

MICHIGAN TRADESMAN

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Thirty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 1, 1913

Number 1567

The Man Who is Paid

There's pay for the man who can follow a plan
And carry the details through,
But the man who's pay is the most per day
Is the man who can plan and do.

The routine work of the faithful clerk
Is always in steady demand.
His task is to do and carry through
What another's brain has planned.

When a man has to ask you to point out his task
There's very small pay attached to it,
For the man gets the pay who is able each day
To discover his task and then do it.

Frank Hill Phillips.

True Giving

That is no true alms which the hand can hold.
He gives nothing but worthless gold
Who gives from a sense of duty;
But he who gives but a slender mite
And gives to that which is out of sight,
That thread of the all sustaining beauty
Which runs through all and doth all unite,
The hand cannot clasp the whole of his alms,
The heart outstretches its eager palms,
For a god goes with it and makes it store
To the soul that was starving in darkness before.

J. R. Lowell.

The Garden of My Life

In the garden of my life
Many fragrant flowers bloom—
Blossoms gathered on the way
From the cradle to the tomb.
And to all of these sweet plants
Have been given names that be
But the names of human hearts
That are near and dear to me.
And I treasure these rare blooms
That with fragrance sweet are rife,
And that love has rooted deep
In the garden of my life.

Shelton Thomason.

Start the Day Right

Start the day right. When the sun comes to greet you
Give it a smile for each ray that it sends,
Shake off the worries that long to defeat you,
Strengthen your faith in yourself and your friends.
Yesterday's ghost will be striving to haunt you,
Yesterday's errors may come to your brain;
Throw off the worries that trouble and taunt you;
Start the day right; begin over again.

What a brief span is the longest existence—
One flashing journey from Nothing to Night!
Show while you may the old Roman resistance—
Off with your drowsiness—into the fight!
Never an empire was won by a laggard,
Never a prize was obtained but by worth;
Heed not the sneers of the misanthropes haggard;
Start the day right and they'll know you're on earth.

Start the day right and you'll find as it passes
Something to live for and something to love.
View not the future through indigo glasses—
Note the bright streams and the blue skies above.
Failure may mock you through years of endeavor,
Fame and success may not come at your will;
But nothing can baffle a climber forever;
Start the day right, and you're half up the hill.

William F. Kirk.

"Life"

A crust of bread and a corner to sleep in;
A minute to smile and an hour to weep in;
A pint of joy to a peck of trouble,
And never a laugh, but moans come double,
And that is life.

A crust and a corner that love makes precious,
With the smiles to warm and the tears to refresh us,
And joy seems sweeter when cares come after,
And a moan is the finest of foils for laughter,
And that is life.

Paul L. Dunbar.

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

WHEN YOU SEE

THE SIGN OF  GOOD CANDY

"DOUBLE A"

Remember it came from

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



Nobody knows what's
in a Paper Bag

BUT everybody who
sees the
FRANKLIN CARTON

KNOWS IT CONTAINS CLEAN SUGAR



The Sales Value of the Franklin Carton

Paper bags filled with sugar have no sales value; you might as well have cans of peaches without labels. You wouldn't think of filling your shelves with peaches in plain, unlabeled tin cans. No. Not as long as you can have those cans put up with beautiful lithographed labels showing the fruit in its natural colors. Don't go to the trouble of putting sugar in paper bags, losing time, cost of bags, cost of twine, and overweight, when you can buy FRANKLIN SUGAR in CARTONS, ready to sell, nothing to do but hand it out to customers.

You can buy FRANKLIN CARTON SUGAR in the original
containers of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

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

THE VERY BEST BY ANY TEST.

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

The persistent claims of superiority for that superb "White House" are substantiated *wherever and whenever people can have an opportunity to compare it* with any brand that may be offered —by anybody.

Distributed at Wholesale by

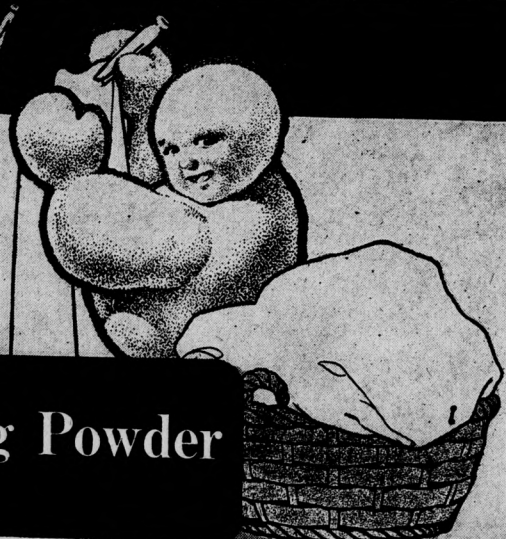
Judson Grocer Company
Grand Rapids, Mich.

next time

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

Lautz **Snow Boy** Washing Powder

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



MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 1, 1913

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DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 29—Last week our friend and brother scribe, H. D. Bullen, cast envying remarks regarding our bald head. We do not blame him for his envy. That's where most men shine.

Still no one can exactly say that Wm. Jennings is the man who put the talk in Chautauqua.

We mention Wm. Jennings Bryan in the travelers' column because he carries a side line—of lectures.

"Laugh and the world laughs with you." But who can travel on the Michigan Central and laugh?

The executive committee of Council No. 9 held a special meeting to elect a conductor to fill a vacancy. Sid Pungs was advanced to that office from Page and Elmer Brevitz was advanced from Sentinel to Page.

Down South a traveling man, after enticing a merchant into his sample room, choked him to death. However, this traveling man only did what nearly every traveling man has felt like doing on many different occasions.

Walter Lawton, Grand Conductor Michigan U. C. T., celebrated his twenty-fifth wedding anniversary last Thursday. To size Walter up from his youthful appearance, one would be tempted to say it was a darn lie if it wasn't for the splendid reputation he bears for honesty.

On the other hand, if most men who have been married five years or more were told they had been married twenty-five years, they might be inclined to believe it. Sometimes it seems longer.

(Linotyper, set above in small type so the bigger half won't see it.)
D. S. Boter, the diminutive clothing merchant at Holland, has more automobile titles than there are hairs on an albino's head. Among some of the many titles he carries will be found, "Speed King" (2½ miles in trifle less than 65 minutes), "Champion tire buster," "Head on Dick" and "Dandy Dick, the dare devil wheel ripper." Last week they held a fair in Holland and, in order to carry the throngs to the grounds, automobiles were used, for which the owners were

obliged to pay a license fee of \$1. "Tire Ripper" Dick had some friends visit him from Grand Rapids and, in the natural course of entertainment, he carried them in his machine to the fair grounds. Later on he was accosted by the burly village marshall, demanding \$1 license fee for carrying passengers. Of course, Dick demurred and claimed he did not charge his passengers any fare, but "Issy" Altman, another local merchant, says that Governor Sulzer, of New York, also claims that he received no money. So there you are.

The many friends of J. B. McLain, who but recently accepted a position with the Viscosity Oil Co., of Chicago, as their Southern Illinois repre-



H. D. Murray, general chairman in charge of booster meeting to be given by Detroit Council, No. 9, on October 18.

sentative, will be pleased to learn that he has been made manager of the Columbus, Ohio, branch. Conscientious effort will always find its reward. "Mac" has received no more than we predicted he would when he left Michigan.

Chubby Oscar Levy, who represents A. Krolik & Co. in Grand Rapids and vicinity, was in Detroit last week. Oscar enjoys taking an occasional squint at a real city, after which he can go home and enjoy a good sleep. It is so quiet in Grand Rapids, as compared with Detroit, you know.

The Pullman Co. has dispensed with the finger bowls on the cafe cars. Not having handles on them the travelers always did find the bowls unhandy to drink from.

David Kohn, of Touff Bros., Zeeland, finding life too lonesome in his home town, went to Harrisville a few days ago and brought back a lovely bride to share his lonesomeness—and joys. Mr. Kohn, who is very popular, and his bride have the best wishes of their many friends. Mr. Kohn married Miss Weinberg, who is an ac-

complished young lady and has hosts of friends in Harrisville and elsewhere.

F. F. Brophy, representative for the Endicott-Johnson Co., of Endicott, N. Y., shoe manufacturer, has started North for a three weeks' trip. Mr. Brophy is rated as one of the best shoe salesmen in Michigan. He is also interested in the Shagrove Shoe Co., on Monroe avenue.

Samuel Blumenthal, of Standish, has leased a double store on Woodward avenue, near the Ford plant, where he will carry a line of clothing and men's and women's furnishing goods.

Saturday night, Oct. 4, Council No. 9 holds the first of a series of social parties at St. Andrew's hall on Congress street. Members of the U. C. T. who happen to be in Detroit on that date are cordially invited.

"Jim" Rye, of Ludington, accompanied by his wife and "Jim," Jr., spent last week in Detroit selecting his fall stocks from the various houses. Incidentally, "Jim" and family visited their friends and took in many of the sights to be found in our rapidly growing city. As the country weekly says, "Come agin', Jim."

Referring back to our friend at Mears, we will state that the last stein that was put in Goldstein was put there by himself. In fact, if we remember correctly, there were two or three of them.

Now that the resort season has closed at Mackinaw Island and the merchants have taken inventory, they appear greatly pleased over the outcome. Geo. Truscott & Son, D. M. Murray and J. W. Davis & Sons all report one of the most successful seasons in years.

Bob Bradley, who is making Gold Mine flour a byword in the homes of Detroit, is a strict deciple of the "buttermilk wagon." He entertained his friend John Van Delaney, of Grand Rapids, a short time ago and throughout the entire course of entertainment, Bob managed to retain his seat on the "buttermilk special." At the present time Bob has a number of girls demonstrating the merits of Gold Mine in various parts of the city. Bob, whose voice resembles the voice following a flash of lightning, can give instruction down town and will be distinctly heard by the demonstrator in the furthestmost part of the city.

B. Halper, who lives in Chicago when home, has traveled through Michigan so long that he would really like to see Detroit win the base ball pennant. Mr. Halper represents the Apsley Rubber Co., 207 West Monroe street, Chicago, and, judging by the quantities of goods bearing its label around the State, it has been pretty well represented.

Other things being equal, it is the man behind the order book who sells the goods—not the house.

L. H. Field & Co., the progressive department store of Jackson, has again made improvements throughout its already up-to-date store. The Field store has built up a reputation for up-to-date merchandising that has made the store well known throughout the State.

It is earnestly requested by the traveling men throughout the State that the State Board of Health get busy and send out inspectors to locate the different hotels which are violating the State law relative to nine foot sheets, roller towels, fire escapes, etc. Hundreds of hotels are still using the roller towel, despite the law.

Occasionally we find articles written in the Tradesman that perhaps would be best said in the lodge rooms only. We are also guilty of writing these articles.

Claude Hiser, who represents the McCurrach-Smith Co., men's neckwear manufacturer of Chicago, has a receipt that might assist some of the hotel keepers who do 90 per cent. (?) of the business in their town. Claude says he has discovered the only way to get ahead of a Hebrew and that is to walk in front of him. Claude makes semi-yearly pilgrimages from his home in Leslie to Chicago to get in on the melon slicing of his firm, he being one of the stockholders.

All arrangements are practically completed for the booster night to be given by Detroit Council, No. 9, on Saturday night, Oct. 18. General Chairman Murray, whose picture adorns this page, promises the candidates who will forsake their homes on this night a cordial reception. All members are again urged to put forth their best efforts to make this night one of the banner events of No. 9. Many out-of-town U. C. T. members have signified their intention of attending the big meeting.

Ora Jennings, who at one time was a prominent figure in U. C. T. circles in Grand Rapids, but is now one of Cadillac Council's (143) most ardent boosters, was in Grand Rapids this week. What Ora saw made him make up his mind that Detroit is going to have the largest council in Michigan, but he did admit they will have to go some.

Once Spain and Portugal undertook to rid their respective countries of the Jews. Of course, these countries are but a dot to what they formerly were, as a result. What we wonder now is what chance has a village hotel keeper got who undertakes the same thing?

For a little preliminary practice Mrs. Pankhurst might come to Michi-

gan and start cleaning up on the law breaking hotel keepers who still persist in using the roller towel.

Through an oversight last week the announcement of the marriage of Albert Grabower, of Detroit, to Miss Simma Goldfarb, of Elk Rapids, was left on the spindle and overlooked. Mr. Grabower is one of Michigan's most popular travelers, representing the young but progressive firm of Harry Brilling & Co., wholesale notions, fancy goods and mill agents for underwear. The bride is the daughter of one of the oldest and best known merchants of Northern Michigan, with stores in Elk Rapids and Grand Rapids. In common with their hosts of friends about the State, the traveling men and the Tradesman extend their best wishes to the happy couple.

Thomas Walsh, the general merchant at West Bay City, is another progressive merchant who has remodeled his store and he is not only pleased to receive his customers, but is extremely proud to do so—for which he cannot be blamed after one has gazed at the remodeled store. While the remodeling was going on Mr. Walsh occupied a store directly opposite the old store.

Cadillac Council (143) announces that a series of ball parties will begin during the month of October.

After all, it is not so bad to be a general chairman—unless, perhaps, it might be to give a testimonial for a patent medicine company. For instance, see "Buck" Murray's picture in this issue.

Some kind philanthropist might start a hotel to care for the friendless Hebrew traveling men.

Why doesn't someone in Grand Rapids mention the fact that there is a new and up-to-date hotel nearing completion near the union depot? Mr. Mehrtens, an old-time hotel keeper, is the owner. He promises one of the finest hotels in this part of the State and service to the travelers that will not be excelled anywhere. Unlike his adjacent neighbors, he will obey the law and furnish individual towels to the guests.

Some lazy ginks are always ready to work—someone who does work.

We could keep on writing considerable "space" just telling what we think of hotel keepers who don't care for the business of certain nationalities, but if we did, Uncle Sam wouldn't carry the Tradesman through the mails.

Joe Kain (A. Krolik & Co.) says so far he is satisfied with married life. Joe is still single.

Going to the Booster doings Oct. 18.

Going some for Battle Creek last week. Durn near hull page. Some hustler, that guy Pfander.

Another way to get on good terms with a woman is to be a good listener.

Be sure you're ahead then go right.

After glancing over our own columns, we cannot conscientiously say

Read the Tradesman.

James M. Goldstein.

A fool is known by the company he keeps.

News Items From the Soo.

Sault Ste. Marie, Sept. 29—G. H. Goppelt, representing H. O. Wilbur & Sons, of Philadelphia, cocoa manufacturers, is here again on his regular trip, which he states is one of the most successful trips of the year. Conditions throughout the territory are showing marked improvements. Mr. Goppelt still wears that happy smile which makes the trade glad to see him on his return trip.

The Soo has been congratulating itself on having so many automobiles in town and so few accidents. The spell was broken, however, last week, by an auto driven by Frank McGovern, one of the Soo's most expert drivers, who had taken two young ladies from the Soo for a trip to DeTour, where they picked up J. D. McDermid, of Marinette, Wis., a traveling man, headed for the Soo. It seems that after they were only a mile out of DeTour the automobile struck a rock in such a manner as to break the spokes out of one of the front wheels, which threw the occupants violently from the car. As the engine was still running it turned turtle and the occupants were scattered in every direction and were unconscious when picked up. A small boy, who happened to see the accident and the occupants lying apparently lifeless on the ground and the machine resembling a pile of scraps, reported promptly to the hotel at DeTour that the four passengers who had just left there were all dead on the roadside, causing a hasty departure for the scene of the accident. Mr. McDermid happened to be the first one to gain consciousness, but it was found that he was badly bruised and cut about the head, while Mr. McGovern was hanging on part of the machine with a bad gash in his scalp and other bruises. One of the young ladies sustained a broken leg and fractures of the skull, requiring several stitches to close the wound, while the other young lady was badly bruised with her wrists black and blue and the four are in a serious condition, but hopes are entertained for their recovery. There was great excitement when the news was reported at the Soo, as the young ladies are well known, being some of our best people here, and great anxiety was caused until all four had been brought to the Soo, where medical aid was procured.

The successful season at the Shallows was closed last week and John Metzger, proprietor, reports one of the best seasons since the opening of the popular resort. Many new cottages have been added to the Shallows this year and it is expected there will be more erected during the winter. It is the only pleasure spot around the Soo where there is good bathing and Mr. Metzger is to be congratulated on his efforts and generosity in making so large an investment to bring the resort up to a high standard.

The firm of Rowan & Crinnian, lumbermen here, has been dissolved. C. A. Crinnian has taken over the business, while Mr. Rowan will engage in another occupation. C. A.

Crinnian is an experienced lumberman and will carry on extensive operations this winter.

Thos. Bailey, for many years Secretary and Treasurer for the Michigan Pulpwood Company here, has resigned. The company is re-organizing and will be a Michigan concern, with headquarters at Brimley, having moved there from its former quarters in the Adams building at the Soo and expects to operate about eight camps this winter. The former President, C. H. Griffin, has also resigned. The new officers elected were as follows: President—George M. Sterns, Vice-President—W. D. Russell, Secretary—Treasurer—W. E. Johnson, Assistant Secretary—F. G. Simons, Assistant Treasurer—N. B. Sprague, Directors—George M. Sterns, W. E. Johnson, C. E. Burleson, W. D. Russell, R. Pagenstecher. The local manager here will be Aug. Girard. All of the above are experienced lumbermen. W. E. Johnson, who for many years has been with the Central Paper Co., and is still with them, will be a big asset to the new re-organization. This will help make business lively around the Soo this winter and we are looking for a prosperous time throughout the territory from present indications.

Chas. Prezitzer, Assistant Manager of the Cornwell Beef Co., left for a visit last week. It was reported that Charles was going to bring back a bride with him, but his many friends were some disappointed to see him come back alone. He has them all guessing and there will be a hot time in town when he does come back and springs the surprise upon his many friends at the Soo who have been speculating for sometime as to when the happy event would come off.

The tourist season for the Snows is over for this year and business has been brought to a close and the few remaining stores are getting ready for the winter housing. The resort has a forlorn appearance at the present time which is always evident after the summer rush and it will be another month before the remaining population will be reconciled to the long winter's nap. W. G. Tapert.

What Some Michigan Cities are Doing.

Written for the Tradesman.

The Hubbard Spring Works, Pontiac, is building an addition which will double the capacity of the plant.

The Saginaw Board of Trade has resumed its weekly membership dinners.

Over 1,000 men are engaged in the fishing industry in and around Bay City. Powerful gasoline boats are used in lifting the nets and transporting the fish to the city.

The Government has started dredging work in Ludington harbor and the channel, which is now twenty feet, will be deepened to twenty-two feet. Frankfort harbor has been deepened and work will be done later at Muskegon.

Benton Harbor is discussing plans for a convention hall and coliseum costing \$50,000.

Kalamazoo's new municipal lighting plant on the east side, costing \$115,000, will be completed in December.

Traverse City is in line in the City Beautiful movement and meetings have been arranged for Oct. 15-17 to arouse public sentiment.

Business men of Bellaire and Antrim country farmers held a get-together meeting and petitions were signed asking the Pere Marquette Railroad to establish cattle yards at Bellaire. Other topics of mutual interest, including the mail order question, were discussed in a friendly spirit and it was shown that each was willing to meet the other half way.

Bad Axe has secured a branch factory of the International Milk Products Co., of Detroit.

Frank D. Pier, of Evart, is trying to interest Reed City in establishing an evaporating plant there.

George Woodcock, formerly of the Occidental Hotel, Muskegon, has taken charge of the Stearns, at Ludington.

Prizes have been awarded in the lawn and flower contest at Otsego. George E. Bardeen is at the head of the civic improvement work.

Detroit has started her night schools, with record-breaking attendance. A total of 2,527 foreigners entered the elementary grades during the first week.

Ornamental cluster lights are being extended in the business district of Menominee.

Southwestern Michigan dentists will meet in Battle Creek No. 18 and 19.

Copper country traffic men met at Houghton and formed a club for social and business purposes, the latter including more extensive advertising of this section as a summer resort and scenic region.

All city and interurban cars at Flint stop at the near crossings now.

During the dedication of the beautiful Y. W. C. A. building at Saginaw last week W. R. Burt offered to give the women of Saginaw \$15,000 toward the erection of an Old Ladies' home, provided they were successful in raising \$10,000 for this purpose.

Ludington is nearing 11,000 in population, according to the new directory, or a gain of nearly 1,000 since the last census.

Holland business men are taking steps toward improving the streets leading to Black Lake and also in regard to building a wharf at which resorters can moor their launches when they come to the city. The matter of a direct boat line to Chicago is also being considered.

A booklet showing the beauties of Ann Arbor is being prepared for distribution by the Civic Association of that city.

Lansing's outlay in building operations during the year is estimated at \$798,000 the biggest item being church improvements, which reach nearly \$200,000.

The Commercial Club of Eaton Rapids is trying to arrange with the Michigan Central and the Lake Shore Railroads for a "Y" connecting the two roads to give the city improved shipping facilities. A committee has also been appointed to complete plans for hitching posts for farmers's teams.

Almond Griffen.

Profitable Merchandise

must necessarily produce quick and sure returns.

Otherwise it wouldn't be profitable.

The "stick to the shelf" variety is not to be found in the "live" dealer's place of business.

Hustling, progressive, profit procuring merchants don't carry that line of goods.

They wouldn't be "live" hustling dealers if they did and it's a cinch they wouldn't coin any money.

Then too, progressive dealers haven't the time to attempt to convince their customers they are getting a dollar's worth of merchandise for fifty cents.

Furthermore, the buying public is too intelligent to bite that kind of bait.

The fact is the average customer is content to get his money's worth.

No bonus is required to sell

LILY WHITE

"The Flour the Best Cooks Use"

Purchasers will be glad to pay the price without a thought of a discount, rebate or premium.

They will even thank you for sending up such good flour.

And they will tell their neighbors about the satisfaction they get out of doing business with YOU.

In reality Lily White sells itself.

And you will not have to make any excuses for it.

On the other hand, every barrel of Lily White YOU sell will be a booster for *Your* business.

And you will be able to turn your money quickly.

Hundreds of dealers say they sell twice as much Lily White as of any other flour. A good many state they sell two and three times as much Lily White as all other flours combined.

And consequently they turn their money invested in Lily White from three to five times oftener than that invested in other flours.

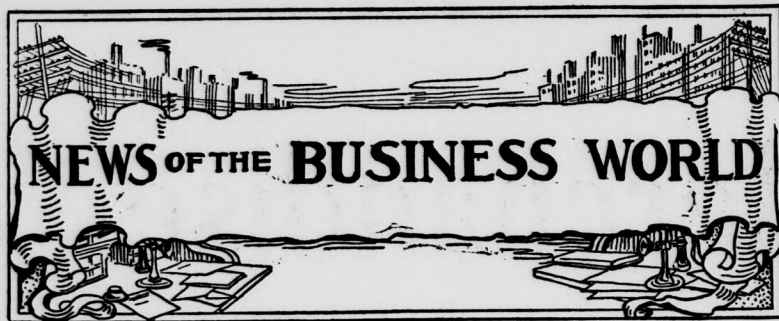
In other words, they actually secure three profits from the money invested in Lily White to one from that invested in other brands.

Figure out what that means on a year's business before you buy another barrel of flour.

We believe your verdict will be like thousands of others; LILY WHITE.

VALLEY CITY MILLING COMPANY

GRAND RAPIIDS, MICHGAN



Movements of Merchants.

Fife Lake—M. A. Arnold has opened a bakery here.

Tustin—F. L. Kent has engaged in the produce and grain business here.

Luther—Mrs. B. M. Westfall engaged in the millinery business here.

Detroit—The Jacob Drapery Co. has changed its name to the A. C. Jacob Co.

Lansing—Arthur Spagnuolo has engaged in the meat business on East Franklin avenue.

Vernon—Albert Dolzell is closing out his stock of agricultural implements and will retire from business.

Holly—Oscar A. Marfilus, recently engaged in the drug business at Standish, will open a drug store here about Nov. 1.

Ann Arbor—Guenther, See & Co., manufacturer of lace curtains, has changed its name to the Wolverine Textile Mills.

Munising—The Walters Cash Grocery has purchased the G. Leo Stur-nick grocery stock and consolidated it with their own.

Vernon—U. P. Ferguson is erecting a modern store building which he will occupy with his stock of hardware about Dec. 1.

Grand Ledge—H. D. Peterson, of Peterson & Bryant, druggists, died at his home Sept. 25 as the result of cancer, aged 68 years.

Ishpeming—John Cullen, who has been in the tea and coffee business for several years past, will add lines of groceries and produce.

Ludington—The Ludington Garment Co., successor to the Seager Co., has added lines of women's clothing and furnishing goods to its stock of millinery.

Flushing—Leo. E. Travis and Mr. Lotte have formed a partnership under the style of Travis & Lotte and purchased the Fleming dry goods and grocery stock.

Kingsley—The incorporation of La-Bante, Ransom & Co. as Moore's Cash Store does not affect Louis Morris. The similarity in name caused some confusion.

Grand Ledge—V. C. Lawrence has sold his interest in the Gates & Lawrence grocery and meat stock to his partner, Burton Gates, who will continue the business under his own name.

Howard City—William Engelman has purchased the interest of his son, Albert, in the clothing and men's furnishing goods stock of Engelman & Son and will continue the business under his own name.

Battle Creek—The Helmer Goodale Drug Co. has purchased the drug

stock of the late C. E. Humphrey and will continue the business at the same location on Maple street, thus adding to its chain of stores.

Lansing—The contemplated dissolution of the Hungerford & Schafer partnership failed to take place last week as announced, and Mr. Hungerford is still affiliated with the grocery firm at Allegan and Logan streets.

Ionian—The Cutler & Lauster Drug Co. has been merged into a stock company under the style of the Cutler-Lauster Drug Co., with an authorized capital stock of \$8,500, all of which has been subscribed and paid in in property.

Bozoyne City—William J. Lewis, who has recently been appointed postmaster here, has sold his produce warehouse to George Madden and J. R. Furman, who have formed a co-partnership and will conduct a general storage and produce business.

Muskegon—Food Inspector Mickel poured kerosene over sixty pounds of meat in the market operated by John Gutbrodt, on Pine street. He investigated the sausage making and took some samples to Lansing to have them analyzed.

Kalamazoo—The Guy McDonald shoe stock was purchased at auction sale by L. E. Phillips, of Grand Rapids, who will continue the business at the same location for the present. The purchase price was \$6,300. The stock was appraised at about \$12,000.

Holland—White Bros. have resumed the management of the meat market at 236 River avenue, which they had leased to Charles Larson.

Sparta—Foote & Hamilton have sold their stock of fruit and fancy groceries to Frank Robinson, who has taken possession and added a line of staple groceries.

Johannesburg—Emanuel Gottschalk has purchased the interest of his partners, Alpern Bros., in the Alpern Bros. & Co. stock of general merchandise and will continue the business under his own name. Mr. Gottschalk has been manager of this store for the past seven years. Alpern Bros. will devote their entire attention to their general store at Atlanta.

Muskegon—To enable Muskegon residents to tell at a glance whether the stores, restaurants, meat markets or any other places where food products are sold are conducted in a sanitary manner, W. J. Mickel, Deputy State Dairy and Food Inspector, will introduce the card system of grading stores here. The action marks the first move of the kind in the State.

Owosso—Herbert Collins, the young Owosso druggist, who recently pleaded guilty in the Circuit Court to viola-

tion of the local option law, was sentenced by Judge Miner to serve thirty days in the county jail and also to pay a fine of \$100. In imposing the sentence Judge Miner stated that he regretted because of Collins' youth that it was his duty to give the latter a jail term, but declared the lesson was needed. Collins is prominent socially and in a business way. On August 26 of last year, his clerk, Vern Fulmer, was arrested on a charge of having sold liquor to Frank Goddard, who also was taken into custody for alleged bootlegging. Fulmer pleaded guilty to the charge and as under the law the proprietor of a store is held equally guilty with his clerk in such a case, Collins was arrested.

