you go prancing down the street attired in these, the girls you meet will all be fluttered; the cloth is wool and strictly right; the workmanship is out of sight, the style is tony; and all the widows in the town, on seeing you, will run you down, for matrimony."

But ere I wore that suit a week the tears were streaming down my cheek, a ceaseless drizzle; it faded to a sickly blue; it shrunk, the buttons from it flew, it was a fizzle. It shrunk so small that when I tried to get my graceful frame inside I had to wriggle; the ladies when they saw me come, ceased for a moment chewing gum, to stare and giggle.

I sent those garments to the dump, and vowed that old man Chump no more would beat me; the vow holds good forevermore, although, to get me in his store, he should entreat me. And friends of mine who know the facts pass up old Chump and all his acts with scorn and loathing; they'd rather go, as Adam went, with figleaf aprons round them bent, than buy Chump's clothing.

And so I'm asking, does it pay to stick a customer to-day, and bring him sorrow? 'Twere better far straight goods to sell, and treat a customer so well he'll come to-morrow.—Walt Whitman in Butler Way.

### Honey Crisps Contained No Honey.

Owosso, Sept. 22.—The Standard Flaked Food Co. has been fined \$50 and costs for the alleged shipment into Indiana of so-called "Honey Crisps Corn Flakes," which was misbranded, according to a notice of judgment just issued by the Department of Agriculture. The label on the package described it as "Delicious Honey Crisps, a Toasted Corn Flake Dainty—Guaranteed by the Standard Pure Food Co., under the Food and Drugs Act of June 30, 1906, Guaranty Filed with Secretary of Agriculture Under Serial No. 5165." This label was considered deceptive and misbranding was charged because it conveyed the idea that the product contained a substantial amount of honey, whereas analysis showed it to contain practically no honey.

Put these down as watchwords in one's intercourse with others: Faith, hope, charity, tenderness, tolerance, good will. For one's own conduct: Cheer-up, keep at work, put off despair, smile, look ahead, keep moving.



## MEN OF MARK.

**E. A. Blakeslee, President Commercial National Bank.**

At a recent meeting of the directors of the Commercial National Bank of St. Joseph, the resignation of James M. Ball, President of the Bank since its foundation, was accepted and Hon. Edwin A. Blakeslee was chosen to succeed him.

Mr. Blakeslee is a Simon pure product of Berrien county, born at Galien 48 years ago and having spent all his life in Berrien county.

The Blakeslee family were among the first settlers of Berrien county, G. A. Blakeslee, father of Edwin A., having settled in Galien in 1850 where he founded a general merchandise, milling and lumber business under the style of Blakeslee & Goodwin. Subsequently he acquired the interest of Mr. Goodwin, and for years the business has been continued under the style of G. A. Blakeslee & Company, which business is now owned by Edwin A. Blakeslee and Charles A. Clark, both of whom are well and favorably known throughout Berrien county.

Edwin A. Blakeslee attended the public schools at Galien and subsequently attended and graduated from the State Normal School at Ypsilanti. At the time of his father's death he was a student in the law department of the University at Ann Arbor, leaving college to take up the affairs of his father's estate.

Since then Mr. Blakeslee has been active in business and at present, besides his other interests, is general manager of the A. B. Morse Company, one of St. Joseph's substantial industries, to which he has brought prosperity and growth.

At Galien Mr. Blakeslee retains his interest in the firm of G. A. Blakeslee Company, which is engaged in general merchandising, and also owns with Mr. Clark the bank of G. A. Blakeslee & Company at Galien. Mr. Blakeslee is also one of the largest land owners in Galien township.

Always interested in public affairs Mr. Blakeslee has given freely of his time and means to the welfare of Berrien county. A staunch Republican, his partisanship has always been known as fair and has won the respect of those of all political faith. Besides offices held by Mr. Blakeslee in the township, he served two terms in the State Senate where he was chairman of the Committee on Taxation, the chairman of the Committee on Cities and Villages, the second member of the Committee on Ways and Means and during the Spanish war gave peculiarly valuable services as chairman of the Committee of Military Affairs, being also chairman of the joint committee of the House and Senate on Military Affairs. For eight years Mr. Blakeslee served as a member and for five years as chairman of the State Board of Pardons, developing the work of that Board on a practical efficient basis as the result of his energetic businesslike administration.

Of many fraternal affiliations, Mr. Blakeslee is a member of the St.

Joseph lodge of Elks, and for many years has been a member of the Knights of the Modern Maccabees. Mr. Blakeslee is also a member of all the Masonic bodies, including the DeWitt Clinton consistory of Grand Rapids, as well as Saladin temple of the order of the Mystic Shrine.

In an interview Mr. Blakeslee stated: "I have come to take an active part in the affairs of the Commercial National Bank knowing it to be one of the sound, strong, financial institutions of Berrien county, and hoping that it may continue in increasing measure to be useful to the community and a real factor in building up the individual and public prosperity of St. Joseph and the remarkably richly developed country surrounding it."



E. A. Blakeslee, President.

**Doings in the Buckeye State.**

Written for the Tradesman.

The new State law with reference to children at work under age is being tested in the Supreme Court. Under this law boys may not be employed until 15 and may be employed between 15 and 16 only if they have a sixth grade school certificate. Girls may not be employed until 16 and may be employed between 16 and 18 only if they have a seventh grade certificate.

The Tax Commission has boosted the valuation of electric light companies more than \$6,000,000 over last year.

Columbus must hustle if it would

keep the State penitentiary, as there are a dozen bidders for the new prison which is to be built.

The State Board of Health\* has opened a campaign at Marysville and the public exhibit will traverse the State, reaching each county.

Ohio people will vote in November on a new law to prevent the shipment of intoxicating liquors for beverage purposes into dry territory.

Dayton is recovering rapidly from the flood misfortune. All factories and shops are active and merchants are doing well.

Oct. 9, the forty-second anniversary of the Chicago fire, has been set apart in Ohio as fire prevention day by Governor Cox. Commercial bodies and civic societies are urged to hold meet-

**Chirpings From the Crickets.**

Battle Creek, Sept. 22—Mr. Stowe might please some of his readers if he would conduct a department in his journal where readers could send their bouquets and brick bats pertaining to their opinion about some of the ideas some of the Tradesman's correspondents put on paper. There is not a man who sends in a weekly letter to the Tradesman for publication who pretends to be a second W. S. Curtis or Richard Harding Davis. There is not a man on the job who ever served as a war correspondent for Leslie. The reason is easy to explain to the kind hearted readers who occasionally censor us for things they read in our letters that make them "peevish." A good war correspondent has to be able to take pictures and, honest, we never shot off a camera in all our life. Personally, I like to have people tell me of things they don't like. I am blessed with a good memory and do not have to be corrected on items more than once. Maybe a little sensitive, too, but happy and enjoying some good appetite.

Well, to be serious, I know the boys like to read the different correspondents' letters each week and I trust they will continue to be published.

Several of the letters were absent last week, probably unavoidable.

But that letter from Detroit! Last week it graced the front page and was continued on the last page. A letter of that length and with the news it carried was the result of many notations on an envelope or white cuff, telephone calls and interviews with the boys. Good reading is scarce. Continue to show your talent and we will be forced to stay away from the public library and use the almanac for the furnace.

A dear little miss on Post avenue often gets lonesome. She has been to school and writes a neat, irregular but readable hand. She was a busy little lady the other day and had addressed a letter to Mr. Stork, Down by the River. She mailed the note, too, right into one of Uncle Sam's big green boxes. Now "Tim" is figuring how he can get the letter back from the Postoffice Department.

Three of us "253" fellows were walking down one of Battle Creek's busy streets when we met Brother Frank Emery. Brother Emery makes the popular "San Sara" cigar and the writer spoke up and told Brother Emery that he (Pfander) had no recollection of smoking one of his cigars as yet. Frank, not to be found lacking in hospitality (if Pfander was lacking in nerve) straightway invited us boys to his factory. This man has been in business for two and one-half years, when he started with one man. To-day he has twenty-eight people in his employ. This factory's output is practically all sold in the local market and Frank sells them all himself. Brother Emery took us all through the plant and showed us the many interesting processes the stock goes through before it is made into a cigar. Mr. Emery can well be proud of his business and his product is having the large sale it is entitled to. The spring floods in Ohio ruined millions

ings and citizens are asked to safeguard their property against fire losses.

Almond Griffen.

**Not Used to Sleepers.**

The nervous old lady approached the porter in a sleeping car and asked: "Oh, porter, where do I sleep?"

"What's the numbah ob youah berth Ma'am?" he asked.

She looked at him questionably for a minute and then replied: "I don't see what that has to do with it, but if you must know, it is third; there was a brother and sister born before me."

People never pay any attention to a cheerful liar.



of dollar's worth of tobacco leaf and made hundreds of acres unfit for future crops. This condition has made tobacco high, but Mr. Emery pays the extra and holds up the quality of his product. Battle Creek smokers are loyal to the home brands and Brother Emery is getting and holding a big local trade. Frank sends a box of "San Saras" up to the Council chambers from time to time, so we can get away from "Old Virginia Cheroots" occasionally.

Geo. Steele, our worthy Secretary, lost \$250 in bills at Hastings last week. A county fair was on and a crowded depot. No doubt the work of a professional dip.

Geo. Frye attended Council meeting Saturday night. Geo. has been absent for a long time and he was cordially received by the boys.

Brother Lane is very sick and is under the care of sanitarium physicians. He would appreciate a call. Go and cheer him up. You will find him at 24 Lincoln street.

John Quincy Adams was absent from our meeting Saturday night. Supposed to have been in Detroit. We all missed you, John.

The good feeders, Wm. Masters, Ed. Schoonmaker and Norm. Riste, spoke in Council Saturday night about having a big family gathering, with a real dinner in the near future. Made a hit with every brother present.

Norm. and the Mrs. have returned from their vacation. Norm. came back better fixed than some of us did from our vacation. He paid his dues Saturday night.

A local newspaper a few evenings ago gave our fellow councilman, Herbert Weir Ireland a dandy write-up on a beautiful song he has composed and worded entitled "Memories." Herb. scored a big hit with his Home Coming song, which had a large sale, copies being mailed to all parts of the country. Enterprising music publishers, even on the watch for hits and quick to recognize talent, have been in touch with Bro. Ireland and he has consented to put "Memories" on the market. Herb. sang this new song for the boys at our meeting Saturday night and it sounds like a big winner. The same newspaper article stated that Mr. Ireland was the leader of the local U. C. T. quartette. He is, and capable, but, oh you quartette! If the fellows could sing as well as they can talk while in quest of orders, all well and good, but we can't; and surely it is not Herb.'s fault. We were handicapped by an absence of singing voice long before Ireland came our way.

When Will Masters used to sell shoes and Elmer Mills used to sell dry goods, they were known as the twins. Then they both went with the Perfection Biscuit Co., of Ft. Wayne, and were known as the twins. Now the two gentlemen with the neat appearance and the happy smile and ability to turn blank orders into big orders are working for Redner & Cortright, of our city. Boyd Cortright is their sales manager, but he doesn't have much to manage on Bill and Elmer's territory. The fellows that Bill and Elmer keep busy are the

shipping clerks. The fellows don't resemble each other so much in looks and I am at a loss to dope out the word twin, as used in speaking of these two men. It must have originated from the Gold Dust Twin advertisements and signifies the ability to clean up. In their case it is not dirt, but orders, competitors and that trait of the thorough salesman who sells all he can each trip and cleans up the retailer's order book and makes it hard picking for the traveler of a competitive house who is carded to call the next day. Go to it, boys, glad to see you succeed. Glad I am not your competitor.

One of our local papers has an Urbandale correspondent, who writes that Orin J. Wright is in print every night. Better than being in jail at night. That's where he would have landed if he had kept going to Dowling and had his dinner there. If he dodged jail he would have landed in a hospital, with physicians looking for a tape worm. Oh my! what an appetite that Orin has, especially at dinner time—and they tell me he eats breakfast quite regular, too.

What state is Harry K. Thaw in now? Not in the state of intoxication I hope.

Don't talk short crops.

Don't say you hear there is lots of labor unemployed.

Don't talk hard winter.

Don't stand your grocer off and buy an extra tire.

Don't test your credit too hard just because you have some.

Don't figure on what you did yesterday.

What are you going to do to-day?

Don't think you can do in California what you couldn't do in Michigan.

Don't let assessment No. 118 go unpaid.

Don't stay away from your council meetings.

Don't let your subscription to the Tradesman expire.

Watch the number on your copy and mailing slip.

Reed the Tradesman.

Guy Pfander.

### If I Knew You.

If I knew you and you knew me,  
'Tis seldom we would disagree,  
But, never having yet clasped hands,  
Why, neither of us understands  
That each intends to do what's right,  
And treat each other "honor bright."  
How little of complaint there'd be  
If I knew you and you knew me!

When'er we ship you by mistake,  
Or in your bill some error make,  
From irritation you'd be free  
If I knew you and you knew me.  
Or when the checks don't come on time,  
And customers send nary a line,  
We'd wait without anxiety,  
If I knew you and you knew me.

Or when some goods you fire back,  
Or make a kick on this or that,  
We'd take it in good part, you see,  
If I knew you and you knew me.  
With customers ten thousand strong,  
Occasionally things go wrong;  
Sometimes our fault, sometimes its  
theirs—  
Forbearance will decrease all cares,  
Kind friend, how pleasant things would  
be  
If I knew you and you knew me.

Then let no doubting thoughts abide  
Of firm good faith on either side;  
Confidence to each other give,  
Living ourselves, let others live;  
But any time you come our way,  
That you will call we hope and pray;  
Then face to face we each shall see,  
And I'll know you and you'll know me.  
W. E. Cooper.

# The New Stationery House

## New Post Cards

1,000

All New Cards

Comics  
Birthdays  
Best Wishes  
Storks

FINE ASSORTMENT

**\$5.00**

Send them back if they are not right.

## Ladies' Hand Bags

FOR A BIG DOLLAR SALE

One dozen bags, no two alike, all leather lined:

3 Regular Jobbing Price	... \$ 8.00
1 " " " "	... 9.00
3 " " " "	... 10.00
1 " " " "	... 11.00
4 " " " "	... 12.00

For the dozen

**\$7.80**

Send them back if they are not right.

## One Gross Lead Pencils

2 Doz. MIKADO  
2 Doz. BLAISDELL  
2 Doz. AUTOGRAPH  
2 Doz. VELVET  
2 Doz. TRAVELER  
2 Doz. SEQUOIA

All Good  
FIVE CENT  
Leaders

**\$3.60**

Send them back if they are not right.

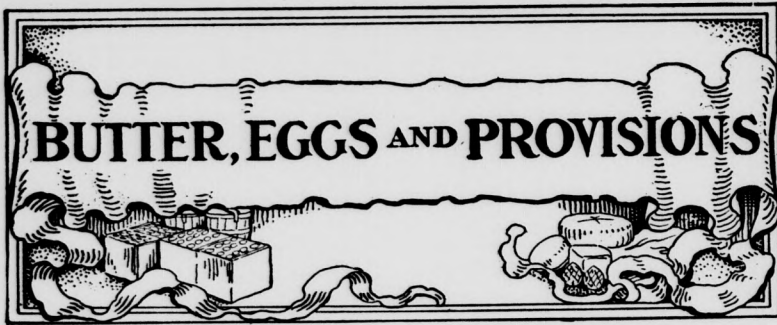
## Halloween Novelties

We have a new complete line of Halloween

Post Cards  
Guest Cards  
Decorative Crepe  
Pumpkin Lanterns  
Favors

for  
**Halloween**

**WILL P. CANAAN COMPANY**  
Grand Rapids, Michigan



#### Michigan Poultry, Butter and Egg Association.

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

#### Some of the Byways of the Egg Industry.

Side by side with the ordinary traffic in whole eggs in their natural condition—whether entailing or not the interposition of the cold-storage warehouse or other preservative expedients—there have sprung up in recent times a number of industries that involve the removal of the eggshell before marketing. One of these is egg canning.

An account of the egg-canning industry published thirteen years ago stated that at that time the industry was confined to the United States, but to-day it flourishes in many parts of the world. This procedure offers certain advantages over the ordinary mode of marketing eggs. In the first place, it makes possible the utilization of the enormous number of eggs that are broken or cracked in packing and transportation, and that once were a dead loss. Again, liquid eggs in casks or tins represent a great economy of space, and are easily handled as compared with the fragile product in its original form. It is entirely feasible to can eggs so that they will keep indefinitely without the addition of preservatives; but the latter are extensively used, especially when the product is intended for industrial purposes rather than for food. As a rule, yolks and whites are canned separately. Canned eggs find a ready sale to bakers and confectioners.

Dried eggs are an even more important commodity than canned eggs, and the methods of drying are numerous. Yolks and whites may be dried separately or together. According to one process the yolks are dried in their natural form. After separation from the white, the yolk is immersed in strong brine for twenty-four hours, it is then laid on a slightly warm surface to dry. The final product resembles a preserved apricot. It needs only to be moistened with water to become available for cooking or other domestic uses.

Egg powder is the commonest product of this class. In Australia, where the preparation of powdered eggs has assumed considerable prominence, the eggs, after removal from the shells, are subjected to moderate heat (130 degrees Fahrenheit) in containers from which the air has been exhausted, and from which the water vapor is withdrawn as fast as it is given off from the eggs by evapora-

tion. When thoroughly dried the eggs are reduced to a coarse powder. To "reconstitute" the eggs water is added, and the resultant mass is indistinguishable from newly beaten-up eggs.

In China both hens' eggs and ducks' eggs are dried and powdered. The factories are mostly owned and managed by Germans, but the operatives are Chinese. In the initial process of separating the whites from the yolks Chinese women are especially skillful, breaking and separating from 400 to 500 eggs an hour. The whites are drawn into pails and then taken to the fermenting room, where fermentation by steam heat is carried out for from one to three days, according to the season. The albumen is then treated with ammonia, poured out on zinc pans, and dried under moderate heat for two days. The result is a semi-transparent yellowish crystal, which is packed for export in tin-lined wooden boxes, each of which holds about 120 pounds. The yolks are churned by machinery, treated with boracic acid and shipped in liquid form, or else spread in pans and dried, and subsequently powdered in a mill. The liquid product is poisonous on account of the addition of the antiseptic, and is therefore only suitable for industrial use.

Artificial eggs have been made by the following process: The yolk is a mixture of cornstarch, cornmeal, oil and various other ingredients. It is poured in the form of a thick paste into a machine, where it is given a rounded shape and frozen. It then passes into another compartment, where it is enveloped in the white, consisting of albumen, and the latter is also frozen, the motion of the machine at the same time giving it an oval form. In another receptacle the egg is coated with a thin skin having an albuminous base. Finally it receives a coat of plaster somewhat thicker than a natural eggshell. Thus prepared it is subjected to gentle heat; the shell dries, while the inside of the "egg" thaws and liquifies.—Country Gentleman.

#### Indefinite Quarantine Against Imported Potatoes.

Washington, D. C., Sept. 22.—The Federal Horticultural Board of the Department of Agriculture has decided to continue indefinitely the potato quarantine that has been maintained during the past year against certain countries from which our main importations of potatoes come. The countries against which quarantine is to be continued are the British Isles, Germany, Austria-Hungary, New-

## SUGARLOAF BANANAS

The Best, Cleanest and Sweetest

A. CASABIANCA & SON

The "House of Quality"

Grand Rapids, Mich.

## 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.

# 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

## The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

## FRUITS AND PRODUCE

Grand Rapids, Mich.



foundland, and two islands belonging to France in the St. Lawrence River, called St. Pierre and Miquelon.

The object of the quarantine, which was first imposed just a year ago, is to prevent the introduction into the United States of a dangerous potato disease, not unknown in this country. This disease is known as potato wart, the potato canker or black scab, and is prevalent in the above-mentioned countries.

This notice is of considerable import to potato growers, as it not only insures their crops from the ravages of this disease, but also may effect the price of potatoes. Our potato crops are accustomed to vary greatly, running from a great shortage one year to a great surplus the next. The quarantine shuts off practically all supply from abroad, although it may be noted that it does not effect potatoes from Bermuda or Canada, and means that we shall have to produce practically all the potatoes we consume for an indefinite length of time. The year before this quarantine order was issued (in 1911), there was an importation of 13,000,000 bushels of foreign potatoes into the United States.

