

MICHIGAN TRADESMAN

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Thirty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 8, 1913

Number 1568

A Little More and a Little Less

A little more deed and a little less creed;
A little more giving and a little less greed;
A little more bearing of other people's load;
A little more Godspeed on the dusty road;
A little less thorn and a little more rose
To sweeten the air and lighten the blows;
A little more song and a little less glum;
A cheery word for the tramp from the slum;
A little less kicking the man that's down;
A little more smile and a little less frown;
A little more of the Golden Rule for others;
A little more charity for burdened brothers;
A little less care for wives not your own;
A little less reaping what you haven't sown;
A little less knocking and a little more cheer;
For the struggling fellow that's left in the rear;
A little more love and a little less hate;
A little more neighborly chat at the gate;
A little more flowers in the pathway of life;
A little less on coffins at the end of the strife;
A little more heaven and a little less hell;
A little more heaven here will make us all well.


WHEN YOU SEE



"DOUBLE A"


Remember it came from

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

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



"START SOMETHING"

That's the vernacular—meaning that incessant activity is absolutely necessary for successful business. *Start something* with "WHITE HOUSE" COFFEE—it's MIGHTY Good Coffee; and instead of merely "carrying it in stock," PUSH IT OUT—TALK about it—HAND IT OUT when people merely ask for "coffee." GET THE HABIT. 

JUDSON GROCER CO.—Grand Rapids, Mich.

Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS



SELL
HER
A
WHOLE
CONTAINER
OF



FRANKLIN CARTON SUGAR

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

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

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

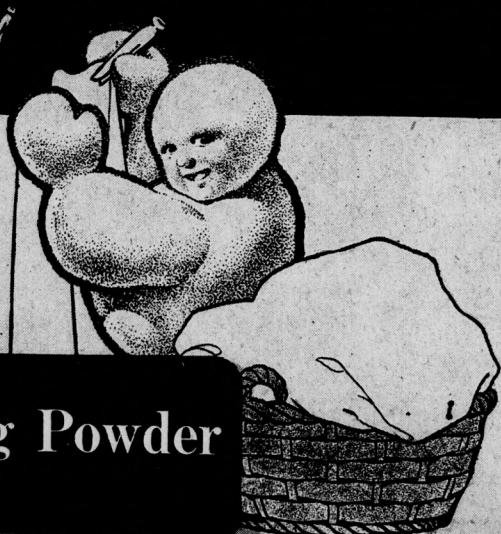
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."

next time

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

Lautz **Snow Boy** Washing Powder

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



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CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Oct. 7.—The genial face of our old friend, Bill Deegan, who has most capably managed the Hotel Scott, at Hancock for the last four years, will be missed, as he has resigned. We are glad to announce that he is succeeded by Will Beilke, who has been day clerk of this popular hostelry for the past seven years. This will be welcome news to the boys on the road, as Will is unquestionably one of the most accommodating and popular hotel clerks in the Upper Peninsula. Tommie Verran, who has been connected with the hotel ever since it was built, starting in as bell hop and rising strictly on his merits, also starts up and is now designated as assistant manager. Miss Margaret Prevost, who for many years has presided at the cigar stand, will assist Mr. Beilke as day clerk.

Wm. Kerredge, the veteran hardware merchant of Hancock, has suffered from a severe attack of sciatic rheumatism during the past month, but is now, we are glad to report, convalescent.

Mrs. Anna J. Standish, of Denver, Colo., who has been visiting with her sister, Mrs. T. F. Folls, for the past month, has returned West.

Upper Peninsula Council, No. 186, had a most interesting meeting on Saturday, Sept. 27. Although we had definitely planned to postpone the annual visit of the Grand Council officials until a later date, it having been previously planned for this evening, through some mistake our old and ever-welcome friend, for whom every boy in 186 has a warm spot in his heart, Brother John Hoffman—specially deputized Grand Counselor of Michigan—bobbed up unexpectedly, right side up with care. Gee, but you ought to see the state of excitement*186 was thrown into when it was announced quite late in the day that John was in town and the hurried scramble, in which everyone nearly fell over himself to do John the honors. There were hurried talks