Powers—Henry Schwellenbach, who until a year and one-half ago lived at Menominee, has purchased the general merchandise store of Nicholas Peterson here. Mr. Schwellenbach was a prominent business man in Menominee and a promoter of the city's interests during his fifteen years of residence there. He has been a salesman for the Carpenter-Cook Co. and has gained the distinction of being one of the best men in its employ. He held the honor of commanding Company L of the Third regiment, M. N. G., for a number of years, later being promoted to major of the battalion, from which military position he retired. Mr. Peterson has been constantly engaged and employed in merchandise business for the last thirty-three years. Previous to erecting the present store in 1899, he was in the employ of the Spalding Lumber Co.

Lennon—Samuel Phillips, 50, who conducts a general store here, was perhaps fatally injured in Corunna when an Ann Arbor freight train struck his automobile. Philip E. Kirkham, 55, a Vernon merchant, who was riding with him, escaped with a broken arm and bad bruises. Kirkham has been serving as a juror in the Circuit Court this term, and Phillips, who was going home after transacting business in the county seat, offered to take his friend to Vernon. While crossing the Ann Arbor tracks about two blocks east of the Fox & Mason factory, the engine of the machine became stalled and a north-bound freight struck the front end of the machine. The automobile, a Ford, was wrecked and hurled from the track. Mr. Phillips sustained a fractured skull. He was unconscious when picked up. He was removed to the Miller hospital at Owosso, where it is stated that his injuries are very grave.

Ishpeming—Mayor Barnett has instructed the city marshal to enforce to the letter the provisions of the new State law, which provides for a license fee from all transient merchants. This is one of the questions that came up at the last meeting of the Ishpeming Advancement Association, and since then the merchants' committee has asked the Mayor to compel transient merchants to comply with provisions of the statute. It is a question not yet fully settled in the minds of the city officials as to whether peddlers, carrying their wares from

house to house, can be compelled to pay the license fee prescribed by the law. Another class of traders that will be hard to round up are the representatives of so-called wholesale houses, who go from house to house, taking orders for merchandise of various kinds, delivering the goods later. Transient merchants or their representatives, transacting business in the hotel rooms, are subject to the license fee, as are all persons selling goods from wagons, boats, or rooms of any description.

The Michigan Exchange Private Bank has leased a portion of the hardware store of J. & D. London, at the corner of Grandville and Roosevelt avenues, and will open a branch bank therein Monday morning under the personal supervision of Peter Leetsma. This move is due to the large number of patrons the Bank has in the immediate vicinity of the new location and its desire to accord them every possible convenience. It is understood that the Grand Rapids Savings Bank has leased space in the P. J. Haan drug store, at the corner of Grandville avenue and Cordelia court, and will install a branch there in the course of a few days. It is also rumored that the Kent State Bank has leased the building now occupied as a barber shop between these two locations and will shortly open a branch therein. This will give the people on Grandville avenue three banks within the radius of a single block. The Michigan Exchange Private Bank was established about three years ago, with offices at 880 Grandville avenue, and with Gilbert Daane as Cashier has had a splendid record of success. With deposits of nearly a half million it has acquired a very handsome surplus and is steadily gaining in strength and volume of business. It has been an important factor in promoting the business interests and encouraging the thrift of the Grandville avenue district and, with the new branch at the further end of Grandville avenue, it will more than ever completely fill its field.

Sherwood Hall, who recently returned from a three months' tour of Europe, was asked on his arrival what struck him most forcibly on the other side. He promptly replied, "Universal respect for the law, as compared with the slipshod manner in which the law is enforced in this country and the manner in which tugs, labor unionists and other law breakers place the law at defiance. Why, the first newspaper I read on my return to Grand Rapids was an account of a Pole who assaulted a policeman and was fined \$20 and costs. In England or Germany he would have been sent to prison for ten years, not because he assaulted a policeman but because in making the assault on a policeman he attacked the majesty of the law. If there is anything that would make an American want to leave his beloved country and go to England or Germany to live, it would be to admire the wholesome respect for the law which is instilled in the people and which they maintain rigidly from the cradle to the grave."



The Produce Market.

Apples—Wealthys, Wolf Rivers and Maiden Blush command \$1.10 per bu. and \$3.25 per bbl.

Butter—There is an active consumptive demand for all grades of butter. The market is firm at prices ranging about the same as the last two weeks. The weather is favorable for the making of good butter, and the quality of the receipts shows considerable improvement. The make is about normal for the season and the market is healthy throughout. Fancy creamery commands 33¢@34¢ in tubs and 34¢@35¢ in cartons. Local dealers pay 25¢ for No. 1 dairy and 21¢ for packing stock.

Cabbage—85¢ per bu.

Carrots—50¢ per bu.

Cauliflower—\$1.75 per doz.

Celery—17¢ 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—75¢ per doz.

Eggs—The market is quite firm on good eggs, and is so high that even a slight increase in production is likely to cause decline. The movement in storage eggs is very light, though holders could easily bring them out and sell them at a profit on to-day's market. Local dealers pay 24¢ for strictly fresh.

Egg Plant—\$1.50 per doz.

Grapes—Concords, 18¢ per 8 lb. basket or \$1.60 per doz. for 4 lb. baskets; Niagaras, 20¢ per 8 lb. basket or \$1.75 per doz. for 4 lb. baskets. Delawares, \$2.25 per doz. for 4 lb. baskets. Bulk grapes, \$1.25 per bu.

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

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

Lemons—Verdellis \$6@6.50 per box.

Lettuce—Home grown head \$1.25 per bu.; home grown leaf, 90¢ per bu.

Musk Melons—Home grown Osage command \$1.50@1.60 per doz. crate, according to size and quality.

Onions—Spanish, \$1.50 per crate. Handlers are contracting for supplies of Michigan stock on the basis of 90@95¢ per bu. The wholesale price is \$1.10 per bu.

Oranges—\$5.50@6 for Valencias.

Peaches—Elbertas fetch \$2@2.25 per bu., Crawford's, \$2.25@2.50. Proflifics, \$1.75@2, according to size; Kalamazoo's, \$1.65@1.75; Chilis, \$1.50.

Pears—Sugar, \$1 per bu.; Duchess, \$1.40 per bu.; pickle, \$1.90¢ per bu.; Keiffer, \$1 for large and 75¢ for medium.

Plums—Damsons, \$1.65 per bu.

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

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

Pop Corn—\$1.75 per bu. for ear; 5½¢ per lb. for shelled.

Potatoes—60@70¢ per bu. for home grown. The market is a little easier.

Poultry—Local dealers pay 12¢ for broilers; 11¢ for fowls; 6¢ for old roosters, 8¢ for geese; 10¢ for ducks; 12¢ for turkeys. These prices are live-weight. Receipts are light.

Radishes—10¢ per dozen.

Spinach—65¢ per bu.

Sweet Potatoes—Virginias command 80¢ per bu. and \$2 per bbl.

Jerseys command \$3 per bbl.

Tomatoes—\$1 per bu.

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

Watermelons—\$2.50 per bbl. for Indiana.

The Grocery Market.

Sugar—The price of raws dropped from 3.67¢ to 3.45¢ yesterday, in consequence of which Howell, Warner and Arbuckle reduced the price of refined 20 points—from 4.70¢ to 4.50¢. Quotations on beet sugars automatically dropped to 4.40¢. Some of the Michigan factories will begin shipping granulated the latter part of this week.

Later—All of the New York refiners reduced granulated to 4.45¢ this morning. This reduction automatically reduces Michigan granulated to 4.35¢.

Tea—The September trade has been very satisfactory, with more activity than for several months. The season for Japans is practically over in the Japan markets and buyers are preparing to return. The quality of this year's crop is exceptionally good. The total exports will be about 31,000,000 pounds, against 35,000,000 pounds during the season of 1912. An advance is expected later. China shipments are considerably less than last year and supplies late in arriving. The quality is good. Formosas are coming in freely, quality being good and prices firm. Ceylon and Indias remain firm.

Coffee—Both Rio and Santos grades are higher. The demand is good. Mild coffees show no change for the week, though they are steady to firm in sympathy with Brazils. Java and Mocha steady and quiet.

Canned Fruits—Apples are firm but quiet. California canned goods are quiet, the bulk of the selling being over. Small staple Eastern canned goods are scarce and firm. The berry pack was a partial failure and there were shortages in other lines as well.

Canned Vegetables—There will be a good pack of tomatoes and there may be a large one, if the weather continues warm and favorable. There is no sign of any higher prices in the near future. Corn is very firm. The pack in New York State and Maine is a partial failure. If reports from Maine are true the pack will not be over 40 per cent. of the future sales. The situation as to corn is so strong that values can be said to be 5¢ per dozen higher than a few days ago. Peas are unchanged and dull.

Canned Fish—The sardine catch in all foreign sections is almost a failure, particularly in France and Portugal, and as to those brands of sardines there promises to be almost a famine. French sardines are \$4@5 per case above last year, and last year they were considerably above normal. Portuguese sardines are \$1.50@6 per case above normal, according to quality. Norwegian brands are not materially above normal as yet, largely because there was a good stock in the United States, and the trade have been working on that. Prices on Norwegian sardines, however, will almost certainly be higher. At present the difficulty is to get foreign sardines; the trade will pay almost any price. Domestic sardines are unchanged and firm. Salmon of all grades is unchanged and quiet.

Dried Fruits—Apricots are unchanged and dull, but very firm as to new fruit. Muscatel raisins are ½¢ higher on the coast, but unchanged as to secondary markets. Currants are quiet and unchanged. Prunes, both old and new, are steady to firm and in good demand. Peaches are firmer on the coast, and considerably higher prices are predicted because of shortage.

Spices—The market continues firm, and there were some advances during the week. Cream tartar advanced 1¢ per pound. There will be a continued strong market on vanilla beans, lemon oil and all products which go into extracts.

Cheese—There is a very light make and the consumptive demand is good. The consensus of opinion seems to be that cheese is as high as it will go for the present, and speculators seem disinclined to take hold of the market at present prices.

Syrup and Molasses—No change in corn syrup. Compound syrup has been given some little impetus by the cool spell; price unchanged. Sugar syrup in fair demand at unchanged prices. Molasses dull at ruling prices.

Salt Fish—Cod, hake and haddock are unchanged and moderately active; prices high and firm. Mackerel is steady to firm, with quiet demand.

Provisions—Smoked meats are ½¢ lower. Pure lard is steady and in good consumptive demand. The supply shows an increase. Compound lard is in better supply and is dull at a decline of ½¢. The consumptive demand is unchanged. Dried beef is very scarce and buyers will pay almost any price in reason; the thing is to get it. Barreled pork is steady and unchanged, with a moderate demand. Canned meats show falling off in demand and unchanged prices.

Next Week's Trade Extension Excursion.

The Grand Rapids wholesalers and jobbers will make their annual trade extension excursion next week. It is expected about sixty of the city's best known business men will make up the party, and they will take along the Furniture City band for the entertainment of the towns to be visited. They will travel by special train of Pullman compartment cars and diners and will sleep and eat on wheels, as in former years, and not try to impose upon the hospitality of their friends. The itinerary has already been published in detail. In brief, the route will be from Grand Rapids, leaving at 7:15 Tuesday morning, by the Pere Marquette to Grand Ledge, thence to Ionia where a stop will be made just long enough to switch over to the Grand Trunk, and by the Grand Trunk to St. Johns where the first evening will be spent with a smoker and social session. Wednesday the route will be by the Grand Trunk to Lansing, where the evening will be spent socially with the Lansing business men. Thursday the Michigan Central will take the train to Jackson, where the afternoon and evening will be spent, and Friday the towns along the Michigan Central between Jackson and home will be visited. The route will be through some of the richest and best developed farming country in Michigan, a country that is full of live, energetic, progressive towns and hustling business men, and it is certain that the trip will be productive of much good in bringing these towns in better relationship with Grand Rapids and on that more friendly footing which comes from better acquaintance. Wednesday and Thursday will be along the borderland where the competition with Detroit is keenest and where missionary work can be done most effectively. The visit to Lansing and to the towns along the Michigan Central to Jackson ought to be of more than usual interest, because another year Grand Rapids will have better connections with this district by means of the Kalamazoo interurban and connections eastward by the Michigan United system. An interurban to Lansing would be highly desirable and this visit of the Grand Rapids business men might very well serve as the start of a real boost for such a line.

Change in Management.

H. Elmer Moseley has retired from the management of the H. E. Moseley Co., wholesale potato dealers at 30 Ionia avenue, south, being succeeded by Frank T. Miller, who has for several years managed the New York branch of Albert Miller & Co., of Chicago, who have long owned a controlling interest in the Grand Rapids corporation. The business will be continued at the same location under the same style. Manager Miller will bring his family from New York and take up his residence in Grand Rapids.

What some folks need is a fool-proof pay envelope that can't be opened until they get home.



The wreck of the Michigan Buggy Co., of Kalamazoo, with assets estimated on the basis of value to a going concern at \$1,200,000 and liabilities of approximately \$3,000,000, is interesting to Grand Rapids chiefly as a terrible example. The banks here are not among the creditors and if any of the local supply houses have been stuck the amount involved is not large. This city in this respect has been fortunate. It is one of the very few cities in the country that is not now on the mourners' bench.

The wreck of this Kalamazoo concern makes an interesting story. The Michigan Buggy Co. was founded about forty years ago by M. H. Lane and F. B. Lay, young men, energetic, both of them good workmen and neither of them with enough capital to be worth mentioning. They put conscience into the work they turned out and built up a large trade and prospered. Their small shop grew into a large one and in 1902 what had been a partnership was put into corporation form, the two old partners holding all the stock. With advancing years and wealth the old partners desired to take life easier. A few years before they had taken into the office as a clerk Victor L. Palmer. He had developed ability and was advanced from time to time, and after the incorporation, he was given a block of stock and was made manager. In the course of time he became the real manager, practically running the whole thing, the old men in the business more and more dropping out. The two sons of Mr. Lay, F. B. Jr., and George T., also became identified with the enterprise and in the organization were the Vice President of the company. Then dissensions arose. Mr. Lane did not approve of some of the business methods of the young man. Mr. Lay stood up for his sons and Palmer. Mr. Lane was sidetracked to the chairmanship of the board of directors without salary and became hopelessly in the minority in shaping the company's policies.

With the young men in charge, still manufacturing the buggies which had brought wealth to the company, the manufacture of automobiles was undertaken, and this precipitated the smash, leaving reckless financing and creditors think something worse as the real causes. The company was capitalized at \$500,000. Taking on automobile business required more money, and this was obtained by "financing." Agencies were established all over the country. These agencies were required to put in their

orders for the cars they expected to sell in the course of the year, and to give notes for the amounts due when deliveries and collections were made. These notes were discounted in the banks all over the country and a second note was kept on file to replace one falling due if the money had not come in from the agency. When cars were actually shipped sight drafts with checks to cover were sent with them. The company had such a high commercial rating that this method was easy. Agency notes to the amount of a million and a half were passed out. Supply houses trusted the concern for a half million. Before the crash came the liabilities reached a total of nearly \$3,000,000. The crash came in August last when the Detroit Trust Company was made receiver at the instance of creditors who became weary of waiting for their pay. The receivership was quickly followed by a petition in bankruptcy. The first meeting of the creditors was held in the United States Court here last week and the Detroit Trust Company was made trustee. At the first hearing some insight into the methods of the company was gained through the report of the receiver. The company kept no book of accounts payable, had no cost system, made no inventory, had no stock room but bought at haphazard as materials may have been needed and otherwise ignored or neglected the commonest safeguards of business. More than this there was a diversion of the funds which would have brought the soundest institution to ruin. Palmer as general manager and the two Lay boys were each on the pay roll for \$12,000 a year and they maintained a "velvet" payroll of \$48,000 a year of which the three young men each received \$13,000 and the remaining \$9,000 was distributed among others. That there were other diversions of

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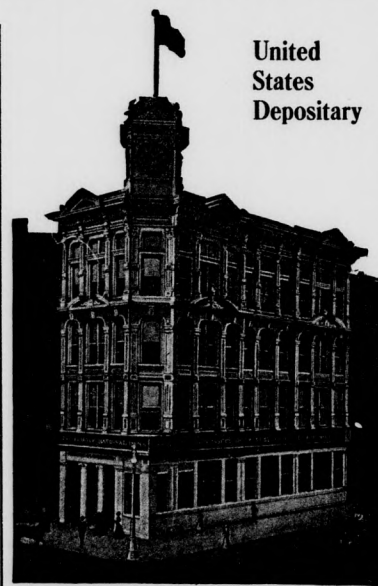
Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Wm H. Anderson,
President
John W. Blodgett,
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Cashier
J. C. Bishop,
Assistant Cashier



United
States
Depository

Commercial
Deposits

$3\frac{1}{2}$

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

the funds is probable, but the method has not yet appeared. F. B. Lay, Sr., as President of the company, drew \$6,000 a year and his old partner, M. H. Lane, received nothing. The young men, with \$25,000 a year apiece, it is needless to say, cut considerable of a swath in Kalamazoo.

At the meeting of the creditors last week E. F. Gerber, of Pittsburg, head of the Pennsylvania Sales Co., handling about half the company's product, made a bid of \$350,000 for the assets, or \$256,000 with some of the assets eliminated. His offers were rejected and at future meetings it will be determined what to do with the property. In the meantime it is strongly intimated that criminal proceedings may come out of the failure and that some of those active in the company's affairs may be brought to an accounting. On the face of the returns there seems to be ample grounds for some action.

This failure is one of the largest of the year in Michigan and it cannot help but be a serious blow to Kalamazoo's industrial prosperity. The Buggy company was one of the largest concerns in Kalamazoo and naturally other industries there have been built up dependent upon it to a greater or less extent for orders.

The organization of a bank at Spring Lake is being agitated, with good prospects of going through. Those moving in the enterprise are P. J. Klingman, C. M. Morse and John W. Landman, of this city, who own country residences there, and Edward DeVries, Samuel Falls and Edward Fons, of Spring Lake. The capitalization will be \$20,000. Spring Lake is about the only town of its size in the State that has not a bank. It has been doing business at Grand Haven and Coopersville.

The new tariff bill, which is now in the last stages of enactment by Congress, will carry with it the new Federal income taxation law. This will apply the gentle touch to all income in excess of \$3,000 a year, except to those who hold public office. The tax is tempered to the amount of income received. From \$3,000 to \$20,000 the tax is 1 per cent.; from \$20,000 to \$50,000, 2 per cent.; from \$50,000 to \$75,000, 3 per cent.; from \$75,000 to \$100,000, 4 per cent.; from \$100,000 to \$250,000, 5 per cent.; from \$250,000 to \$500,000, 6 per cent. and above \$500,000, 7 per cent. The single man is given an exemption of \$3,000 and the married man to \$4,000. It is estimated that this tax will bring some \$80,000,000 into the Federal treasury, with 425,000 contributing. It is figured that about 100 men in the country have incomes in excess of \$1,000,000 a year each, that 350 can show incomes of between \$500,000 and \$1,000,000 and 550 with income of \$250,000 to \$500,000. The great majority, however, are of the smaller classifications. The vast majority of the people of the country will not be touched by the tax at all. The law will not be particularly popular with

those who have to pay, but there will be so few of them, in comparison with those who do not have to pay, that their protests will not make much difference.

Got Them Mixed.

As a birthday present, a young lady gave "her young man" a beautifully worked pair of slippers, and he acknowledged the present by sending her his photograph encased in a handsome frame. He wrote a note to send with it, and at the same time replied angrily to an oft-repeated dun for an unpaid-for razor set. He gave a boy 10 cents to deliver the package and notes, giving explicit directions as to the destinations of each.

It was a boy with a freckled face, and he discharged his errand in a manner that should give him a niche in the temple of fame.

The young lady received a note in her adored one's handwriting, and flew to her room to devour its contents. She opened a missive with eager fingers, and read:

"I'm getting tired of your everlasting attentions. The set is about worn out already. It never amounted to much anyway. Please go to —!"

And the hardware dealer was struck utterly dumb of his delinquent customer, with a note that said:

"When you gaze upon these features, think how much I owe you."

Described His Occupation.

"What is your occupation?" the justice asked the witness.

"Jedge," he replied, "ain't you a-gettin' jest a leetle too pussional? Have I got to give my livin' away before this here hon'able court?"

"You heard the question," said the judge, "and you must answer it."

"Well, sir, I'll jest make bold to enlighten you, sence you seem to need it. In the summer, when I aint a-fishin', I'm prophesyn' weather, an' when the weather don't fall right I'm either a-killin' of alligators an' a sellin' of rattlesnake buttons, or attendin' campaign barbecues an' votin' around!"

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7 Million Dollars

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Affords Safety and a Good Income

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

Surplus Balance \$207,441.29

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E. A. STOWE, Editor.

October 1, 1913.

FIGHTING FIRE WITH BOMBS.

Ever since the world began the accepted method of fighting fire has been with water. As a fire extinguishing medium water is of undoubted efficiency when abundantly applied, and it has the further advantage of being cheap and in most instances easily procurable. But is it not time that the modern science which we are so fond of boasting about found something better than what the ancient Egyptians used as a medium for curbing the flames? Water can be and very often is even more destructive to property than the fire to extinguish which the water is used. The fire may be confined to a single floor or room, but the water poured on soaks through and everything below and around is damaged or destroyed. In fact, the property owner has almost as much to dread from the water as from the fire itself. In the cities we have engines which use chemicals for extinguishing fires and these are very efficient when the blaze is small and easily reached. Why would it not be possible for modern science to develop the chemical idea to the exclusion of water as a fire fighting medium? Instead of hand to hand combats with the flames, as is now necessary with the use of water, why could not the firemen stand at a safe distance and bombard the flames with bombs containing chemicals which would suffocate the flames as efficiently and completely as water, and with not a fraction of the muss? Instead of costly engines, long lengths of hose and perilous ladders to climb, the equipment would be a mortar or a cannon, quickly brought into action and with good gunnery the flame fighting bombs could be placed exactly where they would do the most good and in the least time and the property owner would not have water loss to add to the disaster of the flames. This is an idea for some inventive genius to work out during the long evenings of the coming winter.

STANDARDIZE SERVICE.

The increase in the cost of real estate, the increase in number and character and quality of fixtures and every single item and factor that constitutes the difference between the modern up-to-date store and the old-

fashioned general merchandise business, with the exception of the very few short cuts or labor saving devices, have added to the cost of living. Merchants complain that the cost of doing business is constantly increasing and the consumer complains, also, of the constantly increasing cost of living.

Merchants compete to-day—and always have, for that matter—not only in the matters of quality, style and price, but also service—and the last factor is not one they have made due allowance for. They have hardly realized where the competition in this matter of service has brought them. What, with the wider use of the telephone and automobile and the increasing exactitude of a people so much catered to, it is pretty near time for the retailers to get together and standardize service, because the exacting consumer is slow to realize that every increase in service must be met by a corresponding increase in the cost of living.

Another factor in accounting for the increased cost of living is the increase in the number of articles carried, the multiplicity of styles and the increased frequency of change of style. The millinery and ladies' ready-to-wear houses and others in league to increase their business take advantage of their control of the style situation and see to it that the styles are changed so often that no one can appear decent and wear a garment long enough to wear it out and where the merchant comes in is in the increase of the risk in carry overs. The oftener the styles change and the wider the range of styles, the greater is the merchant's risk. If he expects to stay in business he must provide for them. He is doing all this for the public and he must make the public pay for it. Otherwise the people must wake up to a realization of conditions and the trend of the times and govern themselves accordingly.

"Historic passage" is none too strong a phrase for the trip of the first vessel through Gatun Lock into Gatun Lake. His countrymen will share, though in a less personal way, the satisfaction of Col. Goethals at the achievement. It is not simply that the dream of other ages and other engineers than our own is now at last so near fulfilment. The undertaking has been so stupendous that we could not be quite sure that it would actually be accomplished on anything like schedule time. Would not an unforeseeable accident, a landslide or earthquake, or something, happen at the final minute to spoil everything and show the impossibility of our generation, at least, driving the plough across the right little, tight little Isthmus? Our reputation for doing what we set out to do was at stake. This feeling might not have been dissipated altogether by the successful journey of an excursion steamship through the lock; but when an every-day, prosaic tugboat does it, then, indeed, our doubts vanish. The triumph of the conquest is really to be ours.

IN A NUTSHELL.

The closed shop is not only an exhibition of cowardice on the part of the employer, but a confession of weakness on the part of the labor union, which thereby concedes that its members cannot hold their jobs through superiority of workmanship, but must create an artificial monopoly to enable them to shut out of employment men who scorn to place themselves in the abject attitude of the labor union mendicant and thus confess that they must invoke the weapons of the meanest monopolist on the face of the earth in order to secure permanent employment.

It is decidedly unfortunate in more ways than one that so much spectacular strife and struggle should have Thaw as its central figure. No other private person has figured more in the newspapers in recent years than he. The murder he committed and the trials which followed it called for and received extended newspaper space. At length he was landed in Matteawan and the generally expressed hope was that he would subside from public view. On the contrary no Jack in the box was ever more prompt and persistent in jumping up time and again. His last escapade and sensational escape from Matteawan was followed by a multitude of reporters, who have enriched the telegraph companies with tolls. There was a succession of maneuvers in Canada and then the scene of activity was moved to New Hampshire and the matter is still under discussion. Those who think he is a poor persecuted fellow, whom the authorities should let alone, are very much mistaken. He is a mentally unbalanced, murderous criminal for whose confinement, care and custody such institutions as Matteawan are constructed and maintained. If, because he has a lot of money, he is to be allowed to run at large, it is a sorry commentary upon American law and its enforcement.

Secretary Bryan replies to those who criticize his leaving official business to make money on the lecture platform by saying that they are either malicious, partisan, or misinformed. He contends that it is perfectly right to earn money by lecturing and no one will deny it, as a general proposition. There are times and places, however, whose surroundings may not add to the dignity of his office. In his defense he raises the real point of honest criticism, or properly overlooks it. There is not so much objection to his earning money as there is about his going around the country sandwiched in between Tyrolian warblers and Sears, the taffy man, talking in a tent suggestive of sawdust ring and the circus. That is why the European newspapers laugh at him and why Americans wish he would do differently.

The Controller of the Currency has just decided what constitutes a "decent burial." A lighthouse employee died in North Carolina, in the line of duty, and was buried in Baltimore. His widow presented a bill for \$198

as funeral expenses, which the Controller has pruned. Among the items was one for a hearse and seven carriages, but the Controller decides that a hearse and one hack are all that is essential to a "decent burial," and he refuses to pay for the six extra carriages. He declines to pay \$70 for a coffin, when the Government supplied one for \$27, and disapproves \$3.10 for advertising funeral, \$10 for suit of clothes and \$1.25 for underwear. If economy was practiced in every other way by Government officials and all bills pruned down half, like this one for the lighthouse keeper's burial, taxes would be so low that it would be a pleasure to pay them.

Potatoes have been put on the free list in the new tariff bill, but that fact will not reduce the price of the tubers until the Federal agricultural board raises the quarantine against potatoes from the British Isles, Germany, Austria-Hungary, Newfoundland, St. Pierre and Miquelon, the principal sources of outside supply. The quarantine was placed about a year ago, to prevent the introduction into the United States of a dangerous potato disease now unknown in this country. It is called the potato wart, potato canker or black scab, and is prevalent in the countries mentioned. The people who eat potatoes do not want the quarantine raised until all danger is passed, even if the prices remain high.