A communication from the London Bureau of Agriculture, transmitted through the British Embassy and our State Department, has recently asked that this quarantine against potatoes be raised or modified. The United States Federal Horticultural Board, however, has ruled that the risk of introducing new diseases into the United States is too great to justify a change. A considerable area in England and Scotland is more or less infected with wart disease, and these infected districts adjoin Liverpool and other ports from which shipments would be made to the United States. The quarantine against Ireland is particularly important because of the existence there of certain potato diseases known as powdery scab and pink tuber rot. These diseases also exist in the other countries placed under quarantine.

Regarding the importation of European potatoes for seed, the Department finds that practically all European varieties are unfit for culture in the United States, as compared with the best of our own. The Board holds that it is detrimental for American agriculture to encourage the sale and use of foreign seed potatoes, as was done by dealers prior to the quarantine because of their relative lack of vigor and productivity in the local fields.

The Board also states that the present condition of the 1913 potato crop in the United States is, on the whole, most promising. It does not seem apparent at this date that market conditions will require an importation of potatoes into the United States this winter.

#### Advises Millers to Make Baking Test.

Dr. A. L. Winton, Chief of the Chicago Food and Drug Inspection Laboratory of the U. S. Department of Agriculture, points to the fact that the farmer has long relied on the chemist for help first, in regard to

fertilizers, later in feeding his cattle and finally in the matter of human food. The miller, he says, had been somewhat behind the other industries and putting the chemist at work. After pointing out the place in which the chemist can be of distinct service to the miller, Dr. Winton strongly advises the continuance of the baking tests. He said, "My father was a good judge of grain and flour. In his mill every lot of flour had to be tested, my mother being his assistant in this work. At meal time, the laboratory moved from the kitchen to the dining table and the first part of the meal was spent in judging the quality of the loaf."

The small miller can often attend to his machinery and, in addition, make baking and other tests. If he has not the time, the book-keeper or stenographer can be trained in this work. As for strictly chemical analyses, these are not usually necessities except in mills of sufficient size to send their goods into other states or to other countries, or which manufacture a variety of products and prepare mixed feeds. In mills of considerable size, there must, naturally, be a division of labor, the miller and the chemist each doing his share of the work.

While some mills follow conventional methods, others follow methods of their own devised to meet the peculiar conditions of the trade. In some of the soft wheat mills biscuit, instead of bread, are made, as this is a product for which the flour will be chiefly used. There is no reason why crackers, or even cake, should not be made in the tests, provided the product is destined for this particular use. In rye mills, naturally, the test loaves should also conform to the needs of the consumers. In our work with corn meal we have recently made comparative tests by baking muffins, corn bread and also by the preparation of corn meal mush.

The moisture content of flour is a point too little considered. If, in buying and selling grain, the moisture is taken into account, as it should be, by the sound business man, the moisture in flour and meal, as well as in the by-products, should be given suitable attention. The variation of 1 per cent. of moisture in the flour of a big mill is equivalent in a year to hundreds of barrels and thousands of dollars.

The moisture content will be one of very great importance a year hence when the weight and measure clause of the Food and Drugs Act is operative. It is contended by some of our leading millers that in judging as to shortage in weight the Government should always take into account the moisture content. For example, if flour contains, when shipped, 13½ per cent. of moisture, which has been accepted as the standard, and if the sample shows but 11 per cent. of moisture when examined, an allowance of 2½ per cent. shortage in weight, which is the difference between 13½ per cent. and 11 per cent., should be allowed. Experiments are now in progress as to the shrinkage in flour as caused by loss of moisture.

The amount of moisture in meal is of even greater importance than in flour because moisture is not only commercially valueless and influences shrinkage, but also because it is an important factor in causing spoilage. It is, therefore, specially desirable that the chemist aid the miller in drying to the proper degree.

### Hammond Dairy Feed

"The World's Most Famous  
Milk Producer"

LIVE DEALERS WRITE

WYKES & CO. Grand Rapids, Mich.  
Michigan Sales Agents

### 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

## 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.

#### 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

## 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

#### 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

## OUT AROUND.

## Itinerary of the Annual Trade Extension Excursion.

The annual trade extension excursion of the Grand Rapids wholesalers and jobbers this year will be into the central territory, and the dates decided upon are Tuesday, Wednesday, Thursday and Friday, October 7 to 10. It is expected that about sixty of the city's leading merchants will make the trip and, as in former years, they will travel by special train made up of four compartment Pullmans, two diners and a combination day and baggage car. The Furniture City band will be taken along to furnish music at the different towns visited and under the direction of A. B. Merritt, chairman of the Programme Committee, many new and pleasing features will be introduced. With the band it is expected there will be about 100 in the party.

The start will be made at 7:15 Tuesday morning, October 7, and the route for the first day will be by the Pere Marquette to Grand Ledge and thence to Ionia, then by the Grand Trunk to St. Johns, where the evening will be spent, making sixteen stops. The start on Wednesday will be made from St. Johns at 9 o'clock by way of the Grand Trunk and eleven towns will be visited before Lansing is reached for the evening. The train will remain at Lansing until 11 o'clock Thursday morning and then the Michigan Central will be followed to Jackson, visiting four towns along the way. The afternoon and evening will be spent at Jackson and the last day the train will start at 7 o'clock and fourteen towns will be visited on the direct route to Grand Rapids, reaching home at 8 o'clock. In all forty-six towns will be visited. Many of them are in the territory where the competition from other trade centers is strong. The towns visited will not be asked to entertain the Grand Rapids tourists, but, on the contrary, the aim will be to entertain them. The best band the city can boast of will be taken along and there will be good speech makers, and the ranks of the wholesalers include a number of good vocalists to help entertain. The evening sessions at St. John, Lansing and Jackson will be smokers and will afford opportunity for exchange of greetings and the discussion of mutual needs. The third day trip from Lansing to Jackson should be of special interest, because before another year passes these towns will have inter-urban connection with Grand Rapids by way of the new Kalamazoo inter-urban, with the distance made shorter by the electrified Michigan Central from Allegan to Battle Creek.

The meeting to arrange the final details for the excursion was held in the Association of Commerce rooms last Friday night. The meeting was largely attended and much enthusiasm for the trip was developed, and the desire to make this the best trip ever taken by the Grand Rapids merchants was manifested. Richard J. Prendergast, chairman of the Wholesalers Committee, presided and among the speakers were Guy W. Rouse, Wm.

P. Caanan, Harry C. Rindge, D. T. Patton, Heber A. Knott and A. B. Merritt. Several of the houses represented signified the intention to send two or more members and, whenever possible, the heads of the houses will go. A committee was appointed to canvass the trade with a view of getting as many as possible to go, made up of Wm. B. Holden, S. A. Krause, D. T. Patton, Wm. P. Caanan, H. C. Rindge, Heber A. Knott, P. C. Payette, and Frank E. Leonard. The itinerary in detail, subject to a few minor changes if deemed expedient, will be as follows:

## First Day.

Leave Grand Rapids	7:15 a. m.
Alto	7:45 25 minutes
Elmdale	8:18 15 minutes
Clarksville	8:40 35 minutes
Lake Odessa	9:26 45 minutes
Woodbury	10:19 10 minutes
Sunfield	10:39 35 minutes
Mulliken	11:24 35 minutes
Grand Ledge	12:19 1 hour 40 min.
Eagle	2:11 10 minutes
Portland	2:39 1 hour 15 min.
Collins	4:06 10 minutes
Ionia	4:34 15 minutes
Muir, via G. T.	5:00 30 minutes
Pewamo	5:39 30 minutes
Fowler	6:19 30 minutes
St. Johns	7:04 All night

## Second Day.

Leave St. Johns	9 a. m.
Shepardsville	9:13 15 minutes
Ovid	9:35 45 minutes
Owosso	10:55 1 hour 30 min.
Corunna	12:38 35 minutes
Vernon	1:25 30 minutes
Durand	2:05 1 hour
Bancroft	3:17 40 minutes
Morrice	4:07 30 minutes
Perry	4:42 30 minutes
Shafterburg	5:20 20 minutes
Lansing	6:07 All night

## Third Day.

Leave Lansing	11 a. m.
Holt	11:17 10 minutes
Mason	11:38 1 hour 25 min.
Eden	1:14 10 minutes
Leslie	1:56 1 hour
Jackson	3:00 All night

## Fourth Day.

Leave Jackson	7 a. m.
Rives Junction	7:18 15 minutes
Onondaga	7:43 20 minutes
Eaton Rapids	8:13 1 hour 30 min.
Charlotte	10:03 1 hour 30 min.
Chester	11:41 10 minutes
Vermontville	12:00 1 hour
Nashville	1:07 45 minutes
Morgan	1:58 10 minutes
Hastings	2:26 2 hour 15 min.
Irving	4:52 10 minutes
Middleville	5:00 45 minutes
Parmelee	6:00 10 minutes
Caledonia	6:20 1 hour
Dutton	7:29 10 minutes
Grand Rapids	8:00

## Hit the Wrong Bird.

Charles A. Wheeler, the Upper Peninsula hardware salesman, recently entered a restaurant and ordered a chicken. The chicken was evidently tough, for when the waiter came in the diner was in a great passion.

"Waiter," he said, "this chicken is tough."

"Very sorry, sir, but that bird always was peculiar. Why when they came to kill it they couldn't catch it, so at last they had to shoot it. It flew on the house, and—"

"Ah, by Jove! that accounts for it. Thy must have shot the weathercock by mistake!"

## MEN OF MARK.

## J. J. La Bonte, Manager of Leitelt Iron Works.

Julius La Bonte was born in Traverse City March 16, 1879. His antecedents were French on both sides. Neither of his parents was born in France, but they were both of French descent. His father died when he was one year old and his mother died four years later and he was brought up by his grandmother, Mrs. Ben. Martineau. He graduated from the Catholic school of Traverse City and subsequently graduated from Dockrey's College. At the age of 19 he obtained employment with Howard E. Gill, of Northport, as book-keeper and business manager. Four years later he formed a copartnership with Charles Ransom and engaged in general trade at Manton under the style of La Bonte & Ransom. The business prospered from the start and two branch stores were subsequently established—a drug store at Manton under the management of Floyd Cade and a general store at Kingsley, under the management of Claude Moore. These three stores have recently been incorporated under the style of La Bonte & Ransom Co., Cade Drug Co. and Moore's Cash Store Co., Mr. La Bonte being President of each corporation. Three years ago Mr. La Bonte moved to Grand Rapids to take the management of Leitelt Iron Works, in which position he has shown marked ability.

Mr. La Bonte was married June 16, 1909, to Miss Pauline C. Leitelt. The family reside at 333 Union street, S. E. Mr. La Bonte is a member of St. Andrews Cathedral and has always been active in church and philanthropic work. He has but one hobby and that is the ambition to travel. He spent five months in California last winter and expects to repeat the same programme the coming winter season.

Mr. La Bonte attributes his success to hard work, but those who know him best are inclined to think that a pleasant personality and remarkable business capacity have more to do with the success he has achieved than the ability to hold one's self down to continuous hard work.

## Mean Thing.

"I don't like that disagreeable Mrs. Parker."

"I thought she was very pleasant. What's happened?"

"We lunched together downtown to-day. She said she'd pay, and, of course, I mumbled 'Let me,' and she said 'Very well.'"

## 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.

# THE IDEAL CLOTHING CO.

## TWO FACTORIES.

### GRAND RAPIDS, MICH.



## 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.

## 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.

## 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.



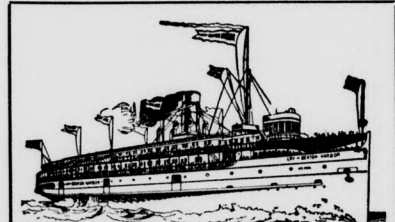
When a Customer  
inquires for a flavor,  
suggest

**Mapline**

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





# A Variety Goods Grocer

**T**HREE stores in northern Indiana are making money for the man who owns the establishment shown here.

He started three or four years ago with one small "hole in the wall," combined variety goods with his groceries and began to sow seed for the crops he's gathering now.

His business has automatically changed from credit to strictly cash. His profits are no longer a thing of the future, because he pockets them the moment a sale is made.

This picture does not do justice to the grocery department, although it gives a fair idea of the

comparative volume of grocery stock and variety goods.

Speaking frankly, the profits on the goods shown here is directly proportional to the quantities shown. In other words, as the retailer in question will tell you, the greater space given to variety goods is fully justified by the greater profit they bring.

If you, Mr. Grocer, are interested in lessening your work and increasing your profits, we'll send you, free of any obligation, all the details you wish.

Just mention this journal.

We'll do the rest.

## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

SAMPLE  
HOUSES

Cincinnati  
Omaha

Cleveland  
Portland

Kansas City  
Philadelphia

Milwaukee  
Seattle



#### Elements to Consider in Determining Selling Price.

Written for the Tradesman.

When you get in an invoice of new goods and are marking up the various items, what elements enter into your calculations in determining what shall be the selling price of each article?

There is of course the old tradition that goes with business, that the "regular" profits of 33½ per cent. on the cost, or, if you take it the other way, of 25 per cent. on the selling price, is the proper margin on dry goods. That is, goods costing at wholesale 37½ cents should retail at 50 cents; articles that you pay for at the rate of \$2.25 per dozen should sell at a quarter each; and so on. This time-honored ratio of selling price to cost has a powerful hold upon the mind of the trade. Indeed, there are many merchants who would go right up the flues if anyone should call them unprogressive, who still are very loath to believe that this customary rate of profit ever needs modification.

There are many questions to be taken into consideration in this connection, and the man of open mind and some flexibility of judgment, who can see changes in conditions and circumstances and vary his methods to meet them, is the one who, other things being equal, is going to win out over the man who adheres too stubbornly to the ways of his father and grandfather.

If you prefer to keep to the old one-third on the cost as what we may term your usual or normal profit, be ready to vary from this whenever there is sufficient reason.

Is an article a staple or a novelty? This distinction never should be lost sight of. Many staples require only the minimum expenditure of time and thought in buying—that is, once you have experimented a little to find just what best meets the demands of your customers along certain lines, you can keep right on selling the same kinds of brands for an indefinite period. No particular skill in salesmanship is needed to sell these things—a \$6-a-week girl can hand out the goods, or a machine could do it. There is small chance of depreciation in value—prices may fluctuate a little from time to time, but the goods usually will be worth all you have put into them. (In times of tariff tinkering these remarks may need a little qualification, just now as to woollens, for instance, but in the main they are perfectly true.) Certainly these are all very good reasons for making the margin on this class of articles comparatively small, and the common practice of selling very "close" all staples in large demand is amply jus-

tified. Further, it is on staples that you meet the keenest competition with "the other fellow" in your own town. On the prices of staples many of your women customers are posted to a degree that will astonish you, if you care to throw out some feelers in the way of investigation. Altogether, it is best not to try to make any big money on staples.

As to novelties, entirely different conditions prevail. You must make your hay while the sun shines. Dame Fashion is a lady very hard to calculate on. When a thing is the rage she will smilingly pay almost any price, however high, to get it. A week later, when the article has become passe, she will scorn to take it at any price, however low. In pricing all goods that are properly classed as novelties, the fact that what is left on one's hands after the turn of the tide is very dead and can be disposed of only at great sacrifice, always should be taken into consideration.

There is a certain fine discernment, a something akin to intuition or a sixth sense, that enables some merchants to tell to a nicety "what the traffic will stand"—what price can be asked and the article still move quickly and easily. It is not to be taken that merchants who have this sense are given to bleeding the public, or to charging exorbitant prices even when they may have the opportunity. Such is not the case. But they have the rare faculty of seeing things through their customers' eyes—they can judge accurately what estimate the public will place on a given article. There are some things for which people will cheerfully pay a price that yields the merchant a good profit, while if just the same margin is added to some other article, they will feel they are being robbed.

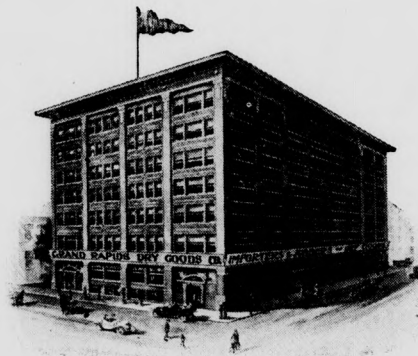
It makes a great difference what class of goods you are handling and what class of customers you are catering to. The other day I saw in a window some very handsome suitings, novelty fabrics of the very latest weave. On enquiry I found them priced at \$3.25. My impression is that they would bring \$3.50 just as readily. A beautiful piece of lace may sell as quickly at \$5 the yard as at \$4.75 or \$4.50. In other words when your appeal is made, not to the bargain instinct, but to the desire for beauty, for the hankering after what is swell and chic and luxurious, and is made to people who have the means with which to gratify their tastes, it isn't always necessary to make two bites of one cherry. In fact, too low a price sometimes may prevent a sale. Indiscriminating buyers are apt to

# 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.



## Full Standard Prints

Both Lights and Darks will advance to 5¼c. The new price goes into effect on October 6th. All orders sent us before this date will be filled at 5c, subject to stock being on hand.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

## SWEATER COATS

Will be in greater demand this fall than ever before, and if you want your share in supplying this demand it will be to your interest to see our lines, which are the largest and snappiest we have ever shown—Ladies', Men's, Misses', Boys' and Children's V neck Military, Ruff and Shawl collars, all colors, prices ranging from \$4.25 per dozen up to \$60.00 per dozen.

PAUL STEKETEE & SONS

Wholesale Dry Goods  
GRAND RAPIDS, MICHIGAN



judge of quality almost wholly by the price asked.

On the other hand, with some woman who is right up against the high-cost-of-living problem and is figuring to make every cent of income do its full duty, a matter of a very few cents the wrong way, even on an article that would not be classed as a staple, may have the effect of throwing a sale to your competitor, or of sending her money out of town.

Those who have made a study of the combinations that are in use on safes, tell us that the human mind naturally prefers some number to others. A burglar would not go through all the possible combinations of a four-tumbler lock in regular order, for he would know that he would be likely to find among the much smaller number of combinations that have proved themselves favorites the particular one that would throw the bolts.

The same tendency crops out in the market preference of shoppers for certain prices. Articles at 20, 30, 35, or 40 cents do not make good sellers, while unthinkable aggregates of business are done on the great 5 cent, 10 cent, 25 cent, and 50 cent staples. A little below the usual price is a pleasant surprise and is always welcome, as 23 cents or 49 cents. But the public does not take kindly to 26 cents or 51 cents. Twenty-eight cents always is looked upon as more than a quarter—not less than 30 cents.

It often may be better to cut a little on your margin and sell a large amount of a given kind of goods, than to stick for a higher price and have a sticker on your hands. Suppose you have to pay 20 or even 21 cents for some one of the many kinds of cotton goods that are in large demand. You may feel that you ought to get 28 or 30 cents for it. Don't try it. You can sell four times as much, probably ten times as much, to put it out for a quarter. You will make more money and have the advertising that comes from selling a good article at a low price.

Cash customers are more exacting as to prices and are better judges of value than credit customers. But with a strictly cash business you lose nothing on poor accounts and you save the expense of book-keeping.

Taking matters by and large, the whole drift of retail business during these recent years has been toward lower margins of profit. The merchant who balks at this tendency is already sidetracked. That this trend of things presents serious difficulties is undeniable. Expenses are all the time mounting up. Rents are higher and help costs more than formerly. It is often necessary to put out large amounts of goods as leaders, on which there is practically no profit. Better and more economical financial management, greater efficiency, more skillful advertising, and a larger volume of business on which to spread the running expense, furnish the only solution of the problem. Ten years ago we will say you were selling \$25,000 a year and were so situated that you could make close to 25 per cent. gross profit on your sales. Now,

in order to hold your own, you will likely have to sell \$50,000, and you will do well if your balance sheet makes as good a showing as it did a decade ago with the smaller business. Fabrix.

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

**September.**  
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 Lodge 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, 11-12-13.