Those young men who are thinking of buying an engagement ring before long better hurry up. That is the advice of a diamond importer, just returned from an European trip. The high cost of matrimony is going to advance with the buying of the ring, for diamonds are going up, away up. In fact, the importer says that the tariff now amounting to 10 per cent. will be advanced to 20 per cent. before January 1, and this means an increase in the retail price. The advance in the last eighteen months has amounted to 15 per cent. and a further advance will mean paying more for the engagement ring next year. Young men, now is the time to buy.

A Connecticut farmer has discovered that he has about a bushel of seedless apples. Just how it happened he does not know, for the tree was supposed to bear the ordinary Porter apples. The flesh is much more solid than in the apples with seeds and the fruit is keeping better. Burbank the alleged wizard of plant life, may be able to explain how these apples came to be without seeds.

The meat packers who have been holding a convention in Chicago prophesy \$1 beefsteak unless the farmers of the country raise more cattle. When that time comes the prodigal son must not expect any fattened calf to be killed in his honor, for veal will be worth too much to waste on any one who has spent his substance in riotous living.

To be discontented with your lot is to be faint-hearted. Strong characters take fate by the throat and improve their circumstances.

GERMANY'S GREATNESS.

Herculean Strides She Has Made in Advance.

A leading German banker recently remarked:

"I should not be surprised if the figures showed \$500,000,000 international commercial bills owned in Germany, which is now becoming an important discount market. The changes that have taken place in the last two years in Germany financially have been very marked. In this time we have paid \$700,000,000 to France, at least \$200,000,000 to England, and \$200,000,000 to Russia, and now we don't owe anything abroad. For myself and my house, we don't owe a pound, a dollar, a ruble, or a franc, nor even a mark, and we do not propose to while the Bank rate is 6 per cent. and the Lombard (collateral loans) rate 7 per cent."

For six years, or since 1907, the United States has been endeavoring to reduce the high cost of living, which is largely the cost of high living, and has declared that "labor must be liquidated," and that wages, only another name for the cost of living, must come down. Yet the Saturday night payroll has expanded in America, and not contracted, and every week this payroll clears somebody's shelves and sends the merchant to the mills to continue his buying from hand to mouth, expecting a labor and trade reaction. The mill wheels continue to turn and though mill owner and merchant have talked reaction for six years, labor smokes the pipe of peace and buys the goods. It all works in a circle.

Germany for two years has said to industry, "Slow down; let us build up our gold reserves; it is necessary for the protection of the country as well as for industry; it is sound policy for the army and sound policy for finance." But Germany will not slow down. Labor still demands shorter hours and more wages, and capital is conceding to labor inch by inch. The Hamburg shipyards strike has been settled—not with an advance in wages but with a slight concession in working hours.

If there is to be industrial recession in Germany, one would look for it in the latest forms of construction, certainly in the electrical field, which touches all construction. Yet last month the Allgemeine Electricitäts Gesellschaft, which is the General Electric Company of Germany (with branches throughout Europe and in South America), had 90,000,000 marks (\$22,250,000) more orders on its books than at the same time in 1912.

And the General Electric Co. of Germany is the youngest industry. It is not over thirty years of age and is still captained by its founder who has his mind, at 75 years of age, on a thousand million dollars of electric properties. We think we have made a great electrical development in the United States—but there are others.

When Mr. Morgan organized the English and American steamship lines into the International Mercantile shipping combine it stood head and shoulders, in figure, above any other steam-

ship concern in the world. As the Morgan Steel Corporation first touched the billion dollar capital mark, so the International Mercantile Marine combination first touched the one million tonnage mark; but the Hamburg-American line to-day has a tonnage 34 per cent. greater and it is not a combination of other companies. It has built its tonnage straight up in thirty years to 1,340,000 tons distributed in 192 ships. This construction has been accomplished in the same period as the German General Electric Company. As late as 1887 the Hamburg-American line had only 63,000 registered tons and these divided among thirty-three ships of which the largest had a registry of 3,400 tons. To-day it is not only sailing but annually building ships exceeding 50,000 tons each and approaching the 60,000-ton mark, or the total tonnage of the entire line of thirty years ago.

Let it not be imagined that there is no rivalry in trade, shipping or banking in Germany. There is no destructive or cut-throat competition. Some phases of such competition are forbidden by the law; and law means something in Germany. When Prince Furstenberg, the Kaiser's chum, and Prince Hohenlohe, his partner, known as "The Princes' Trust," captured the Lavant Steamship line of Hamburg they proposed a great immigrant station at Emden on the North sea to rival the great Hamburg and Bremen lines in transatlantic trade. But the German emperor could not see the wisdom thereof. To his mind two strong lines were better than three weak ones, not only for themselves but for the country, its defense, its commerce, its finance, in fact for everybody concerned. The applied for charter was denied. This, it is said, was the first royal rebuke to Furstenberg and the "Princes' Trust."

The inherited fortunes of these two princes, recently estimated at as high as \$100,000,000 and \$50,000,000 respectively, are not yet 20 years old, but neither inherited fortunes nor inherited titles could secure chartered advantage over a trade rival nor could their combined wealth or titles prevail over the business rules of sound banking. Of course, everybody wanted their business for they were big promoters and financiers as well as landowners. They were in banks, in building syndicates, railways, and commercial lines, as well as zinc, potash, omnibus lines, department stores, theaters, restaurants and hotels. Their financial interests were united or pooled shortly after 1907 and they have tremendously expanded, but the bankers did not hesitate to call it "extended." Many American travelers will perhaps learn from these articles that the great Esplanade hotel in Berlin, one of the biggest in Europe, and the beautiful Esplanade hotel constructed the past few years in Hamburg, are the production of the "Princes' Trust." The Berlin hotel is understood to be successful despite its size, for the diplomats of Europe make it their headquarters. The Esplanade in Hamburg, however, can boast a cuisine unexcelled in Europe,

but it is so far ahead of its time in that commercial city that only in a few months of American travel do its figures show on the right side of the account.

The Deutsche Bank, which has had some experience in expansion outside the Empire and written off its losses, for a time looked after the interests of the "Princes' Trust." As in all promotion affairs, the Bank put a director upon a commercial enterprise which was captained by the Princes. Soon the rule of business had to be invoked and the resignation of an incompetent favorite demanded. The Princes changed their bankers. Gwinner, the head of the Deutsche Bank, once declared in the Prussian Parliament, "Talent is necessary for everything; but borrowing requires genius." Gwinner supplies the genius, but business must have talent—talent not measured by Princes' titles or family connections.

The Handelsgesellschaft then undertook the financing. This is one of the most successful banks in Berlin. It has 110,000,000 marks capital and more than 30,000,000 marks surplus; but it has no branches. It is presided over by another Furstenberg, a democrat whose first name is Carl, and he quickly was in dispute with his namesake of the royal line. Both are friends of the Emperor, and when his Royal Highness enquired as to the cause of the trouble Carl summed it up with the declaration, "They are only amateur bankers, while I am a professional."

That Prince Furstenberg should recently mortgage some of his lands and make public issue of \$5,500,000 4½ per cent. bonds thereunder upon the public bourses need occasion no surprise in America. It will not in Germany, where practically every farm is mortgaged, and the Princes' Trust has been under discussion and inspection for many months.

Such are the tax laws and such is the high credit fostered by the Government in favor of land owners that a farmer is considered foolish who does not cover his property with a mortgage even if he has to re-invest the money. For capital in industry or enterprise, or even loaned out, in Germany receives a higher interest rate than that borne by farm mortgages.

Four and one-half per cent. is a maximum rate on a farm mortgage. Four per cent. was formerly more common, but with the bank rate at 6 per cent., farm mortgages at 4 per cent. are now at a slight discount.

In studying German financial and political methods one must remember that the empire is an aggregation of states, or smaller kingdoms, and that these states have their customs, their politics and in some small degrees their currency. A Hamburg merchant pays his household bills through his Girowerke, or working account with the Reichsbank, by numbered orders to transfer from his account to his neighbor's account. This is all done within the domain of the Reichsbank, and there is no 10 pfennig stamp. In Berlin a stamped check is used. After Jan. 1,

1914, the check stamp tax is done away with in Germany. Yet so strong is custom that the system of payments by Giro will probably continue where it is in vogue.

This system of transfers within the bank is capable of tremendous expansion. The Reichsbank becomes a clearing house within the borders of itself and its 500 branches by mere transfer of credits and without the passing of a mark. The Reichsbank has tremendous potentialities for making money, but it is largely worked as a free collection agency for the commercial and financial empire. Its function in this respect is far more important to the empire than its deposit and discount business.

Nearly 60 per cent. of the business of the German Reichsbank is for bankers and banking operations.

The longer banking hours in Germany are noticeable to American travelers, but what bothers the American traveler is to find the bank closed one or two hours at noon. The Germans work from 8:30 until 6 and 7 p. m. because they take two or three hours off in the early afternoon.

President Wilson is following in the wake of the European capitals in endeavoring to build a financial system that will make a bill discount market in the United States. England for years has been the discount center of the world, because she had the one great bill market—the one great market where commercial bills with bankers' indorsement carried the lowest interest rate. Both Germany and France are now bidding for England's bill market, and probably one-third as many bills are now held in the open discount markets on the Continent as are held in London. The Disconto-Gesellschaft is often in the London market as a buyer of bills. In the past two years Austria has also entered the bill market.

A large American manufacturer abroad this summer said: "I am not afraid of the new tariff or competition from England or Germany. If for a time they get an apparent temporary advantage the prosperity they enjoy will continue to advance their wage payments per worker. America has simply led the way in higher wages. Europe has followed; and wages in Europe must continue to advance. This makes any sustained competition under reduced tariff impossible. Every time America opens the door a little to European trade, up jumps the European expense. In this respect the percentage in wage increases will in comparison be against Europe."

To-day the whole world is looking toward America and the American markets for keynotes in trade and finance. It is recognized in every financial center in Europe that Wall Street is the most sensitive financial market in the world, and it is watched internationally more closely than any other. It is recognized that the 100,000,000 of Americans adapt themselves to changed conditions and reflect the same in the markets quicker than any other people. America reflects the blood and the brain of all nations. Her markets do not deal for the fortnight-

ly account, but by the day and the hour. America has both the lightest touch and the heaviest tread. When she had a financial convulsion as in 1907 it became an earthquake in other financial centers. Individually Americans are not objects of national affection in Europe; collectively they are venerated; they are awe inspiring. It is recognized everywhere in the world that no banner floats above the Stars and Stripes. A change in the American banking and monetary system is of tremendous import for Europe—as much as a tariff revision.

Until into June, 1913, the financial and business outlook in the United States was not all that could be desired. Did Wall Street alone reflect it? Every transatlantic steamship company knew it by its bookings and every valley and mountain in Switzerland knew it from the innkeepers, and every mineral spring in Germany knew it from the hotel keepers. The recorded change in prices in Wall Street in June reflected easier money in America, and immediately steamship business and all European business took on an improved tone. America was again going forward.

Very few Americans realize the important position they collectively hold in the civilized world, and still fewer Americans realize the tremendous importance in the world to-day of the earnest, honest, fearless captain in the White House who has undertaken in the first year of his administration the three great problems of the world—commercial tariffs, banking finance and corporation control—undertaken them because commerce, finance and the corporations all need and demand it. Never was there a more important epoch in American history than is opened by 1913 with America so apparently peaceful, and the rest of the world so apparently disturbed.

Every fact and factor that can be brought to bear upon the settlement of America's problems should have full light.

C. W. Barron.

Editor Boston News Bureau.

Chirpings From the Crickets.

Battle Creek, Sept. 29—At the next regular meeting of No. 253 the third Saturday night in October, we will have a session that we hope will bring out a large crowd of the boys and their families. Norm Riste is chair-

man of the entertainment committee and he has some of the live ones of the Council to assist him with his plans for our pleasure. We have orators, singers, poets and card sharks in our midst and we sure ought to be able to hold our company until the owl cars.

Chas. W. Moore is home from a short business trip into Indiana.

There are two classes of people in this broad United States—people who have a Ford and people who can't afford.

A ten cent show house in this city has installed a \$5,000 pipe organ. Just one of many news items I might write to let you realize we are living in a progressive little hamlet and that we know it and are willing to let you know it.

What has become of F. C. Richter, Follis, Lee, Hopkins and H. K. Thaw? Millions know why the last named is detained, but what of our brothers? Are new hardware quotations coming so fast you can't get away from your price lists? Or are you fellows helping clean house between trips? Would like to see your letters listed again.

Kalamazoo Council's ball team beat No. 131 outfit, according to Bro. Rockwell.

Grand Rapids "knows how," but in Kalamazoo "they do."

Our Council has four men who are looking for road positions. They are all eligible for a good position and all have a No. 1 references. Any brother reading this item and knowing of positions open would confer a favor on No. 253 by writing our Secretary, Geo. C. Steele, 94 North avenue, who would turn over the letter to the proper parties. We thank you.

I want at this time to write about the future work No. 253 should be thinking about. The United Commercial Travelers of America is the only fraternal body made up of and governed by commercial travelers. Our local Council is of course, made up of commercial travelers and one fine bunch of men. To make any order a success, you must continue to create enthusiasm among the members and they, spurred on by the spirit, will keep new members coming into the organization and the new blood catches the spirit of progress and helps the cause along the same lines. Thus an organizations develops. U. C.

T. loyalty has always been noticeable and U. C. T. members have never been found wanting when put to the test. The members of this National organization help each other more than the outsider ever knows and each act is done on the impulse, without a mental debate with self. Of course, we get timber, the same as any organization, that is of no credit to us and after a fair trial, if found to be of a type that does not appreciate the helping hand of fellowship and united strength, we—to protect those who are true—are forced to let them go their way. Now, to return to the original thought. While the boys on the road see this loyalty worked out and are proud to be able to wear the button, how about the

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

Crabb & Hunter Floral Co.

114 E. FULTON ST.

Citizens 5570 Opposite Park Bell M 570

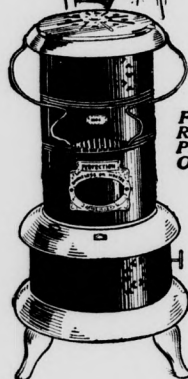


Keep Warm This Winter!

There are times when stove and furnace fires won't keep the house comfortable—times, in early fall and late winter, when it is "crisp" enough for a little warmth but not cold enough for a big fire.

At such times and in cases of sickness you need a

PERFECTION SMOKELESS OIL HEATER



For Best Results Use Perfection Oil

Ten hours' warmth from a single gallon of oil. Can be carried wherever needed. No smoke or smell. Reliable. Ornamental. Inexpensive. Lasts for years. Send for our free descriptive booklet.

It affords the cheapest and handiest way of getting heat where you want it and when you want it.

Lights instantly, burns evenly, can be turned up or down at will. Used with a wick and carrier making it easy to re-wick.

King of Oil Heaters because the most practical, the least expensive—in short the Best. See the different models at your dealer's.

STANDARD OIL COMPANY

(AN INDIANA CORPORATION)

Chicago, Ill.

(150)

Tell Your Buyer THE Will P. Canaan Company OF GRAND RAPIDS, MICH., IS The New Stationery House

wife and children at home? They are protected in case of accidental death or minor injuries to the husband and father, while he is traveling around, but why not let them enjoy the pleasure of meeting his brothers and sisters and their families and still get in on that U. C. T. spirit without father having to be paid up or cash in. That's the great big thought. We want all to get together. Look at other fraternal organizations. Take an average man who belongs to Masonic bodies, K. P's and Elks. He will tell you if he had to give up all but one, he would remain an Elk. Why? Because he is always entertained by his Elk lodge, while at the other ones, it often is routine business and nothing special doing. The same thing is true with us, so let's get busy. Let us frame up a programme for our fall and winter sessions and get the fellows out. You fellows, almost to a man, make a success of your business. Use the same ambition and make a success of your council and its entertainments. Now, Norm, you and your committee get busy and get the fellows and their families out, especially the ones we don't see often. On account of several well-established dance series in the city during the winter months, possibly a U. C. T. dance series run through the season would not be advisable, but we sure could put on several big dances and certainly plenty of little spreads, musicals and a smoker now and then. Let us all get busy and make the coming season the best ever. We are not especially flush with money, but one good diamond ring contest would give us some working capital. Think how long our people talked about our banquet and our picnic. It's what they want. Give them what they want. What do we have up in the Arcade to bring prospective members to? Nothing. We don't even get our own fellows out. Wouldn't you ask a prospective candidate and wife to a dandy nice spread, concert and card party? You bet you would. All right, we'll give you the chance. Battle Creek merchants and people generally are just becoming wise to the fact that there is such an order as the U. C. T. Do you want them to forget us? No, and they can't if you will do your share. Look over your roster. How many of those fellows whose names appear do you see in your Council chamber regularly?

Not Many?

Why?

Nothing doing!

Correct.

Get busy now. If all you fellows would have this good old yellow covered weekly fall in your mail box every Thursday morning you would be more familiar with this style of writing because I copied it from Editor E. A. Stowe, James Goldstein, old Ches from Mears, Arthur Brisbane and Herbert Kaufman.

Never mind, I'm a man of few words and I have to use them often.

Do it for No. 253.

Bill will sell us paper napkins at cost. Wright will bring in sunflowers to help decorate. Johnny Mc will

furnish after dinner mints. Cigars easy. Every other man in the Council sells cigars. Herb will compose a song and Ed. will sing it. Elmer will play all comers "rum" and get away with it. John will come across with his famous "Red Cap" brands and Pfander—well, Pfander, he'll (not hell) tell you all about it, providing you have the time and patience.

Last week I finished up by writing "Read the Tradesman."

It was set up to read "Reed the Tradesman." Shouldn't have been Reed, should have been Stowe."

Stowe's the Tradesman.

I'll try it again now.

Read the Tradesman.

Guy Pfander.

Honks From Auto City Council.

Lansing, Sept. 29—Brother Stuart Harrison returned last Saturday from a successful three weeks' trip in the Northern part of the State.

As the hunting season draws near, several of our counselors are spending their spare time getting their

equipment ready to waste a lot of ammunition.

Don't forget the Council meeting next Saturday night. Some important business is to come before the Council and a large attendance is desired.

L. L. Coulton left Monday for a two weeks' trip north of Bay City. He took the precaution to supply himself with expense money for the entire trip this time, simply because the rum players are getting scarce up among the pine stumps.

Mrs. F. H. Hastings made a three day trip last week with her husband via the automobile route, calling on the coffee trade at Flint and various other small towns. She says she enjoyed it immensely and has positive knowledge that Fred behaved himself for three days at least.

John Raymond has returned from Detroit much improved in health. We are informed that his second operation, to which he submitted two weeks ago, was entirely successful and he is now certain to regain his health completely.

L. L. Coulton and family and C. A. Hervey and family visited at Bellevue last Saturday, making the trip with Mr. Hervey's automobile. Three punctures and a blowout were all the tire trouble they had to contend with.

The grocers and butchers of Rose City recently gave a very successful basket picnic, in which our genial Counselor, C. E. Chamberlain, of the Thorpe-Hawley Candy Co., participated in more ways than one. Aside from getting full—of good things to eat—he entered every athletic contest in which he was eligible. For a time there was every evidence that a greater portion of the prizes would be carried away by the Lansing drummer, when a few public spirited citizens, driven to desperation by the knowledge that they were losing their laurels, caused a hurried trip to be made into the country and a graduate from the University of Michigan was brought in. A boxing contest was then substituted for the next event and—we haven't the heart to say what happened. H. D. Bullen.

FOR SALE

Michigan Buggy Company Kalamazoo, Michigan

This Company manufactured the well known Automobile called the "Michigan," and has for many years been one of the largest manufacturers of all styles of vehicles. It was also a large manufacturer of Horse Blankets.

The Company is one of the oldest vehicle companies in the United States and its product for years has been widely advertised and sold in all sections of this country, besides exporting automobiles.

It has a large plant, well equipped, and there is on hand a very large supply of Automobile, Vehicle and Blanket Materials and Supplies, some of which is in process of manufacture, for which we have been ordered to solicit private bids, as a whole or in parcels, which bids are to be reported to the United States District Court at Grand Rapids, Michigan, on October 3rd, 1913, at 10 a. m.

We respectfully solicit an examination of the assets and the inventory by all who might wish to make an offer.

The property can be inspected and the inventory examined at the plant at Kalamazoo, Michigan.

For further particulars, call, write or telephone the office of the undersigned at Detroit, Michigan, or the office at the plant at Kalamazoo, Michigan.

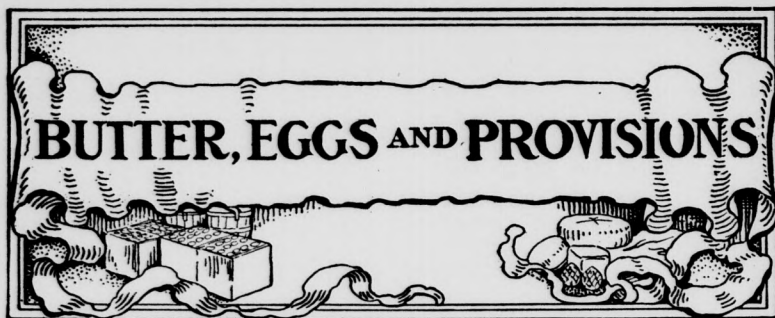
Detroit Trust Company

Trustee in Bankruptcy

Michigan Buggy Company

Penobscot Building

Detroit, 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.

Twelve Hundred Eggs Equal to One Man.

Research is said to prove that 1,200 eggs hold all the chemical elements contained in a man weighing 150 pounds. This does not mean that if you made an enormous omelet of these 1,200 eggs a man would be produced. It does signify that the elements of the eggs would be equal to the elements in a man. If a person were to eat nothing but eggs he would get just the chemicals needed for supporting life, but the system would not digest an exclusive diet. The person trying to live on eggs alone would soon sicken, and if the diet were not changed would die. If an average man, weighing 150 pounds, were reduced to a fluid he would yield 3,630 cubic feet of illuminating gas and hydrogen, or enough to fill a balloon that would carry 155 pounds. If the normal human body were taken just as it is and all of the elements extracted from it there would be found enough iron to make seven large nails; enough fat for fourteen pound candles; enough carbon to make the lead in sixty-five gross of pencils, and phosphorus enough to tip 820,000 matches. Besides all this would be found twenty teaspoonfuls of salt, fifty full-sized lumps of sugar and thirty-eight quarts of water. Thus it is evident that a human being is a great chemical factory, and the value of a man in actual materials is considerable. The hundred dozen eggs would yield precisely the same quantities of these chemical elements, and, even at the present high price of eggs, most of us would rather have the eggs used for the purpose than the man. Cooking an egg changes the character of many of its chemical constituents, but renders it more digestible and just as nutritious. While the white of an egg can readily be digested in a raw state, the yolk is much better cooked.

Denmark's Large Eggs.

The French chamber of commerce in London has recently made an examination of the egg market and ascertained that the largest eggs sold there come from Denmark. The Danish eggs are the most popular as well as the heaviest. The great majority of them weigh more than two and one-half ounces. The average American egg has been found to weigh two and two-sevenths ounces. The

lightest Danish eggs weigh as much as the heaviest French eggs. This investigation classified the eggs as to country only. Some years ago observations were taken as to breeds of hens. Records were made of the weight of eggs that several hens of well known breeds laid during a period of six months. It was found that the largest eggs were produced by Light Brahmas, the average weight being two and one-third ounces. Pullets' eggs did not exceed two ounces in weight.

Michigan's Loss On Eggs.

Dr. Eben Mumford, of Lansing, told the farmers of Washtenaw county that they lost annually \$50,000 on eggs alone. He explained that the poultry products of that county have twice the value of the potato and two-thirds the value of the dairy output. "In Washtenaw county alone, 10,000,000 dozens of eggs are marketed annually," said Dr. Mumford. "The waste exceeds 12 per cent, which means that Washtenaw county farmers alone suffer a loss through improper handling of the output amounting to \$50,000 a year." Dr. Mumford contended that no other farming industry had the possibilities for as rapid a growth as the egg industry. He said that the high price of meats was forcing eggs as a substitute, and that it was high time for the farmer to take advantage of this new channel of farming. He suggested that each co-operate with his neighbors to eliminate waste. "Profits in all farm products depend upon the system of marketing," he added. "Michigan fruit is a horrible example of improper marketing. With facilities for reaching the world's demands such as few states possess, portions of Michigan are to-day unable to obtain fruit. Consolidation means the reducing of marketing cost because we can sell in big lots. We are not violating a trust law in so doing."

Eggs by Parcel Post.

A test of the practical use of the parcel post in carrying foodstuffs from the farm to the city has been made by a farmer near Georgetown, Del. A hamper containing two dozen eggs was shipped by him to Josiah Marvel, President of the Wilmington Chamber of Commerce, by arrangement. The eggs were packed in a small straw paper hamper and arrived in Wilmington without a break. The postage was 8 cents or 4 cents on the dozen.

The only way some people will ever shine will be like a coat that has had too much wear.

Loveland & 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.

The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

M. Piowaty & Sons

Receivers and Shippers of all Kinds of

Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

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.

Red Crescent Sweet Potatoes

Have that rich yellow color and delicious flavor.

A. CASABIANCA & SON

The "House of Quality"

Grand Rapids, Mich.

Paragraphs Pertaining to the Hen.

Age and activity give added value to everything except eggs.

A three-pound hen in New England laid 257 eggs in a year, and the eggs weight one and eight-tenths ounces each. Talk about killing the goose that laid the golden egg!

Government inspectors are keeping a sharp watch on shipments of packing stock, especially in the larger centers, looking particularly after mold and excess moisture.

The severe snows of last winter killing a large percentage of rabbits and prairie chickens in Western Kansas, the coyotes have found themselves short of rations, and are helping themselves at such farmers' hen coops as come handy. All of which may have some little effect on the poultry crop of Kansas.

A little more education will help the public to understand what good storage eggs are, how good they are, and help, too, do away with the prejudice against refrigerator goods, which, under the new laws in various states, will have to be called what they are when offered for sale.

Concerted action by the various railroads composing the Grand Trunk Line Association to effectually block the payment of approximately \$200,000 in claims for alleged damages to egg consignments for New York receivers, has already been taken by the carriers. The roads have adopted the attitude of refusing to pay any egg damage claims until there is proved to be no doubt as to the validity of the same. All of which is mighty exasperating to the receivers.

In line with the educational work being done in connection with improving egg quality, the following, appearing in a local publication going to egg producers, is not half bad: "A lot of folks—and some of them have a pretty good reputation for respectability in their neighborhoods—fall down badly in the matter of honest and straightforward dealing when it comes to working off half incubated or added eggs on their grocer. And this type of dishonesty is the most contemptible because it is in a sense disguised and cannot be readily detected. These same folks seem to forget that there is a good deal of risk in palming off these shady eggs on their home dealers, for if a state pure food inspector should happen around shortly after they had been received, it would likely result in a stiff fine and a good deal of undesirable publicity and chagrin on top of that."

Growing Use of Oleomargarine.

That the consumption of oleomargarine in this country has been enjoying a real "boom" recently is a statement not open to argument. While not denying that we are eating vastly greater quantities of this product than ever before, different interests may assign conflicting reasons for the fact, says the American Food Journal. We believe, however, that the weightiest influences contributing to the increase of consumption of this product are the growing knowledge of the public as to what oleomar-

garine really is and the prevailing high price of butter.

No honest person believes that consumers should be persuaded to buy oleomargarine by deceptive methods calculated to convey the impression that the uninformed purchaser is buying butter; but sold for what it is with no effort to deceive, there is no valid reason why there should exist prejudice against this wholesome product.

The elimination of such prejudice is apparent in all parts of the country, and East and West show materially increased oleomargarine consumption. A New York report states that leading makers have conducted a vigorous campaign in Eastern territory, especially in districts contiguous to New York City, with the result that local sales there were running 25 per cent, above former records, and steadily increasing. It was asserted by large Western factories that more than four thousand wholesale and retail dealers in and around New York had secured selling licenses, and that this number was being increased by from three hundred to four hundred each month.

In the West figures are not wanting to prove the increasing use of oleomargarine, and whereas in October, 1912, the make in the Chicago district amounted to eight million six hundred pounds, in 1911 during the same month the output was but five million six hundred pounds.

There is no indication that butter will ever be actually replaced by any substitute product. The high prices demanded for butter do, however, create the necessity for a large number of people to look about for something to take its place on their tables.

As production of these two products now stands it would certainly seem to be amply demonstrated that there is sufficient room for both in the commercial world—in fact, not only room, but necessity. We believe there should be no need of apology for oleomargarine, manufactured and sold as such. It has a legitimate and important place and in the case of this product at least, the word "substitute" should carry no opprobrium.

Oleomargarine should be made of pure products, in sanitary factories, and sold under its true name. That is indisputable. But the question is: If the consumers of the one hundred and forty million pounds of oleomargarine made in the United States last year, for which Government stamps were purchased, had not bought this substitute, what could they have purchased to take its place?

He who sits constantly in the grandstand watching himself go by gazes upon a very poor spectacle, and never has to buy a reserved seat for fear of a crowd.

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

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

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

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**

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

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, Sept. 22.—In the matter of Frank C. Coleman, bankrupt, Detroit. The final distribution has been made to creditors and the estate ordered closed. The total claims filed and allowed aggregate \$3,087.96. The total assets realized were \$386.82, disbursed as follows: Dividends to unsecured creditors, \$475.45; exemptions set aside to bankrupt, \$250; deposit fees, \$30; compensation of referee and trustee, \$62.76; attorney fees \$50; and miscellaneous expense, \$118.61.

In the matter of Cook Manufacturing Co., bankrupt, Albion. In this case, the final distribution has been made and the estate ordered closed. The total claims filed and allowed are as follows: Secured claims, \$979.20; unsecured claims, \$192,023.74. The total assets realized were \$17,231.42, which has been disbursed as follows: Dividends to unsecured creditors, \$12,773.35; to secured creditors, \$979.20; commissions on amounts paid to lien holders, \$51.45; deposit fees, \$30; compensation of referee and trustee, \$712.59; attorney fees and expense, \$927.60; miscellaneous expense, \$1,757.23.

Sept. 23.—In the matter of DuBrie Motor Co., bankrupt, Detroit. The final meeting of creditors in this case called for to-day was duly adjourned to Sept. 30, after an examination of E. H. Rogers, attorney for trustee.

In the matter of O. D. Hazelton, bankrupt, Romeo. Final meeting of creditors held by Referee Joslyn. The final account of the trustee shows total receipts of \$2,210.77 and disbursements of first dividend, \$659.23; trustee's fees and expenses, \$150; attorney fees, \$225; various other expenses, leaving balance on hand of \$588.31. The trustee's account will be allowed upon the trustee filing a statement of his expenses and a statement of attorney fees. The balance on hand, after payment of administration expenses, will be paid as a supplemental first and as a second and final dividend and, on such payments being made, the trustee and surety on his bond will be released and discharged and the estate closed.

In the matter of A. P. Weideman Company, bankrupt, Detroit. The final account of the trustee shows total receipts of \$1,252.83, with total disbursements of \$787.17, of which \$124.52 was for first dividend and \$170.20 for labor claims entitled to priority. The attorney for trustee has filed a petition asking for an allowance of \$50 and that amount was allowed. The receiver and trustee will be allowed the maximum statutory fee. Anderson & Wilcox are allowed an additional \$25 for services as attorneys for petitioning creditors and receiver. William M. Mertz is allowed \$50, in addition to the \$50 which has already been paid. After payment of the above amounts and administration expenses, the balance will be paid as a second and final dividend and, on such payments being made, the trustee and surety on his bond will be released and discharged and the estate closed.

In the matter of National Home and Hotel Supply Co., bankrupt, Detroit. First meeting of creditors held at the office of Referee Joslyn. Verbal report of sale made by E. G. Wasey, receiver. So far as the stock and fixtures are concerned, the sale as reported by receiver is approved. Sale of trunks and suit cases to Beals & Selkirk for \$725 was approved. The funds to be held until the question of the right to the property is determined and if it is determined that the property belongs to Beals & Selkirk, then the amount bid, \$725, is to be returned to them. As to the other sales reported by the receiver of property claimed by various parties, the sales were each approved, subject to the consent of the several claimants. If claimants consent to the several sales, then the money will be paid to the trustee and repaid to the respective claimants if it shall be determined that they are entitled to the property claimed by them. If any of the claimants do not consent that the sale be confirmed, any one of the claimants may take the property at the price bid, to which will be added \$25 to cover costs. If it shall be determined that the property belonged to the claimants, or any one of them, then the price bid, together with the \$25 deposited by them, will be returned to them and they will retain the goods. If the claimants or any one of them do not take the property in accordance with this order, within ten days from the date hereof, then the trustee will be authorized and directed to store the property and hold it until the question of ownership shall have been determined. E. G. Wasey, Detroit, nominated for trustee and unanimously elected. Bond fixed at \$4,000. Hearing on petition of M. Kayser Art Co. for reclamation had.

In the matter of Cutting Motor Car Co., bankrupt, Jackson. Order of indication entered by Referee Joslyn in the absence of the district judge. The first meeting of creditors in this case has been called by the referee to be held in Jackson, October 6, at which time the creditors may attend, prove their claims, examine the bankrupt, elect a trustee, fix the time and place of the sale of the bankrupt's assets and trans-

act such other business as may properly come before this meeting. The Security Trust Company, Detroit, receiver, has been authorized to solicit and receive sealed bids up to and at the time of the said meeting of not less than \$30,000, which bids are to be accompanied by certified checks of not less than \$5,000, for all of the property of the bankrupt, excepting certain of same reserved from the sale, which on Sept. 22 consisted of approximately the following: Manufacturing stock, \$57,281; service department stock, \$23,681.11; merchandise (located outside factory, title in question), \$7,754.67; cars on hand, \$1,654; office furniture, \$2,235.45; machinery and equipment, \$14,387.29; jigs, \$399.57; patterns, \$635.46; real estate, buildings and fixtures, \$65,000, (subject to incumbrances of \$28,990.85 and interest); accounts receivable (according to a certain list); and right to use trade name of "Cutting". All subject to any changes which may be made by reason of the conduct of the business up to the time of meeting. Sealed bids to be accompanied with certified checks of not less than 25 per cent. of the amount bid will also be received for any one or more parcels. All of said bids to be subject to confirmation by the court at the said meeting. The bankrupt schedules approximately 500 creditors in the sum of \$444,355.59.

In the matter of Zell L. Goldsmith, bankrupt, Detroit. Final meeting of creditors called to be held at office of Referee Joslyn, Oct. 7, to pass upon trustee's final report and account and attorney fees of \$350 for services to trustee.

St. Joseph Referee.

St. Joseph, Sept. 17.—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, an order was entered by the referee calling a first meeting of creditors on Sept. 29, at Kalamazoo, for the examination of the bankrupt, the election of a trustee and for such other matters as may come before the meeting. The bankrupt filed his schedules showing the following liabilities and assets

Preferred Creditors.	
City of Kalamazoo, taxes	\$ 88.83
C. L. Herrick, labor, Kalamazoo	10.00
C. M. Wheaton, labor, Kalamazoo	4.50
Nellie Bushouse, Kalamazoo	2.40
	\$105.73

Unsecured Creditors.

Towle Mfg. Co., Newburyport, Mass.	\$ 54.00
L. Seligman & Co., Chicago, Ill.	21.85
St. Regis Mfg. Co., N. Y.	41.41
Adams, Cushing & Foster, Boston, Mass.	47.70
New Haven Clock Co., New Haven, Conn.	24.30
Alvin Mfg. Co., Sag Harbor, N. Y.	207.10
Ansomnia Clock Co., New York	82.69
William Bens Co., Providence, R. I.	247.58
Libby Cut Glass Co., Toledo, O.	135.15
Fessenden & Co., Providence, R. I.	162.20
Chas. Winship, Chicago, Ill.	15.09
Chapin & Hollister Co., Providence, R. I.	7.39
Klein Lapidary Co., Chicago, Ill.	9.35
H. Herman & Goldsmith, Chicago, Ill.	83.75
Swartchild & Co., Chicago, Ill.	125.86
Wm. I. Rosenfeld, New York	512.63
J. R. Wood & Sons, New York	213.22
H. P. Sinclair & Co., Corning, N. Y.	54.10
Reed & Barton, Taunton, Mass.	68.11
Fairpoint Corporation, New Bedford, Mass.	165.20
Gorham Company, New York	113.66
Omega Watch Co., New York	47.25
Whiting Mfg. Co., Bridgeport, Conn.	37.90
Wm. E. Durgin, Concord, N. H.	36.51
Rogers, Lunt & Bowlen, Greenfield, Mass.	66.87
Jonas Koch, New York	713.39
Watson Company, Attleboro, Mass.	685.00
E. G. Webster & Sons, Brooklyn, New York	171.79
Aurora Silver Plate Co., Aurora, Ill.	70.50
Non-Retailing Co., Lancaster, Pa.	157.88
Rockford Silver Plate Co., Rockford, Ill.	117.88
Martin Weidman, Newark, N. J.	75.90
Mount & Woodhull, New York	1,968.55
Jacob Segal & Co., New York	800.00
William Seckels, New York	1,655.97

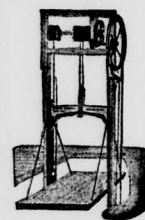
OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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



ELEVATORS



Hand and Power
For All Purposes

Also Dumbwaiters
Sidewalk Hoists

State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.

Sidney Elevator Mfg. Co. :: Sidney, Ohio.

Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.



IT'S PURE!

Tell the Trade

Mapleine

Is listed in
Westfield's Book of
Pure Foods

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

Crescent Mfg. Co., Seattle, Wash.

MACAULEY SAID

Those inventions which have abridged distance
have done the most for civilization.

USE THE BELL

And patronize the service that has done most to
abridge distance.

AT ONCE

Your personality is miles away.

Every Bell Telephone is
a long distance station.

THE BEST FALL AND
WINTER HOSE ARE
CLAREHOSE.

When you sell your customer a
pair of Clarehose, you sell him
comfort and satisfaction.

Many years of experience en-
ables us to make hosiery having
the utmost value at the least pos-
sible selling price.

Our goods are RIGHT and our
customers know this.

For CHRISTMAS trade—

mercerized lisle and silk

Clarehose are put in attrac-

tive Christmas boxes—4

pairs in a box. Let us have

your order several weeks

in advance to insure your

having them on time.

For our CUSTOMERS—we are getting out an attractive
counter display sign of Clarehose size 12 x 14 in. These
signs are Hand Painted and very attractive and will be glad-
ly furnished our customers only on request.



Clarehose
The
Kind You Have
Been Looking For

CLARE KNITTING MILLS
SAGINAW, MICH.

International Silver Co., Meridan, Conn.	835.00
Arnstein Bros., New York	5,587.70
Reichman Bros., New York	4,500.00
H. C. Kionka & Co., Chicago, Ill.	2,281.60
R. Wallace & Sons Mfg. Co., Chicago, Ill.	485.00
Edward Todd & Co., New York	79.00
D. Gruen & Sons, Cincinnati, O.	61.50
Gray Howes & Co., Newark, N. J.	177.85
Ketcham & McDougal, New York	.30
Alsteel Mfg. Co., Battle Creek, Mich.	25.00
Model Calendar Co., South Bend, Ind.	112.50
L. H. Schaffer & Co., Chicago, Ill.	235.00
Paul Mfg. Co., Boston, Mass.	9.00
Adolphe Schwab, New York	52.75
M. E. Bryant, New York	245.50
Heintz Bros., Buffalo, New York	280.00
Heintz Art Metal Shop, New York	21.64
Ingomar Goldsmith & Co., New York	5,000.00
H. F. Hahn & Co., Chicago, Ill.	6,800.00
Despies Bridges & Noel, Chicago, Ill.	3,400.00
Stein & Elbogen, Chicago, Ill.	4,000.00
Ginsburg & Gluck, New York	485.00
Shafer & Douglas, Newark, N. J.	145.00
Unger Bros., Newark, N. J.	485.00
E. Schwarz & Co., Chicago, Ill.	20.00
L. Stern & Co., New York	415.00
Scribner & Loeber, Cleveland, O.	1,200.00
Watch Specialties Co., Cincinnati, Ohio	85.00
Joseph Noterman Co., Cincinnati, Ohio	350.00
Wm. Gilbert Clock Co., Chicago, Ill.	24.75
S. K. Jonas, New York	700.00
Mrs. Catharine Snow, Richland, Mich.	1,000.00
Mrs. F. W. Hinrichs, Kalamazoo, Mich.	1,190.00
First National Bank, Kalamazoo, Mich.	7,150.00
Kalamazoo National Bank, Kalamazoo, Mich.	4,575.00
Home Savings Bank, Kalamazoo, Mich.	7,175.00
A. C. Wortley, Kalamazoo, Mich.	250.00
Kalamazoo Gazette, Kalamazoo, Mich.	87.00
Kalamazoo Telegraph-Press, Kalamazoo, Mich.	94.00
Kalamazoo City Savings Bank, Kalamazoo, Mich.	416.94
Farmers National Bank, Richland, Mich.	1,100.00
Assets.	\$70,241.86

Real estate	\$ 1,075.00
Stock in trade, estimated value	40,000.00
Accounts receivable	3,648.69
Stock and bonds	70.00
Cash on hand	351.00
Value of leases	1,811.00

\$46,955.69

Sept. 23—In the matter of James Ingersoll Day, bankrupt, of Decatur, an adjourned meeting of creditors was held at the referee's office. Testimony was taken relative to the chattel mortgage of \$1,500 given by the bankrupt to Morris Wallbrun within the four months' period. The petitions of the trustee to declare null and void the chattel mortgage of Matthew P. Cady, the liens of A. B. Farquhar Co., Pfaunder Co. and the Klotz Machine Co., were heard and the referee's decision reserved.

Sept. 24—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the first meeting of creditors was held at Grand Rapids and presided over by Judge Sessions. The Detroit Trust Company, receiver, made a report showing cash on hand of about \$175,000 and property of the estimated value of about \$900,000. The liabilities of the bankrupt is estimated at about \$3,000,000. For the purpose of the first meeting the claims filed were allowed and the creditors present and represented by unanimous vote elected the receiver as trustee, fixing the bond in the sum of \$50,000. The examination of the officers of the bankrupt was continued to Sept. 30, at Kalamazoo before Referee Banyon. Edward F. Gerber made an offer of \$350,000 for all the bankrupt's assets, including accounts receivable and all claims of every kind and nature. This offer was rejected by the creditors present and represented, whereupon Mr. Gerber offered the sum of \$365,000 for all the real and personal property of the bankrupt, good will, etc., except the accounts receivable of the estimated value of some \$400,000 and any personal claims against the officers or the stockholders of the bankrupt. This bid was not accepted and Mr. Gerber withdrew the same. The meeting was then adjourned to Oct. 3, at the Federal Court room at Grand Rapids at 10 o'clock a. m., at which time it is expected the property of the bankrupt will be sold.

Sept. 27—In the matter of Charles W. Vanderbilt, bankrupt, of Kalamazoo, the trustee having filed his final supplemental report and vouchers, an order was made by the referee closing the estate and recommending the bankrupt's discharge.

In the matter of William H. Evans, bankrupt, of St. Joseph, an adjourned first meeting of creditors was held for the purpose of hearing the petition of certain creditors to the allowance of the bankrupt's exemptions. The bankrupt was represented by counsel, who requested that the hearing be adjourned for 60 days. Request was granted by the referee. If the bankrupt is allowed exemptions of \$250 cash there will be no funds with which to declare a dividend.

Willing to Contribute.

In a part of the city where the conductors on the street cars still come around to collect fares, George Cohan recently jumped on a car. The conductor collected fares and went to the rear of the car. Mr. Cohan, wishing to be near the exit, left his seat and took another nearer the door. The conductor, meantime, on the lookout for passengers, saw, as he thought, a new man taking a seat and went to collect his fare.

Mr. Cohan put his hand in his pocket and offered the conductor a coin. "This is only one cent," said the conductor, handing it back.

"Yes," said George slowly, "I know that. I paid my fare when I was in the other seat. This time I supposed you were taking up a collection."

Don't try to make a success of your store by the one method of cutting prices. There are a whole lot of people who want quality and give cost a secondary place.

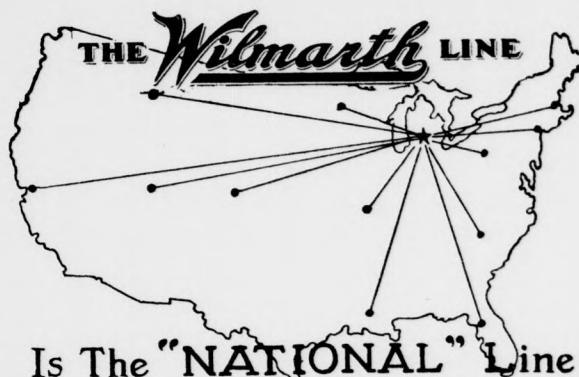
Match Price List

NON-POISONOUS

Strike Anywhere Safety Matches

	Price for 5 cases and over per case	Price for less than 5 cases per case
SAFE HOME		
No. 5 size—5 boxes to package, 20 packages, (100 boxes) to case	\$3.35	\$3.50
BIRD'S-EYE		
No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.35	3.50
BLACK DIAMOND		
No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.00	3.15
MARGUERITE		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.25	4.50
SEARCH LIGHT		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.25	4.50
BLUE BIRD		
No. 5 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	4.00	4.25
CRESCENT		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.75	4.00
SWIFT & COURTNEY		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.75	4.00
BLACK SWAN		
No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.60	3.75
BEST AND CHEAPEST		
No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
RED DIAMOND		
No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
ANCHOR		
No. 2 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	1.40	1.50
GLOBE		
No. 1 size—packed 12 boxes in package, 36 packages (432 boxes) in case	2.70	2.85
STRIKE ON BOX MATCHES		
RED TOP		
B Size—12 boxes to package, 60 packages (720 boxes) to case	\$2.50	\$2.75
ALUMINUM		
No. AL Size box—12 boxes in packages, 60 packages (720 boxes) in case. Per case	1.90	2.00

Made In Grand Rapids



Is The "NATIONAL" Line

THE Wilmarth Line is "national" in a number of ways—such as sales, service and ideas. In every part of the country we have representatives, and in most sections we have showrooms as well. This allows us to give each customer personal service in selecting the proper display cases for his particular store, and to see that they are properly installed. Each store receives personal study from every point of view.

Then our national organization brings together the best ideas that are developed in all parts of the country. When you buy Wilmarth display cases, or other equipment, you are not only sure of the best materials and workmanship, but you get the benefit of this national organization as well. It is useless to be satisfied with less.

WILMARTH SHOW CASE CO.

1542 Jefferson Ave. GRAND RAPIDS, MICHIGAN

Chicago—233 W. Jackson Blvd.
St. Louis—1118 Washington Ave.
Tampa—215 Tampa Street
San Francisco—515 Market St.

New York—732 Broadway
Boston—21 Columbia St.
Pittsburg—House Bldg.

Minneapolis—Kasota Bldg.
Helena—Horsky Bldg.
Des Moines—I. L. & T. Bldg.
Salt Lake City—257 S. Main St.

Made In Grand Rapids



We Sell It for You

It is our aim to sell

Shredded Wheat Biscuit

before it goes on your shelves. There are many talking points about our product, but we do all the talking for you. It is the only cereal breakfast food made in biscuit form, and the only one that is packed in substantial wooden cases. Shredded Wheat is always ready-cooked, ready-to-serve. It is not only delicious as a breakfast food with milk or cream, but wholesome and nourishing with all kinds of fruits, stewed or preserved. Are you getting your share of the business we are creating for you?



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

MADE ONLY BY

The Shredded Wheat Company
NIAGARA FALLS, N. Y.



Status of the Leading Dry Goods Staples.

Orders for prints since the reduction have been of moderate proportions. Agents were not looking for a large business as a rule and whatever prospects there were of such a business were dispelled when some few printers began giving late dating as an inducement for the placing of blanket orders. Leading printers would not accept this policy and it remains to be seen whether they will be forced to do so in addition to naming a base price of 5 cents when other cloths are relatively higher.

Bleached cottons still hold very steady. Wide sheetings are strong. Duck is steady and some large orders are pending. Staple ginghams are well sold for the next two months. Denims made by Southern mills are well under order into December. Tickings are steady with a tendency toward greater strength. There has been more business offering in fine and fancy cottons and some of the plain staples in gray fine combed yarn goods are distinctly higher.

In the dress goods division of the trade the immediate demand for highly colored coatings is abnormally large. Few houses have stocks and mills are being asked to furnish everything possible within the next thirty days. The trend to broadcloths is growing stronger while the demand for crepes and eponge is strong. There is a notable increase among jobbers for the semi-fancies rather than the plain staples in dress goods and in spots the demand is excellent. Leading corporations making staples are still doubtful about naming prices for spring and the agents who have opened their lines are getting only sample orders. The feature in this respect is that the call for varieties of sample is very broad.

The demand for silk merchandise is very good. Messalines are so scarce for prompt delivery that agents are able to command a price of 10 per cent. in advance of opening figures for anything they have for quick shipment. For spring, there is a marked trend to tussahs in fancy goods as well as in plain weaves. The ribbon trade is very active and imported lines are selling more freely than for several years. Raw silk was slightly easier for the day but it is still on a very high plane.

From several sources it was learned that the jobbing trade is loosening up and making provision for requirements ahead of those already known. Some of the mails from the West were particularly gratifying in that they

indicated a removal of the unusual restrictions that have been placed on buyers ever since the early summer. The situation seems to be that the need for goods is becoming so positive and the money markets are showing such a favorable change that merchants are feeling encouraged to move ahead for the last quarter of the year with a greater degree of confidence than they have been manifesting for some weeks past.

Dress Goods.

With very few exceptions manufacturers of domestic dress goods are declining to name prices for the next spring season. None seem to know when the openings by the large corporations are to take place. One or two selling agents declare they will not make a move for next season until the tariff bill is signed, no matter how late that may be, because in their judgment, it would be ill-advised to make quotations prior to the passage of the tariff bill that may have to be changed later on.

On the other hand, some mill agents state that present conditions can not long be prolonged indefinitely for the mills are fast completing their fall orders and require additional work. Orders for stock goods have been sent along to producing centers for some time, but there is a limit to the amount of goods that can be made in anticipation of the requirements of the trade.

Secondary distributors and cutters who are the largest buyers of corporation goods are beginning to show a goodly amount of interest in dress goods for next spring, and the enquiries that are being made may cause the plans that have been made regarding the openings for next season to be amended. The jobbers can not wait until December or later for their samples. The old style jobber expects to have his samples for the spring earlier than this, and it is possible that pressure will be brought to bear on mill agents to name prices in the near future.

If selling agents know what the leaves of values are going to be for spring in domestic goods they are not making the facts known. Prices will be figured on a fall wool basis, and it is believed that there will be no occasion to revise prices lower once they have been named. Guarantees will no doubt be demanded, but the prevalent opinion on the primary market is that they will not be necessary.

The first of the corporations to name prices for next season is preserving a satisfactory business on fancy suiting from the cutting up



THE SIGN OF UNDERWEAR QUALITY

The Bodygard shield stands for quality. It assures underwear profits to the Retailer, because it insures satisfaction to the consumer.

We have it for the entire family, the two piece garments and Union Suits.

PAUL STEKETEE & SONS

Wholesale Dry Goods
GRAND RAPIDS, MICHIGAN

The H. B. M. and M. Kit



HERE is a good item for the Notion Department. This "Kit" contains 1 enameled stocking and glove darning, 4 cards of Dorcas mending worsted assorted colors, 4 cards of Dorcas mending cotton assorted colors, 4 spools H. B. Lustrous mending cotton assorted colors, and 4 spools H. B. Red Embroidery cotton. Price 35 cents per box.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale
Grand Rapids, Michigan

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.

trade. The cutters are placing orders for sample pieces only. Some of the larger concerns are taking two or three pieces of a style, while the smaller manufacturers are buying single pieces. Mill agents consider this kind of buying the safest that could be followed. A wide distribution is being sought with a view to procuring substantial duplicates later in the season. Quantity orders would be regarded with suspicion.

Salesmen handling lines of foreign worsted dress goods have started on their spring, 1914, season campaign among the retailers. Spring prices are based on the rates of duty proposed by Congress. As the tariff reductions on woolen and worsted dress goods are sharp, the prices imported have named are very attractive compared with the quotations of last season, although the franc, mark and sterling prices are either the same or higher.

A good part of the initial business on foreign goods has been placed by the jobbing trade. It is interesting to note that these distributors, according to the agents of leading foreign lines, have shown more interest in goods of a semi-staple character than in novelties or in staples. Cloths that possess good draping qualities have been given the preference, and all indications point to a steady application on soft, clinging materials for the next spring season.

From the way crepes were purchased by the jobbing trade it was plain that these goods were highly regarded for spring, 1914. Among the other fabrics that sold freely and on which good duplicate orders are looked for were weaves that have not been in demand for years. For some reason the jobbers have not purchased foreign serges, although the prices quoted to some large operators are reported to be low. Foreign mill agents are opposed to quoting serge prices openly until after domestic factors name their quotations.

As the retailers can wait until after the turn of the year for their spring goods, importers look forward to doing the best business in years. Competition among importers promises to be keen, for reports are being circulated already that certain houses are after business which they intend to procure if low prices are an incentive to purchasers.

Retailers are re-ordering foreign dress goods for immediate delivery. Importers who have fall goods of the sort wanted are doing a satisfactory business.

Silks.

Tussahs in fancy weaves and the most stylish colors are now definitely being put forward in the silk trade as the most important novelty for the next spring season. There have been intimations for several months of tussahs manipulated in new ways, being conspicuous for next season. The opening of its spring line, however, in the past few days by a leading novelty house has for the first time confirmed these predictions.

The tussahs being shown for next spring are in the distinctive cascadee faconne weave said to have been

made famous by Bianchini; also regular brocades, printed crepe tussahs and plain tussahs. All of these weaves are soft and light to fit in with the fashion demand for silks that drape and cling. Reports from Paris continue to make larger mention of the new tussahs, it has been noted lately, and the most distinctive novelty in cascadee faconne in oyster colored tussah.

Though early in the season, a larger business is said to have been booked already by the house showing these fancy tussahs, some of the orders being of exceptional size.

That new print in different weaves such as crepes, etc., will have a large part in the spring 1914 silk business is also becoming more evident daily. Imported and domestic lines are in a large way made up of small figured prints in the Japanese order.

Ribbons.

Large jobbers are placing business in ribbons in a very liberal way for delivery up to December. A number of good sized orders, such as 2,500 boxes, have been placed lately by large houses in the West, chiefly in plain ribbons for next spring. Others are wiring in orders and sending confirmations and details by letter, fearing that prices may go up unexpectedly.

Prices, in fact, are now advanced at least $\frac{1}{8}$ cent a ligne on the cheaper numbers, such as messalines, moires, etc. This appears to apply throughout the whole market. Some advances, it is said, even amount to more than this. One large selling house stated recently that by another week it would probably withdraw its lines having sold up for the season.

Orders in velvet ribbons also have been heavy for next season, both in foreign and domestic goods. The retail demand for the present season is being maintained, with the black moires and plaids still the most wanted ribbons.

Lace.