Michigan State Sunday School Association, Benton Harbor, 12-13-14.

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.

If people would stop climbing hills before they get to them there would be less of that tired feeling in the world.

## LAMSON



REDUCED OPERATING COST and increased efficiency are the "reasons why" you see Lamson Service in over 80 per cent. of the world's leading stores.

LAMSON CARRIERS are the tried and proven result of more than thirty years of specializing by the originators of Store Service Apparatus—Service fads and freaks may come and go, but Lamson Service goes on forever because of its common-sense business economy.

Ask Your Neighbor!

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

THE LAMSON COMPANY  
BOSTON, U. S. A.

Representatives in all principal cities

## SERVICE

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.

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.

## 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.

## NEW TEAS

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

Tetley's  
Black  
Teas



Packed  
In Tins  
Lead All

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

JUDSON GROCER COMPANY  
The Pure Foods House  
GRAND RAPIDS, MICHIGAN



### Securing a Customer's Attention and Closing Sale.

The closer you keep your customer's attention centered upon what you are doing and saying in displaying goods, or in fitting his or her feet, then the easier and quicker the sale will be accomplished. To do this the clerk must interest and impress the customer that he knows his business. A clerk may sometimes also find it necessary to indulge in "small talk" to aid the customer in feeling "at home" and comfortable while the clerk is bringing his selling ability to bear upon him.

In handling a customer to the best advantage the clerk should invariably rely upon the merchandise that he is showing as the means of holding the customer's attention, for that is primarily what he came into the store for to see shoes and to be fitted, not to hold a "tete-a-tete." Of course, one must suit himself to the particular conditions of each sale, for as every salesperson knows, there are no two cases exactly alike. The disposition of the customer must also be considered, yet I feel safe in saying that a good salesperson can control the situation, and in doing this he should never get too far away from his object of closing the sale.

A good salesperson should be business-like in his dealings and avoid using up unnecessarily the customer's time, which may be more valuable than a salesperson has any idea of, besides which the store's time is of equal importance, in many cases more so, for there are many customers whose time is of no particular value when they are on a shopping expedition.

In addition to these conditions the clerk is also better prepared to sell a customer more easily, inasmuch as he can center his attention more fully on the goods. In any case, however, good service should always be rendered a customer. Good service ordinarily means sufficient service, while too much service is not always good service. A safe rule to follow is please your customer, but be quick about it.

To follow out the foregoing rule to advantage, to the salesperson and the store, considerable attention may be given by the clerk to the study of tactfully closing a sale. Any salesperson with a fair amount of experience ought to be able to observe whether their customer receives a certain style of shoe with favor or disfavor. If the latter, then immediately show something different, after learning as near as possible just about what kind or style of shoe he may have in mind.

Always make it a point to show a style as near as possible to that which he is looking for. Persuade him to try on that shoe, the salesperson all the time remarking favorably on the good qualities of that particular shoe, and of its good fitting qualities. You are in this manner moulding the customer's opinion, so to speak, to think well of that shoe. Now if he listens well to your argument and shows an interest in the shoe presented to him, suggest that he allow you to try on the mate "to see how the other foot acts." This is where the customer shows his intentions. If he shows a willingness to have the mate tried on the other foot, believe me, in more than nine cases out of ten that is the pair of shoes he is going to buy.

If, as the case may be, the second shoe proves a misfit, abandon that pair of shoes as far as your present customer is concerned and fit him to the right size in the same style. Don't borrow trouble by adopting a different model. Your customer's mind is satisfied with the present condition of things; simply fit his foot, take his money and your sale is closed.

Absolute courtesy to customers is a factor in salesmanship second only to selling ability. One may have selling ability and lack courtesy, yet be a so-called successful salesman. On the other hand, the possession of both qualities places a salesman in a class by himself and fits him for larger things.

A customer should receive as much courtesy as can be shown him. He has been likened to a guest entering your home and from this standpoint he is entitled to the same consideration. Though it may be difficult to reconcile the two positions as identical, yet there is no doubt about the measure of courtesy due a customer.

It is an accepted and customary act in every day life to thank our benefactors and patrons and this is exactly the position a customer assumes in giving you his trade. Though you may not appreciate the fact, yet it is none the less true that a clerk is under obligations to each and every customer visiting the store and a too free use of the terms "Thank You" and "Come in again, please," "Sir," or "Madam," "Good Morning, Afternoon or Evening," as the case may be, and numberless forms of address or salutations that are used as good form in every life cannot be used too often, and by no one is this more appreciated than by the public.

A profitable habit is also formed by the salesperson in using the term "Thank You," even though the transaction be an insignificant one. Use

## A Good Fall-Weather Shoe FOR THE MAN WHO WORKS



Combination  
Tanned Kang.  
Calf Blucher  
½ D. S.  
Goodyear Welt

Solid as the  
Rock of  
Gibraltar

No. 2130 Black } @ \$2.35  
No. 2171 Brown }

Less 10% in 10 days.

They cost you net in 10 days \$2.11½.

### Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

## Rouge Rex Walrus

No. 486



Twelve inch blucher,  
plain toe as illustrated.

An ideal fall shoe, especially treated to make it as nearly waterproof as a leather shoe can be made.

A product of our own tannery and shoe factory.

Also made in ten inch (No. 484) and in eight inch (No. 482.)

HIRTH-KRAUSE CO.

Hide to Shoe  
Tanners and Shoe Manufacturers  
Grand Rapids, Mich.



it on every occasion where such a term may be used. Another good feature for all retail salespeople to cultivate is to show a willingness to please the customer and in doing this, anticipate his or her wishes and opinions. This accounts for the expression sometimes heard from customer's lips, that Mr. So and So "always knows exactly what I want in shoes," and numerous other similar expressions.

In closing a sale, have the customer go away with the feeling that he has been treated in an intelligent manner, and that it will be advantageous for him to give you his future patronage. —J. H. Mahoney in Shoe Retailer.

#### Bankruptcy Proceedings in Eastern District of Michigan.

Detroit, August 26—In the matter of Arthur D. Fitzpatrick, bankrupt, Detroit. First meeting of creditors held at office of Referee Joslyn. The bankrupt was sworn and examined by the referee. No creditors were present. Order made that no trustee be appointed and no further meeting of creditors held.

In the matter of William N. Elwood, bankrupt, hearing on trustee's petition to sell interest in insurance policies. Order entered directing trustee to accept offer of the bankrupt of \$61 for all the right, title and interest of the trustee in and to the two certain policies of insurance. This sum will be applied to the payment of the bankrupt's attorney fees and administration expenses.

Sept. 2—In the matter of James E. Barker and Joseph Sauer, partners as Barker & Sauer, bankrupts. First meeting of creditors held. George B. Yerkes appeared for the bankrupt. The bankrupt was sworn and examined by the referee and Mr. McMahon, attorney for David Scott. Maurice McMahon, Detroit, appointed trustee, with bond fixed at \$100, unless the trustee makes a report within one week that there are any assets over and above exemptions. If in the meantime the trustee makes a report that the value of the property does not exceed \$250, an order will be entered turning over all of the property scheduled to the bankrupt as and for their exemptions and closing the estate.

Sept. 5—In the matter of Motor Wagon Co., bankrupt, Detroit. Hearing on trustee's report of sale. Sale as reported by the trustee not confirmed and the trustee is authorized to enter into an agreement with A. C. Applebaum under which he agrees to guarantee not less than \$2,600 for the property, the same to be sold at private sale, said Applebaum to account to the trustee for all sums realized less 15 per cent. Applebaum to pay all costs, expenses, etc., from this date, including rent.

In the matter of Charles C. Schoen and Otto J. Baisch, partners as Schoen & Baisch, bankrupts, Adrian. First meeting of creditors held at the office of Baldwin & Alexander, attorneys, Adrian, by Referee Joslyn. There were present the bankrupt, bankrupt's attorney, C. L. Robertson, receiver, and James H. Cornelius, attorney. Bankrupts were each sworn and examined by the referee. The receiver reported sale of the property of the bankrupts, including merchandise and fixtures, at \$1,800 and accounts receivable at \$210. The said sales were approved. James H. Cornelius unanimously elected trustee, with bond fixed at \$2,000. First dividend of 20 per cent. ordered paid. Sale of bankrupts' exemptions, as claimed, having been sold with other property, ordered that the sum of \$132.75 be set aside as exemptions of Charles C. Schoen and a like sum as exemptions of Otto J. Baisch, subject to any objections filed thereto within twenty days from this date. The first dividend sheet has been duly prepared and forwarded to the trustee to issue checks thereon. The trustee has also filed notice of his acceptance of the trust and a bond duly approved by the referee.

Sept. 9—In the matter of James E. Barker and Joseph Sauer, partners as Barker & Sauer, bankrupts. Adjourned meeting of creditors held. The trustee has filed a report showing that in his opinion the property scheduled by the bankrupts is of the value of \$475. Order made appointing three appraisers and as soon as the property is appraised, the bankrupt Sauer will be entitled to select property of the value of \$250 as his exemptions. The trustee will set aside the exemptions claimed and he is authorized to sell the balance of the property at private sale for the best price obtainable but not less than 75 per cent. of the appraised value unless submitted to and approved by the court. Case continued to October 7th at 9:30 a. m. Acceptance of trustee of his trust filed, also bond duly approved.

In the matter of Jacob J. Shtucko, bankrupt, Detroit. Adjourned hearing. Sundry creditors and parties in interest

present. Mrs. Anna Shtucko and Anna Onuskewicz sworn and examined. Continued to Oct. 7.

In the matter of Moses Wohlgenuth and Mortimer Wohlgenuth, copartners as M. Wohlgenuth & Son, bankrupts, Detroit. Hearing on trustee's report of sale. Present, Max H. Finkleston for bankrupts and Ivin E. Kerr, trustee. The trustee reported that he had been offered \$600 for all of the property assets and effects of the bankrupts remaining on hand and not disposed of. Trustee authorized to deliver exemptions to the bankrupts if no objections are filed during the day. In the matter of Frank M. Smith, bankrupt, Detroit. First meeting of creditors held by Referee Joslyn. John F. Berry, attorney, appeared for the bankrupt. C. L. Christie, custodian, made a verbal report. The highest offer received for the property was \$300. Sale at \$500 is approved and Mr. Christie is authorized to turn over the property on receipt of that amount. Clare L. Christie nominated for trustee and unanimously elected. Bond fixed at \$300. Continued to Sept. 16, at which time a first dividend will be ordered paid. Acceptance of the trust by the trustee and required bond filed and approved.

Sept. 10—In the matter of Cook Manufacturing Co., bankrupt, Albion. Final meeting of creditors held at Albion, by Referee Joslyn. Present, John A. Rathbone, trustee; E. R. Loud, attorney, and F. L. Erwin, receiver of Albion National Bank. E. R. Loud, as attorney for the petitioning creditors, receiver and trustee, allowed the sum of \$927.60 for his fees and expenses. The trustee is allowed the full statutory fee, amounting to \$625.32. The balance on hand, after payment of the foregoing and administration expense, will be disbursed as a fourth and final dividend and the estate closed.

Sept. 11—In the matter of Albert C. Perkins, bankrupt, Battle Creek. Final meeting of creditors held at Battle Creek by Referee Joslyn. By unanimous consent of all parties in interest an order of distribution of the funds on hand was made and filed which distribution will not be made until the petition of F. W. French Lumber Co. is disposed of.

In the matter of Howard V. Perkins, bankrupt, Battle Creek. Final meeting of creditors held at Battle Creek by Referee Joslyn. Final report and account of the trustee is approved. Ordered that the trustee pay the moneys in his hands to-wit: \$25 to Albert N. Ford, trustee of Albert C. Perkins, the same to be distributed as per order this day made and filed in the estate of Albert C. Perkins. Further ordered that on payment of said sum estate be closed, trustee discharged and his bond cancelled.

Sept. 15—In the matter of Adolph Escoff, bankrupt, Detroit. Final meeting of creditors held. Maurice Dreifuss appeared for trustee. The final report of trustee shows total receipts of \$79.44 and the expenses which have been incurred by Maurice Dreifuss exceed the total receipts. Ordered that, after payment of administration expenses and the bill of Detroit Legal News for \$1.65 and three appraisers at \$3 each and the trustee's statutory fees, the balance remaining on hand be paid to Maurice Dreifuss to reimburse him in part for expenses. Estate closed.

In the matter of Carl A. Luplow, bankrupt, Detroit. First meeting of creditors held. Maurice McMahon appeared for the bankrupt. Bankrupt sworn and examined by Referee Joslyn. B. J. Lincoln appointed trustee without bond unless so ordered by the court. Continued to October 14. The trustee has filed an acceptance of his trust.

Sept. 18—In the matter of Davidson-Wonsey Co., bankrupt, Marine City. Hearing on receiver's report of sale. Report of receiver filed. Offer of \$7,500 for property increased to \$10,000 by J. P. Comisky. Order made and filed continuing the confirmation of the sale to Sept. 20.



#### UNITED LIGHT AND RAILWAYS COMPANY

CHICAGO GRAND RAPIDS DAVENPORT

##### DIVIDEND NOTICE

The Board of Directors of the United Light and Railways Company has declared a dividend of One and One-Half Per Cent (1½%) on the First Preferred Stock; Three-Quarters of One Per Cent (¾%) on the Second Preferred Stock, and One Per Cent (1%) on the Common Stock of this Company, payable October 1, 1913, to stockholders of record at the close of business at 3 P. M., September 15th, 1913.

BENJAMIN C. ROBINSON, Secretary.

#### The Intelligent Repair Man.

A woman had called at the electrician's shop to say that a repair man ought to come up to her house, as the electric bell would not ring. A day passed, and the repair man did not make his appearance, so she ventured down to the shop again. "How is it you didn't send a man to fix my bell?" she asked.

"I did send him," replied the employer. "He came back and told me that he rang three times and there was no answer, so he took it for granted that no one was at home."

To get into any kind of an argument with a customer means to make it easier for the other fellow to get that customer's trade.

## NATIONAL



Our reputation for making high cut shoes that give unusual service satisfaction is national.

It's a reputation built on hard wear tests by lumbermen, hunters, miners and farmers everywhere.

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



## "H B Hard Pan"

For Years the Standard  
Work Shoe for Men

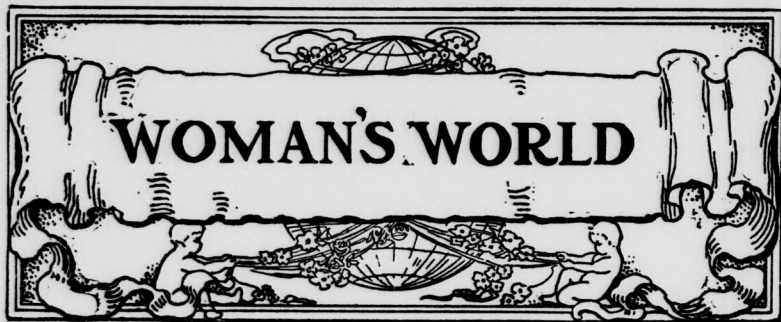
## Year After Year

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.



### Unique Solution of an Old Problem.

Written for the Tradesman.

Ever since the days when the Widow Bardell, as a solace for her grief and a remedy for her shortness of funds, turned to taking single gentlemen as lodgers—very likely since long before that—the lady boarder has been in disfavor. This usually has not amounted to complete taboo—most women who needed a stopping-place have been able to find someone who would take them in, either from pity or because not enough of the other sex came to fill up their establishments. But most hotel and boarding house keepers have been frank to say that they greatly preferred men. Long before Kipling's trenchant pen had given the aphorism general application, those who had to do with her as a boarder had decided that "the female of the species is deadlier than the male."

Several causes go to make up this disesteem that occasionally reaches the point of actual interdiction. A man, whatever his faults, is out of the house most of the time. You can "feed the brute" and he is gone; while she, the lady boarder, like the poor of the Scriptures, is apt to be always with you. Then she wants to engage in various little feminine occupations, harmless enough and even useful, but a nuisance to have around. She desires to take a few stitches in a waist or a petticoat, so it is "Please may I use the machine?" and the sitting room is cluttered up with her sewing things. She likes to heat a little water and dabble about in kitchen or laundry or in her own room and wash out handkerchiefs, gloves, hose, and small items of lingerie. Washing is not all—the articles must be ironed; so "Will you kindly put a flatiron over for me?" is a request frequently called down from the head of the stairs.

Men, that is, single men who are earning good money, are most of them pretty free spenders. Make a man comfortable and happy, and, within reason, he doesn't care what he pays for it. He is not very particular as to exact value received, and does not haggle over trifles. If a landlady is popular, the "boys" are apt to chip in on her birthday or on Christmas and get her a silk dress or silver set.

She does not expect any such generosity from lady boarders. A woman in fact just naturally hates to pay for what she eats, and is too constantly on her guard against being trimmed to pass out gratuities. Quite likely she doesn't receive a large salary and has to figure closely. Anyway she knows all about the cost of

supplies, and, if she is being charged a stiff price, she is not satisfied to have just apple-sauce or stewed prunes for fruit, in place of grape fruit or strawberries out of season.

One trouble with the lady boarder is that she quickly comes to know altogether too much about the internal working of things. She has a sharper eye and a more sensitive nose as to the sanitary condition of kitchen and bath room than a hotel inspector armed with full state authority. Altogether, the man boarder, who doesn't know and doesn't want to know about all these details, is a more comfortable proposition.

Recently I had the pleasure of staying a short time in a house conducted by a woman who has risen to the occasion of meeting at once the needs and the desires of the lady boarder. Knowing the feminine liking for dabbling in washing and cooking and all kinds of domestic operations, she has things so arranged that dabbling may be indulged in to the heart's content.

Her house is large and she rents her rooms furnished to desirable women guests. Some rooms have just one occupant, some two, as a mother and daughter, two sisters, or two friends. The landlady does not attempt to serve any meals herself, but provides a "community" kitchen equipped with eight or ten small gas plates and several little sinks and dishwashing outfits. A community dining room has two rows of small tables, for each of which linen and dishes are provided. There is a place in the basement with stationary tubs where washing may be done. Some of the ladies indulge their laundering propensities two or three times a week, there being no restrictions except that too many must not try to wash and dry clothes at once. This is very easily arranged. In fact this house is one where all the guests usually can "have what they want when they want it." There are a large parlor and porches which all use in common.

The landlady told me that there is a perfect craze for light housekeeping. The great majority of those who come to her door want the privilege of cooking. By this plan that she has evolved she can furnish very comfortable accommodations at prices considerably below those charged by the fashionable apartment houses. The community features lend a social element that seems to be greatly enjoyed by the guests.

It certainly chimes in much better with a woman's idea of expenditure to buy a bottle of milk and a loaf of bread and run around the corner to

a delicatessen and get a pie or a salad, and cook some things herself and so get up cunning little meals "for almost nothing" as she will declare, than it does to pay out a large lump sum each week for board or meal tickets.

At this place I discovered only one rule. This is, No Men. The usual order is reversed here, and men, far from being given the preference, are taboo. The landlady explains that her kitchen is not large enough to allow the amount and the kind of cooking that would be required if ladies accompanied by husbands or sons were taken. Men like heartier victuals and eat more meat than do women. "So many roasts and steaks in one kitchen would make it intolerable," says this wise directress. There was, however, at the time I was there, one exception to this rule, in the person of Mr. DeLacy, who, with his charming wife, are old and close friends of the landlady and were stopping with her for a few weeks. But all agreed that Mr. DeLacy is not like other men, he does not care for hearty food—in fact eats just like a lady. The other guests pronounced him "very nice indeed," and really seemed to make quite a pet of him.

This house I have described is located in a beach town in southern California, and the roomers are mostly resorters, matrons of between thirty and sixty years of age. "How do fifteen to twenty women in the same house, with plenty of time on their hands after doing their little household tasks, get on together?"

does someone ask? Very smoothly, I am happy to say. These ladies are too well-bred ever to descend to undignified scrapping. One of them confided to me that occasionally some slight misunderstanding may cause a visible coolness between two or three, but the necessity for sharing a clothesline or borrowing a few dishes generally will bring about a speedy resumption of diplomatic relations.