Importers and jobbers are having a good business with retailers in the laces that are in fashion for fall. The bills taken are reported to be numerous and also of good size. The demand is along the line of goods previously mentioned, such as shadows and nets. Some houses also speak well of Barman pure linen Cluny laces. Besides the call for shadows in flouncings, they are also wanted for neckwear, such as in ruffles and frills.

Little Boy.

You've a wondrous winning smile,
Little Boy!
And some tricks that oft beguile
Us to joy.
You've an eye so clear and true
And a laugh that's ever new
And we wish that we were you,
Little Boy.

You have strange and sudden ways,
Little Boy,
And your pranks sometimes amaze
And annoy.
You can make a house appear
Like a place upset and queer
When a cyclone has drawn near,
Little Boy.

When your eyelids close at night,
Little Boy,
With your arms still folded tight
'Round some toy,
You're an angel for whose sake
Any sacrifice we'd make
Though you're none when you're awake,
Little Boy.

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

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



Largely Increased Demand for Shoe Ornaments.

The wonderful progress made in the sale of shoe ornaments within the past few seasons seems more like fiction than fact. This end of the shoe business has given the retail trade, proportionately speaking, greater profits than those derived from the sale of novelty or conservative footwear. When selling shoes the retailer makes anywhere from 35 per cent. to, (in remote cases), 100 per cent. profit. But in the sale of shoe ornaments his profits are from 80 to 300 per cent., and in some cases even more.

Before fancy shoe ornaments were taken up in real earnest, retail dealers would have considered it a huge joke if told what an important item shoe ornaments would become. And if the great profits derived from the sale of these ornaments would have been discussed, someone would be considered a fit subject for an insane asylum. But thanks to the retailer's own progressive methods, shoe ornaments are now a most important item in the findings department.

Call for Higher Priced Goods.

Not alone will ornaments greatly increase in sales during the present and coming season, but the calls will be for high-priced goods.

It stands to reason, that the more attractive the design the greater its sales power, especially now, that the fashionable slit skirt exposes the full shoe to view. Anything that will add to the attractiveness of her costume appeals to a woman's vanity, and makes it a desire that she must possess. Therefore, price cuts little figure when she must have a certain article of adornment.

Nowadays, shoe ornaments are a necessary adjunct to the wardrobe of Milady. So much so, in fact, that she calls for buckles that match her gowns.

Having this in mind when making up their new samples manufacturers acted accordingly. Consequently combination shoe ornaments are being shown in a variety of designs and colors.

Ornaments for Present Use.

Large shoe ornaments still have the call. In the early part of the season small ornaments were expected to sell heavily, but the demand seems to continue for the larger sizes. Following the lines of least resistance, retailers are pushing them accordingly.

At the present time the demand for steel buckles is larger than the output. It appears that many fashionable people are using steel instead of

rhinestones, as they do not care to wear an imitation article, and, after all, cut steel is real. Rhinestone ornaments are having a heavy demand and as soon as the social season is in full swing retailers anticipate a still heavier call, as this style is a great favorite for ornamenting evening slippers.

There seems to be an increasing call for bronze, but only in the best grades, which sell at wholesale from \$2 to \$8 per pair, and retail from about \$3.50 to \$15 per pair.

Lately there has developed a demand for black or jet buckles to harmonize with the black and white combination shoes that continue to be fashionable. They make a pretty effect on kid, as well as satin. The price of the jet buckles, wholesale, range from 67 cents to \$6.50 per pair, for the imported ones. The cut steel imported buckles range in price from 50 cents to \$18 per pair.

The weave buckles, in plain and combination effects, are also popular with the trade.

Ornaments for Next Spring.

While it is a little early to get a good line on "what will be what" for next spring and summer, the samples shown, and opinions advanced by the retail trade, as well as by the manufacturers, indicate that metal buckles, in plain and combination effects will be popular with the buying public. Rhine stone ornaments will naturally fall in for a good share of the business, but will not receive as much favor as the cut steel. Bronze jet silver and covered buckles will also play an important part in the selling of shoe ornaments.

The popularity of the tango dances, which will no doubt continue throughout next spring and summer, will bring the "Tango," or ribbon pump, into great prominence. As this shoe, in a majority of styles, necessitates the purchase of sets of ornaments, it behoves the retailer to carry them in stock. They will undoubtedly be sold in large quantities. So much is thought of this style of shoe ornamentation that one concern is showing over 150 designs, ranging in price from \$2 to \$30 per set.

The retail trade need have little fear in stocking up on shoe ornaments. With good displays, advertising, and a sales suggestion by the clerks, their stock should be depleted time and again.

New Designs in Buckles for Fall.

The designs in buckles for fall are different from those which were in vogue during the season just closed. Chicago dealers have bought heavily on rhinestones, which are in oblong,

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.



Sell Your Customers the  Shoe

You will build a bigger, better
The frequent turn over of
customers and

business.
means well satisfied
fat profits.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

square and round designs, with either a convex or concave setting of the stones. Many colors are shown combined with white, such as a row of green, then a row of white and so on; purple, lavender, green, black, blue and red are all shown, combined always with white, but not with each other. These buckles are the prettiest yet seen in the shops.

The new "Tango" sets are to be had at \$2.50 a pair. The tango ribbon is carried by the bolt in stock, that it may be bought long enough to make several crisscross ties around the limb reaching as high as the customer may fancy.

The rhinestone heel ornaments differ materially from those formerly used. They are less gorgeous, being only in the form of a band, or rather a horseshoe, with an extension plate to fasten between the top lift on the heel and the heel proper.

The anklets, that have been so widely advertised have met with very little demand, yet they are to be had in the shops.—Shoe Retailer.

Great Variety of Heels.

Perhaps more attention has been paid to heels for next season than ever before. The advent of turn pumps and colonials has brought wood heels in wonderful array to the attention of the trade. In fact wood heels have been in such demand for samples that heel makers have not been able to make deliveries on time. What will happen when orders begin to pour in is a matter of conjecture. Then there are many varieties of wood heels, such as the Cuban-Louis, with a straight Cuban back and Louis breast; the Louis Quince, the wood mock kidney heel, and the wood Cuban. Top lifts for these heels are made in many shapes. Kidney heels, properly speaking, are of leather, and this is the way most dealers want them. The wood kidney heel simply lightens up a shoe and is perhaps preferable for turns, while leather kidney heels will be used on welts.

In welts, heels are both high and low, a condition not often faced. The low heel is used on the English oxford, and the 14-8 and the 15-8 heel is considered correct on a welt pump. The illustrations of styles in connection with this article will give even a better conception of the variety of wood and leather heels than this mention of them.

The Lure of Style.

While variety may be the spice of life it does not mean that the business life of a shoe dealer will be prolonged by spicing it with a wide variety of styles that do not appeal to his trade. On the contrary, it has been proven time and again that the retailer who does not study the wants of the trade he caters to, and stocks up on a varied assortment of styles, oftentimes carries over a burden that in a short while is practically his undoing.

While rather difficult, the problem of buying must be solved by the use of judgment and business acumen. This judgment the dealer will be called upon to exercise during the next six or seven weeks when the salesmen present their new spring and summer

lines for his consideration. The samples of woman's shoes for next season contain a wide assortment and more styles than for a number of seasons past. Each and every style has a power of attraction that the retailer will find it hard to resist. But lure of the style and the persuasive influence of the salesmen should not altogether influence the retailer for or against any style. As he gives each shoe a thorough examination, he must ask himself the question, "Does it meet the requirements of the trade I cater to?" This is the question he must decide. Colonials look good, likewise pumps. But be careful of the extreme styles that really are novelties. The extreme novelty may appeal for a short time, but in most cases it is too great a risk for retailers to buy heavily in sizes and widths.

The general trend of fashion, in popular-priced lines as well as those for the high-grade trade, is toward conservative footwear, verging in many cases almost to simplicity itself, and presenting styles with that neat, refined touch that appeals to the well dressed women.—Shoe Retailer.

Jaunty Jottings From Jackson.

Jackson, Sept. 29—R. A. Austin, who lives in South Jackson, is one of Jackson Council's valuable assets, being a good pianist as well as good every other way. He will preside at the piano while the pass word is being taken during initiation and any other time when music is needed to cover up interruptions or rough spots that sometimes make a meeting tiresome.

Leon C. Hardy and Geo. Pierce have been added to the special committee to arrange social entertainments for the winter season.

Carl Wuesthuer, of Manchester, attended our last meeting. Although one of our non-resident members, he is a live one and very enthusiastic. He stood on his feet and said he would come to the October meeting and would probably have a candidate with him. These booster kind of fellows put a little pep into all of us!

At the special meeting held last Saturday evening, the Council was divided into six companies, with captains appointed for each, four local companies and one in each of the cities of Leslie and Albion, where we also have several members. The local captains are Ray G. Pringle, Steven E. Lewis, Nelson G. Eddy and Harry N. Beal, with E. C. Gale at Albion and Claude Young at Leslie.

Jackson Council, No. 57, will be well represented at the congress of the National Highway Association held this week in Detroit. John H. Boardman, Jr., and Maurice Heauman left at 6 o'clock Monday morning to remain throughout the convention.

The city of Jackson does not claim a special boom in any one line, neither is it having an abnormal growth in any one section. It is, however, growing steadily, with houses in good demand, real estate bringing good prices and both new houses and business blocks being built throughout the whole city. Better move to Jackson. Spurgeon.

One on the Traveler.

A traveling salesman blew into Little Rock, Ark., and going to the leading merchant, said pompously, "I'm from New York. I want to show you the newest line of—"

"Where did you say you were from?" asked the merchant, getting ready to do some "kidding." The swell-headed manner of the New

Yorker had ruffled him. The salesman seemed to think the fact that he was from New York was something to make rural merchants' jaws drop open.

"Why I'm from New York," repeated the gingery, swell-up geek.

"Who runs the hotel in that town?" asked the merchant in a friendly manner.

It's the Name that Protects You

"H. B. HARD PAN" shoes have been made so well and so long that every FARMER, MECHANIC or RAILROAD MAN is satisfied with the goods shown him if they bear this name.

They know that the name H. B. HARD PAN is a sure protection against inferior leather and poor workmanship.

Think what an exclusive agency for this line means to you in protection and profit.

THEY WEAR LIKE IRON

HEROLD-BERTCH SHOE CO.

GRAND RAPIDS, MICHIGAN

This is One of Our Most Popular

"Wonderful" Shoes For Men



No. 113
Men's Gun Metal
Blucher.

½ D. S.
Cretic Last
B-C-D-E
Goodyear Welt.

Union Made.

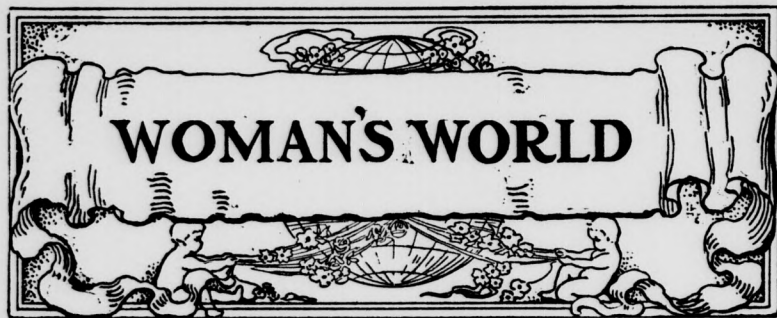
For \$3.00

The same shoe in Tan Russia Calf is No. 132.
These two snappy styles will "get you business" this Fall.
10% discount in 10 days.
They cost you net \$2.70 in 10 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Honor That Is Due the Good Loser.

Written for the Tradesman.

In the world of sport, from whose code of customs many profitable lessons may be drawn, second only to the honor that is the rightful award of the winner, is that certain fine respect that is always and everywhere accorded the person who is a good loser.

To set up a hard fight, to strain every nerve and every muscle in a race, to see the laurel wreath go to another, and then to be ready to concede to that other the full measure of deserved renown; not to grumble, not to whine, not to raise a petulant plaint of "no fair" when all has been done justly and impartially; not to decry nor belittle the victory so hardily snatched away; not to sulk, not to show ill temper and resentment, but to accept defeat with blithe good humor and good will—all this and even more is implied in the terse and expressive term, a good loser.

In the honorable esteem in which a good loser is held, there is recognition of the stamina and other sterling qualities of mind and heart that are required to bear loss and overthrow with cheerfulness and equanimity. Sir Thomas Lipton, although as yet he has failed to attain the honors in international yacht racing that he so earnestly has coveted, undoubtedly holds a higher place in our regard than he would had he carried off the America's cup.

From early infancy a boy is trained to win when he can, to lose when he must, and to lose gracefully and good-naturedly. At home, at school, in play, in work, he learns to take his medicine bravely when he is routed. So, when he arrives at man's estate, unless he is a sissy or a sorehead, he is sure to be at least a fairly good loser.

With the girl it is not so. The closer shelter that is considered necessary for her frailer and more delicate nature, the petting and indulgence that she more frequently receives as a child, the admiration and flattery that as she grows up are bestowed upon her by her men friends if she has any claim to good looks or charm of manner—all these tend to give her a mental attitude not just and impartial, but, instead, strongly biased in her own favor. Add to this the strange but incontrovertible fact that girls in their association with girls, and women with women, do not have that peculiar leveling and democratic effect upon one another that is so marked a result of the association of boys with boys, and men with men.

A boy may learn little of books

at school, his teachers may fail utterly in imparting to him the knowledge of the curriculum, but the other boys see to it that he acquires many valuable lessons. He is taught—sometimes by rough methods—to keep a civil tongue in his head, to vent no ill humor upon his mates, and to manifest at all times and in all places the spirit of fair play. His peculiarities are rubbed down and his self-conceit, or at least a part of it, is taken out of him. The girl at school may stand higher in her grades, but these wholesome lessons of the playground she does not learn.

Add to the above facts still another—that whatever her heart is set upon obtaining, a woman desires that thing with such a life-or-death intensity that there seems to her to be something morally wrong in anything that may thwart her purpose—and it easily can be seen that Nature and the conventions of society combine to make womankind poor losers.

The entrance of girls and women into a few of the less arduous athletic sports has convinced some individual members of the more fiercely partisan sex that there may be a grace in losing as well as in winning. But this education of the golf links and the tennis court and the hunting meet has reached only a favored few, the great mass of women never having gone in for sports and athletics as men have. So when a woman rises to the height of being a good loser, she generally deserves greater credit for it than a man does, for it is something not in the line of her natural endowments nor her customary training.

It comes only when she has attained to the broader outlook upon life and the capability of taking the long view of things—in short not until she breathes the upper air. Even as the good sportsman finds more in a game than the mere pleasure of winning it, and ever whispers the prayer

"Not the quarry but the chase,
Not the laurel but the race,
Not the hazard but the play,
Help me—Lord—enjoy alway!"

so it is possible for any woman of good mind, although not gifted by Nature with the qualities that make for being a good loser, to reach the place, to arrive at the mental attitude and altitude, where she can see that there is more in life than simply obtaining some of the prizes that are placed along the way of our journey to stimulate our efforts and rouse us to a full use of our powers. A man or a woman should be greater than all that he or she does or fails to do—personality always should rise superior to attainment.

The most successful people have made many failures—have committed all but irreparable blunders. But they had the good sense to go on and themselves forget and let others forget their past mistakes. It is as bad form to mourn and lament over one's failures as it is to speak often of one's successes—as offensive to expose poverty needlessly as to make a vulgar show of wealth.

All of us fail somewhere. A merchant who had attained great wealth and had made a most honorable reputation in business confided to a friend that he himself felt that his life had been a failure. He was a man of great public spirit and had been lavish in benevolence, but his only son was a worthless scapegrace and the grief of the father's heart was inconsolable. He counted as nothing his many successes that the world estimated so highly.

I am an absolute optimist; I hold that in the long, long run there is no such thing as failure. I believe there is a correlation of spiritual forces, a conservation of the energies that make for righteousness, so that no worthy effort, however small, can really be lost; that notwithstanding surface indications to the contrary, that

"No life

Can be pure in its purpose and strong in its strife

And all life not be purer and stronger thereby."

It is my earnest hope that even those mistaken lives that seem impure in their purpose and wrong in their strife, somewhere, sometime, may be set right and brought into harmony with the scheme of existence.

While the great ends of creation go right on and never fail of accomplishment, our little partial purposes fail often. The ladder of professional success that we try to climb topples over and we take a humiliating tumble; or we are unable to reach the desired goal of our social ambition; or maybe we can not get so much money as we want. Better to hold up our heads and make no moan than to indulge in childish weeping over disappointments that are well-nigh universal.

And if it must be that you can not win in those other and deeper things on which you have most set your heart of hearts, if you must fail where failure cuts your woman's pride to the quick, if—perhaps through no fault of yours—your husband becomes faithless or dissipated, your children go wrong, or in any other way you suffer disgrace at the hands of those who are nearest and dearest to you—even

Advertised Goods Are Winning all the Time

TWENTY years ago the grocer's clerk had a much harder job selling goods than the grocer's clerk of today.

In those days everything was sold in bulk—package goods were unknown. Uniform standards of quality in foodstuffs were rare.

The best selling arguments the clerk then had were that the goods were reasonably fresh and the price low. Selling arguments today for the same classes of goods are innumerable.

This modern selling marvel has been largely wrought by national advertising.

National Biscuit Company products in the famous In-er-seal Trade Mark packages and the familiar glass front cans were among the real pioneers in this forward movement. Grocers found them easy to sell. N. B. C. advertising told the consuming public about the freshness, the goodness, the uniformity and quality of N. B. C. products. The desire for the goods was created and the selling was made easy.

NATIONAL BISCUIT COMPANY

then it is better not to allow your nature to be crushed by your great sorrow. We all have in mind the typical drunkard's wife or heartbroken mother, who looks and acts and talks the part. No less deserving of sympathy but more admirable is she who, though the wife of a man who is wrecked by his appetite, or the mother of dissolute sons or unworthy daughters, is still not a walking embodiment of woe, but maintains instead a sane and even cheerful outlook upon life.

"O Lord, help me to win; but if, in Thy inscrutable wisdom, Thou wilt I shall not win, then, O Lord, help me to be a good loser."

Quillo.

Clean Change From the Cash Drawer.

One point in connection with handling trade of which perhaps retail merchants are not thoughtful enough is that of providing so far as it can be done clean change from the cash drawer. Whenever possible storekeepers should take old and soiled bills to their bank and have them exchanged for money which has seen less use. Customers are getting to be more particular than they used to be about such things and ragged, greasy bills are not accepted except with a feeling of dislike. In some places it is much easier to get new currency than old and to overcome this, there is being put on the market an electric washing machine by which soiled may be cleaned. It seems to have been very successful where used, the only trouble reported being from a Western merchant who said the bills come out all right except one that went to pieces. It turned out to be a rank counterfeit which one of the boys had taken in and which had escaped attention. Counterfeits cannot come up to the Government standard of paper in making bills, so the machine proved not only a cleaner but a detector of bad money. The Treasury Department at Washington will always exchange new bills for soiled. The expense is in sending the money there by express. However in the majority of instances the banks have a supply on hand and are willing to accommodate their customers in this manner. Inasmuch as buyers, especially women, appreciate new clean bills in exchange, it is worth while to take a little time and go to a little trouble to provide this kind. It is one of the supposedly small factors in trade which after all have considerable effect upon results. Touches of this kind to a business not only please at the time, but add confidence in the general propriety and sanitary methods employed in the establishment. In England, where hardly any paper money is used except in five-pound notes, the bills are very different from our own. They are printed only on one side, on what looks like a sheet of handsome note paper, ladies size, plain white. It is issued by the Bank of England and when the note comes back to the Bank even if it has only been out one day, it is cancelled and destroyed. This is carrying the practice farther than is done in the United States, but

the Government has introduced washing machines for the purpose of cleaning old money as fast as it is returned to the Treasury. Watch this feature in your store and see if you cannot arrange with your bank to procure a supply of fresh bills each day for use in change.

Advantage of Nationally Advertised Goods.

Mail order houses have been largely responsible for a general shaking up of trade conditions as they affect retail merchandising throughout the country. This is because of their efforts to centralize sale of manufactured goods to the detriment of the merchants in towns and small cities. Especially have they endeavored to secure control of nationally-advertised and trade-mark goods. This has been done not by attempting to secure position as sole distributors, but by obtaining from manufacturers an extra discount when purchasing which gave them an advantage over storekeepers who could not buy in such large quantities. Of course, all manufacturers of trade-mark goods have not fallen for this, many of them refusing to give the catalogue house any discount advantage over the smaller purchaser. Naturally those who have stood by the retail merchant should be in favor with the latter. An educational campaign for the purpose of keeping storekeepers informed as to who are their friends is being conducted, and manufacturers who are National advertisers are doing their utmost to make public their friendship to the merchants throughout the country. It is a fact that goes without dispute that when the retailer is treated properly by the manufacturer

the handling of nationally advertised goods is to his advantage. The consumer is familiar with them and a demand is thus created. Sales are made easy when stocks contain those things for which people enquire. However, that is not consideration enough to induce the merchant to handle them unless he is protected. It is far better for him to use his own influence to create a demand for something on which he makes a profit rather than assist in building up a trade for something which the mail

order house can offer at a lower price. All things being equal he will benefit by co-operation with the National advertiser if the National advertiser co-operates with him. Trade papers are doing much to bring together the manufacturer.

The time to do anything is when the notion strikes you. Genuine inspiration never comes twice to the same person for the same enterprise. What would be easy to-day will be hard work to-morrow.

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.

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.

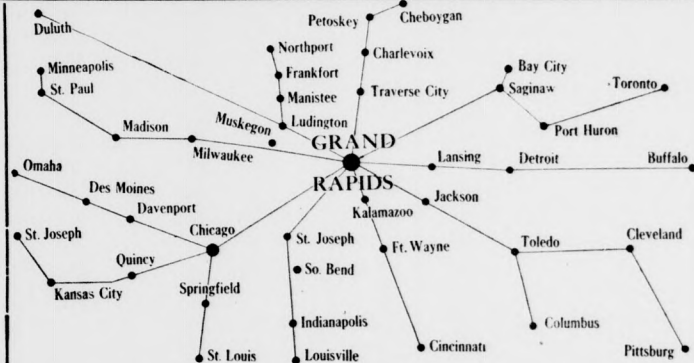
Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan



OF
Lime Sulphur Solution
✦
Arsenate of Lead
✦
Pure Paris Green
✦
Bordeaux Mixture



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.

OF
Nicotine Solution
✦
Kerosene Emulsion
✦
Kill Weed
✦
Whale-Oil Soap
✦
Cut-Worm and Grub Destroyer

MANUFACTURED
By

Carpenter-Udell Chemical Co.
GRAND RAPIDS, MICHIGAN



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

Meeting Competition Which Is Not Local.

I grew up in the hardware business; so I knew it. I knew it town and country, which are the two things that ought to make the whole hardware man. I made money in it. I had the friendship of my town and I had the lion's share of the custom of the country, so far as a city store could sell to farmers and suburbanites. I had grown the least bit gray in hardware, and I expected to grow first gray, then white, and finally into one of those inventories of estates which reflect all possible credit on the deceased and enable him to enjoy the grave. It was a satisfactory present and a pleasing future.

I never expect to know how a big concern feels when some competitor sneaks up behind and jolts it off the driver's seat; but I know, painfully, how it goes with a little one. I had been crowing over my neighborhood and leading the trade in the city when I noticed that a good many regular customers didn't come in quite so often as they used to and that current receipts appeared to suffer chronically from that tired feeling.

Of course, I jacked up the whole store force, enquired into the general condition of business and did some quiet sleuthing to learn which of the other hardware men in town had suddenly developed symptoms of human intelligence. I didn't think much of them, and they weren't losing any love for me; we all lived in the chronic condition of wondering how it was the other fellow was chump enough to let us make our livings. Personally, I thought my local competitors were rather poor shakes as hardware men; and they, personally, had me classed with one of the Morgans—not the late Pierpont, but the earlier Sir John who was a "bear" as a buccaneer.

I wish I could say that the solution came from one of my bright and loyal clerks; but I can't. I wish I could say it came from my loving and grateful customers; but I can't. It came, with that covert smile of satisfaction which means "Well, you old robber, they've pinched you, too," from one of my despised rivals. Under our relations of armed truce we acknowledged, rather grudgingly but politely, one another's existence; and we talked, when we met, as long as either felt he was getting more than he gave away.

"You look as if you should worry and get a wrinkle," he remarked. "I suppose that fellow down at the capital has been shipping to your customers, too."

Of course, I gave him the calm, unmoved denial in general terms and then admitted some minor losses in order to draw him out. He knew my standing well enough to believe I had not suffered so much as the rest of the local trade, and he flowed right on:

"Well, he'll get you soon enough," he grinned. "You can bet he's been working the best people in town from his mailing list, and all the country house bunch, and the farmers. He's broke loose in the newspapers now. Look here!"

I had missed my morning paper and this was the first sight I had of the display advertisement in our local journals by the biggest store in the capital of the state, seventy-five miles away. It held there the position I enjoyed in my home town and it was out for my home town business as emphatically and more enterprisingly than I was myself. This might be human intelligence; but it seemed to me, at the moment, there was something almost infernal about it. It hit me so hard that, this time, my sympathetic friend couldn't be fooled. He took back his paper, folded it up with the happy expression of the man who knows he has done his full, Christian duty and passed on, with the consoling observation:

"So now you know just how it feels, don't you?"

I knew, and I flatter myself I knew a little more about it than he did, for my imagination never did travel by slow freight.

When I reached my office, I analyzed the advertisement of my distant competitor. He played strong on his reputation for quality and fair dealing. He claimed exceptional advantages in buying and, therefore, exceptionally advantageous prices in his selling. He gave plausibility to his claims by offering a seasonable, selected variety of articles, many of them standard goods, at unfamiliar prices. And he made an offer under which complete delivery was made to any address at an added charge so small as to leave the price at variance with our generally accepted prices.

Our railroad, for years, had maintained a special parcel freight on which the charges were low. The capital city man had seen the big opportunity it gave him to start with and had simply gone the logical limit on deliveries within a radius of a hundred miles or so.

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.

H. Eikenhout & Sons
Jobbers of Roofing Material
 GRAND RAPIDS, MICH.

Blue Plaster Board, Red Rosin, Gray Sheathing,
 White Fibre, Tarred Sheathing, Jet Sheathing and
 S. P. C. Sheathing.

Use Tradesman Coupons

I felt sore. Here was our railroad; here was the trolley, which we'd worked so hard for, plugging the enemy's game; here was the Post Office helping it along; here were our newspapers giving it all the right of way it cared to pay for; and here—in his advertising—were the same manufacturers' goods as in my own stock on which I always had made and expected to make a good profit.

I confessed to myself that I didn't know what to do about it. Without analyzing the matter, I hastily jumped at conclusions. I believed that he was laying down, in my field, timely standard articles of all descriptions at prices I couldn't afford to meet. All I could discern as the outcome was that, after a while, he would succeed in transferring to the capital the best part of my city's hardware business and I, with the rest of the local trade, could scratch along supplying carpet tacks and gate hinges. I made up my mind to refuse to sell the same goods; my competitor was offering to my customers.

That night when I took to my moody cigar in the sitting room, my wife said:

"All right, dear; now tell me all about it."

There was no use entering a denial. I reviewed the whole situation, and I added a few sincere words on the ingratitude of my fellowman. My wife, when I finished, sat for a while looking very anxious; then she seemed intent; then she smiled.

"Do you know that you have been all through this before?"

"Oh, don't come at me with any of that pink tea, pre-existence stuff," I rejoined, irritably. "I never stacked up against such a proposition in all my life."

"You did; and I know it," she answered. "When you were calling on me, you made love in the same high class, standard way you've been conducting your business. I liked the goods very much, but I wasn't going to make up my mind to buy from samples, right off the start. I wanted to do a little shopping, as every woman likes to do. If you'll pay me the compliment of remembering, you had quite a lot of competition, from my other beaux, who had the same goods to offer, and some of them added special inducements, for you weren't the richest of them. Now, try to recollect what you did. First, you felt wounded and hurt. Then you got angry, and sulked. Then you were sure I liked everyone of them more than I did you. Then you just moped around and practically told me I could take you or leave you, but you wished you were dead, anyway. Well, it happened that I liked you, when you were yourself, better than any of the others, even if their love and devotion was as deep and sincere as yours. Because love isn't business, and never can be, I've become your one permanent customer. "But"—and she put her hand impressively on mine while she looked straight into my eyes—"you don't expect to sell hardware that way, do you?"

She had hit me hard; but still I didn't see the moral.

"Well," I demanded, "what would you do?"

"Do?" she echoed; and she looked like a little tigress as she added: "Why fight, fight, fight!"

"On what? This fellow at the capital can undersell me."

"Are you sure of that?" insisted my wife.

"What prices is he offering? What profit is he making? Let's figure them out, right here."

"Well, there's shovels," I said, for it was early in December. "The regular retail price for a good article is \$1. He's laying them down at the railroad station at 90 cents; and they're as good, in fact the same, as my \$1 ones. I can't afford to handle them at that, for the margin would be only 23 1/3 cents. It wouldn't pay clerk's wages, let alone rent, interest, advertising and living expenses."

"I don't know the business; and you do," she answered. "So you can just figure out, here and now, how you can sell me one of those shovels for 90 cents and make a fair profit. And, don't forget that I'm from Missouri."

That put me on my mettle. I began to calculate.

"I pay \$8 a dozen for the shovels I buy and, at \$1 apiece, make a gross profit of 33 1/3 cents or 33 1/3 per cent. on my gross selling price. It costs my customers 5 cents each to get the shovel from my competitor and therefore my selling price should be 95 cents each, to put on an even competition price basis. Selling them at 95 cents and selling a lot of them, I could make 28 1/3 cents each or virtually over 30 per cent. on my gross selling price. In other words, I could reap the benefit from my competitor's advertising and increase my volume of business at his expense and make a satisfactory profit."

"What else is he pushing just now?" she asked, smiling.

"Skates. A high grade pair ought to sell at \$2.50. I buy them at \$18 a dozen. My gross profit is \$1. He's laying them down here at \$2, and he's cut the ice from under me. Parcel express charge, only 5 cents. By George, do you know that pirate is clearing 45 cents gross on every pair of skates?"

"I know he's clearing something somewhere," was my wife's reply. "And I know you've been fool enough to let him take it away from you. Why, even if he doesn't clear a cent for a year, even if he should lose a little, he will establish an outside trade at your expense that will be worth thousands, once his new customers get the habit. Listen: You go down to the store to-morrow and just figure. Don't do anything else but figure on your whole stock. And after that, fight! Now I wonder," she added, in mild speculation, "whether this parcel express our road has can have anything to do with this new Parcel Post they are talking about."

I sat bolt upright. The whole game flashed upon me. That brainy, enterprising dealer at the capital was taking advantage of the little accom-

modation maintained by the local railroad in the way of a cheap parcel express, to prepare the ground, as far as he could reasonably reach, for his real campaign with parcel post.

Then my wife's assumption of parcel post innocence suggested to me that I could make good use of the parcel post to enlarge my own business.

At that, for the first time in a month, I smiled.

But I turned grim enough, next minute. The parcel post was only three weeks away. I'd have my work cut out for me.

I put in a week, figuring prices on my stock; that gave me the high, low and the joker for pretty nearly everything of importance. But what I devoted most study to were the standard articles, the specialties, which the manufacturers themselves push vigorously and which are demanded by the best trade. I simply had to assert my position as the dealer identified with those goods and I found in most instances I could do the same with them as I could with shovels.

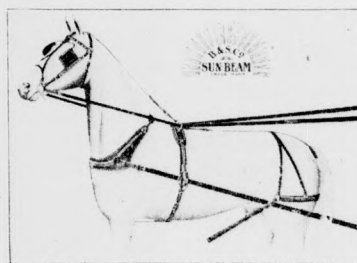
When I cut loose and began to fight, all the advantages of my reputation, of my local acquaintance, of my nearness, of my ability to show the actual goods instead of mere descriptions of them, seemed to combine into an army of allies. The parcel post simply extended the opportunities already existing. I got into the game and distributed a lot of

printed matter myself, much of which I obtained from the manufacturers of the goods. The fellow down at the capital kept on with his campaign, but I had him balked inside of a month.

And I found something else. Everywhere the competition was stimulating sales. It was making a large column of new business by inducing people to drop old and obsolete tools and conveniences for new and better ones.

This spring, I am going strong on garden tools. There isn't one I haven't figured out.

I've been bucking the capital man now for nearly four months, and I have found that he was not willing to stand a direct loss and that I can afford to meet him. Every little while, I throw a scare into him at the capital, just for the fun of the thing and to prove to myself that the parcel post is like the rain, falling on the just and the unjust. But I realize that my proper field is here, where I can see my customers and they can see the goods. That is the biggest lesson of all I've learned. The man on the spot is the one that has the call, for all the other factors are equal and all competitors are in the same boat on prices. And the American people, no matter where they are and no matter how you appeal to them, use the same watchword my wife used: They are from Missouri. They prefer to be shown.



HERE IT IS

The Clark's Special "SUN-BEAM" Single harness, equipped with the Clark's Original "SUN-BEAM" Collar and Traces. A feature that must be seen to be appreciated. This harness is an entirely new one with us, and will surely be worth your consideration.

Mail Orders Given Prompt Attention

BROWN & SEHLER CO.

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

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

And NEW YORK CITY

Youngstown
Buffalo
Rochester
Syracuse

Utica
Scranton
Boston
Worcester

Milwaukee
St. Paul
Lincoln, Neb.
Chicago

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.



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 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.
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Wafted Down From Grand Traverse Bay.

Traverse City, Sept. 28—Again we are on the job after spending two weeks in the interest of the U. C. T., only to find that we have been appointed Secretary of War of the Grand Commercial Army and as we all know what Sherman said about war and have always realized that it was hell to be a secretary, we now are secretary of something pretty warm. Well, we will do the best we can along those lines and will at this time thank Major Frank S. Ganiard for the appointment. I will offer to the member in the Michigan jurisdiction who will secure the most applications—on which initiation occurs between Sept. 1, 1913, and March 31, 1914—a \$5 fountain pen as a special prize. I make this offer personally, so all get busy and try and do the best you can. Our talking points are many and I will try and give you a few of them. The U. C. T. is the only secret fraternity composed exclusively of commercial travelers, city salesmen or merchandise brokers, and the only commercial travelers' organization maintaining a lodge system. It has five distinct features: Fraternalism, social advantages, protection, care of widows and orphans and indemnity for accidents and accidental death. It is the only commercial travelers organization under the supervision of all state insurance departments.

In case of accidental death the order pays \$6,300; loss of time by accident, \$25 per week for a period not exceeding 104 weeks; for the accidental loss of both eyes \$10,000, loss

of both hands, \$10,000; loss of both feet, \$10,000; loss of one hand and one foot, \$2,500, loss of one hand, \$1,250; loss of one foot, \$1,250; loss of one eye, \$1,000. Can you beat it? It costs only \$10 per year for the insurance and council dues running from \$3 to \$6 per year. Besides being protected with insurance laws in every state, we carry a half million dollar reserve. Cost to join our order is \$5 application fee and \$5 initiation fee; total, \$10. There is being paid out monthly in claims about \$53,000, with a total membership of about 70,000. Michigan has a membership of about 2,700. Think it over, boys, and enlist as a volunteer in the Grand Commercial Army and get an honorable discharge by getting one or more members before June, 1914. The above pen which I offer is confined to members of the Michigan jurisdiction. I will also try from time to time to publish the names of the members who have secured an honorable discharge in these columns if the secretaries of the several councils will advise me of this fact. Well, now lets all boost and assist our Supreme Counselor in getting the 25,000 membership gain for this year. I extend to you all my best wishes.

B. J. Reynolds has severed his connection with the Harvester Co. and now carries the J. Miller Co. line of shoes, of Racine, Wis. Bern now has a crackerjack line and is bound to be successful and get a nice share of the Michigan business. He will cover the entire State. We are all with you, Bern.

O. D. Sheldon, of Musselman Grocer fame, says it is a good deal farther to walk two miles than to ride since he went to sleep on an Ann Arbor train last week and went by Homestead, his intended stopping point. Well, really, there was some excuse, for O. D. lives at Copemish, where everything happens.

The Hotel King, at Reed City, will change management Oct. 1, when Mrs. Frank Smith, formerly with the Hotel Mead, of LeRoy, will take charge. Mrs. Smith needs no introduction to the boys and will give the boys their money's worth every time. We understand the hotel will be renovated throughout—morally as well as physically.

It has not leaked out much, but Wallie Wendell took the part of "When Reuben Comes to Town" the last time Ludington had a circus. We might suggest that Wallie leave all valuables with the landlord while attending the circus hereafter.

Wm. Salisbury, better known as "Sol," is now the night clerk at the

Hotel Whiting, this city, and all the boys are glad to see "Sol" back, judging by the hearty hand shakes he is receiving from the boys.

Snow at Baldwin last Monday morning, the first of the season. Now we presume Sam Taylor will again predict an open winter.

Members who have not enlisted as a volunteer in the Grand Commercial Army will not be entitled to participate in the \$5 fountain pen offer in my article of this issue. Better get busy and enlist and get an honorable discharge.

Fred H. Meyers, of Manton, who has been carrying a grip in the interest of the Rumley Products Co., of Battle Creek, will sever his connections with the above concern and take the sales management of the Leitelt Iron Co., of Grand Rapids. Best of wishes, Fred.

No one has it on Archie Jourdan, especially since he has again moved into town. The other day he was presented with a nice little Angora kitten at Honor by one of his friends. Rather than carry the kitten home, Archie requested them to express said kitten to his home, but in some way they slipped the card on him, for when he received the said kitten he discovered they had sent an old scrub cat which was not worth the express charges. Still Archie claims he was not beaten, for in a few days Archie was the possessor of the old cat and seven little kittens. Archie says he surely beat the express company this time and only hopes his fruit trees will bear as well as the cat did. Archie now has eight more cats than he needs and will prepay express charges on all or one to any point east of the Rocky Mountains.

Bill Bennett, in trying to demonstrate a roller coaster in our city the other evening, met with a great surprise. The unexpected always happens and the boys all had a good laugh on Bill's drop.

Traverse City Council held its regular meeting last Saturday evening and Harold Jahraus was added to our number and W. H. Leonard was added by transfer from Auto City Council. We greet you, brothers, and hope that you are as proud to be with us as we are to have you. Mr. Leonard favored us with a few well chosen remarks. After regular meeting we found the ladies in waiting with light refreshments. Plans were consummated for our winter's series of parties and we hope to give you more information later. We will hold a special meeting next Saturday afternoon, 3 o'clock, for the purpose of initiation.

If Chaplain W. G. Wyman keeps up his work as well as he started out, he sure will be second to none and we at this time congratulate you. Go to it, Bill.

If you have nothing else to say, try compliments.

Did you get onto the Grand Rapids scribe, Allen F. Rockwell. Well, I guess you're there. Keep it up. We all admire a booster.

We presume that I. K. Jacobs will call us up and complain that we have not written anything this week be-

cause we have not given him an honorable mention. Just as soon as we learn that you are as popular as the remainder of us, we will try to favor you. What do you expect for one dollar a year anyway? Ten centers, please.

We extend to Brother Wyman a hearty thanks for the box of smokes he presented at the Council meeting.

Join the volunteers and get your discharge!
 Fred C. Richter.

Right On the Job.

Speaking of being able to size up to an emergency a few days ago, Congressman James S. McLaughlin, of Muskegon, told of a railroad official in the West who was right on the job.

During the flood, the Congressman said, which swept away several small railroad bridges and quite a stretch of track, an operator in a country town along the line saw one of the company's box cars floating down the river. Instantly he sprang to his key and reported the matter to the main office.

"Mr. James," eagerly cried the operator in the main office to a railroad chief, "V. G. reports that a box car is floating down the river at his place!"

"Is it ours?" asked the railroader, still looking over a pile of papers before him.

"He says it is," answered the main office operator, after another spasm of telegraphy, "and wants to know what to do."

"All right," smiled the railroad man. "Just tell him to swim out to it and set the brakes."

The End of Henry.

Poor Henry died at last. The undertaker came, and measured him for burial. When the coffin arrived it was found to be three inches too short. The widow, her nerves unstrung, went to her room, and wept bitterly. A half an hour later she entered the room and was surprised to see the body in the coffin. In answer to her enquiry, the undertaker replied, "That's all right, madam. I sawed off his two feet."

HOTEL CODY

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



CHICAGO BOATS

Graham & Morton
 Line

Every Night

Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 29—The September issue of the Sample Case contains an interesting account of an order recently sent out by the Supreme Counselor of the United Commercial Travelers of America, requesting every live member of the order to enlist as a militant U. C. T. under the banner of blue, gold and white, pledging himself to secure at least one application for membership between now and June 1, 1914. An enlistment blank is furnished opposite page 248 in the Sample Case, which you are asked to fill out and sign and mail to Claude Duval, Supreme Counselor, 1450 W. 35th street, Kansas City, Mo., who will record it and forward to the Grand Counselor of your Grand Jurisdiction for his record and he, in turn, will send it to the Secretary-Treasurer of your Subordinate Council. After you have secured your pledged application and the new member or members have been duly initiated, you will be given a certificate of honorable discharge from the Supreme Counselor and your name reported in the "War news" of the Sample Case. Get busy, fellow members, dig up your September Sample Case, sign, fill out the enlistment blank and mail in at once. You may be the first in your Grand Jurisdiction to enlist.

The ten year old daughter of Mike Kiley is sick with diphtheria. Bro. Kiley is the traveling representative of the Michigan Hardware Co., of this city and, while under guarantee, is stopping at the Crathmore. Here's hoping for a speedy recovery of the little daughter.

J. H. Lee, member of the Muskegon Council and formerly representing the DeLamater Hardware Co., of Detroit, has resigned and will enter into partnership with the retail hardware store of Tower & Co., of Muskegon. This leaves an opening for some live and ambitious hardware salesman.

The famous Irish comedian, Jim Goldstein, Sundayed at the Morton House and expects to be in Grand Rapids Friday night to attend the first regular weekly meeting of the Elks. We have it from pretty good authority, however, that his real motive in staying so long is that he may attend the regular meeting of Grand Rapids Council, No. 131. We will be there with the glad hand, James, and don't forget the date. In the meantime, we wish you a prosperous and Happy New Year.

We are pleased to state Mrs. Herb Godfrey is rapidly recovering from an operation at Butterworth hospital. Mr. Godfrey is a member of No. 131 and a traveling representative for Brown & Sehler Co.

Harry Dillon, a U. C. T. brother from Hudson, has "cut his eye teeth" and entered into partnership with his brother, John A. Dillon, Jr., at Hudson. Mr. Dillon is well and favorably known throughout Southern Michigan, having been for years the representative for the Ames-Dean Buggy Co., of Jackson. We wish you every success, Bro. Dillon, and if we ever decide to take up a collection to buy

a member of the firm a present, we will call on you for pointers.

Chas. Walker, selling drug sundries, has gone into permanent winter quarters on Sherman street. He has purchased a fine new home there.

Here are three otherwise excellent hotels sticking to roller towel brigade: Albion House, at Albion, Hotel Dalton, at Jackson, and Clifton House, at Battle Creek. Will someone please mail them a copy of the Henry act? Possibly they haven't heard of it.

There will be a meeting of the Boosters' Committee next Saturday, Oct. 4, at 15 S. Ionia street. Chairman McMillan requests that Brothers Bosman, Hydorn and Wilcox be present. He also suggests that those members who have not been present at the last two meetings make an effort to be there this time.

It would afford us extreme pleasure if our "official musician" would grace the next meeting of the Council with his august presence. We need you at every meeting, Brother Bottje.

A very close friend of Fred Richter sent him a dog one day last week by express, but when it arrived Mr. Richter was away from home. Mrs. Richter, however, who is very handy with the saw and hammer, gave the little captive its liberty, but when Fred got home and looked it over, he put it in the coop and promptly shipped it back, stating as his reason that he did not want a dog around that was not "city broke."

The teams chosen to solicit new members for No. 131 report they now have 180 names of good prospects for membership. If we don't land more than 179 of them it will make a fairly good showing for the first report.

We can't resist thanking Bro. Goldstein for the excellent advice. We will make use of it some week when news items are scarce. Maybe this week. We also thank him for the compliment which might inspire us to greater things had he not said something in the next paragraph about his "slopping over."

Bert Hudson got up Petoskey way last week and had visions of hay fever, so for fear the affliction might become permanent, he Sundayed there. It must be awful to have hallucinations of this kind. "Doc" says he is thankful these visions appear only part of the year—during the heated season.

Don't forget the regular meeting of Grand Rapids Council, No. 131, next Saturday evening, Oct. 4.

Mrs. A. F. Rockwell was called to Howell the fore part of the week by the death of her grandmother, Mrs. Henry Smith, who died in her 97th year.

We wish to inform Mrs. H. C. Wilcox and friends that we have authentic information that those fish Mr. Wilcox brought home recently were purchased in Newaygo, notwithstanding any stories Mr. Wilcox may have told to the contrary.

The fourth annual meeting of the Grand Rapids Traveling Men's Benefit Association was held Saturday, Sept. 27, with a good attendance. The reading of reports by President

Walter S. Lawton and Secretary-Treasurer Harry D. Hydorn showed the Association to be in a prosperous financial condition, with a substantial growth during the past year. Only one death has occurred since it was organized in September, 1910, that being Brother J. J. Finkler, who died this year, thus necessitating the calling of assessment No. 1. Many of the members of Grand Rapids Council, No. 131, do not know of the benefits of this Association or they certainly would get within its folds by sending their names to the Secretary or some other members of No. 131 and to bring it more thoroughly before them, the President appointed a committee, consisting of J. Albert Keane, John D. Martin and Wm. D. Bosman. The officers elected for the ensuing year are: President—Walter S. Lawton; Vice-President—John D. Martin, Secretary-Treasurer—Harry D. Hydorn, Directors—A. N. Borden, H. Fred De Graff, Wm. D. Bosman and J. Albert Keane. The next meeting will be held Saturday, Nov. 22.

"No man is useless in this world who lightens the burden of it for anyone else"—Dickens. The Grand Rapids Traveling Men's Benefit Association does this for the loved ones of a departed brother.

Lost, strayed or stolen—One Wilbur S. Burns, medium height, blond complexion, large full vocabulary, always promulgating the virtues of "Oak Leaf." He has not been seen or heard of within the confines of Council Chamber, No. 131, since the Grand Council meeting.

A very large number of the members of Grand Rapids Council, No. 131, seemed to have business up Traverse City way last week. As you know, the fair was on in that city and it was surprising how many fellows found it necessary to go up to the fair grounds to find their customers. On Thursday, which was Traverse City day, the stores all closed at 12 and everyone took in the fair, winding up with a dance in the evening, for the grounds were lighted and open evenings. Now fellows, "ye scribe" has the names of a lot of you, but solemnly promises not to divulge them if you will be loyal members of Grand Rapids Council, No. 131, and come to the meeting Saturday, Oct. 4.

Walter W. Shantz and assistant, J. H. Fletcher, spent last week in Kalamazoo, where they had a display of goods for the Thomas Manufacturing Co. Mr. Shantz reports that the outlook for business is fine and that orders are coming in as good as he could expect.

Sam Hoppock, 50 years old, proprietor of the Shelby Hotel, located at Shelby, died Sept. 20, almost immediately after having an attack of neuralgia of the heart. Mr. Hoppock had been associated with Mrs. S. E. Beede in the management of several hotels in Western Michigan in the past ten years. The deceased is survived by a son, a brother and a sister.

O. W. Stark is now looking after J. J. Thomson's interest in the jewelry store on lower Monroe avenue.

Bro. Rice was wearing his fur lined "astikin" overcoat, when it was up

around 95 degrees. Every other man was out in his shirtsleeves. Even then Bro. Rice had to walk on the shady side of Ionia street.

W. S. Lawton and E. J. MacMillan purchased calibash pipes while in Detroit last week at "bargain prices." These brothers will kindly take notice and patronize home industry.

Seven boys were standing at the corner of Ionia and Monroe avenues last Saturday morning trying to convince a traveling brother that the U. C. T. was the best proposition in the land and not one of the boys had an application blank in his pocket.

Speaking of colors, reminds me that a green salesman can sell more goods than a blue one.

That brilliant apparition which so startled the peaceful, law abiding citizens of the east end last week was only a bright Bulgarian tie worn by Bro. Leander Vogel song, who was out there in the official capacity of his duties as State Advertising Manager of the Coca Cola Co.

J. H. Rutka was in Detroit all last week. He says he called on everybody of importance while there. The writer asked him if he called on Jim Goldstein and he said, "no?"

John Slingerland, of the Carey Roofing Co., is busy these days trying to look unconscious of a new suit.

Fred Sullivan, of the Fall Mountain Co., is "mowing a new lawn" in Flint.

Bro. J. H. Ewing attended the Manistee fair last week.

In return we wish to advise our good Brother Goldstein to get his speech ready for Saturday night.

Only seventeen more days before the first U. C. T. dancing party at U. C. T. Hall, Herald building.

Allen F. Rockwell.

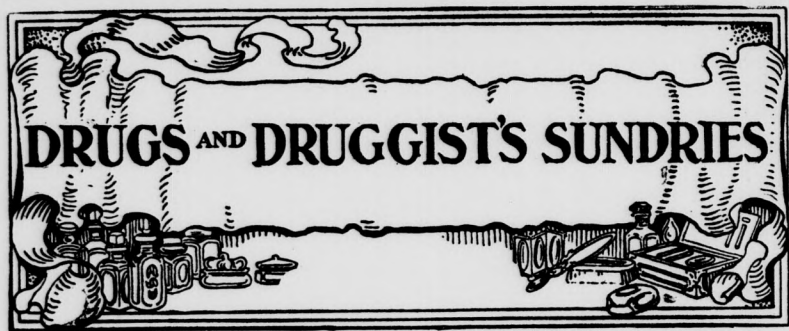
Plans for the Twelfth Grand Council.

Saginaw, Sept. 29—Members of Saginaw Council, No. 43, at an enthusiastic and well attended meeting in the Foresters temple initiated three candidates, and preliminary plans were made for the Grand Council meeting, which will be held in Saginaw in June, 1914.

The officers of the general committee and the chairmen of the different committees were appointed to have charge of the arrangements, as follows:

General Chairman, M. S. Brown; Secretary, M. V. Foley; Treasurer, W. P. Werner; Finance, W. E. Gray; Sports, B. M. Mercer; Registration, M. Conaton; Grand Counselor, A. R. Guider; Hotel, Lawrence Lester; Souvenir and Badge, H. W. Sullivan; Decorations, J. C. Sonnenberg; Printing and Press, H. E. Vasold; Parade, Ore Lynch; Bus and Baggage, Dick Benway; reception, Wm. McGregor; Ladies Reception, Mrs. Billie Moeller; Entertainment, Gordon Grant; Ladies' Entertainment, Mrs. Gordon Grant; Invitation and Programme, Otto Kessel; Automobile, Ed. Black; Reception to Grand Council Officers, O. D. Gilbert; Music and Band, Ed. Putnam.

It takes a truly good actor to realize that he isn't the whole show.



Annual Convention Michigan State Pharmaceutical Association.

The Thirty-first annual convention of the Michigan State Pharmaceutical Association was called to order to-day at the Pantlind Hotel. The first order of business was the reading of the annual address of President Riechel, as follows:

It becomes my pleasure as well as duty, to review the work of the past year, say something of the present conditions and in as plain words, telling you the needs of the future for the success of this Association. It hardly seems a few days, but nevertheless a year has passed since our amalgamation of the two great associations of the State. At that time we held our breath, wondering what would happen, but as you all know that the best things that could happen did happen, and that was as our friend Mr. Thatcher called it the "wedding."

The hopes and fears of the year are ended; its days are passed; its nights over; seed time and harvest have come and gone; whatever the ledger may show, we have come to this great feast of the year with the consciousness of duty done; while the victory was small, but we have to content ourselves with whatever it was. If we have not reaped in the harvest as well as we should have done, we can blame nobody but ourselves.

Upon taking up the duties of this office, I found that the work is conducted largely through committees by appointment of the President. Not caring to personally assume this responsibility, I requested the Executive Committee to meet with me and select such committees, which they did. I consider that this Association is very fortunate in securing so many capable members to act on these committees, whose reports at this meeting will be found full of interest and practical information. Credit should be given these men who devote their time and labor in this unselfish service to our Association.

One of the greatest obstacles, as I see it, is the indifference, the carelessness and the negligence of very nearly all the retailers; but the worst enemy that we have to contend with is the fellow who always finds fault with everything undertaken by our Association.

If some of the retailers would stop their criticizing and boost for our Association, the applications for membership would come into headquarters so fast that it would be a hardship for the next administration to take care of them. As the old saying goes, "It is easy to criticize." Any fool can throw a stone and break your window, but it takes an artist to put it in again. Any fool can build a fire and burn your building, but it takes a skillful mechanic to reconstruct it. Most any one can give an excuse for not joining the Michigan State Pharmaceutical Association, but I never met a retail druggist who could give a good reason. Now, Mr. Druggist, let me tell you why you are not a member of this Association; the principal reason is you are afraid that your neighboring druggist is a member and that you will have to meet him. This, I admit, is rather plain language, but if you non-members will just reflect for a moment, you will agree with me that what I say is true. You are not man enough to go to your physician and say, "I believe the compounding, dispensing and sale of medicine should be restricted to the regular educated pharmacist." You are not man enough to help those who are helping you. You are not man enough to pay your just share of the expense necessary to make the M. S. P. A. useful to all druggists. I again wish to put it in plain words so that they will not be misunderstood, that one of the requirements of membership of the M. S. P. A. is manhood.

Dispensing Doctor Unsafe.

The number of physicians who dispense their own medicines continues to increase. Pharmacy is fast becoming a lost art in all but the larger cities, and even there the evil is growing apace. Medical dispensing is prohibited by law in Germany, Austria and all other continental nations on the ground that it is not only a menace to public health,

but to public safety as well—that it is both unwise and unsafe to vest in one man the right to diagnose, to prescribe, to dispense the remedy, to administer it and then, if death ensues as the result perhaps of ignorance or of carelessness or even of criminal intent, to write the death certificate, thus burying with the patient all evidence of the crime.

But this is not all. Though by far the greater proportion of all medicine dispensed nowadays is by the doctors themselves, and though it is a notorious fact that perhaps a majority of them dispense medicines of the cheapest and poorest quality, for which pharmacists and manufacturers would suffer heavy penalties under Federal and State laws, these medical men may, nevertheless, snap their fingers at all pure drug legislation and dispense whatever they please with entire impunity. Is this right? Is this discrimination against competent pharmacists and in favor of pharmaceutically incompetent physicians right? Is it consistent in doctors to rage against impure or secret medicines and to demand punitive legislation and themselves be guilty of the offense in the worst form only to assert their right not only to immunity from punishment but to exemption from any sort of enquiry into their acts.

The better class of physicians deplore existing conditions which they assert are mainly due to medical competition. One dispensing doctor can drive the physicians of a whole community into the practice. Relief from the burden can be secured only through legislation and in this reform pharmacists may count on the support of all physicians who put the welfare of their patients above the promptings of dollars.

Itinerant Vendors.