While I was there a discussion was begun by two of the ladies, one a good Methodist and the other a staunch Presbyterian, as to the relative merits of church trials in their respective religious bodies. It was occasioned by the fact that at the time a local minister was being hauled over the ecclesiastical coals for alleged unbecoming conduct. The argument threatened to become heated, but she of the Presbyterian affiliations knocked under before the point of acrimony was reached.

Perhaps some genius will yet arise who can successfully handle the lady boarder as such—that is, can keep her out of the kitchen and dwell in peace and amity with her. She has some strong points that ought to commend her. She eats less than a man; there must be more clear money in taking her. Also she is better qualified to help out in case of sickness or other emergency. But in view of the many who have tried her out and have found her a thorn in the flesh and a weariness to the spirit, the methods of the lady in the beach town deserve consideration and wide adoption.

Quillo.



*Clarehose*  
The  
Kind You Have  
Been Looking For

## There's REASON for You to Examine Our Line of Hosiery

In our Woolen and Cashmere hose we use long staple worsted and woolen yarn, properly twisted to give wear. Heels and toes reinforced with an extra strong thread.

You can depend on the genuine Clarehose to give your customers permanent satisfaction.

Men's 25c and 50c Woolen socks, plain and ribbed legs, in 1 doz. bundles, all weights and colors.

Men's 25c Cashmere hose, Black, Oxford, Tan, Natural.

Ladies' Woolen, Fleeced, Cashmere and Cotton hose.  
Boys' and Children's Woolen and Cotton hose.

Men's guaranteed mercerized lisle Clarehose—medium weight—an excellent hose for Fall wear.

May we send you samples, and quote prices?

MANUFACTURED BY

**CLARE KNITTING MILLS**  
SAGINAW, MICH.



### Proper Protection From Fire and Accident.\*

I have been asked by Mr. Stanton to give a few pointers on fire insurance that would enable you to ascertain whether or not your customers are properly protected. I will try and do so in as plain and brief a manner as possible, for I am not an orator nor a good story writer.

A fire insurance policy is a contract wherein the insurer agrees to indemnify the assured against loss by fire, water or smoke. By riders the contract is extended to cover all loss and damage by lightning whether fire ensues or not. This contract is called the policy. In this State its printed conditions are enacted by the Legislature and it is on the statute books. Fire insurance companies doing business here are compelled to use this form called the "Michigan Standard Policy." Its conditions are considered as simple as any policy in use in other states, but they could all be made much plainer and reduced in number. In buying property you look the deed and abstract over carefully or have it done by a competent person. When purchasing insurance the same care should be exercised. You should ask your customer to see policy, look it over for him and see if the following important items are correct:

1. Ownership. Is his title a deed or a contract?
2. Does the title stand in his name or that of himself and wife or partner?
3. Is it mortgaged?
4. Is it brick, brick veneered, frame or cement building?
5. Is the description of location definite and correct?
6. If on personal property (merchandise and fixtures) is the firm a co-partnership or corporation?
7. If a title like this: "Stanton Mercantile Co." is it a corporation, co-partnership or just H. T. Stanton doing business as the Stanton Mercantile Company? If the latter, his policy should be written so.
8. Does he keep books of account? They need not be an elaborate set, but should show: his last inventory; his subsequent purchases; his daily sales, both cash and credit; his expenses, rent, light, heat and clerk hire; if he exchanges merchandise for produce, show it as a purchase and a sale. Does he keep his books and inventory in an iron safe or in some location where they cannot be destroyed by the burning of his store?

In insuring country stores many forms (the word "form" is the term used to describe the written portion of the policy contract) make it a part of the contract that books and inventory must be kept in iron safes.

They also limit their liability to three-fourths of the value of the stock or other property insured. For example, with property valued at \$1,000, \$750 would be the maximum amount of loss an assured could collect. Some require a signed application which is a warranty on the part of the assured and a part of his contract. See

\*Paper read to traveling salesmen of Judson Grocer Company by Frank G. Row.

if his policy has these provisions and whether he understands them and is not violating them. Is he carrying more kerosene, gasoline or gunpowder in his building than this policy permits?

Is there a lightning clause on the policy?

Is there a permit for alterations and repairs?

Impress upon your customer the importance of his insurance. It is the foundation of his credit. Avoid mutuality and wild cats. A good insurance purchased from reliable agents is the cheapest in the end. The old idea of mystery about an insurance contract is past. Adjustment of losses is simple and as pleasantly transacted as any other line of business, if the assured takes pains to see that he is protected and that is easy if he goes to the right sort of people to buy his insurance.

Fire prevention must engage our attention more in this country. The annual fire loss per capita in this country is \$2.30. In Europe it is 33 cents. No country on earth could stand such a drain on its resources.

The workman's compensation law has added another feature that has a bearing on every employer's credit (except farmers and private homes). There are fixed amounts to be paid for the death of an employe and also for injuries. In many cases the compensation for permanent disability exceeds the amount that can be collected for loss of life.

Here is another feature of our liabilities that is increasing daily. For instance, Charles Reynolds is running a general store. His stock inventories \$5,000. He owns his home, valued at

\$2,500, pays his bills promptly and is a good customer. He also owns an automobile. He can afford it and it is a help in his business. Just as he has purchased heavily for fall and winter trade, and gotten the goods on his shelves, he has the misfortune to seriously injure some person by running into them with his auto or scaring a team and several are injured if not killed. Law suits and heavy Judgment follow. Your courts are full of such suits. Is your customer protected against these losses, and am I not right in saying he increases his liabilities when he bought the auto?

### Avoid Scare-Headed Advertisements.

Written for the Tradesman.

Are you one of the many merchants who believe sensational headings make good advertisements? That phrases like "Smashed to Bits," "Wrecked," "Watch Out," "Money Lost," "Danger," and the like will sell goods?

Scare-heads like these are all right for yellow journals and circuses, but they are certainly out of place in retail advertising.

You don't have to bellow at customers in order to sell them goods. An ordinary tone is just as convincing and a good deal more attractive.

Of course a scare-head will make consumers stop, look and listen, but we're betting a round sum that it won't convince.

Try it out on yourself. You pick up a paper, and see a flaring line of type that yells "Danger" at you. Of course you stop. Anything as big and black as the type or as startling as the word would make anybody pause. You unconsciously wonder what the "danger" is, your eye drops down and reads that "It's dangerous

to trade at any store but Smithers."

You've been hoaxed. You know it and you don't like it. You feel, unconsciously, perhaps, as if someone had made you climb a tree with a "fake" mad-dog scare.

More than that, the heading is such a contrast, in strength and energy with the remainder of the advertisement that the text falls flat.

You've heard about the boy who yelled "Wolf." His fate will come to you if you use scare-heads continually. Consumers will discount everything you say if you never use anything but superlatives.

Be sane in your headings. Let them be interesting. Keep them short, and try to make each one tell the whole story of your advertisement.

If you have a good story to tell, people will listen. Anderson Pace.

### Good Use for Happiness.

A school-teacher said to her boy pupils:

"Now, boys, I am going to give each of you three buttons, to help you remember what I am going to say. I want you to think of the first button as representing life, the second liberty, the third happiness. In three days I want you to produce these buttons and tell me what they represent."


On the appointed day she duly asked for the buttons. The youngest member of the class sobbed as he stood up to answer her demand.

"I haven't got them all," he wailed. "Here's life, an' here's liberty, but mother went an' sewed happiness on my pants."

The greatest misfortune that could happen to a large number of people would be to have their own way.

## CARPENTER'S

IMPERIAL BRAND



## PURVEYORS

EXCLUSIVE SPRAYING COMPOUNDS

**OF**

**Lime Sulphur Solution**

✦

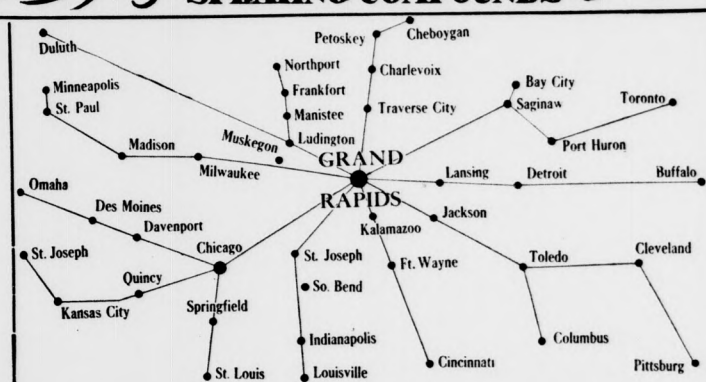
**Arsenate of Lead**

✦

**Pure Paris Green**

✦

**Bordeaux Mixture**



**GRAND RAPIDS**

**OF**

**Nicotine Solution**

✦

**Kerosene Emulsion**

✦

**Kill Weed**

✦

**Whale-Oil Soap**

✦

**Cut-Worm and Grub Destroyer**

**Accessible to the largest fruit producing territory on earth. Consignments forwarded by 5 Lines of Railroad. 2 through Lines of Electric Roads and by Lake Steamship Lines to Duluth or Buffalo and Intermediate Points.**

**MANUFACTURED By**

## Carpenter-Udell Chemical Co.

GRAND RAPIDS, MICHIGAN



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

#### Clerks Who Have Become the "Boss."

Mr. Scarlett—everyone called him Mr. Scarlett—no doubt had enjoyed an infancy that included some smiles, a youth that had indulged in some laughs, and an early manhood that found life, at times anyway, worth living.

Pusley, who ranked as head clerk, having been Mr. Scarlett's earliest employe, could recall an era when his chief even had a partiality for giving a Christmas present—out of stock, of course, but nevertheless showing almost human feelings. Pusley knew it to be a fact, for it was in that manner he had acquired his first, personally owned razor, having previously swiped his honored parent's when his earnings as store boy left him shy of the barber's dime and his ambition to be a man, rather than his embryonic whiskers, urged him to shaving twice a week. But latterly Pusley had encountered so much incredulity when he tried to prove Mr. Scarlett once was human that he discontinued such reminiscences.

Besides, Pusley himself began to doubt the accuracy of his memory. He was a mild soul, one of the kind that suffers most when showing anguish least; and in his job as head clerk—for there was no formally acknowledged store manager—he bore most of the brunt of the proprietor's ill humor. It is pretty hard to believe that any man can change in thirty years so far that, while you are drawing your wages from him at the desk, you can't help wondering whether the world wouldn't be better off without him.

If a vote had been taken of the Scarlett store, on that very question, the verdict would have been unanimous in the affirmative—and with no exception for the proprietor himself. Planked right up against the wall and bidden to decide whether he'd be more comfortable alive or dead, Josiah Scarlett would have wished himself dead purely as a matter of habit and, if his store clerks could be believed, out of the sheer cussedness that was in him.

He arrived, before time, with a grouch; stayed on the job all day with that grouch; and he took it home with him at night as his most treasured stock in trade. His business paid very well, and he was secretly convinced—had been convinced for ten years past—that his profits were in direct

proportion to his grouch. And, since every fresh accession of grouch had the effect of making the whole store hump itself, it seemed quite possible that he wasn't far wrong. The only thing to be said on the other side was that when he wasn't raising Cain, the store stayed as dead as Abel. Hard driven men, like hard driven horses, expect the whip.

The Scarlett store had a reputation in the local trade as a sort of Inferno, to enter which was to leave self respect, as well as hope, behind. It had no clerk, except Pusley, who had been there more than three years.

When Lew Hains, more than capable in miscellaneous hardware, found himself strapped after a couple of seasons on the road, and in most urgent need of any brand of job, Scarlett's was the only establishment that had a vacancy. His line on the road had been cutlery and Mr. Scarlett, with no more ado than he would have made in changing an errand boy, slammed the cutlery man into miscellaneous hardware and told Hains he could take the cutlery.

"I don't suppose you'll be worth any more there than anybody else has ever been," he remarked, in sour apology, "but if you are worth a hang, you can prove it."

Hains realized, from the beginning, the attitude of the store toward its proprietor and the attitude of the proprietor toward the store. Mr. Scarlett hoped for nothing from his men; his men hoped for nothing from him. The place was filled with countless little leaks, countless little squabbles, countless little shirkings, countless little handicaps. And never a salesman came into the store who so much as spoke to the men back of the counters.

That, chiefly, annoyed Hains. He wanted to be responsible for the cutlery and, as time went on, he began to note various handicaps in his department that were directly due to Mr. Scarlett's unvarying rule of trusting no one but himself—and the salesmen. He made haste to bid for a job in one of the other stores; and, now that he had one to depend on, he was surprised to find how many other chances were open to a man with a reputation as clean as his was. It put heart into him; yet it did not lead him to quit at once. Hains had seen enough of business to sense—rather vaguely—something in the store and its owner which promised well for the right man. He waited an opportunity. It came soon.

"I expect you," remarked Mr. Scarlett, one morning, argus-eyed over his display, "to do a good deal better

## H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

TARRED FELT THAT WILL UNROLL AND  
EVERY INCH OF IT CAN BE USED

## Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

## Stock up on Guns and Ammunition

Be prepared for  
Hunting Season

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

Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth

GRAND RAPIDS, MICH.

Use Tradesman Coupons



with this new lot of shears than you did with the last."

Hains turned to his next neighbor. "Look after the cutlery for a few minutes," he remarked; "I'm going to be with Mr. Scarlett in the office."

Mr. Scarlett gave him an icy stare. "I was not aware," he said, in what the store called his premeditated murder voice, "that I had invited you into my office."

"Neither was I," answered Hains, pleasantly, "but somebody had to do it, if your feelings are to be saved."

"I'll take care of my feelings and my store. Any clerk I have can quit at any minute."

"I have no intention of quitting unless you want me to," Hains returned, steadily. "I am proposing now to do what any competent hardware man should do who has at heart the interest of the store and of its owner. I have no temper, no quarrel, in this at all. And frankly, Mr. Scarlett, you appear to get so little voluntary service that I should think you'd be the last employer to refuse it unheard."

Mr. Scarlett stared at him with the gaze of a man whose sound judgment struggles with years of acquired prejudice; Hains regarded him pleasantly, as before, then glanced at his display, more indifferent than he was.

"Very well," Mr. Scarlett decided. "I'll hear what you have to say."

"You took the trouble," prefaced Hains, when they were alone, "to look up my record, and you found it a good one. You then took a first-class, dependable man, put him in a position of some responsibility, and cut him in half. The selling half you've used; the buying half you have thrown away. You know I know cutlery; yet you shaved the price on those shears, got a lot that actually are inferior, and undertook to drive me into making up for the inferiority which you, as a trained general buyer, suspect but, not being a specially trained expert, do not positively know. Just a minute—" as Mr. Scarlett began to look explosion—"I have a place ready for me, in the same line and at better wages." And he named the firm. "But I'd rather stay here where I find an employer who has been overworked for ten years and doesn't know it because it came on gradually. If you, on your part, can find a man you can depend on, I shall do far better here than if I make the change."

Mr. Scarlett drummed on the desk, looked Hains over doubtfully, and observed:

"Suppose you show me where those shears are shy."

Hains went to the cutlery, brought in several and entered upon an expert demonstration.

"And, as I understand you," remarked Mr. Scarlett, when he finished, "you'd prefer to stay here under an incompetent employer rather than take as good a job where you'd have more swing."

"If I have any fault to find with the employer," returned Hains, in that steady, cool tone of his, "it is that he is too competent to let his men be competent. I shall be satisfied if you

will depend on me until you find I'm not dependable."

Hains lasted in the cutlery seven months; then Mr. Scarlett, as autocratic as when he first placed him, gave him charge of miscellaneous hardware. The seven months were a time of cat-like watchfulness and a good deal of needless browbeating, all of which Hains bore with unruffled equanimity. For a year, Mr. Scarlett proved almost as unpleasant in his oversight of Hains' new job. Then he created the position of manager and handed it to Hains. Six months later, he said to his manager:

"Mr. Hains, I've had dyspepsia and nerves since I was forty. I get both of them when I set foot in this store. I am going to keep an eye on you right along; but I'm going to put the brake on myself. I think I can depend on you, but I shall never let anyone have full sway over my store so long as I'm running it."

Those were brave words; but when a man like Josiah Scarlett quits, he doesn't quit by halves. Lew Hains has been the boss for three years now, and Mr. Scarlett's visits to the store number about two per month.

Pusley says that if he could only have believed Mr. Scarlett would ever again be the man he was when he was younger, the store manager's name would now be Pusley, not Hains.

Camillus Phillips.

#### Clean Windows Will Increase Sales.

Wash the windows!

This always should be a standing order in the store, but during the summer it is especially urgent.

Dust outside the window obstructs the view. Inside the window it damages the merchandise.

Frequent washings of the outside of the glass and occasional washings of the inside will pay big dividends. Forget about soap. Put a little soda in warm water and go to it.

To keep dust out of the window, nothing is so good as an enclosed background. Better get one ready now, while you have time. Then you will be ready to keep the frost out next winter.

An old man once told his children not to be afraid of the dark as they would not see anything worse than themselves. That is more than plenty to frighten some people.



## "Sun-Beam" Harness

The "Clark's Special" Sun-Beam Harness is just a new one in the field but has already attracted wide attention. It is equipped with the new Clark's Patent collar and traces, which alone will be worth your consideration.

Watch for the cut in next week's issue.  
Be sure and write us for particulars.

## Brown & Sehler Co.

Home of "Sun-Beam" Goods

Grand Rapids, Mich.

## Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of  
Furniture in America

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

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

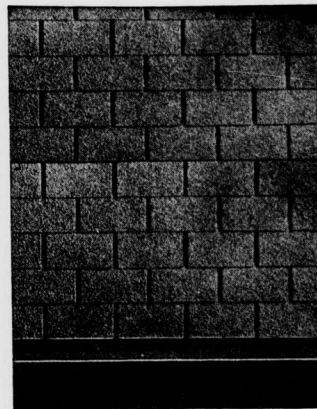
Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan

## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting  
Fully Guaranteed

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

Detroit  
Saginaw  
Lansing  
Jackson

Kalamazoo  
Battle Creek  
Flint  
Toledo

Columbus  
Cleveland  
Cincinnati  
Dayton

Youngstown  
Buffalo  
Rochester  
Syracuse

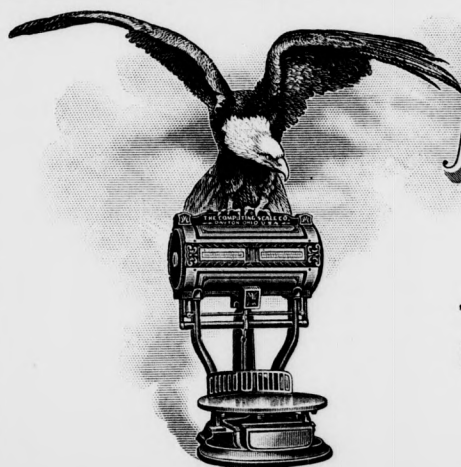
Utica  
Scranton  
Boston  
Worcester

Milwaukee  
St. Paul  
Lincoln, Neb.  
Chicago

And NEW YORK CITY

**H. M. REYNOLDS ASPHALT SHINGLE CO.**

Original Manufacturer, GRAND RAPIDS, MICH.



**MONEYWEIGHT Scale Co.**  
GENERAL DISTRIBUTORS FOR  
**The Computing Scale Co.**  
Dayton, Ohio.

THE FIRST AND FOREMOST  
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN





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

**Michigan Knights of the Grip.**  
 President—Frank L. Day, Jackson.  
 Secretary and Treasurer—Wm. J. Devreux, Port Huron.  
 Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

**Michigan Division, T. P. A.**  
 President—Fred H. Locke.  
 First Vice-President—C. M. Emerson.  
 Second Vice-President—H. C. Cornellus.  
 Secretary and Treasurer—Clyde E. Brown.  
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 22—The G. R. & I. changed time Sunday, Sept. 21. Note this and don't get left: No. 5 north leaves 7:15 a. m., instead of 7:20. No. 2 south to Chicago and Cincinnati leaves 7:30 a. m. No. 7 north leaves at 1:30 p. m., instead of 2:40 p. m. No. 3 north leaves at 11 p. m. No. 8 south leaves at 1:35 p. m. instead of 1:55 p. m. No. 18 to Chicago leaves at 11:50 p. m. instead of 12:40, at night.