I will say a few words regarding the vending of drugs and medicines. The organizing of the so-called wagon companies and the alarming increase of their business should arouse our deep concern and stimulate us to vigorous action in self-defense. We should endeavor placing the sale of all medicines in the commonwealth under the control of the Board of Pharmacy. In a number of states, laws intending to prohibit the peddling of medicines have been enacted; but thus far they have all been held unconstitutional as referring that they are restriction of trade and unfair. This Association has undertaken a number of times to have a law enacted to have these wagon peddlers come under the same pure food and drug inspection laws that we are under, but you all know what our success has been along that line. The principal reason of the non-success is that the legislator says it hurts the poor farmer and the only reason that I can see why it hurts the farmer, is because he is organized, and therefore controls a good many of the legislator's votes.

Price Cutting.

An opinion was recently handed down by Supreme Justice Holmes, pointing a way by which a manufacturer can prevent the sale of his goods at cut prices. That is by the consignment plan, the goods to be consigned to the wholesaler but the ownership remaining at all times in the manufacturer. The Miles Company is now working under that plan, and so long as the consignment is actual and bona fide, it would appear that there is no legal obstruction to the adoption by the manufacturers in general. Along this same line the N. A. R. D. have outlined a plan to modify the Boehm coupon plan, by which proprietors might maintain a fixed schedule of prices from the factory to the consumer. While it must be admitted that the plan is somewhat cumbersome in its workings, as compared with the direct sales method, and for that reason is especially objectionable to wholesalers, yet it can not be denied that it is feasible, and I would suggest that if wholesalers refuse to handle goods on consignment, the manufacturer is at perfect liberty if he chooses, to consign his goods to retailers and retailers' co-operative organizations direct.

The N. A. R. D. has this last year, through its Legislative Committee, done wonderful work in having the obnoxious part of the anti-narcotic bill drafted by Senator Harrison stricken out. The bill as it now stands will not work a hardship on the druggists and will protect all public safety. Under this law it will be possible to trace the source of all opium sold in this country, aside from

any that may be smuggled from ships across the border, and one satisfactory feature of the measure is that it applies to opium, morphine and especially cocaine dispensed by physicians as well as that dispensed by druggists. Manufacturer, wholesaler, retailer and physician are all held strictly accountable by law, which is a most commendable effort to put an end to what has grown to be an evil of appalling proportions. The bill as originally drafted by Senator Harrison would have put the retail druggist out of business. I mentioned the above facts to show, especially to the non-members of the Association, what good work is being done by the N. A. R. D., and I sincerely hope that every druggist of the State of Michigan, will for his own benefit, if not for his brother druggist, affiliate himself with the N. A. R. D. and do it at once.

A few words regarding fire insurance. I have given the latter considerable thought and I hope that which I am going to say will not be misconstrued as malice. It is far from me to try and hurt any concern, but I fell in duty bound to send a warning to the druggists of the State that some of us are treading on dangerous grounds when we insure our holdings because we are saving a few dollars in a company that is not authorized to do business in this State. The following is a copy from the Insurance Department and after you read it you can judge for yourself whether I have over-stepped my duty or not.

INSURANCE DEPARTMENT Lansing.

Sept. 8, 1913.

Mr. Henry Riechel,
Grand Rapids, Michigan.

Dear Sir—Answering yours of Sept. 6. I will say that the Druggists' Indemnity Exchange of St. Louis, Missouri, is not authorized to transact business in this State and it is a violation for any person to solicit insurance for an unauthorized company.

John T. Winship,
Commissioner of Insurance.

Organization a Life Saver.

Never in the history of the retail drug business was it more important than at the present time that we should present a united front in the defense of our interest. Unlimited capital is constantly establishing retail stores throughout the country. There is reason to believe that such monopolies as the Standard Oil and Tobacco trusts are being employed in the effort to gain a monopoly of the retail drug business. The methods employed are the same as those by which the United Cigar Company was built up. These so-called chain systems, manufacture and distribute, and their expansion means heavy loss to the independent manufacturer, wholesaler as well as to the retailers. To meet this competition the retail druggists must give their support to co-operative buying, manufacturing and distributing associations, and do everything to thereby improve their selling methods. By affiliation with co-operative organizations we can buy just as cheaply as our chain drug store competitors and surpass them in quality of goods we offer our customers.

When I started off with this communication to you I mentioned something about telling you the needs of the future of this Association as I saw them, which I will endeavor to herewith do, making a few recommendations that I consider beneficial to the Association, the first of which is as follows:

That the President be elected, what I would term the off year, meaning the year that there is no legislation, and that he be elected for two years. My reason for this is, that if the man is elected to the chair in the off year, he will have time to make himself acquainted with the work that is to be done in the way of legislative work, and he can also make himself acquainted with those members of the Association from whom he can expect assistance.

Further, I would recommend that the Ex-President automatically become a member of the Executive Committee. (Of course meaning after this term.) My reason is, that he is acquainted with all the work that has been done and is more likely to know the reason of the unsuccessful attempts in getting anything through the Legislature, and to a great extent will be acquainted with the members who can give their time toward the work.

Further, I will recommend that the work of the Legislative Committee be assumed by the Executive Committee. They to select a chairman. In that way, if it should so happen that the chairman of the Executive Committee can not give the proper time to attend to the legislative work, the Executive Committee shall have the power to elect one member for that office. My reason for the same is, that I feel sure that more effective work can be done through the members of the Executive Committee. It appears to me that on account of their having been elected by the members or the Association they will feel more responsible for the work done; and also it is a saving of considerable expense.

Further, I would recommend that this Association empower the Executive Committee to hire a paid organizer for one year. I realize that the Executive Committee has that power invested in it by the constitution, but we all know that if they would go ahead and execute this

power and not have the success that might be expected to derive through having an organizer, the members might express serious objections. For that reason I would like to see this body take a vote on that question.

Further, I would recommend that the delegates' expenses—not only the railroad expenses but all their expenses—be paid to the convention of the N. A. R. D. I believe that this Association should not ask members to pay their own expenses, besides putting in their time and possibly hiring a substitute to fill their place while they are on such a junket.

Conclusion.

I can not close without expressing thanks more than words can tell for the honor conferred on me at Muskegon some over a year ago. It has been my utmost aim to do what little I could to advance the interests of the Association and the druggists at large of the State. I also desire to express my thanks and appreciation for the able assistance that I received from the other officers, the Executive Committee and all other committees and of the many active members who have given much time and thought to this cause.

Secretary Furniss then read his annual report, as follows:

Your Secretary begs to submit the following report for the year ending September 30th, 1913:

There were three meetings of the Executive Committee held during the year, all in the city of Grand Rapids: One Sept. 17, 1912, for the organization of the committee and passing of proper resolutions for the purpose of disbanding the Michigan Retail Druggists' Association, and the incorporation of the Michigan State Pharmaceutical Association according to the advice of our counsel.

The second meeting was held Dec. 5, 1912, to consider the proposition of getting a member on the State Board of Pharmacy and devise means to increase our membership.

The third meeting was held July 1, 1913, to consider plans for the annual meeting.

Membership.

Total number of members taken from the records of both old associations who were not in arrears more than three years 736
New members received during year 18

Total 754
Lost by death 6
Rolin H. Whitmarsh, Adrian,
Arthur G. Harper, Alpena,
J. H. Westendorf, Mt. Clemens,
F. A. Sigler, Pickney,
Chas. E. Fisk, Potoskey,
C. G. Becker, Rockford.
Resigned, reported out of business, could not locate and not eligible to membership 29
Total loss 35

Present membership 719
Dues fully paid 227
Owing one year dues 126
Owing more than one year 366
719

Financial.

Received from M. R. D. A. Treasurer \$ 703.19
Received from M. S. P. A. Treasurer 119.29
Eighteen new memberships at \$5 each 90.00
Dues 604.05
Interest on money in bank 15.00
Received for advertising 234.00

Total \$1,765.51
Total orders drawn on Treasurer \$1,241.54

Balance in hands of Treasurer 523.97
All of which is respectfully submitted.

Treasurer Varnum presented his annual report, as follows:

I hereby report the receipts and payments of money handled by me as Treasurer during the year ending October 2, 1913:

Receipts.

1912
Oct. 1, from Treasurer M. R. D. A. \$ 703.17
Nov. 30, from Treasurer M. S. P. A. 119.29
Sept. 18, from V. W. Furniss, Sec. 33.00
Nov. 15, from V. W. Furniss, Sec. 100.00
Jan. 8-13, from V. W. Furniss, Secretary 257.05
Apr. 3, from V. W. Furniss, Sec. 499.00
July 28, from V. W. Furniss, Sec. 55.00
Sept. 22, from V. W. Furniss, Sec. 14.00
July 3, from interest on deposits 5.50
Oct. 16, from interest on deposits 9.00

Total Receipts \$1,765.51
Disbursements.

Paid on orders of the Secretary \$1,241.54
Cash on hand \$ 523.97
Orders paid No. 1 to 66 and 68 to 77 inclusive.
No. 67 was destroyed.

A black sheep in the family brings disgrace to the entire household, and the man who is honorable discredits the entire human race.

WHOLESALE DRUG PRICE CURRENT

Acids		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	Guaiac	@ 1 05
Citric	60 @ 66	Juniper Berries ..	@ 1 25	Guaiac 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	@ 80
Ammonia		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, Deodorz'd	@ 2 25
Chloride	12 @ 15	Mustard, true	4 50 @ 6 00	Rhubarb	@ 70
Balsams		Mustard, artif'l ..	2 75 @ 3 00	Paints	
Copaiba	75 @ 1 00	Neatsfoot	80 @ 85	Lead, red dry	7 1/2 @ 16
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	Lead, white oil ..	7 1/2 @ 14
Peru	2 25 @ 2 50	Olive, Malaga, ..	1 50 @ 1 65	Ochre, yellow bbl. 1	@ 1 1/4
Tolu	1 00 @ 1 25	Orange, sweet	4 75 @ 5 00	Ochre, yellow less ..	2 @ 5
Berries		Organum, pure	1 25 @ 1 50	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Organum, com'l	50 @ 75	Red Venetian bbl. 1	@ 1 1/2
Fish	15 @ 20	Pennyroyal	2 25 @ 2 50	Red Venet'n, less ..	2 @ 5
Juniper	7 @ 10	Peppermint	4 00 @ 4 25	Shaker, Prepared ..	1 40 @ 1 50
Prickley Ash	@ 50	Rose, pure	16 00 @ 18 00	Vermillion, Eng.	90 @ 1 00
Barks		Rosemary Flowers ..	90 @ 1 00	Vermillion, Amer.	15 @ 20
Cassia (ordinary) ..	25	Sandalwood, E. I. ..	25 @ 30	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon) ..	65 @ 75	Sassafras, true	80 @ 90	Whiting	2 @ 5
Elm (powd. 25c) ..	25 @ 30	Sassafras, artif'l ..	45 @ 50	Insecticides	
Sassafras (pow. 30c)	@ 25	Spearmint	5 50 @ 6 00	Arsenic	6 @ 10
Soap (powd. 25c) ..	@ 15	Sperm	50 @ 1 00	Blue Vitrol, bbl.	@ 6 1/4
Extracts		Tansy	5 00 @ 5 50	Blue Vitrol less ..	7 @ 10
Licorice	24 @ 28	Tar, USP	25 @ 35	Bordeaux Mix Pst ..	8 @ 15
Licorice powdered ..	25 @ 30	Turpentine, bbls.	@ 49	Heliohore, White ..	15 @ 20
Flowers		Turpentine, less ..	53 @ 60	Insect Powder	20 @ 35
Arnica	18 @ 25	Wintergreen, true ..	@ 5 00	Lead Arsenate	8 @ 16
Chamomile (Ger.) ..	25 @ 35	Wintergreen, sweet ..	2 00 @ 2 25	Lime & Sulphur	15 @ 25
Chamomile (Rom.) ..	40 @ 50	Wintergreen, art'l ..	50 @ 60	Paris Green	15 1/2 @ 20
Gums		Wormseed	3 50 @ 4 00	Miscellaneous	
Acacia, 1st	40 @ 50	Wormwood	@ 8 00	Acetanilid	30 @ 35
Acacia, 2nd	35 @ 40	Potassium		Alum	3 @ 5
Acacia, 3d	30 @ 35	Bicarbonate	15 @ 18	Alum, powdered and	5 @ 7
Acacia, Sorts	@ 20	Bichromate	13 @ 16	ground	5 @ 7
Acacia Powdered ..	35 @ 40	Bromide	45 @ 55	Bismuth, Submi-	2 10 @ 2 25
Aloes (Barb. Pow) ..	22 @ 25	Carbonate	12 @ 15	trate	2 10 @ 2 25
Aloes (Cape Pow) ..	20 @ 25	Chlorate, xtal and	12 @ 16	Borax xtal or	6 @ 12
Aloes (Soc. Powd.) ..	40 @ 50	powdered	16 @ 20	powdered	6 @ 12
Asafoetida	75 @ 1 00	Chlorate, granular ..	30 @ 40	Cantharides po.	1 75 @ 2 00
Asafoetida, Powd. ..	@ 75	Cyanide	20 @ 23	Calomel	1 20 @ 1 30
Pure	@ 75	Iodide	30 @ 35	Capsicum	20 @ 25
U. S. P. Powd.	@ 1 00	Permanganate	15 @ 30	Carminc	@ 3 50
Camphor	55 @ 60	Prussiate yellow ..	30 @ 35	Cassia Buds	@ 40
Guaiac	35 @ 40	Prussiate, red	50 @ 60	Cloves	30 @ 35
Guaiac, Powdered ..	50 @ 60	Sulphate	15 @ 20	Chalk Prepared	6 @ 8 1/2
Kino	@ 40	Roots		Chalk Precipitated ..	7 @ 10
Kino, Powdered	@ 45	Alkanet	15 @ 20	Chloroform	38 @ 48
Myrrh	@ 40	Blood, powdered	20 @ 25	Chloral Hydrate ..	1 00 @ 1 15
Myrrh, Powdered ..	@ 50	Calamus	35 @ 40	Cocaine	3 95 @ 4 25
Opium	6 80 @ 7 00	Elecampane, pwd.	15 @ 20	Cocoa Butter	50 @ 60
Opium, Powd.	8 75 @ 8 95	Gentian, powd.	12 @ 16	Corks, list, less 70%	@
Opium, Gran.	8 90 @ 9 10	Ginger, African, ..	15 @ 20	Copperas, bbls.	@
Shellac	28 @ 35	powdered	15 @ 20	Copperas, less	2 @ 5
Shellac, Bleached ..	30 @ 35	Ginger, Jamaica, ..	22 @ 25	Copperas, Powd.	4 @ 6
Tragacanth No. 1 ..	40 @ 1 50	powdered	22 @ 28	Corrosive Sublim. 1	05 @ 1 10
Tragacanth, Pow	75 @ 85	Goldenseal, powd ..	25 @ 30	Cream Tartar	30 @ 35
Turpentine	10 @ 15	Ipecac, powd.	2 75 @ 3 00	Cuttlebone	25 @ 30
Leaves		Licorice, powd.	14 @ 16	Dextrine	7 @ 10
Buchu	1 85 @ 2 00	Licorice, powderd ..	12 @ 15	Ever's Powder	2 00 @ 2 25
Buchu, Powd.	2 00 @ 2 25	Opis, powdered	25 @ 30	Emery, all Nos.	6 @ 10
Sage, bulk	18 @ 25	Poke, powdered	20 @ 25	Emery, powdered ..	5 @ 8
Sage, 1/8 Loose.	20 @ 25	Rhubarb	75 @ 1 00	Epsom Salts, bbls ..	@ 1 1/2
Sage, Powdered	25 @ 30	Rhubarb, powd.	75 @ 1 25	Epsom Salts, less 2 1/2	@ 5
Senna, Alex	45 @ 50	Rosinweed, powd.	25 @ 30	Ergot	1 50 @ 1 75
Senna, Tinn.	15 @ 20	Sarsaparilla, Hond. ..	@ 50	Ergot, powdered	1 80 @ 2 00
Senna, Tinn, Pow.	20 @ 25	ground	@ 50	Flake White	12 @ 15
Uva Ursi	10 @ 15	Sarsaparilla Mexican,	25 @ 30	Formaldehyde lb.	10 @ 15
Oils		ground	25 @ 30	Gambier	6 @ 10
Almonds, Bitter, ..	6 00 @ 6 50	Squills	20 @ 35	Gelatin	35 @ 45
Almond, Bitter, ..	@ 1 00	Squills, powdered ..	40 @ 60	Glassware, full cases	80%
Almonds, Sweet, ..	90 @ 1 00	Tumeric, powd.	12 @ 15	Glassware, less 70 & 10%	@
Almond, Sweet, ..	90 @ 1 00	Valerian, powd.	25 @ 30	Glauber Salts bbl.	@ 1
Almond, Sweet, ..	40 @ 50	Seeds		Glauber Salts less ..	2 @ 5
Amber, crude	25 @ 30	Anise	15 @ 20	Glue, brown	11 @ 15
Amber, rectified ..	40 @ 50	Anise, powdered	22 @ 25	Glue, brown grd	10 @ 15
Anise	2 25 @ 2 50	Bird, ls	8 @ 10	Glue, white	15 @ 25
Bergamot	7 50 @ 8 00	Canary	9 @ 12	Glue, white grd	15 @ 20
Cajuput	75 @ 85	Caraway	12 @ 18	Glycerine	23 1/2 @ 30
Cassia	1 50 @ 1 75	Cardamon	1 75 @ 2 00	Hops	50 @ 80
Castor, bbls. and ..	12 1/2 @ 15	Celery	30 @ 35	Indigo	85 @ 1 00
Castor, cans	@ 85	Coriander	12 @ 18	Iodine	4 35 @ 4 60
Cedar Leaf	@ 60	Dill	25 @ 30	Iodoform	5 40 @ 5 60
Citronella	@ 60	Fennel	@ 30	Lead Acetate	12 @ 18
Cloves	1 50 @ 1 75	Flax	4 @ 8	Lycopodium	55 @ 65
Cocanut	20 @ 25	Flax, ground	4 @ 8	Mace	80 @ 90
Cod Liver	1 25 @ 1 50	Foenugreek, pow.	6 @ 10	Mace, powdered	90 @ 1 00
Cotton Seed	90 @ 1 10	Hemp	5 @ 7	Menthol	8 60 @ 9 00
Croton	@ 1 60	Lobelia	@ 50	Mercury	75 @ 85
		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 1/2
		Sunflower	6 @ 8	Rochelle Salts	23 @ 30
		Worm American	15 @ 20	Saccharine	1 50 @ 1 75
		Worm Levant	40 @ 50	Salt Peter	7 1/2 @ 12
		Tinctures		Seidlitz Mixture	20 @ 25
		Aconite	@ 75	Soap, green	15 @ 20
		Aloes	@ 60	Soap, mott castile ..	10 @ 15
		Arnica	@ 60	Soap, white castile ..	@ 6 25
		Asafoetida	@ 1 00	Soap, white castile ..	@ 6 25
		Belladonna	@ 60	less, per bar	@ 68
		Benzoine	@ 90	Soda Ash	1 1/2 @ 5
		Benzoine 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.	@ 95	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

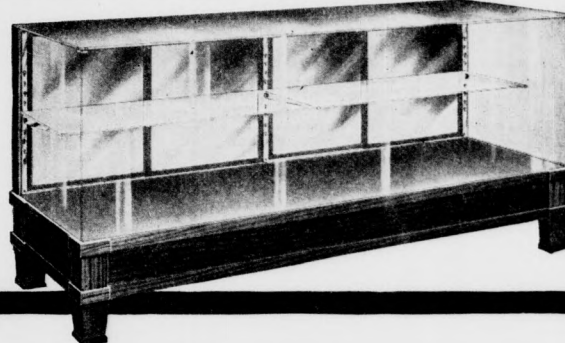


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Our Holiday Sample line is the largest and most complete of any that we have ever shown. It is now on display in our sample room in Grand Rapids. We are making dates and appointments with our customers so as to give them prompt attention upon arrival. 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.

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GROCERY PRICE CURRENT

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

ADVANCED

Canned Meats
Cheese
Cod Fish

DECLINED

Flour
Holland Herring, bbls.

Index to Markets

By Columns

A		Col.	1	2
Ammonia		1	12 oz. ovals 2 doz. box	Doz. 75
Axle Grease		1	AXLE GREASE	
			Frazer's.	
			11lb. wood boxes, 4 doz.	3 00
			11lb. tin boxes, 3 doz.	2 35
			3 1/2 lb. tin boxes, 2 doz.	4 25
			10lb. pails, per doz.	6 00
			15lb. pails, per doz.	7 20
			25lb. pails, per doz.	12 00
			BAKED BEANS	
			No. 1, per doz.	45@ 90
			No. 2, per doz.	75@1 40
			No. 3, per doz.	85@1 75
			BATH BRICK	
			English	95
			BLUING	
			Jennings.	
			Condensed Pearl Bluing	
			Small C P Bluing, doz.	45
			Large C P Bluing, doz.	75
			BREAKFAST FOODS	
			Apetiz, Biscuits	3 00
			Bear Food, Pettijohns	1 95
			Cracked Wheat, 24-2	2 50
			Cream of Wheat, 36-2	4 50
			Cream of Rye, 24-2	3 00
			Posts Toasties, T.	
			No. 2	2 80
			Posts Toasties, T.	
			No. 3	2 80
			Farinose, 24-2	2 70
			Grape Nuts	2 70
			Grape Sugar Flakes	2 50
			Sugar Corn Flakes	2 50
			Hardy Wheat Food	2 25
			Postma's Dutch Cook	2 75
			Holland Rusk	3 20
			Kellogg's Toasted Rice	
			Biscuit	3 30
			Kellogg's Toasted Rice	
			Flakes	2 80
			Kellogg's Toasted Wheat	
			Biscuit	3 30
			Krinkle Corn Flake	1 75
			Mapl-Wheat Flakes	
			2 doz.	2 70
			Mapl-Wheat Flakes	
			3 doz.	2 80
			Mapl-Corn Flakes	2 75
			Minn. Wheat Cereal	4 25
			Algrain Food	4 50
			Ralston Wheat Food	4 50
			Ralston Wheat Food	1 45
			Saxon Wheat Food	2 80
			Shred Wheat Biscuit	3 60
			Triscuit, 18	1 80
			Pillsbury's Best Cer'l	4 25
			Post Tavern Special	4 25
			Quaker Puffed Rice	2 85
			Quaker Puffed Wheat	2 85
			Quaker Brkfst Biscuit	1 90
			Quaker Corn Flakes	1 75
			Victor Corn Flakes	2 20
			Washington Crisps	1 85
			Wheat Hearts	1 90
			Wheatena	4 50
			Evapor'd Sugar Corn	90
			BROOMS	
			Fancy Parlor, 25 lb.	4 75
			Parlor, 4 String, 25 lb.	4 25
			Standard Parlor 23 lb.	4 00
			Common, 23 lb.	3 50
			Special, 23 lb.	3 00
			Warehouse, 33 lb.	4 75
			Common Whisk	1 00
			Fancy Whisk	1 25
			BRUSHES	
			Scrub	
			Solid Back, 8 in.	75
			Solid Back, 11 in.	95
			Pointed Ends	85
			Stove	
			No. 3	90
			No. 2	1 25
			No. 1	1 75
			Shoe	
			No. 3	1 00
			No. 7	1 30
			No. 4	1 70
			No. 3	1 90
			BUTTER COLOR	
			Dandelion, 25c size	2 00
			CANDLES	
			Paraffine, 6s	7 1/2
			Paraffine, 12s	8
			Wicking	20
			CANNED GOODS	
			Apples	
			3 lb. Standards	@ 90
			Gallon	2 75@2 85
			Blackberries	
			2 lb.	1 50@1 90
			Standard gallons	@ 5 00

3

CHEESE

Ace	@17 1/2
Bloomington	@17 1/2
Carson City	@17 1/2
Hopkins	@18
Brick	@17 1/2
Leiden	@15
Limburger	@17 1/2
Pineapple	40 @60
Edam	@85
Sap Sago	@22
Swiss, domestic	@20

CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juicy Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs, \$2.20)	55
Spearmint, Wrigleys	55
Spearmint, 5 box jars 2 75	55
Spearmint, 3 box jars 1 65	55
Trunk Spruce	55
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Scheuer's	6
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	23
Walter M. Lowney Co.	
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE

No. 40 Twisted Cotton	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	2 85
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	80
No. 72 Jute	1 00
No. 60 Sisal	85

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Louyer	36
Lowney, 1/4s	33
Lowney, 1/2s	33
Lowney, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Van Houten, 1s	65
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	22

COCOANUT

Dunham's	per lb.
1/4s, 5lb. case	30
1/4s, 5lb. case	29
1/4s, 15lb. case	29
1/4s, 15lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	14 1/2
Bulk, barrels	13 1/2
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
26 10c pkgs., per case	2 60
16 10c and 33 5c pkgs., per case	2 60

COFFEES ROASTED

Rio	
Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

Maracaibo

Fair	24
Choice	25
Choice	25
Fancy	26

Guatemala

Fair	25
Fancy	28

Java

Private Growth	26@30
Mandling	31@35
Aukola	30@32

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Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	

Package

New York Basis	
Arbuckle	21 50
Lion	23 50

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago	
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Extracts

Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foll, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY

Stick Candy	
Horhound	8
Standard	8
Standard, small	8 1/2
Twist, small	9

Cases

Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13

Mixed Candy

Broken	8
Cameo	12
Cut Leaf	9
Fancy	10 1/2
French Cream	9
Grocers	6 1/2
Kindergarten	11
Leader	8 1/2
Majestic	9
Monarch	8 1/2
Novelty	10
Paris Creams	10
Premio Creams	14
Royal	7 1/2
Special	8 1/2
Valley Creams	12
X L O	7

Specialties

Auto Kisses (baskets)	13
Bonnie Butter Bites	16
Butter Cream Corn	15
Candy Crackers (bskt)	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coco Macaroons	16
Coffy Toffy	14
Cream Marshmallows	14
Dainty Mints 7 lb. tin	15
Empire Fudge	14
Fudge, Pineapple	13
Fudge, Walnut	13
Fudge, Filbert	13
Fudge, Choco. Peanut	12
Fudge, Honey Moon	13
Fudge, Toasted Cocoa-nut	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokays	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Manchus	15
Molasses Kisses, 10 lb. box	13
Nut Butter Puffs	13
Salted Peanuts	15

Chocolates

Assorted Choc.	15
Amazon Caramels	15
Champion	12
Choc. Chips, Eureka	18
Climax	13
Eclipse, Assorted	15
Eureka Chocolates	16
Favorite	16
Ideal Chocolates	13
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	25
Nut Wafers	18
Ocoro Choc. Caramels	17
Peanut Clusters	22
Pyramids	14
Quintette	16
Regina	11
Star Chocolates	13
Superior Choc. (light)	18

6

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

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

In Special Tin Packages	
Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00

In bulk, per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

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

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

Apricots	
California	13@15
Corsican	15

Currants	
Imported 1 lb. pkg.	8 3/4
Imported, bulk	8 1/2

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

Peel	
Lemon, American	12 1/2
Orange, American	12 1/2

Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr. 6 1/2	
Loose Muscatels, 3 Cr. 6	
L. M. Seeded, 1 lb. 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 35
Brown Holland	1 65

Farina	
25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20

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

Pearl Barley	
Chester	3 00
Empire	

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

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

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

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

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

Linen Lines	
Small	20
Medium	26
Large	34

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

7

FLAVORING EXTRACTS	
Jennings D C Brand	
Terpeness Extract Lemon	
No. 1 F Box, per doz.	75
No. 2 F Box, per doz.	90
No. 3 F Box, per doz.	1 75
No. 4 F Box, per doz.	1 75
No. 5 F Box, per doz.	1 75
2 oz. Flat, F M per dz.	1 50