The writer of Detonations makes the prophecy that Cadillac Council, No. 143, will surpass Grand Rapids Council, No. 131 in membership if we don't look out. With all respect to Dr. Johnson, this is the best modern example we know of the triumph of hope over experience.

Hillsdale Council, No. 116, held a watermelon spread last Saturday night. This Council is, undoubtedly, the largest in the State for a town of its size and they are live ones, too. It has a membership of 107.

Apropos to the article appearing in a recent issue of the Tradesman relative to giving the traveling salesmen an opportunity to vote, regardless of where they happen to be at election time, we wish to suggest a much-needed change for those of us who are at home and don't go away on long trips. On every important election day the railroad companies hold their morning trains 30 to 45 minutes. This would, under normal circumstances, give every salesman in Grand Rapids his franchise without losing any time, providing the election boards would do their part. Past experience, how-

ever, has taught us that they don't. Instead of opening the polls at 7 o'clock sharp, it is usually 7:15 before the first voter is admitted. Then usually there is a long line of residents of the city lined up, many of whom have nothing else to do the entire day but vote. This, we believe, is not intentional on the part of the election board, but thoughtlessness. We call attention to it, however, in the hope that the politicians, if they want the traveling man's vote, will take some steps to rectify the present system.

The annual meeting of Marquette Council will be held next Saturday evening, Sept. 27. Past Grand Counselor Wilbur Burns, of Grand Rapids Council, No. 131, has been invited to address the meeting. The Grand Council of Michigan will be represented by John Hoffman, of Kalamazoo.

The U. C. T. Bulletin has been discontinued with the September issue and the editor has gone to making wine for a living.

Wilbur Burns left Monday for a few weeks' trip in the Upper Peninsula.

The readers of this column are already registering their "kicks." The latest is from a certain young man who objects to having his name mentioned in connection with (T)hree (W)eeks, as was done in a recent issue of the Tradesman. We wish to apologize to the gentleman and will say the offense was unintentional, as we positively know he confines his reading to the "Hoppertown Astonisher."

A traveling man stepped up to the desk at an Indiana hotel last week and threw down a quarter. "What is that for?" asked the clerk. "I was just wiping my hands," said the guest, "when the towel I was using slipped and fell to the floor and broke."

Bro. Ferry Hanfin welcomes the appearance of cold weather. His wife has been sojourning for sometime at Petoskey to get relief from hay fever.

The Michigan Hardware Company, Grand Rapids, thought its representative, Jim Shaughnessy, landed a nice stock order at Mt. Pleasant last week.

Now that cold weather is coming and the Boosters' Club is organized and teams are formed to solicit membership, would it not be a good idea for Grand Rapids Council, No. 131, to give a smoker? By doing this we could invite in some of the good material now running at large in the city, cultivate their acquaintance and initiate them into our order. As everyone who has attended one of these smokers knows, they make a hit with everybody. It would be a good way to show our boys and their

friends a good time. Think it over.

The "setter" with his corn cob pipe has slowly passed away.

But the roller towel with its germs has come prepared to stay.

Which goes to show that our poetry is not entirely "obliterated." It is only in a "somniaambulistic" state.

The annual convention of the Michigan State Pharmaceutical Association will be held at Grand Rapids Oct. 1 and 2, with headquarters at the Pantlind Hotel. The Michigan Pharmaceutical Travelers' Association, which is an adjunct of the State Association, will this year unite with the Grand Rapids druggists in the entertainment of the visitors. Druggists and drug salesmen from all over the State will be here and devote the two days to business and pleasure. A business session will be held both forenoon and afternoon of each day. A theater party will be extended the visiting ladies the afternoon of the first day and in the evening an elaborate ball will be given at the Furniture Temple, with refreshments and music by Tuller's orchestra. In the forenoon of the second day the visiting members will be given an automobile ride, rounding up at the new Plainfield Country Club for luncheon. From there they will motor to Reed's Lake, arriving about 2 o'clock, where they will pull off some mighty interesting and exciting contests, among them being a chicken race, which it is worth going miles to see. Some valuable prizes, aggregating \$300 worth of merchandise, is to be given away to the winners of these contests. The first prize in the chicken contest is valued at \$20. They will wind up the convention with a big banquet in the evening at the Pantlind Hotel. Bro. W. S. Lawton, Secretary and Treasurer of the Michigan Pharmaceutical Travelers' Association, has entire charge of the arrangements and plans for the two days' entertainment.

It is not always the words with the big letters in a contract that mean the most.

The Grand Rapids Traveling Men's Benefit Association will meet next Saturday, Sept. 27, at 2 o'clock at 15 Ionia avenue, south.

Last call! Assessment No. 118 is now due and must be paid by Sept. 24.

Farmer Harry Hydorn informs us that sauerkraut will be a luxury this winter.

Will someone kindly inform us what has become of our Bro. Richter? Nothing has been heard from him for two weeks. Possibly Homer Bradford has found him and this may account for the long continued silence.

Don't forget the U. C. T. dancing party Saturday night, Oct. 18, at U. C. T. hall, Herald building.

At Island Park last Saturday afternoon gathered three enthusiastic baseball nines, representing Kalamazoo Council, No. 156, Grand Rapids Council, No. 131, and fans. The lineups were as follows: Kalamazoo—Clark, 2 b; Bennett, 1; Root, 3 b; Grolle, c; Maus, m; Diver, s; Miller, p; Woodruff, r; Green, 1 b. Grand Rapids—Peters, 3 b; McCall, 2 b; Walter Ryder, c and p; Silver, r; Lewicke, 1; Potts, m; Berner, 1 b; Church, p and

1; E. Ryder, c and 1 b. Fans—Mr. and Mrs. J. A. Keane, Mrs. Ryder and Mrs. Walter Ryder, Bros. I. B. Gordon and son, W. S. Lawton, Herrendeen and Harwood. Among those also present were Bro. Warren, of Kalamazoo, and an umpire. Bro. Hydorn ran all the way from his farm, but was too late for the game. The features of the game were the base running of Bennett, of Kalamazoo, an earned run by Peters, of Grand Rapids, the stopping of Walt Ryder (not the ball) at second by Clark in the seventh, a hit by Bill Berner and a sweater won by Woodruff. It is claimed that Clark's ears were frozen between second and third in the eighth. After the game the Grand Rapids team, assisted by other members of the Council, entertained the visitors at the Livingston Hotel, where both teams played a better game than at the park. The Kalamazoo team then were escorted to the Columbia theater and all report a very pleasant evening. P. S. It might interest our readers to know the score, viz: Kalamazoo 10; Grand Rapids, 1; fans, bronchitis.

A good many of the boys are wondering what has become of the hotel regulations embodied in the Henry act at the last Legislature. In this connection we will state that the system used by Landlord Willard, of the Berghoff, in Kalamazoo, will furnish a good pattern for other landlords.

We would suggest to the landlord of the Bennett House, Mt. Pleasant, that he throw those roller towels into the lake and thus make first-class an otherwise excellent hotel. Likewise Reading House, at Reading and the hotel at Litchfield.

Then, too, it is against the law.

Others will be mentioned later.

Only twenty-four days more before the first dancing party.

Cadillac will get you if you don't look out. Allen F. Rockwell.

#### To Fellows Who Ask Foolish Questions.

No, a dub can't do any good trying to sell an article where brains must play an important part.

No, just an order taker won't do well selling an article that has to be fully and clearly explained.

No, a "has-been" can't cut the mustard selling goods to up-to-date merchants nowadays. It's the fellow that can do it now that live houses are looking for.

No, the house can't take a chance on you falling down again if you have fallen down once before. Back to the uncut. Pool, "peaches" and whiskey have ruined a lot of crackerjack salesmen.

No, a man that spends most of his time writing letters of explanation to his house explaining why he didn't get orders is not the one that draws the big money.

No, don't ask for a raise when common sense should show you that your sales don't justify it.

No, never knock on the house that gives you a job. If you are bound to knock, quit—then knock if you are a natural born knocker.

No, don't ever take it onto yourself to cut prices without instructions from the boss. R. C. Combs.



### News Items From the Soo.

Sault Ste. Marie, Sept. 22—The concrete construction work on the new lock is nearly finished and the past year's activities indicate the third lock will be ready for the 1915 season. The gate and machinery men are here to superintend the work of installation. The mechanism is to be operated by electric power in both the new locks. While the coffer dam has not been taken out and will not be until the completion of the second section of the third lock, the first section, it is believed, will be ready for acceptance this fall.

This week is designated as style week at the Soo and the merchants have made great preparations to show the new styles in the different lines. This is the first attempt of this kind here and much interest is being manifested in consequence.

Hugh Moran, assistant manager of the Pittsburgh Coal & Dock Company, had his turn surprising his friends last week. He went to Minneapolis to enjoy a few days' vacation and by special appointment Miss Nan Berry met him there and they were married. It was a pleasing surprise to their many friends here at the Soo, where the couple are very popular. Miss Berry's people live at Thesalon, but she has been a resident of the Soo for over a year and a very bright future is predicted for the young couple.

Mr. and Mrs. A. Frazee, whose marriage was mentioned in the Tradesman a short time ago, have returned from their wedding trip and are now getting in their coal for the winter and settling down for a long winter's nap. They report a most enjoyable time while on their honeymoon and Mr. Frazee is again to be seen at his desk in the office of Armour & Company, of which he is local manager.

There was a surprise sprung at the Soo when the sheriff and deputies made a raid on one of the gambling dens here, where several of our most prominent business men were taken in. While it was to be regretted that such prominent men should be interested in that occupation the raid met with the approval of the general public and it is hoped that it will be a lesson to numerous other men of a similar profession, so that more time can be devoted to business and their families instead of spending the nights as they have been.

D. L. Quay & Son, lumbering operators at Moran, have opened up operations again and expect that all the creditors will be paid in full and they will make good from now on.

Wm. G. Tapert.

### Jaunty Jottings From Jackson.

Jackson, Sept. 22—In naming the young charter members of Jackson Council, No. 57 last week, one boy was omitted, in no less a person than Past Grand Counselor Frank L. Day.

Senior Counselor Ray Pringle and Secretary Maurice Heuman have issued a call for a special meeting of our Council, to be held Saturday evening, Sept. 27. The purpose of the meeting is to organize the Council into com-

panies along military lines to enlist new members.

E. G. Hompkins received a shock from the telephone at our last meeting. Ask Will Kelly.

Will Schultz, of Schultz Bros., State street grocers, Ann Arbor, was in the city last week, attending the meeting of the Municipal League. Will is alderman as well as grocer.

Past Counselor Nelson T. Eddy now has it in mind to organize a full orchestra, composed entirely of members of Jackson Council, No. 57. The talent is there.

Maurice Heuman is some Secretary. No suspended members in over a year is a record that is hard for the remainder of the councils to go against.

You don't have to turn a page of the Tradesman to get your money's worth. It is always printed on the cover.

We will now give Fred Richter the title of Secretary of War for the Michigan Division and hope he will report as often as possible in the Tradesman how the battle is going.

Cadillac Council, No. 143, organized into four companies at their last meeting and declared war. Of course, all councils in our Grand Jurisdiction will do the same thing.

The market letters in the Tradesman are reliable. The doings of the wholesalers and retailers are extensively recorded and, as a journal in the interest of traveling men and their organizations, it is unique. Of course, you should read it. Spurgeon.

### News Items From Upper Peninsula Points.

Ishpeming—F. Braastad & Co. announce a complete change in their method of doing business. The business will hereafter be conducted on a strictly cash basis, and there will be no delivery of goods except orders amounting to \$5 or more. This change has been contemplated for some time, but Mr. Braastad did not think it advisable to introduce the plan until the two-pays-a-month system was instituted by the mining and other corporations employing large numbers of men.

Calumet—Business generally in the copper country is paralyzed on account of the strike of the mine workers. The only exception is the lumber industry. The absolute cutting off of orders for mine supplies of lumber and timber for a time did not affect the lumber industry, as the demand from other markets was good. The mining industry is crippled, but is recovering gradually, as shown by a steady increase in the number of operating shafts and in proportion to the extent of these operations, roughly one third of the mines, the mine market for lumber and timber has been restored.

Atlantic—The D. E. Stratton Co.'s turning factory at Atlantic reports a steady demand for its product and continuous rail shipments. This company has brought prosperity to Atlantic, one of the oldest mining towns in the district. The Atlantic mine was shut down some years ago and the town languished, but the Stratton

enterprise has revived it and it is one of the few really cheerful mining locations during the strike.

Ishpeming—James Reid, who has charge of Edson, Moore & Co.'s business in the district comprising Marquette and several adjoining counties, arrived in Ishpeming last week, after an absence of nearly three months, during which he visited his old home in Edinburgh, Scotland, where some six weeks ago he was married to Miss Agnes Falconer. Mr. Reid and his bride will make their home in Detroit for the present, but they will probably come to Ishpeming to reside in the near future, as Mr. Reid makes his headquarters in this city.

Negaunee—Allen McDonald has resigned his position with Elliott's hardware store and will start a business of his own shortly.

Ironwood—P. Tillinghast no longer is receiver of what is left of the First National Bank of Ironwood. He has been superseded by P. E. Wagner of Washington, D. C., who is in the city, engaged in closing up the affairs of the defunct institution, preparatory to the payment of the final dividend to the creditors. Mr. Wagner is receiver for the banks at Billings, Mont., Ironwood, and Cortland, N. Y., of which Mr. Tillinghast was successively receiver, the affairs of none of which the latter succeeded in winding up. Mr. Wagner states that the accounts of the Ironwood institution will be closed by Oct. 1, and that within a short time thereafter the final dividend will be paid.

### Sales Agency for Shoes and Shoe Store Supplies.

W. Burte White, who has traveled in Central and Southern Michigan for the past eleven years for the Hirth-Krause Co., has engaged in business on his own account and opened a



W. Burte White.

sales agency at 523 Ashton building. He has secured ten different factory lines of shoes, among which are the following: Milwaukee-Western Shoe Co., Milwaukee, men's, boys' and youths' Sterling and Elkskin lines in Standard screw and Goodyear welts; J. L. Obear, Lynn, Mass., carefully constructed, comfortable ladies' turns and welts; S. Freiburger & Son, Fort Wayne, Ind., Famous Peek-a-boo line of childrens' and misses' turns and McKays; Spear Bros., Baltimore, Md., Spear brand of boys' and misses' McKays and welts; E. J. Ramsey & Co., New York, play shoes and barefoot sandals; J. M. Brodak & Co., New

York, bath and house slippers; Mother Hubbard Shoe Co., Rochester, N. Y., specials in ladies' turns; H. H. Free-land, Rochester, N. Y., largest manufacturer of infants' soft soles and moccasins. He also represents the leading manufacturers of store fixtures, show cases, chairs, settees, rolling ladders, stamped button hooks, shoe horns and specialties in shoe store supplies. He will cover Central and Western Michigan, visiting the out-of-town trade on Monday, Tuesday and Wednesday and the city trade Thursday, Friday and Saturday. His motto is "Factory quality, prices and discounts."

### Late Grand Rapids Items.

Grand Rapids, Sept. 24—J. V. Ripperger and wife have returned from a pleasure trip to Chicago, returning by way of Kalamazoo, where Mr. Ripperger started on his business trip.

William P. Granger will be initiated into Grand Rapids Council, No. 131, at our next meeting. We will be glad to extend you the glad hand of fellowship, Mr. Granger.

H. V. Ripperger, formerly assistant to his father, J. V., now has a territory of his own and will go it alone. Success to you, old man.

A. F. Rockwell.

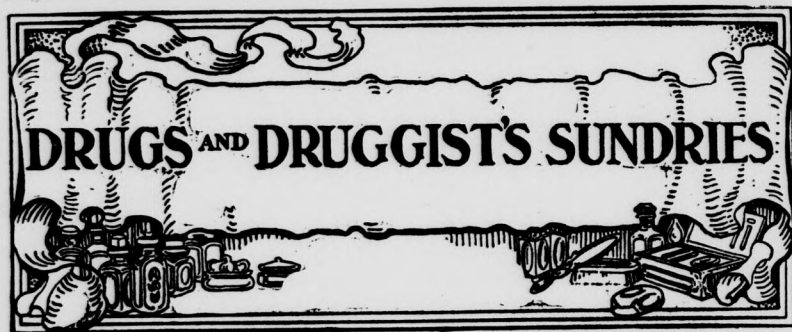
### "I LIKA BE A TRAVELING MAN."

I teenk I lika be a traveling man,  
He hava da good time;  
He ride in da Pulma car.  
Hees seegars cost a dime.  
He leefa at da best hotel.  
Gna da European plan;  
Nine dollars a week ees all I get—  
I like be a traveling man.  
I teenk I lika be a traveling man,  
He gets de glad hand,  
He know all the conductaire  
Every brakeman een de land  
He go to show most every night  
An' sees da besta play.  
He charge it een 'xpense account  
An' hees firm dey send da pay.  
I teenk I lika be a traveling man,  
With a sweetheart in each place;  
An automobile or a touring car,  
You bet I seta da pace.  
A beegar da diamond ina my shirt,  
A beegar wan on my hand,  
You teenk 'was something doing  
Eef I was a traveling man.  
I teenk I lika be a traveling man,  
An' sella da beega da bill,  
Drinka da cocka da tail ata da bar  
An' eta all time ina da greel,  
Playa da pool, an' billiards, too—;  
Go as far as I can—  
I euta da dam wida swath  
Eef I was a traveling man?  
I teenk I lika be a traveling man,  
An' wear some Austrian hat,  
An' smoka da fine calabash,  
Or some sucha thing lika dat;  
I go to work at seex o'clock,  
But I do not lika dis plan;  
I getta busy at something else,  
Eef I was a traveling man.  
NOW! I hava da job as traveling man,  
I no like him vera well,  
I getta up at five o'clock  
An' works late as hell!  
I teenk I got a hard line,  
An' I wisha I was dead.  
Da Boss he writa me a note  
An' disa is what he said:  
We receive your expense account,  
An' notice your flying high;  
We note by the mucha cocktails  
Dat your territory is dry,  
We wanta lots o' bigger orders,  
So get busy, sawa da wood  
And now I getta de telegraph:  
"Come home you sucker, you're no good!"

Frank L. Merrill, grocer at 406 Valley avenue, has sold his stock to August Bricault, who will continue the business at the same location.

**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, 19 and 20.

#### Michigan State Pharmaceutical Association.

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

#### Michigan Pharmaceutical Travelers' Association.

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

#### Grand Rapids Drug Club.

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

#### Programme for the Thirty-First Annual Convention.

The following programme has been prepared for the annual convention to be held in Grand Rapids Oct. 1 and 2:

##### Wednesday Morning.

Invocation.  
President's Address—Henry Riechel.  
Announcements.  
Appointment of Committees.  
Reports.  
Secretary—Von W. Furniss.  
Treasurer—E. C. Varnum.  
Secretary of State Board of Pharmacy—E. T. Boden.  
Executive Committee—D. D. Alton.  
Membership Committee—C. H. Jongejan.

##### Wednesday Afternoon.

During the afternoon session the Ladies' Reception Committee will give a theater party to all the visiting ladies at one of the local theaters.

Address—Harry B. Mason, Editor Bulletin of Pharmacy.  
Discussion.  
New business.

##### Wednesday Evening.

A reception and dancing party will be given by the Travelers' Association at the Furniture Temple. Reception, 8 to 9; dancing, 9 to 12.

Continuous refreshments will be served during the party.

Music by Tuller's orchestra.

This party is strictly informal.

Lady dancing every dance and encore will receive 1st prize, 5 pound box chocolates; 2d prize, half pound perfume. Gentlemen dancing every dance and encore will receive first prize, 3,000 litho labels; 2d prize, one-sixth dozen Port wine.

##### Thursday Morning.

Business meeting concluding with election of officers.

All visiting ladies will assemble at the Pantlind Hotel at 10 o'clock, where automobiles will be in waiting for an auto ride to the Plainfield Country Club.

Luncheon will be served between 12 and 1 o'clock, returning to Reed's Lake at 2 p. m., where the special events provided by the Travelers will take place.

##### Thursday Evening.

Banquet at Pantlind Hotel at 6:30 sharp. \$1 per plate.

Programme of Special Events at Reed's Lake.

First Event—Oldest druggist in attendance, according to age—first prize, \$10 in merchandise; second prize, \$5 in merchandise.

Second Event—Youngest druggist in attendance, according to age—\$5 in merchandise.

Third Event—Youngest child present, accompanied by its parents, providing parent be a registered member, one extra large jar Horlick's Malted Milk.

Fourth Event—Oldest member of Association in attendance—Prize \$10 in merchandise.

Fifth Event—Largest druggist in attendance, by weight, avoirdupois—Prize, \$5 in merchandise.

Sixth Event—Smallest druggist in attendance by weight, avoirdupois—Prize, \$5 in merchandise.

Seventh Event—Druggist or traveling man obtaining greatest number of members for M. S. P. A.—one box Dutch Master cigars.

Eighth Event—Druggist coming longest distance by direct route to convention—first prize, \$15 in merchandise; second prize, \$10 in merchandise, third prize, \$5 in merchandise.

Ninth Event—Cracker Eating Contest. Party eating ten crackers and being able to whistle first (druggists only)—first prize, \$5 in merchandise; second prize, \$3 in merchandise.

Tenth Event—Threading the Needle (men only), conditions to be given at convention. First prize, \$5 in merchandise; second prize, \$3 in merchandise.

Eleventh Event—Potato Race (ladies only), conditions to be announced at convention. First prize, \$5 in merchandise; second prize, \$3 in merchandise.

Twelfth Event—One Hundred Yard Dash (druggists only). First prize, \$5 in merchandise; second prize, \$3 in merchandise.

Thirteenth Event—Making Train Contest (travelers only), conditions

announced at convention. First prize, \$5 in merchandise; second prize, \$3 in merchandise.

Fourteenth Event—Sack Race (open to all). First prize, \$5 in merchandise; second prize, \$3 in merchandise.

Fifteenth Event—Ladies' Race, thirty yards. First prize, half pound perfume; second prize, 5 pound box chocolates; third prize, perfume automizer.

Sixteenth Event—Fat Men's Race (open to all, contestants must weigh over 190 pounds). First prize \$6 in merchandise; second prize, \$3 in merchandise.

Seventeenth Event—Lean Men's Race (open to all, contestants must weigh less than 140 pounds). First prize, \$6 in merchandise; second prize, \$3 in merchandise.

Eighteenth Event—Three Legged Race (druggists only). First prize, \$6 in merchandise; second prize, \$4 in merchandise; third prize, \$2 in merchandise.

Nineteenth Event—Tug of War (Druggists vs. Traveling Men). Six on each side. \$12 in merchandise to winners; \$6 in merchandise to losers.

Twentieth Event—Boat Race (open to four entries), 200 yards out and back. Boat must have two occupants, combined weight not less than 300 pounds. First prize, \$10 in merchandise; second prize, \$5 in merchandise.

All merchandise given as prizes is figured at wholesale prices.

#### Brubaker Booms the Oceana County Fair.

Mears, Sept. 22—I had such a salubrious time at the Grand Rapids fair that I want to return the favor and invite you to attend the Oceana county fair, Sept. 23 to 26, inclusive. This will be one of the best fairs in Northern Michigan. Not only the subscribers of the Michigan Tradesman, but also the thousands who are too tight to subscribe but borrow the paper to read (I have a list of forty-seven regular borrowers for my weekly copy) are invited to the fair; in fact, everyone who has the price of admission. This great fair will be held, as usual, three miles from Mears, due east as the frog hops; or, to be more concise, at the fair grounds at the southern limits of Hart, our most aristocratic suburb. Excursion trains will leave Muskegon every thirteen minutes for Hart on the big day Thursday. Don't get off the train at Mears, as the train will stop at the fair grounds. The announcement of special train service says nothing about trains for return trip, but that makes no difference, as everybody who comes to Oceana county is satisfied to stay here.

For most of my information regarding these facts, I am indebted to the unassuming and urbane Secretary of the Association, G. E. Wyckoff, who promises a bigger and better attraction this year than ever. Also a rip roaring time for everybody. He knows, as he is some rip-roarer himself.

The new building just completed, 900 feet long by eighty-one feet, three inches, wide (these measurements may not be exactly correct, but it is sure

an immense building) cement floor and finished in near imitation of solid mahogany, will be used solely for the exhibition of fruits and vegetables. You know what to look for when this room is filled by Geo. Hawley and others who have taken first prizes on fruit at the Detroit fair for Oceana county. This alone is worth fourteen times the price of admission.

Some of the special inducements will be free admission to the grand stand after 6:30 p. m. Regular admission for U. C. T. members, instead of double price. (This is the only kick I have). There will be no objectionable features to disgust the most devout Gideon, but still good entertainment for Bill Burner, Chas. Corey, Herman Anderson, Bill Ephlin, Erney Welton, H. Grady, Jr., Chas. Oviatt or other U. C. T. members who are out of the fold. There will also be free admission to aviators who come in their own flying machines. Bring your specs, as you will want to see four ways at once. Even then you will likely miss half the attractions.

Come and see Gabe Crockett dance the funny bug!

We will have whiter popcorn than was sold at the Grand Rapids fair and greasier redhots than at the Detroit fair. Our lemonade and pop will be as refreshing as that sold at the Berlin fair and is guaranteed to contain less argument. And, oh! the hoss races on the Hart fast track (not fast in the sense of the Detroit fair, stuck fast in the mud.) Any horse that can't go a mile in thirteen minutes or better will be barred here. These races will be worth coming 177 miles through the mud with a punctured front tire to see. Remember it will be a conglomeration of all the best, without the worst features of other fairs. Nothing to mar a great, grand, glorious, sublime and serene holiday. Doll up and come. You will find that in Oceana county the happy, sunny days are longer, while the gloomy days are few and far between.

I was amused to notice Jim Goldstein's dig in last week's Tradesman. Tell him, for me, not to worry about the brew in Brubaker. Hasn't he discovered the stein in Goldstein? If he would dare meet me in Muskegon—that would be half way—we together might find who put the keg in Muskegon. As to the shot he took at me where he says "Not having a policeman in some of the smaller towns, it is the proper caper," etc., you please tell him that while I am willing to admit that Mears is a trifle smaller than Grand Rapids or Detroit, it is plenty large enough to be policed, only people here are so honest, happy and contented that it would be a useless expense. That's my excuse for telling my troubles to the Tradesman. Honest to goodness, I won't tell any more troubles for a long, long time now, so you may as well cut down the force.

Another pleasing thing, for which everyone is truly thankful, is the fact that this county contains only one Ches. Brubaker.

P. S.—Durn a man who wouldn't boost his own county if he had half a chance.



## WHOLESALE DRUG PRICE CURRENT

<b>Acids</b>		Cubebs .....	@ 4 50	Digitalis .....	@ 60
Acetic .....	6 @ 8	Erigeron .....	@ 2 50	Gentian .....	@ 60
Boric .....	10 @ 15	Eucalyptus .....	75 @ 85	Ginger .....	@ 95
Carbolic .....	19 @ 23	Hemlock, pure .....	@ 1 00	Gualiac .....	@ 1 05
Citric .....	60 @ 66	Juniper Berries .....	@ 1 25	Gualiac Ammon. ....	@ 80
Muriatic .....	1 1/4 @ 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 1/4 @ 5	Lavender Flowers .....	@ 4 50	Iron, clo. ....	@ 60
Tartaric .....	38 @ 45	Lavender, Garden .....	85 @ 1 00	Kino .....	@ 30
<b>Ammonia</b>		Lemon .....	5 50 @ 6 00	Myrrh .....	@ 1 05
Water, 26 deg. ....	6 1/2 @ 10	Linseed, boiled, bbl. ....	@ 52	Nux Vomica .....	@ 70
Water, 18 deg. ....	4 1/2 @ 8	Linseed, bld less .....	55 @ 60	Opium .....	@ 2 00
Water 14 deg. ....	3 1/2 @ 6	Linseed, raw bbls. ....	@ 51	Opium Camph. ....	@ 65
Carbonate .....	13 @ 16	Linseed, raw less .....	54 @ 59	Opium, Deodor'd .....	@ 2 25
Chloride .....	12 @ 15	Mustard, true .....	4 50 @ 6 00	Rhubarb .....	@ 70
<b>Balsams</b>		Mustard, artif'l .....	2 75 @ 3 00	<b>Paints</b>	
Copaiba .....	75 @ 1 00	Neatsfoot .....	80 @ 85	Lead, red dry .....	7 1/2 @ 10
Fir (Canada) .....	1 75 @ 2 00	Olive, pure .....	2 50 @ 3 50	Lead, white dry .....	7 1/2 @ 10
Fir (Oregon) .....	40 @ 50	Olive, Malaga, .....	1 60 @ 1 75	Ochre, yellow bbl. 1 .....	@ 1 1/4
Peru .....	2 25 @ 2 50	Olive, Malaga, .....	1 50 @ 1 65	Ochre, yellow less 2 .....	@ 5
Tolu .....	1 00 @ 1 25	Orange, sweet .....	4 75 @ 5 00	Putty .....	2 1/2 @ 5
<b>Berries</b>		Organum, pure .....	1 25 @ 1 50	Red Venetian bbl. 1 .....	@ 1 1/2
Cubeb .....	65 @ 75	Organum, com'l .....	50 @ 75	Red Venet'n, less 2 .....	@ 5
Fish .....	15 @ 20	Pennyroyal .....	2 25 @ 2 50	Shaker, Prepared 1 .....	40 @ 1 50
Juniper .....	7 @ 10	Peppermint .....	4 00 @ 4 25	Vermillion, Eng. ....	90 @ 1 00
Prickley Ash .....	@ 50	Rose, pure .....	16 00 @ 18 00	Vermillion, Amer. ....	15 @ 20
<b>Barks</b>		Rosemary Flowers .....	90 @ 1 00	Whiting, bbl. ....	1 @ 1 1/4
Cassia (ordinary) .....	25	Sandalwood, E. I. ....	6 25 @ 6 50	Whiting .....	2 @ 5
Cassia (Saigon) .....	65 @ 75	Sassafras, true .....	80 @ 90	<b>Insecticides</b>	
Elm (powd. 25c) .....	25 @ 30	Sassafras, artif'l .....	45 @ 50	Arsenic .....	6 @ 10
Sassafras (pow. 30c) .....	@ 25	Spearment .....	5 50 @ 6 00	Blue Vitrol, bbl. ....	@ 6 1/4
Soap (powd. 25c) .....	@ 15	Sperm .....	90 @ 1 00	Blue Vitrol less .....	7 @ 10
<b>Extracts</b>		Tansy .....	5 00 @ 5 50	Bordeaux Mix Pst .....	8 @ 15
Licorice .....	24 @ 28	Tar, USP .....	25 @ 35	Hellebore, White .....	15 @ 20
Licorice powdered .....	25 @ 30	Turpentine, bbls. ....	@ 49	Insect Powder .....	20 @ 35
<b>Flowers</b>		Turpentine, less .....	53 @ 60	Lead Arsenate .....	8 @ 16
Arnica .....	18 @ 25	Wintergreen, true .....	@ 50	Lime & Sulphur .....	15 @ 25
Chamomile (Ger.) .....	25 @ 35	Wintergreen, sweet .....	2 00 @ 2 25	Solution, gal. ....	15 @ 25
Chamomile (Rom.) .....	40 @ 50	Wintergreen, art'l .....	50 @ 60	Paris Green .....	15 1/2 @ 20
<b>Gums</b>		Wormseed .....	3 50 @ 4 00	<b>Miscellaneous</b>	
Acacia, 1st .....	40 @ 50	Wormwood .....	@ 8 00	Acetanalid .....	30 @ 35
Acacia, 2nd .....	35 @ 40	<b>Potassium</b>		Alum .....	3 @ 5
Acacia, 3d .....	30 @ 35	Bicarbonate .....	15 @ 18	Alum, powdered and .....	5 @ 7
Acacia, Sorts .....	@ 20	Bichromate .....	13 @ 16	Bismuth, Subni- .....	2 10 @ 2 25
Acacia Powdered .....	35 @ 40	Bromide .....	45 @ 55	Borax xtal or .....	6 @ 12
Aloes (Barb. Pow) .....	22 @ 25	Carbonate .....	12 @ 15	Cantharides po. 1 .....	75 @ 2 60
Aloes (Cape Pow) .....	20 @ 25	Chlorate, xtal and .....	12 @ 16	Calomel .....	1 20 @ 1 30
Aloes (Soc. Powd.) .....	40 @ 50	Chlorate, granular .....	16 @ 20	Capsicum .....	20 @ 25
Asafoetida .....	75 @ 1 00	Cyanide .....	30 @ 40	Carminc .....	@ 3 50
Asafoetida, Powd. ....	@ 75	Iodide .....	20 @ 30	Cassia Buds .....	@ 40
Pure .....	@ 75	Permanganate .....	15 @ 30	Cloves .....	30 @ 35
U. S. P. Powd. ....	@ 1 00	Prussiate yellow .....	30 @ 35	Chalk Prepared .....	6 @ 8 1/2
Camphor .....	55 @ 60	Prussiate, red .....	50 @ 60	Chalk Precipitated .....	7 @ 10
Gualiac .....	35 @ 40	Sulphate .....	15 @ 20	Chloroform .....	38 @ 48
Gualiac, Powdered .....	50 @ 60	<b>Roots</b>		Chloral Hydrate 1 .....	00 @ 1 15
Kino .....	@ 40	Alkanet .....	15 @ 20	Cocaine .....	3 35 @ 4 25
Kino, Powdered .....	@ 45	Blood, powdered .....	20 @ 25	Cocoa Butter .....	50 @ 60
Myrrh .....	@ 40	Calamus .....	35 @ 40	Corks, list, less 70% .....	@
Myrrh, Powdered .....	@ 50	Elecampane, pwd. ....	15 @ 20	Copperas, bbls. ....	@
Opium .....	6 80 @ 7 00	Gentian, powd. ....	12 @ 16	Copperas, less .....	2 @ 5
Opium, Powd. ....	8 75 @ 8 95	Ginger, African, .....	15 @ 20	Copperas, Powd. ....	4 @ 6
Opium, Gran. ....	8 90 @ 9 10	Ginger, Jamaican, .....	22 @ 25	Corrosive Sublim. ....	1 05 @ 1 10
Shellac .....	28 @ 35	Ginger, Jamaican, .....	22 @ 25	Cream Tartar .....	30 @ 35
Shellac, Bleached .....	30 @ 35	Goldenseal, powd. ....	25 @ 30	Cuttlebone .....	25 @ 30
Tragacanth No. 1 .....	40 @ 1 50	Ipecac, powd. ....	2 75 @ 3 00	Dextrine .....	7 @ 10
Tragacanth, Pow .....	75 @ 85	Licorice .....	14 @ 16	Dover's Powder 2 .....	00 @ 2 25
Turpentine .....	10 @ 15	Licorice, powd. ....	12 @ 15	Emery, all Nos. ....	6 @ 10
<b>Leaves</b>		Licorice, powdered .....	25 @ 30	Emery, powdered .....	5 @ 8
Buchu .....	1 85 @ 2 00	Poke, powdered .....	20 @ 25	Epsom Salts, bbls. ....	@ 1 1/2
Buchu, Powd. ....	2 00 @ 2 25	Rhubarb .....	75 @ 1 00	Epsom Salts, less 2 1/2 .....	@ 5
Sage, bulk .....	18 @ 25	Rhubarb, powd. ....	75 @ 1 25	Ergot .....	1 50 @ 1 75
Sage, 1/2s Loose .....	20 @ 25	Rosinweed, powd. ....	25 @ 30	Ergot, powdered 1 .....	80 @ 2 00
Sage, Powdered .....	25 @ 30	Sarsaparilla, Hond. ....	@ 50	Flake White .....	12 @ 15
Senna, Alex .....	45 @ 50	Sarsaparilla Mexican, .....	25 @ 30	Formaldehyde lb. ....	10 @ 15
Senna, Tinn. ....	15 @ 20	Squills .....	20 @ 35	Gambier .....	6 @ 10
Senna, Tinn, Pow. ....	20 @ 25	Squills, powdered .....	40 @ 60	Gelatine .....	35 @ 45
Uva Ursi .....	10 @ 15	Tumeric, powd. ....	12 @ 15	Glassware, full cases 80% .....	@
<b>Oils</b>		Valerian, powd. ....	25 @ 30	Glassware, less 70 & 10% .....	@ 1
Almonds, Bitter, .....	6 00 @ 6 50	<b>Seeds</b>		Glauber Salts bbl. ....	@ 5
Almond, Bitter, .....	@ 1 00	Anise .....	15 @ 20	Glue, brown .....	11 @ 15
Almonds, Sweet, .....	90 @ 1 00	Anise, powdered .....	22 @ 25	Glue, brown grd .....	10 @ 15
Almond, Sweet, .....	40 @ 50	Bird, Is .....	8 @ 10	Glue, white .....	15 @ 25
Amber, crude .....	25 @ 30	Canary .....	9 @ 12	Glue, white grd .....	15 @ 20
Amber, rectified .....	2 25 @ 2 50	Caraway .....	12 @ 18	Glycerine .....	23 1/2 @ 30
Bergamont .....	7 50 @ 8 00	Cardamon .....	1 75 @ 2 00	Hops .....	50 @ 80
Cajuput .....	75 @ 85	Celery .....	30 @ 35	Indigo .....	85 @ 1 00
Cassia .....	1 50 @ 1 75	Coriander .....	12 @ 18	Iodine .....	4 35 @ 4 60
Castor, bbls. and .....	12 1/2 @ 15	Dill .....	25 @ 30	Iodoform .....	5 40 @ 5 60
Cedar Leaf .....	@ 85	Fennel .....	@ 30	Lead Acetate .....	12 @ 18
Citronella .....	@ 60	Flax .....	4 @ 8	Lycopodium .....	55 @ 65
Cloves .....	1 50 @ 1 75	Flax, ground .....	4 @ 8	Mace .....	80 @ 90
Cocunut .....	20 @ 25	Foenugreek, pow. ....	6 @ 10	Mace, powdered .....	90 @ 1 00
Cod Liver .....	1 25 @ 1 50	Hemp .....	5 @ 7	Menthol .....	8 60 @ 9 00
Cotton Seed .....	90 @ 1 10	Lobelia .....	@ 50	Mercury .....	75 @ 85
Croton .....	@ 1 60	Mustard, yellow .....	9 @ 12	Morphine, all brd 4 .....	55 @ 4 80
		Mustard, black .....	9 @ 12	Nux Vomica .....	@ 10
		Mustard, powd. ....	20 @ 25	Nux Vomica pow. ....	@ 15
		Poppy .....	15 @ 20	Pepper, black pow .....	20 @ 25
		Quince .....	75 @ 1 00	Pepper, white .....	25 @ 35
		Rape .....	6 @ 10	Pitch, Burgundy .....	10 @ 15
		Sabadilla .....	25 @ 30	Quassia .....	10 @ 15
		Sabadilla, powd. ....	35 @ 45	Quinine, all brds .....	25 @ 36 1/4
		Sunflower .....	6 @ 8	Rochelle Salts .....	23 @ 30
		Worm .....	15 @ 20	Saccharine .....	1 50 @ 1 75
		Worm Levant .....	40 @ 50	Salt Peter .....	7 1/2 @ 12
		<b>Tinctures</b>		Seidlitz Mixture .....	20 @ 25
		Aconite .....	@ 75	Soap, green .....	15 @ 20
		Aloes .....	@ 65	Soap, mott castile .....	10 @ 15
		Arnica .....	@ 1 00	Soap, white castile .....	@ 6 25
		Belladonna .....	@ 60	less, per bar .....	@ 68
		Benzoin .....	@ 90	Soda Ash .....	1 1/2 @ 5
		Benzoin Compound .....	@ 90	Soda Bicarbonate 1 1/2 .....	@ 5
		Buchu .....	@ 1 00	Soda, Sal .....	1 @ 4
		Cantharides .....	@ 1 00	Spirits Camphor .....	@ 75
		Capsicum .....	@ 90	Sulphur roll .....	2 1/2 @ 5
		Cardamon .....	@ 95	Sulphur Subl. ....	2 1/2 @ 5
		Cardamon, Comp. ....	@ 65	Tamarinds .....	10 @ 15
		Catechu .....	@ 60	Tartar Emetic .....	40 @ 50
		Cinchona .....	@ 1 05	Turpentine Venice .....	40 @ 50
		Colchicum .....	@ 60	Vanilla Ext. pure 1 .....	00 @ 1 50
		Cubebs .....	@ 1 20	Witch Hazel .....	65 @ 1 00
				Zinc Sulphate .....	7 @ 10

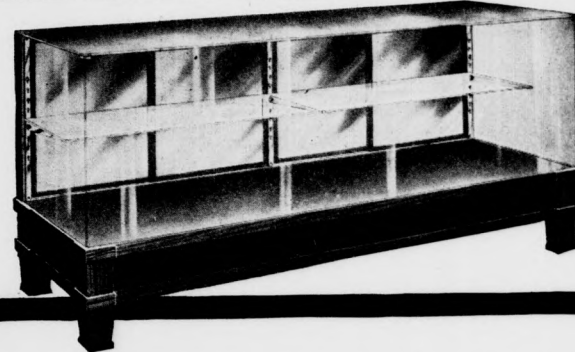


Our Home—Corner Oakes and Commerce

Our Holiday Sample line is the largest and most complete of any that we have ever shown. It is now on display in our sample room in Grand Rapids. We are making dates and appointments with our customers so as to give them prompt attention upon arrival. Kindly let us know by postal card or otherwise when you can call and inspect our exhibition and we can then arrange to give you the best possible service. The earlier we can secure the orders practically insures completeness in filling and satisfactory results.