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

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 25
Seal of Minnesota	5 00
Sunburst	5 00
Wizard Flour	4 85
Wizard Graham	5 00
Wizard Gran. Meal	4 30
Wizard Buckwheat	6 00
Rye	4 40

Valley City Milling Co.	
Lily White	5 25
Light Loaf	4 75
Graham	2 20
Granena Health	2 20
Gran. Meal	2 10
Bolited Med.	2 00

Voigt Milling Co.	
Graham	4 60
Voigt's Crescent	5 10
Voigt's Flourloft	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, 1/2s	5 20
American Eagle, 1/4s	5 10
American Eagle, 1/8s	5 00

Spring Wheat	
Roy Baker	
Golden Horn, family	4 60
Golden Horn, bakers	4 70
Wisconsin Rye	3 80

Judson Grocer Co.	
Ceresota, 1/2s	5 60
Ceresota, 1/4s	5 70
Ceresota, 1/8s	5 80

Worden Grocer Co.	
Wingold, 1/2s cloth	5 50
Wingold, 1/4s cloth	5 40
Wingold, 1/8s cloth	5 30
Wingold, 1/2s paper	5 35
Wingold, 1/4s paper	5 30
Bakers' Patent	5 15

Wykes & Co.	
Sleepy Eye, 1/2s cloth	5 45
Sleepy Eye, 1/4s cloth	5 35
Sleepy Eye, 1/8s cloth	5 25
Sleepy Eye, 1/2s paper	5 25
Sleepy Eye, 1/4s paper	5 25

Meal	
Bolited	4 10
Golden Granulated	4 30

Wheat	
New Red	89
New White	90

Oats	
Michigan carlots	47
Less than carlots	50

Corn	
Carlots	84
Less than carlots	86

Hay	
Carlots	18 00
Less than carlots	19 00

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

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

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14	00
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

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

Pelts	
Old Wool	60@1 25
Lambs	50@ 75
Shearlings	50@ 75

Tallow	
No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13

HORSE RADISH	
Per doz.	90

Jelly	
5lb. pails, per doz.	2 40
15lb. pails, per pail	60
30lb. pails, per pail	1 10

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

MACARONI	
Uncle Sam Macaroni Co.	
Macaroni, 24 10c pkgs.	1 70
Spaghetti, 24 10c pkgs.	1 70
Vermicelli, 24 10c pkgs.	1 70
Curved Cuts, 24 10c	
pkgs.	1 70

Alphabets, 24 10c pkgs.	
Kurl Cuts, 20 lb. pails	1 35
Kurl Cuts, 25 lb. pails	1 37
Kurl Cuts, 50 lb. pails	2 40
Egg Noodles, 24 10c	
pkgs.	1 80

Bulk Macaroni, 10 lb.	
boxes	75
Bulk Spaghetti, 10 lb.	
boxes	75
Hotel Hook, fibre bxs.	1 00

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

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20

Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

MUSTARD	
1/4 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 15@1 25	
Bulk, 2 gal. kegs 1 10@1 20	
Bulk, 5 gal. kegs 1 00@1 15	

Stuffed, 5 oz.	
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25

Manzanilla, 8 oz.	
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	7 75

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. 93, Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632, Tour'n't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Braised 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 1/2
50 lb. tubs	advance 1 1/2
50 lb. tins	advance 1 1/2
20 lb. pails	advance 3 1/2
10 lb. pails	advance 7 1/2
5 lb. pails	advance 1
8 lb. pails	advance 1

Smoked Meats	
Hams, 12 lb. av.	19 1/2@20
Hams, 12 lb. av.	19 1/2@19 1/2
Hams, 16 lb. av.	17 1/2@18
Hams, 18 lb. av.	17 1/2@17 1/2
Ham, dried beef	
sets	23 @24
California Hams	11 1/2@11 1/2
Picnic Boiled	
Hams	19 1/2@20
Boiled Hams	26 1/2@27
Minced Ham	13 @13 1/2
Bacon	18 @24

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. 48
 Sure Shot, 5c 1-6 gro. 5 76
 Yankee Girl Scrap, 2oz. 5 76
 Pan Handle Scrp 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 52
 Brotherhood, 16 oz. 5 05
 Carnival, 5c 5 76
 Carnival, 1/2 oz. 29
 Carnival, 16 oz. 40
 Cigar Clip g. Johnson 30
 Cigar Clip g. 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. 79
 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 30
 Five cent cut Plug. 5 76
 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
 Gail & Ax Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 87
 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 38
 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 09
 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 5 76
 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 oz. 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 88
 Velvet, 5c pouch 48
 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 1/2 oz. 5 75
 Way up, 16 oz. pails 31
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 52
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb. doz. 4 80

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

Washboards

Bronze Globe 2 50
 Dewey 1 75
 Double Acme 3 75
 Single Acme 3 15
 Double Peerless 3 75
 Single Peerless 3 25
 Northern Queen 3 00
 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 4 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 1/4
 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



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 1

TEA

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

COFFEE

Roasted
 Dwinell-Wright Co's B'ds



White House, 1 lb
 White House, 2lb
 Full line of fire and bur-

16

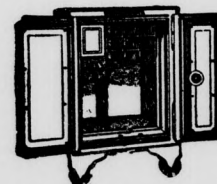
Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Royal High Grade
 Superior Blend
 Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit; Sy-
 mons Bros. & Co., Sagin-
 aw; Brown, Davis & War-
 ner, Jackson; Godsmark,
 Durand & Co., Battle
 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-
 gar 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. & Co.

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

Proctor & Gamble Co.

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

Tradesman Co.'s Brand

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

A. B. Wrisley

Good Cheer 4 00
 Old Country 2 40

Soap Powders

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

Soap Compounds

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

Scouring

Enoch Morgan's Sons

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

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.



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GRAND RAPIDS

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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.

Meat market and grocery for sale; doing good business; fixtures in first-class condition; groceries all staple; worth about \$1,800. Address Hagerman Meat Market, Hagerman, N. M. 497

A Great Opportunity—\$10,000 cash required to swing the safest store property on market, clothing, dry goods, shoes, ladies' ready made. Cleanest stock, business 35 years old, always money-maker. Town 3,000, richest farming section in Central Michigan. No worry attached. Disposition must be made at once, owing to outside interests demanding immediate attention. Any good man can enjoy a 25 per cent. investment right from start. Bumper crops. Write at once. Address No. 496, care Tradesman. 496

Wanted—To buy, potatoes, cabbage, hay in carlots. New choice picked beans and honey in any amounts. Jos. Weiler, Olney, Ill. 495

Come To California—We sell bakery and candy stores only. Write for list. Bakers' & Confectioners' Sales Bureau, Los Angeles, Calif. 494

First-class bakery and restaurant, with reputation of eighteen years. Modern two-story brick building, 30x140 feet. Best location seaport city of 85,000 on Lake Superior. Doing good business, no wagon, all counter trade. Have best class of people boarding with me. Have no opposition in catering. Will invoice \$5,600, part cash, balance to suit. Give good lease to right party. Chas. Schober, 27 E. Superior St., Duluth, Minn. 493

Parcel Post—No Christmas stock of stationery or office supplies complete without Duplex Rate and Zone Finder. Write for sample and special prices to the trade. Geo. W. Smith, 99 Chestnut St., Dubuque, Iowa. 492

Wanted to rent store building in country town. Would also buy stock and building if price is right. J. B., 2220 Clybourn Ave., Chicago, Ill. 491

Rope making machine business, with equipments, for sale, forced sale. Write Agents' Register Co., 400 Temple Court, Minneapolis, Minn. 490

Farm—40 acre farm in Barry county, Missouri, for sale or exchange for country store or town property; price \$1,600. Also several other large and small farms and town property for sale cheap. Write T. A. Abbott, Columbus, Kan. 489

Good house and a store to exchange for stock of merchandise. Wm. Sweet, Cedar, Mich. 487

For Sale—Stock dry goods, shoes, groceries. Small town in good farming country. Established 10 years and have good trade. Stock and fixtures inventory about \$6,000, which can be reduced. A splendid opportunity. Good reasons for selling. Harding & Co., Morley, Mich. 486

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

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

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 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

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

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

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

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

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 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

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

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

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

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

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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

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

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

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

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

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

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

\$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

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

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

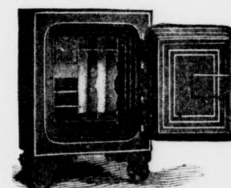
HELP WANTED.

Wanted—Drug clerk with at least two years' experience, or assistant. Address R. W. Johnson, Druggist, Three Rivers, Mich. 488

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

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BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, Sept. 12—In the matter of Edward J. Carroll, bankrupt, of Manton, an order was entered confirming the report of sale filed by John F. Berner, trustee, showing sale of the assets of such estate, excluding exemptions, to Benjamin Hartger, of Manton, for \$2,005.

Sept. 15—In the matter of Jay A. Haring, bankrupt, formerly merchant at Grant, the final report and account of William B. Holden, trustee, was filed, showing balance on hand for distribution of \$2,227.58, and an order was entered calling a final meeting of creditors to be held at the office of the referee on Sept. 29, to consider such report, pass upon the applications for attorney fees and for declaration of a final dividend. A first dividend of 15 per cent. has already been paid creditors. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Harry M. Hinshaw, bankrupt, formerly merchant at Leland, the final meeting of creditors was held. The final report and account of Amil F. Nerlinger, trustee, was approved. Final order for distribution was entered. It appearing that there were not sufficient assets to pay the preferred mortgage claim of E. E. Chandler and administration expenses in full, no dividend was declared for general creditors. No cause to the contrary being shown by creditors, it was determined a favorable certificate as to the bankrupt's discharge be made by the referee.

In the matter of Richard W. Elwood, bankrupt, merchant at Bellevue, the first meeting of creditors was held. Creditors failing to elect a trustee, the referee appointed Abram B. Hoyt, of Bellevue, bond fixed at \$1,000. Following were appointed appraisers: W. A. Young, R. D. Murray and Oral Olmstead, all of Bellevue. The bankrupt was sworn and examined by the referee and the first meeting then adjourned, without day.

Sept. 16—In the matter of the Grand Rapids Motor Truck Co., bankrupt, of Grand Rapids, the first meeting of creditors was held. The final report of the Grand Rapids Trust Company, receiver, was filed, showing cash balance on hand \$9,298.62, bills and accounts receivable \$2,906.35, note and chattel mortgage for balance of purchase price of Boston branch \$425 and a U. S. patent for improvements in starters for combustion engines. The report was considered and decision reserved. By unanimous vote of creditors present and represented the Grand Rapids Trust Company was elected trustee; bond fixed at \$10,000. The first meeting was then adjourned to October 16, and the officers of the bankrupt company ordered to appear for examination.

In the matter of Montague Iron Works Company, bankrupt, the final report and account of James F. Knowlton, trustee, was filed and shows a balance of cash on hand \$3,443.65. An order was made calling the final meeting of creditors to be held at the office of the referee on Sept. 30, to consider such report and for the purpose of declaring a final dividend for creditors. A first dividend of 25 per cent. has already been paid in this matter.

A voluntary petition was filed by Harvey L. Godfrey, merchant of Lowell, and in the absence of Judge Sessions the order of adjudication was entered by Referee Wicks. Orders were also entered appointing Robert E. Springett, of Lowell, custodian, and calling the first meeting of creditors to be held at the office of the referee on October 2, for the purpose of electing a trustee, proving claims, examination of the bankrupt, etc. The following assets are listed:

Cash on hand \$ 10.00

Stock on hand 1,116.49

Consignment goods on hand 1,039.99

Household goods 250.00

Horses and carriages, etc. 240.00

Accounts receivable 86.49

The following liabilities are scheduled:

Preferred Claims.

Village Treasurer, Lowell, taxes \$ 13.00

Oneida Godfrey, Lowell, labor .. 37.00

Wildor Godfrey, Lowell, labor .. 117.00

H. H. Reed, Lowell, secured by chattel mortgage 478.00

Unsecured Claims.

Page Belting Co., Chicago (judgment) 66.87

McIntyre-Burrell Co., Green Bay (judgment) 314.55

M. D. Rork & Co., Lansing (note) 100.00

Toledo Plow Co., Toledo (note) 323.00

Roderick-Lean Mfg. Co., Mansfield (note) 138.00

Associated Mfgs. Co., Waterloo (note) 153.17

Caldwell & Lowdon, Traverse City (note) 106.00

Phelps & Bigelow, Kalamazoo (note) 71.95

Ballou Mfg. Co., Belding (note) 281.00

Wm. Ayers & Sons, Phila. (note) 75.00

W. E. Talbot Chemical Co., Sandusky (note) 45.47

So. Bend Chilled Plow Co., So. Bend (note) 38.10

Michigan Buggy Co., Kalamazoo, (note) 39.53

Merrill Company, Toledo (note) 28.50

Saginaw Ladder Co., Saginaw (note) 20.00

Sandwich Mfg. Co., Sandwich (note) 97.65

Bateman Mfg. Co., Grenloch (note) 200.00

Alamo Mfg. Co., Hillsdale (note) 587.14

Cassius Burnett, Lowell (note) 100.00

Andrew Althaus, Lowell, (note) 25.00

Seagar Engine Works, Lansing, (note) 359.12

Fletcher Hardware Co., Detroit, (note) 119.34

Greenville Implement Co., Greenville (note) 169.00

Sherwood, Hall Co., Grand Rapids, (note) 39.00

Lockwood-Luetkemeyer-Henry Co., Cleveland 228.87

W. D. Isman & Co., St. Louis 31.50

Stanford-Crowell Co., Ithaca 22.50

Grand Rapids Oil Co., G. R. 32.50

Gerlach-Barklow Co., Joliet 39.38

National Mfg. Co., Ogdensburg 27.00

F. C. Mason & Co., St. Johns 98.63

D. M. Perry & Co., Detroit 54.96

Toledo Plow Co., Toledo 61.73

Wm. Ayers & Sons, Philadelphia 28.04

Standard Garden Tool Co., Montrose 15.92

Bartlett Company, Jackson 15.20

Seager Engine Works, Lansing 279.51

Atlas Oil Co., Cleveland 522.00

American Carriage Co., Kalamazoo 465.00

Walter A. Wood Co., Hoosick Falls 150.00

So. Bend Plow Co., So. Bend 100.00

Iowa Dairy Separator Co., Waterloo 123.69

Amalgamated Roofing Co., Chicago 77.50

The W. Bingham Co., Cleveland 23.05

Abraham Blaser, Lowell 59.35

And a number of other small creditors.

Total liabilities \$6,874.95

Sept. 17—In the matter of Rodgers Iron Manufacturing Co., bankrupt, of Muskegon, the first meeting of creditors was held. By vote of creditors John G. Anderson, of Muskegon, was elected trustee; bond fixed at \$5,000. Following were appointed appraisers Isador Rubinsky, Harry Rubinsky and Ferris E. Cook, all of Muskegon. By vote of creditors present and represented the trustee was given authority to continue the business of the bankrupt as a going business for a period of sixty days or until further order of the court. The first meeting was then adjourned to Oct. 17.

In the matter of John Harris, bankrupt, formerly of Elberta, it appearing that there were not sufficient assets to pay the administration expenses in full, an order was made by the referee calling a final meeting of creditors to be held at his office on October 1, to consider and fix the administration expenses, etc. Creditors are directed to show cause, if any they have, why a certificate favorable to the bankrupt's discharge should not be made by the referee.

Sept. 18—In the matter of Thomas W. McFadden, bankrupt, formerly merchant at Muskegon, the final meeting of creditors was held. The final report and account of Harry F. Johnson, trustee, was considered and approved, and a final dividend of 2 per cent. declared and ordered paid. No cause to the contrary being shown by creditors it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

In the matter of Samuel R. Clarke, bankrupt, formerly merchant at Grand Rapids, the final meeting of creditors was held, and the final report and account of Dorris Kuizema, trustee, considered and approved. It appearing that there were not sufficient assets to pay the administration expenses in full, no dividend was ordered for creditors. No cause to the contrary being shown by creditors it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

Sept. 19—In the matter of Mack Cultivator Co., bankrupt, of Traverse City, the final report and account of Curtis D. Alway, trustee, was filed showing cash balance on hand of \$380.75, and also showing that the trustee has been advised by counsel that in their opinion there is liability on the part of original stockholders for unpaid stock subscriptions and requesting an order authorizing the commencement of suits to recover the same and to use the balance of the fund on hand for such purpose.

An order was made by the referee calling the final meeting of creditors to be held at his office on October 6, to consider such report and account and for the purpose of declaring and ordering paid a final dividend if any. Creditors are directed to show cause why an order should not be made as requested by the trustee directing that suits be instituted against stockholders for unpaid stock subscriptions and the use of the balance of the fund on hand or so much as shall be necessary for expense of such proposed litigation.

Sept. 22—In the matter of Gibson & Greenfield, bankrupt, merchants of Nashville, the first meeting of creditors was held. Creditors failed to elect a trustee, and the referee appointed Henry C. Glasner, of Nashville, as trustee; bond fixed at \$500. Each of the bankrupts were sworn and examined by the referee, and the meeting then adjourned, without day.

In the matter of Edward M. Andrews, bankrupt, formerly agricultural implement dealer of Clarksville, the final meeting of creditors was held. The final

report and account of Ernest Nash, trustee, was considered and allowed and a final dividend of 11 1/4 per cent. declared for general creditors. A first dividend of 15 per cent. was declared on June 10, making the total for creditors 26 1/4 per cent. No cause to the contrary being shown by creditors, it was determined a favorable certificate as to the bankrupt's discharge be made by the referee.

Sept. 23—In the matter of George De Weerd, bankrupt, of Holland, the first meeting of creditors was held. By unanimous vote of creditors present and represented D. W. Jellema, of Holland, was elected trustee; bond fixed at \$3,000. The meeting was then adjourned to Oct. 15, and the bankrupt ordered to appear for examination.

In the matter of Richard W. Elwood, bankrupt, of Bellevue, the inventory and report of appraisers was filed showing personal property assets of the appraised value of \$482.10.

Sept. 23—Based upon petition of certain of its creditors, E. C. B. Judd, Incorporated, of Muskegon, was adjudged an involuntary bankrupt and the matter referred to Referee Wicks. An order was made appointing Edward B. Dake, of Muskegon, as custodian. Mr. Dake has been running the business as assignee under the state court. An order was also entered directing the officers of the bankrupt to file schedules of its assets and liabilities, and when such schedules are received the first meeting of creditors will be called.

Sept. 24—Based upon petition of certain of its creditors the Interchangeable Fixtures Co., of Grand Rapids, was adjudged an involuntary bankrupt and the matter referred to Referee Wicks. The business has been conducted for a number of months by Francis D. Campau as receiver. Order was made appointing Claude S. Allen, D. C. Scribner and Ralph E. Hughes, of Grand Rapids, as appraisers. An order was also made directing the officers of the bankrupt to file schedules of its assets and liabilities, on receipt of which the first meeting of creditors will be called.

In the matter of Thomas E. Price, bankrupt, formerly in the clothing business at Grand Rapids, the final meeting of creditors was held. The final report and account of Jos. R. Gillard, trustee, was considered and allowed, and a final dividend of 9 1/2 per cent. declared and ordered paid. No cause to the contrary being shown by creditors, it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

In the matter of C. C. Rice & Son, bankrupt, grocers of Portland, the trustee's report of sale of all the assets to F. E. Caswell, of Portland, for the sum of \$1,850.00 was considered, and no cause to the contrary having been shown by creditors the sale was approved and confirmed.

In the matter of Elmer E. Jenks, bankrupt, formerly implement dealer at Grattan, the final report and account of David A. Warner, trustee, was filed, showing receipts of \$3,964.67, disbursements for preferred claim \$55.62, first dividend 10 per cent. on ordinary claims \$968.52, refund of deposit on bid for part of assets \$250, and other administration expenses \$36.30, and a balance on hand of \$2,294.23, to which should be added the sum of \$725.00, if proposed compromise settlement of partnership accounting of Chas. Jakeway & Co., of which the bankrupt was a partner, is approved. An order was made by the referee calling a final meeting of creditors to be held at his office on Oct. 9, to consider such final report and for the declaration of final dividend for creditors, etc. Creditors are directed to show cause if any they have, why such settlement of partnership accounting of Chas. Jakeway & Co. should not be confirmed and also why a certificate recommending the bankrupt's discharge should not be made by the referee.

Sept. 25—A voluntary petition was filed by Bernard Ottenwess, a baker of Grand Rapids, and he was adjudged

bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets not claimed as exempt, and the following creditors are listed:

Adolph Brewer \$ 25.00
Peter Braun 80.00
Nate McCarthy 22.00
Schantz Brothers 115.00
Bill Nye 50.00
Mills Paper Co. 17.00
John Worendorf 19.00
Star Milling Co. 50.00
George Hollway 80.00
Max Preibisch, and H. D. Jewell, guardian, (judgment) 654.90
John Riordan 35.00
And numerous small creditors

Total liabilities \$1,176.90

In the matter of Francis J. Heany, bankrupt, merchant of Ionia, the first meeting of creditors was held. By unanimous vote of creditors present and represented Frederick D. Vos, of Grand Rapids was elected trustee; bond fixed at \$500. Following were appointed appraisers: G. M. Phelps, B. L. Cobb and Geo. Curtiss, all of Ionia. The bankrupt was sworn and examined and the meeting then adjourned, without day.

A voluntary petition was filed by Isaac Scott, bicycle repair man of Grand Haven, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets not covered by mortgage or claimed as exempted. The following creditors are listed:

Mrs. Ford Dake, Grand Haven \$413.77
Grand Haven State Bank, Grand Haven 30.00
Wm. Frankfort Hardware Co., Milwaukee 142.45
Bock & Walker Co., Battle Creek 48.00
Chicago Rubber Co., Chicago 19.77
W. B. Jarvis & Co., Grand Rapids 9.98

..... \$673.97

Sept. 29—In the matter of William A. Reynolds, bankrupt, of Grand Rapids, doing business as the Independent Plumbing & Heating Co., the adjourned first meeting of creditors was held. Don E. Minor, of Grand Rapids, was elected trustee and bond fixed at \$1,500. The meeting was then adjourned to Oct. 13, at which time the bankrupt was ordered to appear for examination.

In the matter of Jay A. Haring, bankrupt, formerly merchant at Grant, the final meeting of creditors was held. The final report and account of Wm. H. Holden, trustee, was considered and allowed, and a final dividend of 9 1/2 per cent. declared and ordered paid. A first dividend of 15 per cent. has already been paid, making the total dividends for unsecured creditors 24 1/2 per cent. Under the order for creditors to show cause why a certificate recommending the bankrupt's discharge should not be made, it appearing that the bankrupt had failed to comply with the order heretofore made in this matter directing the bankrupt to account for and pay to the trustee the sum of \$4,000, it was determined that the discharge of the bankrupt be not recommended.

The Little Speckled Hen.

They sing about our National bird,
The eagle and her scream;
And the books are filled with stories
Of which you and I all dream.
We hear the hawk up in the trees,
The mocking bird and wren;
But we find we're all depending
On the little speckled hen.

BUSINESS CHANCES.

For Sale—Well assorted stock general merchandise in good fruit and farming section, Northern Michigan. Will take some land or cash, balance terms. Box A, Beulah, Mich. 499

For Sale—A good prosperous steam laundry in city of 6,000. Will sacrifice if sold at once. For particulars address City Laundry, Three Rivers, Mich. 498

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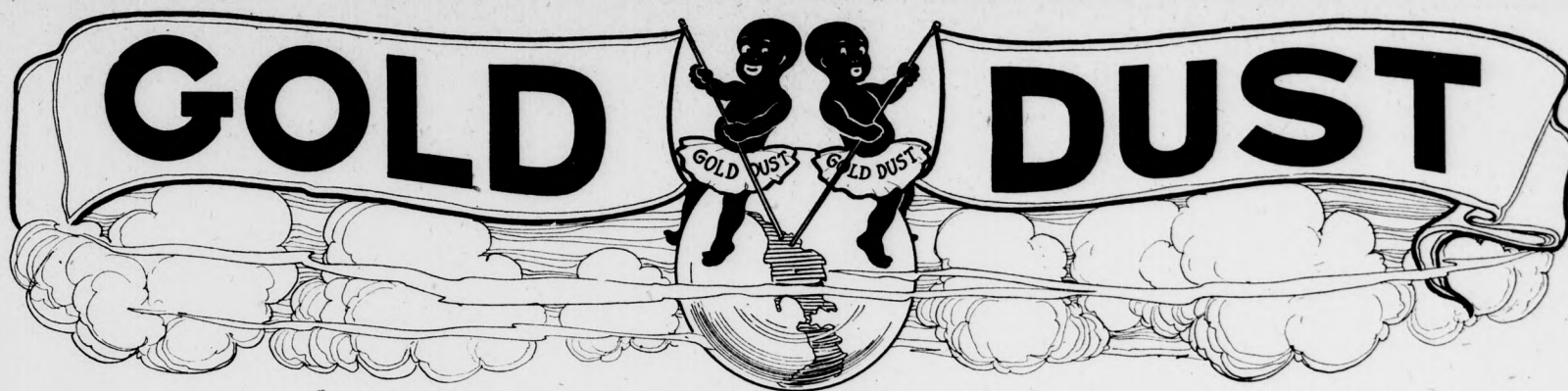
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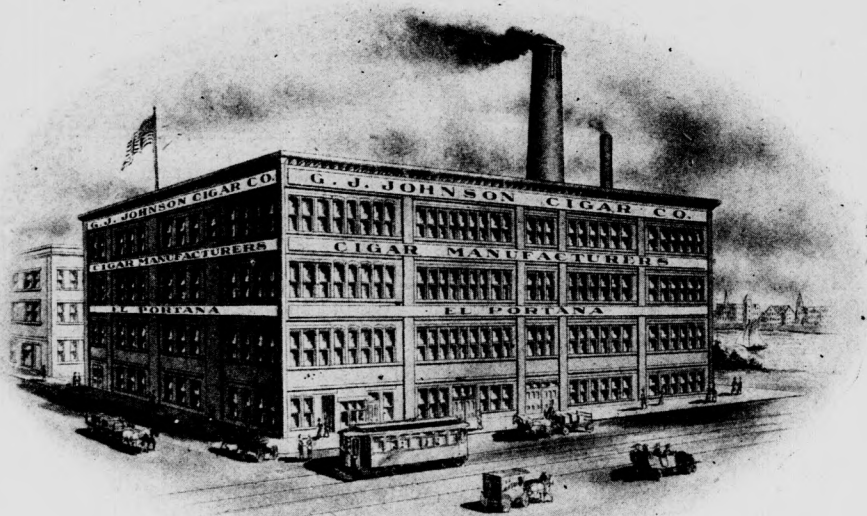
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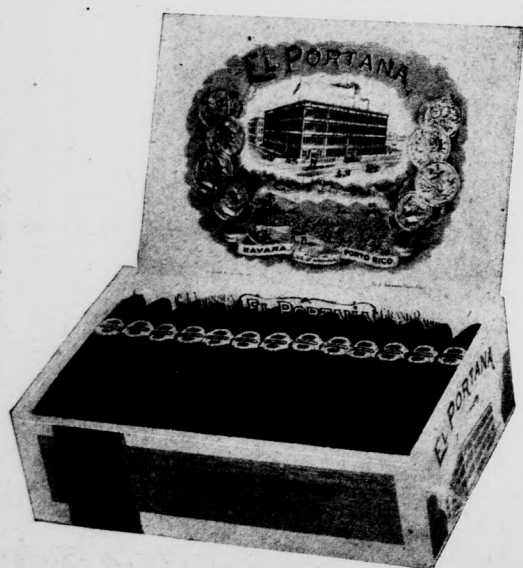
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