Grand Rapids.

HAZELTINE &amp; PERKINS DRUG CO.



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

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

## FOOTE &amp; JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

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

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



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

# ADVANCED

# DECLINED

Cheese  
Flour—American Eagle  
Halibut  
Peas

Limburger ..... @17½  
Pineapple ..... 40 @60  
Edam ..... @85  
Sap Sago ..... @22  
Swiss, domestic ..... @20

Exchange Market, Steady  
Spot Market, Strong  
Package  
New York Basis

Jordan Almonds ..... @50  
Fancy H P Suns Raw @6½  
Roasted ..... @7½  
H P Jumbo, Raw .. @8  
Roasted ..... @9

Arbuckle ..... 21 50  
Lion ..... 23 50  
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago

Peanuts  
Bulk ..... 3½  
24 2lb. pkgs. .... 2 50

Extracts  
Holland, ½ gro boxes 95  
Felix, ¼ gross ..... 1 15  
Hummel's foil, ¼ gro. 85  
Hummel's tin, ¼ gro. 1 43

CRACKED WHEAT  
Bulk ..... 3½  
24 2lb. pkgs. .... 2 50  
CRACKERS  
National Biscuit Company Brands  
Butter Boxes

CONFECTIONERY  
Stick Candy Pails  
Horehound ..... 8  
Standard ..... 8  
Standard, small ..... 8½  
Twist, small ..... 9  
Cases  
Jumbo ..... 8  
Jumbo, small ..... 8½  
Big Stick ..... 8½  
Boston Cream ..... 13

Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13

Mixed Candy  
Broken ..... 8  
Cameo ..... 12  
Cut Loaf ..... 9  
Fancy ..... 10½  
French Cream ..... 9  
Grocers ..... 8½  
Kindergarten ..... 13  
Leader ..... 8½  
Maistic ..... 8½  
Monarch ..... 10  
Novelty ..... 10  
Paris Creams ..... 10  
Premio Creams ..... 14  
Royal ..... 7½  
Special ..... 8½  
Valley Creams ..... 12  
X L O ..... 7

Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

CHOCOLATE  
Walter Baker & Co.  
German's Sweet ..... 22  
Premier ..... 32  
Caracas ..... 23  
Walter M. Lowmyer Co.  
Premium, ¼s ..... 29  
Premium, ½s ..... 29

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

CLOTHES LINE  
No. 40 Twisted Cotton Per doz. 95  
No. 50 Twisted Cotton 1 30  
No. 60 Twisted Cotton 1 70  
No. 80 Twisted Cotton 2 00  
No. 50 Braided Cotton 1 00  
No. 60 Braided Cotton 1 25  
No. 80 Braided Cotton 1 85  
No. 60 Sash Cord 1 75  
No. 60 Jute Cord ..... 2 00  
No. 72 Jute ..... 1 00  
No. 60 Sisal ..... 85  
Galvanized Wire  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Baker's ..... 37  
Cleveland ..... 41  
Colonial, ¼s ..... 35  
Colonial, ½s ..... 33  
Epps ..... 42  
Hershey's, ¼s ..... 30  
Hershey's, ½s ..... 28  
Huyler ..... 36  
Lowmyer, ¼s ..... 33  
Lowmyer, ½s ..... 33  
Lowmyer, 5 lb. cans 33  
Van Houten, ¼s ..... 12  
Van Houten, ½s ..... 18  
Van Houten, 1s ..... 36  
Van Houten, 1s ..... 65  
Wan-Eta ..... 36  
Webb ..... 33  
Wilber, ¼s ..... 33  
Wilber, ½s ..... 22

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
Ginger Gems Plain ..... 8½  
Ginger Gems Iced ..... 9½  
Graham Crackers ..... 8  
Ginger Snaps Family .. 8½  
Ginger Snaps NBC Round ..... 8  
Household Cookies ..... 8  
Household Cks. Iced .. 9  
Hippodrome Bar ..... 12  
Honey Jumbles ..... 12  
Imperials ..... 8½  
Jubilee Mixed ..... 10  
Lady Fingers Sponge .30  
Leap Year Jumbles .. 13  
Lemon Biscuit Square 8½  
Lemon Wafers ..... 17  
Lemona ..... 8½  
Mace Cakes ..... 8  
Mary Ann ..... 8½  
Marshmallow Cfe. Ck. 13  
Marshmallow Walnuts 18  
Mottled Squares ..... 10  
NBC Honey Cakes ..... 12  
Oatmeal Crackers ..... 12  
Orange Gems ..... 8½  
Penny Assorted ..... 8½  
Peanut Gems ..... 9  
Pineapple Cakes ..... 16  
Raisin Gems ..... 11  
Reverses Asstd. .... 15  
Spiced Ginger Cakes .. 9  
Spiced Ginger Cakes Iced ..... 10  
Sugar Fingers ..... 12  
Sugar Crisp ..... 8½  
Sultana Fruit Biscuit 16  
Triumph Cakes ..... 16  
Vanilla Wafers ..... 17  
Waverley ..... 10

COCOA  
Dunham's per lb.  
¼s, 5lb. case ..... 30  
¼s, 5lb. case ..... 29  
¼s, 15lb. case ..... 29  
¼s, 15lb. case ..... 28  
1s, 15lb. case ..... 27  
¼s & ½s 15lb. case 28  
Scalloped Gems ..... 10  
¼s & ½s pails ..... 16  
Bulk, pails ..... 14½  
Bulk, barrels ..... 13½  
Baker's Brazil Shredded 10  
10 5c pkgs., per case 2 60  
25 10c pkgs., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60

Butter  
Excelsior Butters ..... 8  
NBC Square Butters .. 6½  
Seymour Round ..... 6½  
Soda  
NBC Sodas ..... 6½  
Premium Sodas ..... 7½  
Select Sodas ..... 8½  
Saratoga Flakes ..... 13  
Saltines ..... 13  
Oyster  
NBC Picnic Oysters .. 6½  
Gem Oysters ..... 6½  
Shell ..... 8  
Sweet Goods Cans and boxes  
Animals ..... 10  
Atlantics Also Asstd. 12  
Avena Fruit Cakes .. 12  
Bonnie Doon Cookies. 10  
Bonnie Lassies ..... 10  
Brittle Fingers ..... 10  
Cameo Biscuit Choc. (cans) ..... 25  
Cameo Biscuit Asstd. (cans) ..... 25  
Cartwheels Asstd. .... 8½  
Cecelia Biscuit ..... 16  
Chocolate Bar (cans) 16  
Chocolate Drops ..... 17  
Chocolate Drop Cents ..... 16  
Choc. Honey Fingers. 16  
Choc. Rosettes (cans) 20  
Cracknels ..... 18  
Coconut Taffy Bar .. 13  
Coconut Drops ..... 13  
Coconut Macaroons .. 18  
Coconut Honey Fingers 12  
Coconut Honey Jumbles 12  
Coffee Cakes Iced ... 12  
Eventide Fingers ..... 16  
Family Cookies ..... 8½  
Fig Cakes Asstd. .... 12  
Frosted Creams ..... 8½  
Frosted Ginger Cookies 8½  
Fruit Lunch Iced ..... 10  
G



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

Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00

## In bulk, per tin

Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

## CREAM TARTAR

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

## DRIED FRUITS

## Apples

Evaporated, Choice bulk	7
Evaporated, Fancy pkg.	8

## Apricots

California	13@15
------------	-------

## Citron

Corsican	15
----------	----

## Currants

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

## Peaches

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

## Pears

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

## FARINACEOUS GOODS

## Beans

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

## Farina

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

## Original Holland Rusk

Packed 12 rolls to container	
3 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

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

## Cotton Lines

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

## Linen Lines

Small	20
Medium	26
Large	34

## Poles

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

7

## FLAVORING EXTRACTS

## Jennings D C Brand

## Terpeness Extract Lemon

No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 3 F box, per doz.	1 75
No. 4 F box, per doz.	1 75
No. 5 F box, per doz.	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. 3 F Box, per doz.	2 25
No. 4 F Box, per doz.	2 00
No. 5 F Box, per doz.	2 00
2 oz. Flat F M per dz.	2 00

## FLOUR AND FEED

## Grand Rapids Grain &amp; 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 Leaf	4 75
Graham	2 20
Granena Health	2 10
Gran. Meal	2 00
Bolted Med.	2 00

## Voigt Milling Co.

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

## Watson-Higgins Milling Co.

Perfection Flour	5 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 20
American Eagle, 1/4s	5 10
American Eagle, 1/4s	5 00

## 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, 1/4s	5 90

## Worden Grocer Co.

Wingold, 1/4s cloth	5 60
Wingold, 1/4s cloth	5 50
Wingold, 1/4s cloth	5 40
Wingold, 1/4s paper	5 45
Wingold, 1/4s paper	5 40
Bakers' Patent	5 25

## Wykes &amp; Co.

Sleepy Eye, 1/4s cloth	5 45
Sleepy Eye, 1/4s cloth	5 35
Sleepy Eye, 1/4s cloth	5 25
Sleepy Eye, 1/4s 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 Acid'd doz.	1 25
Nelson's	1 50
Oxford	1 50
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

## GRAIN BAGS

Broad Gauge	18
Amoskeag	19

## Herbs

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

## HIDES AND PELTS

## Hides

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

## Pelts

Old Wool	60@1 25
Lambs	50@ 75
Shearings	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	43
30lb pails, per pail	90

## JELLY GLASSES

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

## MACARONI.

## Uncle Sam Macaroni Co.

Macaroni, 24 10c pkgs.	1 70
Spaghettini, 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 Spaghettini, 10 lb.

boxes	75
-------	----

## Hotel Hook, fibre bxs.

100	
-----	--

## 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	

## 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 00@21 50
Short Cut Clear	18 50@19 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
-------------	-----------

9

## Lard

Pure in tierces	12 1/2@13
Compound Lard	9 1/2@10
80 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4
50 lb. tins	advance 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 1/2
5 lb. pails	advance 1
8 lb pails	advance 1

## Smoked Meats

Hams, 12 lb. av.
------------------



## SPECIAL PRICE CURRENT

12

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

## Smoking

All Leaf, 2 1/4 & 7 oz. 30  
 BB, 3 1/2 oz. .... 6 00  
 BB, 7 oz. .... 12 00  
 BB, 14 oz. .... 24 00  
 Bagdad, 10c tins .... 11 52  
 Badger, 3 oz. .... 5 04  
 Badger, 7 oz. .... 11 52  
 Banner, 5c .... 5 76  
 Banner, 20c .... 1 60  
 Banner, 40c .... 3 20  
 Belwood, Mixture, 10c 94  
 Big Chief, 2 1/4 oz. .... 6 00  
 Big Chief, 16 oz. .... 30  
 Bull Durham, 5c .... 5 85  
 Bull Durham, 10c .... 11 52  
 Bull Durham, 15c .... 17 28  
 Bull Durham, 8 oz. .... 3 60  
 Bull Durham, 16 oz. .... 6 72  
 Buck Horn, 5c .... 5 76  
 Buck Horn, 10c .... 11 52  
 Briar Pipe, 5c .... 6 00  
 Briar Pipe, 10c .... 12 00  
 Black Swan, 5c .... 5 76  
 Black Swan, 14 oz. .... 3 50  
 Bob White, 5c .... 6 00  
 Brotherhood, 5c .... 6 00  
 Brotherhood, 10c .... 11 10  
 Brotherhood, 16 oz. .... 5 05  
 Carnival, 5c .... 5 70  
 Carnival, 1/2 oz. .... 39  
 Carnival, 1 1/2 oz. .... 40  
 Cigar Clipg. Johnson 30  
 Cigar Clipg. Seymour 30  
 Identity, 3 & 16 oz. .... 30  
 Darby Cigar Cuttings 4 50  
 Continental Cubes, 10c 90  
 Corn Cake, 14 oz. .... 2 55  
 Corn Cake, 7 oz. .... 1 45  
 Corn Cake, 5c .... 5 76  
 Cream, 50c pails .... 4 70  
 Cuban Star, 5c foil .... 5 76  
 Cuban Star, 16 oz pails 3 72  
 Chips, 10c .... 10 30  
 Dills Best, 1 1/2 oz. .... 79  
 Dills Best, 3 1/2 oz. .... 77  
 Dills Best, 16 oz. .... 73  
 Dixie Kid, 5c .... 48  
 Duke's Mix, 5c .... 5 76  
 Duke's Mix, 10c .... 11 52  
 Duke's Cameo, 5c .... 5 76  
 Drum, 5c .... 5 76  
 F. F. A. 4 oz. .... 5 04  
 F. F. A. 7 oz. .... 11 52  
 Fashion, 5c .... 6 00  
 Fashion, 16 oz. .... 5 28  
 Five Bros., 5c .... 5 76  
 Five Bros., 10c .... 10 53  
 Five cent cut Plug. .... 29  
 F O B 10c .... 11 52  
 Four Roses, 10c .... 96  
 Full Dress, 1 1/2 oz. .... 72  
 Glad Hand, 5c .... 48  
 Gold Block, 10c .... 12 00  
 Gold Star, 50c pail .... 4 70  
 Gall & Ax Navy, 5c 5 76  
 Growler, 5c .... 42  
 Growler, 10c .... 94  
 Growler, 20c .... 1 85  
 Giant, 5c .... 5 76  
 Giant, 40c .... 3 96  
 Hand Made, 2 1/2 oz. .... 50  
 Hazel Nut, 5c .... 5 76  
 Honey Dew, 10c .... 12 00  
 Hunting, 5c .... 6 10  
 I X L, 5c .... 6 10  
 I X L, in pails .... 3 90  
 Just Suits, 5c .... 6 00  
 Just Suits, 10c .... 12 00  
 Kiln Dried, 25c .... 2 45  
 King Bird, 7 oz. .... 2 16  
 King Bird, 10c .... 11 52  
 King Bird, 5c .... 5 76  
 La Turka, 5c .... 5 76  
 Little Giant, 1 lb. .... 28  
 Lucky Strike, 10c .... 96  
 Le Redo, 3 oz. .... 10 80  
 Le Redo, 8 & 16 oz. 38  
 Myrtle Navy, 10c .... 11 52  
 Myrtle Navy, 5c .... 5 76  
 Maryland Club, 5c .... 50  
 Mayflower, 5c .... 5 76  
 Mayflower, 10c .... 96  
 Mayflower, 20c .... 1 92  
 Nigger Hair, 5c .... 6 00  
 Nigger Hair, 10c .... 10 70  
 Nigger Head, 5c .... 5 40  
 Nigger Head, 10c .... 10 56  
 Noon Hour, 5c .... 48  
 Old Colony, 1-12 gro. 11 52  
 Old Mill, 5c .... 5 76  
 Old English Curve 1 1/2 oz. 96  
 Old Crop 5c .... 5 76  
 Old Crop, 25c .... 20  
 P. S., 8 oz. 30 lb. cs. 19  
 P. S., 3 oz., per gro. 5 70  
 Pat Hand, 1 oz. .... 63  
 Patterson Seal, 1 1/2 oz. 48  
 Patterson Seal, 3 oz. .... 96  
 Patterson Seal, 16 oz. 5 00  
 Peerless, 5c .... 5 76  
 Peerless, 10c cloth .... 11 52  
 Peerless, 10c paper .... 10 80  
 Peerless, 20c .... 2 04  
 Peerless, 40c .... 4 08  
 Plaza, 2 gro. cs. .... 5 76  
 Plow Boy, 5c .... 5 76  
 Plow Boy, 10c .... 11 40  
 Plow Boy, 14 oz. .... 4 70  
 Pedro, 10c .... 11 93  
 Pride of Virginia, 1 1/2 77  
 Pilot, 5c .... 5 76

13

Pilot, 7 oz. doz. .... 1 05  
 Pilot, 14 oz. doz. .... 2 10  
 Prince Albert, 5c .... 48  
 Prince Albert, 10c .... 96  
 Prince Albert, 8 oz. .... 3 84  
 Prince Albert, 16 oz. .... 7 44  
 Queen Quality, 5c .... 48  
 Rob Roy, 5c foil .... 5 76  
 Rob Roy, 10c gross .... 10 52  
 Rob Roy, 25c doz. .... 2 10  
 Rob Roy, 50c doz. .... 4 10  
 S. & M., 5c gross .... 5 76  
 S. & M., 14 oz. doz. .... 3 20  
 Soldier Boy, 5c gross 5 76  
 Soldier Boy, 10c .... 10 50  
 Soldier Boy, 1 lb. .... 4 75  
 Sweet Caporal, 1 oz. .... 60  
 Sweet Lotus, 5c .... 6 00  
 Sweet Lotus, 10c .... 12 00  
 Sweet Lotus, per dz. 4 35  
 Sweet Rose, 2 1/4 oz. .... 30  
 Sweet Tip Top, 5c .... 50  
 Sweet Tip Top, 10c .... 1 00  
 Sweet Tips, 1/4 gro. .... 10 08  
 Sun Cured, 10c .... 98  
 Summer Time, 5c .... 5 76  
 Summer Time, 7 oz. .... 1 65  
 Summer Time, 14 oz. 3 50  
 Standard, 5c foil .... 5 76  
 Standard, 10c paper .... 8 64  
 Seal N. C., 1 1/2 cut plug 70  
 Seal N. C., 1 1/2 Gran. 63  
 Three Feathers, 1 oz. .... 48  
 Three Feathers, 10c 11 52  
 Three Feathers and Pipe combination .... 2 25  
 Tom & Jerry, 14 oz. .... 3 60  
 Tom & Jerry, 7 oz. .... 1 80  
 Tom & Jerry, 3 oz. .... 76  
 Trout Line, 5c .... 5 90  
 Trout Line, 10c .... 11 00  
 Turkish, Patrol, 2-9 5 76  
 Tuxedo, 1 oz. bags .... 48  
 Tuxedo, 2 oz. tins .... 96  
 Tuxedo, 20c .... 1 90  
 Tuxedo, 80c tins .... 7 45  
 Twin Oaks, 10c .... 96  
 Union Leader, 50c .... 5 10  
 Union Leader, 25c .... 2 60  
 Union Leader, 10c .... 11 52  
 Union Leader, 5c .... 6 00  
 Union Workman, 1 1/2 5 76  
 Uncle Sam, 10c .... 10 80  
 Uncle Sam, 8 oz. .... 2 25  
 U. S. Marine, 5c .... 5 76  
 Van Bibber, 2 oz. tin 48  
 Velvet, 5c pouch .... 88  
 Velvet, 10c tin .... 96  
 Velvet, 8 oz. tin .... 3 84  
 Velvet, 16 oz. can .... 7 68  
 Velvet, combination cs 5 75  
 War Path, 5c .... 6 00  
 War Path, 20c .... 1 60  
 Wave Line, 3 oz. .... 40  
 Wave Line, 16 oz. .... 40  
 Way up, 2 1/4 oz. .... 5 75  
 Way up, 16 oz. pails .... 31  
 Wild Fruit, 5c .... 5 76  
 Wild Fruit, 10c .... 11 52  
 Yum Yum, 5c .... 6 00  
 Yum Yum, 10c .... 11 52  
 Yum Yum, 1 lb., doz. 4 80

## TWIN

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

## VINEGAR

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

## WICKING

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

## WOODENWARE

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

## Butter Pates

Ovals  
 1/4 lb., 250 in crate .... 35  
 1/2 lb., 250 in crate .... 35  
 1 lb., 250 in crate .... 40  
 2 lb., 250 in crate .... 50  
 3 lb., 250 in crate .... 70  
 5 lb., 250 in crate .... 90  
 Wire End  
 1 lb., 250 in crate .... 35  
 2 lb., 250 in crate .... 45  
 3 lb., 250 in crate .... 55  
 5 lb., 250 in crate .... 65  
 Churns  
 Barrel, 5 gal., each .... 2 40  
 Barrel 10 gal., each .... 2 55  
 Clothes Pins  
 Round Head

14

4 1/2 inch, 5 gross .... 65  
 Cartons, 20 2 1/2 doz. bxs 70  
 Egg Crates and Fillers  
 Humpty Dumpty, 12 dz. 20  
 No. 1 complete .... 40  
 No. 2, complete .... 28  
 Case No. 2, fillers, 15 sets ..... 1 35  
 Case, medium, 12 sets 1 15  
 Faucets  
 Cork lined, 3 in. .... 70  
 Cork lined, 9 in. .... 80  
 Cork lined, 10 in. .... 90  
 Mop Sticks  
 Trojan spring .... 90  
 Eclipse patent spring 85  
 No. 1 common .... 80  
 No. 2 pat. brush holder 85  
 Ideal No. 7 .... 85  
 12lb. cotton mop heads 1 45  
 Pails  
 2-hoop Standard .... 2 00  
 2-hoop Standard .... 2 25  
 3-wire Cable .... 2 30  
 Fibre .... 2 40  
 10 qt. Galvanized .... 1 70  
 12 qt. Galvanized .... 1 90  
 14 qt. Galvanized .... 2 10  
 Toothpicks  
 Birch, 100 packages .. 2 00  
 Ideal .... 85  
 Traps  
 Mouse, wood, 2 holes 22  
 Mouse, wood, 4 holes 45  
 Mouse, wood, 6 holes 70  
 Mouse, tin, 5 holes .... 65  
 Rat, wood .... 80  
 Rat, spring .... 75  
 Tubs  
 20-in. Standard, No. 1 8 00  
 18-in. Standard, No. 2 7 00  
 16-in. Standard, No. 3 6 00  
 20-in. Cable, No. 1 .... 7 00  
 18-in. Cable, No. 2 .... 6 00  
 16-in. Cable, No. 3 .... 6 00  
 No. 1 Fibre .... 10 25  
 No. 2 Fibre .... 9 25  
 No. 3 Fibre .... 8 25  
 Large Galvanized .... 5 75  
 Medium Galvanized .... 5 00  
 Small Galvanized .... 4 25  
 Washboards  
 Bronze Globe .... 2 50  
 Dewey .... 1 75  
 Double Acme .... 3 75  
 Single Acme .... 3 15  
 Double Peerless .... 3 75  
 Single Peerless .... 3 25  
 Northern Queen .... 3 25  
 Double Duplex .... 3 00  
 Good Luck .... 2 75  
 Universal .... 3 15  
 Window Cleaners  
 12 in. .... 1 65  
 14 in. .... 1 85  
 16 in. .... 2 30  
 Wood Bowls  
 13 in. Butter .... 1 50  
 15 in. Butter .... 2 00  
 17 in. Butter .... 3 75  
 19 in. Butter .... 6 00  
 Assorted, 13-15-17 .... 3 00  
 Assorted, 15-17-19 .... 4 25  
 WRAPPING PAPER  
 Common Straw .... 2  
 Fibre Manila, white .... 3  
 Fibre Manila, colored 4  
 No. 1 Manila .... 4  
 Cream Manila .... 3  
 Butchers' Manila .... 2 1/2  
 Wax Butter, short cut 13  
 Wax Butter, full count 20  
 Wax Butter, rolls .... 19  
 YEAST CAKE  
 Magic, 3 doz. .... 1 15  
 Sunlight, 3 doz. .... 1 00  
 Sunlight, 1 1/2 doz. .... 50  
 Yeast Foam, 3 doz. .... 1 15  
 Yeast Foam, 1 1/2 doz. 58  
 AXLE GREASE  
 MICA  
 1 lb. boxes, per gross 9 00  
 3 lb. boxes, per gross 24 00  
 BAKING POWDER  
 Royal  
 10c sixe .. 90  
 1/4 lb cans 1 35  
 6 oz. cans 1 90  
 1/2 lb. cans 2 50  
 3/4 lb cans 3 75  
 1 lb cans 4 80  
 3 lb cans 13 00  
 5 lb cans 21 50

15

CIGARS  
Johnson Cigar Co.'s Brand

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

Worden Grocer Co. Brand  
 Ben Hur

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

## Old Master Coffee



Old Master .... 31  
 San Marto .... 1  
 Pilot

## TEA

Royal Garden, 1/2, 1/4 and 1 lb. .... 40  
 THE BOUR CO., TOLEDO, O.

## COFFEE

Roasted  
 Dwinnell-Wright Co's B'ds



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

16

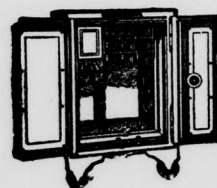
Excelsior, Blend, 1lb .....  
 Excelsior, Blend, 2lb .....  
 Tip Top, Blend, 1lb .....  
 Royal Blend .....  
 Royal High Grade .....  
 Superior Blend .....  
 Boston Combination .....  
 Distributed by Judson  
 Grocer Co., Grand Rapids;  
 Lee & Cady, Detroit; Sy-  
 mons Bros. & Co., Saginaw;  
 Brown, Davis & Warner,  
 Jackson; Godsmark,  
 Durand & Co., Battle  
 Creek; Fielbach Co., To-  
 ledo.



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

Prices quoted upon appli-  
 cation, Hammond, Standish  
 & Co., Detroit, Mich.

## SAFES



Full line of fire and bur-  
 glar 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 quo-  
 tations.

17



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

## SOAP

Lautz Bros. &amp; 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 &amp; Gamble Co.

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

Tradesman Co.'s Brand

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

A. B. Wrisley

Good Cheer ..... 4 00  
 Old Country ..... 2 40

## Soap Powders

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

## Soap Compounds

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

## Scouring

Enoch Morgan's Sons

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

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.

Wanted—Good reliable young man to sell butter, eggs and oleo to retail grocers. Give references. Address No. 483, care Tradesman. 483

For Rent—Brick store building, with basement, electric lights, good farming vicinity, good location. Write Box 122, Manton, Mich. 471

For Sale or Trade—4,000 acres unimproved Michigan cutover lands, from \$6 to \$15 acre; some land and city property to trade for 1913 model auto if in good condition. Elbert J. Jenkins, Big Rapids, Mich. 482

For Rent—Modern store, 46 ft. front, 120 ft. deep, best choice central location for ladies' and gentlemen's ready-to-wear goods. 200 miles away from larger city. Rare chance for first-class business man. Geo. Ludwigs, Walla Walla, Wash. 481

For Sale—Small stock of dry goods, groceries and shoes, invoice about \$2,500. Splendid farming community. Expenses low. Excellent opportunity for someone looking for a good location. Will sell with small payment down and easy terms for balance. Address W. H. Soule, Scotts, Mich. 480

Farm—69 acres good bottom land, 30 cultivation, house, fine water, town 3 miles, healthy, \$600; terms. Whitehall Corrigan, Texas. 479

For Sale or Trade—Steam laundry, only one in city; a good little business; would trade for real estate; reason for selling, poor health. Address Lock Box 1, Onaway, Mich. 478

Half Its Value—Good reasons for sacrificing, must sell at once, 400 acre stock, grain, hay ranch; fine springs, timber; subirrigated bottom land; no overflow; nicely improved; 3 1/2 miles Woodward, Okla. Ideal stock proposition; no failures on this land; investigate at once; no trade; price \$6,000; terms. Gaston Bros., Woodward, Oklahoma. 477

To Exchange—For stock of general merchandise, equities of \$1,500 to \$6,000 in well rented residence property in Western Michigan city of 10,000 population. Address Exchange, care Tradesman. 476

For Sale—Fresh, clean stock groceries and fixtures, \$1,412. At discount, August cash sales \$961. Good town and location. Must change climate. A Wucherpfennig, Arcola, Ill. 475

Wanted—Middle-aged woman for work in grocery store. Must have experience, be neat and thoroughly competent. Work will consist of answering telephones, waiting on trade, etc. Must be good saleswoman. Address A. R. Owen & Co., Riverside, Ill. 474

For Sale—Elegant 60 barrel flour mill, with steam plant, side track, warehouse, barn, nice residence, lawn, garden; no mills close; large territory; price \$4,500; worth \$1,000. Frank R. Reed, Carsonville, Mich. 473

Well established wholesale post card and advertising novelty business, retail stock of school, office and photo supplies, in growing community in northwest. Nickels Co., Nampa, Idaho. 472

For Sale—440 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 or Rent—Building and stock of groceries about \$1,500, in this city. For particulars write W. B. Nowell, Columbia, Mo. 469

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 money maker. 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—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, 23 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

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

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

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

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

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

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

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

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

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

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

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

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

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

## SITUATIONS WANTED.

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

## Four Kinds of Coupon Books

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



TRADESMAN COMPANY, Grand Rapids, Mich.

## Creating Confidence

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

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

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

**Michigan Tradesman**



## NEW YORK MARKET.

## Special Features in the Grocery and Produce Market.

Special Correspondence.

New York, Sept. 22—Spot coffee prices are very firmly maintained, apparently sympathizing with the option market, and while quotations are no higher on some sorts there has been a slight advance in Brazils, which close in an invoice way at  $9\frac{1}{8}$ @ $9\frac{3}{4}$ c for No. 7s and  $11\frac{1}{4}$ @ $12$ c for Santos 7s. Orders have come in from many points and seem to indicate a diminution of stocks. Milds are quiet and practically unchanged. In store and afloat there are 1,533,532 bags, against 2,155,336 bags at the same time a year ago—this of Brazilian.

There is a good deal of strength in the green tea market and orders have come in in a satisfactory manner. Quotations are well sustained, although no perceptible advance is to be noted. Exports of teas from Japan will be, it is reported, 5,000,000 pounds less than last year or only \$30,000,000 in all.

Granulated sugar is quiet, as might be expected. The demand is slackening up and orders are generally for small lots. The usual rate named is 4.70c and this is apparently applicable to all refineries.

Rice is quiet, but no decline in quotations has taken place, good to prime domestic being held at  $5\frac{1}{4}$ @ $5\frac{5}{8}$ c. Supplies are not over-abundant, as first hands (the farmers) are, apparently, in no hurry to market the product.

Spices are steady and with the advancing season more activity is apparent. The tariff talk is over and market conditions are about normal.

Molasses shows improvement, especially for grocery grades. Prices are firm, but without notable advance. Good to prime centrifugal,  $35$ @ $40$ c. Syrups are quiet and steady.

Canned goods at the moment are, apparently, waiting to see what the weather for the next few weeks will be. The demand is moderate and in the case of tomatoes prices are about unchanged. Packers generally ask 80c f. o. b. factory. Corn is very strong and Maryland pack of Maine style is quoted at 70c, an advance within a week of 5c. Peas are meeting with fair demand and fancy stock is reported as being hard to find. Other lines are quiet and unchanged.

Butter is less firmly held than a week ago. Creamery extras,  $32$ @ $32\frac{1}{2}$ c; firsts,  $28\frac{1}{2}$ @ $31$ c; seconds,  $26\frac{1}{2}$ @ $27$ c; held stock,  $29$ @ $32$ c; imitation creamery,  $25\frac{1}{2}$ @ $26$ c; process,  $26\frac{1}{2}$ @ $27\frac{1}{2}$ c.

Cheese is well held at  $16$ @ $16\frac{1}{2}$ c for top grades.

Eggs appear to be in liberal supply and the upward trend has not been pronounced for several days. At the close best Western white stock is quoted at  $30$ @ $35$ c, and perhaps slightly more for choicest.

## Significance of the Keokuk Dam.

The occurrence some weeks ago of the opening of the Keokuk dam is notable in that it is, according to report, the largest single power installation in the world and that it is the

first installation of great magnitude in the interior of the country. The other great hydro-electric developments are either on the Atlantic or Pacific seaboard or along the Great Lakes.

The location of such a dam at Keokuk was determined, naturally, by the favoring conditions in the river at that point. From time immemorial the Des Moines Rapids, extending a dozen miles or more above the location of the dam, figured as a serious problem in the navigation of the river. The solution of this problem by the erection of a lock in connection with the dam, was made a consideration in the granting of the franchise by the Government. At no other point in the river is found a favorable place for a dam, in the nearness of the bluffs and formation of the bed where the fall is sufficiently rapid to keep the pond within practicable bounds. Thus the enterprise promises to be unique in magnitude in the Mississippi Valley for many years to come. This fact is significant in that it does not mean a development to become a type for other similar enterprises in the interior of the country. The effect on manufactures, then, will be confined to the one enterprise.

Press reports of the opening of the project give an output of 300,000 horse power, which, if correct, would imply that a large portion would be available for power within the electric radius. This would argue, of course, a decided stimulus to manufacture accordingly. Now if the reported output is greatly in excess of the actual, the inference is that the difference is intended for its advertising value—to provoke enquiry that will be sure to sell the actual output.

According to the report of Stone & Webster, the supervising engineers, for 1913, the initial capacity of this work is "approximately 120,000 delivered horse power with an ultimate capacity of approximately 200,000 horse power," a difference worth noting.

It is pretty generally understood that the magnitude of a work of this kind is likely to be kept within the margin of sure market if there is no other limit. In this case the demands for lighting, transportation and manufacturing in St. Louis and the other towns within a hundred miles radius of Keokuk, will, no doubt, afford a sure market for the quantity in question.

As a matter of fact, the towns within this radius have been of slow manufacturing growth in recent decades. Slowly but surely it is coming to be realized that climatic and other conditions are handicaps that turn the tide of growth into either higher locations or into those affected by the oceans or lakes. So it is not without reason that the great majority of electrical development is along these lines.

The significance of the Keokuk dam, then, is local. While it is stated the undertaking will doubtlessly continue without parallel for magnitude in the interior of the country for a good many years to come, the idea that it

will exert any material influence in manufacturing is not likely to be realized.

## Watch Out for Counterfeits.

Counterfeit \$10 bank notes have made their appearance, and the secret service force of the Government is hot on the trail of the men thus seeking to increase the volume of paper currency. Even if caught, however, they will have floated some of their queer stuff, so caution is necessary. One bill is on the First National Bank of Chicago, and the other purports to have been issued by the Farmers' and Merchants' National Bank of Los Angeles, California. A statement of the United States Treasury Department says the figures in the bank and Treasury numbers are poorly formed and out of alignment. The lathe work is very good. The back of the bills is a darker shade of green than the genuine. The paper feels thick and harsh. The secret service officials say the bills are formed of two pieces of paper, between which silk threads are distributed. They admit that if better printed the counterfeits would be very deceptive. Remember these bills, and examine every \$10 note accredited to either of the banks mentioned. You may never see one, but it is well to be on the safe side.

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

Buffalo, Sept. 24—Creamery butter, fresh,  $26$ @ $31\frac{1}{2}$ c; dairy,  $22$ @ $27$ c; poor to good, all kinds  $20$ @ $22$ c.

Cheese—New fancy 16c; choice  $15\frac{1}{2}$ c; poor to common,  $6$ @ $13$ c.

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

Poultry (live)—Turkeys,  $12$ @ $13$ c; cox,  $12$ c; fowls,  $15$ @ $17$ c; springs,  $15$ @ $18$ c; ducks,  $14$ @ $16$ c.

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

Potatoes—New,  $\$2.50$ @ $2.60$  per sack of 150 lb. Rea & Witzig.

## Not Responsible.

"I shall have to ask you for a ticket for that boy, ma'am," insisted a conductor speaking to a quiet-looking little woman seated beside a boy on a Pennsylvania train.

"I guess not," she replied with decision.

"He's too old to travel free. He

occupies a whole seat and the car's overcrowded. There are people standing."

"I've never paid for him yet," the woman retorted.

"You've got to begin it some time," persisted the conductor.

"Not this trip, anyway."

"You'll pay for that boy, ma'am, or I'll stop the train and put him off."

"All right, put him off if you think that's the way to get anything out of me."

"You ought to know what the rules of this road are, ma'am. How old is that boy?"

"I don't know. I never saw him before."

In justice to Mr. Bryan it should be pointed out that there is the very best precedent in the world for combining educational and uplift talk with vaudeville. Those who are making merry over the appearance of Mr. Bryan on the Chautauqua platform between musical comedy trio and a troupe of acrobats might recall that the most splendid educational talks recorded in history, talks in which the universe, and life, and death, and truth, and justice were discussed with incomparable vigor and beauty, took place under something like the Bryan conditions. We refer, of course, to the Chautauqua work of Socrates, as described in the Dialogues of Plato. What was the Greek symposium at which Socrates was so frequently among those present? It was high philosophy, relieved by vaudeville performances. Socrates may very conceivably have nailed a pet argument of Thrasymachus in the interlude between a turn by an Egyptian dancing girl and a Phrygian flute player. Or call up the scene in the market-place where Xanthippe's husband did so much of his talking: crowds, shouts, little boys playing ball, Persian jugglers, Indian snake charmers, Punch and Judy shows, Thracian tight-rope walkers—undoubtedly Mr. Bryan has precedent with him.

## BUSINESS CHANCES.

For Sale—On easy payments, my 800 acre stock, hay and grain ranch at 5 per cent. interest. Price \$14,000. This is cheap and a money-maker. Must sell. Land located in Southeastern Kansas. I am running the ranch myself. J. S. Seimears. Longton, Kan. 485

For Sale—Two litters pedigree Scotch Collie puppies from imported and prize winning strains. Also some fine young females, full pedigree with each sale. E. Wenberg, Hancock, Mich. 484

## Loveland &amp; Hinyan Co.

GRAND RAPIDS, MICH.

We are in the market for car lots  
APPLES AND POTATOES

BEANS  
CAR LOTS AND LESS

Get in touch with us when you have anything to offer.



Consumers are Wedded to the

# Hart Brand Canned Foods

Because Quality is Always Notable

All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

The HART BRANDS Satisfy Consumers  
They Are Trade Winners and Trade Holders

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

---

---

W. R. ROACH & CO., HART, MICH.

---

---

## 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.

# Why Not Sell the Best?



## Satisfactory Service Guaranteed

**I**N our thirty years' experience as manufacturers of work clothes, it has always been our aim to make garments that give Satisfactory Service to the wearer, and to-day we can truthfully say that our Trade Mark, which appears on the ticket of every garment that we put out, is recognized throughout Michigan as standing for the Best Quality in Overalls, Work Shirts and Cotton Pants.

**W**E have always met competition with Quality, buying fabrics that are not only distinctive in pattern, but wear well and will not fade or shrink in the wash; cutting garments that are large, roomy and comfortable; employing only experienced labor; using the best trimmings it is possible to buy and making garments that we guarantee to give Satisfactory Service to the Wearer.



Our new line for Spring 1914 is the best we have ever offered and you should place your order NOW while it is complete.

### The Ideal Clothing Company

GRAND RAPIDS, MICH.