of banquets, wine suppers, social sessions and everything else and John took it all in with a most amused complacency. In past years we put it all over John, but this time John certainly had it all over us. We had a most enthusiastic meeting, in which we initiated George C. Sutherland, C. P. Dimmer and H. R. Goodman into the mysteries of the order. We made an especially good job of Goodman and his initiation provoked almost as much mirth as that of his distinguished namesake, B. C. Goodman, alias Christofferson and several other aliases. Brother Hoffman was at his best and filled us with new hope and inspiration. His speech was a masterpiece of eloquence. Definite work was taken up and plans outlined for the promotion of our order at Sault Ste. Marie and Escanaba, with excellent possibilities of early consummation. Senior Counselor Follis, under the head of the good of the order, reported that the August meeting owing to the fact that a large number of our members were off on summer vacations, failed to produce a quorum. Brother Moody, of Auto City Council, Lansing, was present, having had with him a large package which resembled 1,000 cigars, and about which he seemed most strangely particular that nobody get near it. In fact, once the Senior Counselor got so dangerously close to it that Brother Moody gave him a severe calling down. We gathered around the Secretary's table and engaged in a social chat, Brother Moody having several times expressed his most poignant grief that Brother Charlie Wheeler wasn't present. We finally called on our visitor to give us an impromptu address, when our breath was taken away as he soared to the most sublime heights of eloquence and, mark you, all in eulogy of our own Council. He told our members who just sit in our own Council room of the prestige of the Upper Peninsula Council below the Straits, of our popularity, of our high place as a part of the State organization, of the events and of the men who brought this condition about and then he went out on a little side road and told how much we were actually loved below the Straits—by Auto City Council, by Jim Hammill, by Bullen and by himself—and then and there bewildered us by tearing excitedly the newspaper wrapping off the large package and presenting to our Council a most beautiful cabinet resembling a Victrola in polished mahogany, lined with satin, containing a beautiful specimen of taxidermy in the form of that once rare but now most popular bird, the Blue Goose. Brother Follis informed the Council that he couldn't

find words to express his thanks to Brother Moody and Auto Council adequately, but assured the boys that he did it weakly, although he did his best and formally presented it to the Council, who authorized a vote of thanks to Auto City Council by a rising vote.

Brother O. D. Lyons, having resigned as Junior Counselor, his place was filled by Brother Gurney Webb, a most enthusiastic member who has never held office before, but who will prove to be a genuine booster.

Oh, fie, Guy! Why, oh why, did you mix up our fair names? The names of men so good and true with that of Harry Thaw? Goldstein takes the view that Harry is such a "warm baby" that his presence in the frigid north pole would have the effect of a thaw (perhaps two).

We mail to Editor Stowe to-day a copy of the Miners Bulletin—a sheet gotten up by the western federation of miners in the interest of the copper country strike. We do this for his personal information and for such comment as he may see fit to make.

Ura Donald Laird.

Go to the Root of the Trouble.

Grand Rapids, Oct. 6.—In the Evening Press of Sept. 27 appears an article stating that "on the ground that the importation of strikebreakers has tended to bring upon the city a reign of terror and for the purpose of safe-guarding the lives and property of the citizens of Grand Rapids, the machine hands local of the brotherhood of carpenters and joiners is calling upon the Common Council for the enactment of an ordinance which shall prohibit the bringing of strikebreakers, either to the city or vicinity." The theory is advanced that if the importation of strikebreakers could be stopped the lives and property of man, woman and child would be safeguarded.

Now, if they really want to do away with the strikebreakers, why not strike at the root of the matter and put a stop to the coming in of the strikemakers (the organizers and the walking delegates), for they are the fathers of and are responsible for the strikebreakers? It is evident to every thinking man that if there were no strikemakers there would be no strikebreakers. History will bear out the statement that no strike of any magnitude ever occurred but what these parasites were the instigators of it as well as the promoters and general field officers. There may be instances where minor strikes have occurred without this being the case, but they are few and of but little consequence and rarely are the cause of bringing in the strikebreaker. Now, as this is clearly a case of cause and effect,

why not do away with the cause and thereby prevent the effect? Think it over, brothers. It is a simple proposition.

Suppose we turn to the Board of Health for advice. If a person comes into town bringing a communicable disease, they put him in quarantine until he is cured, for fear of spreading the infection. Why not quarantine the man who would go into a town of industrious, law abiding and peaceful people and sow the seed of discontent and hatred among them and thereby menace the public as much or more even than the man bringing in the measles. Let us close the gates of the town to him for fear of infection and if he gets in let us quarantine him the same as the Board of Health does until he is cured, if it takes a hundred years. Why not protect the mind as well as the body from virulent and poisonous infections? Citizen.

The suggestion of the writer is a good one and meets the hearty commendation of the Tradesman, as will be noted by the editorial on the same subject, which was written before the above communication was received. The suggestion that thugs and grafters who come to organize strikes be forbidden the liberty of the city is beautiful in theory, but does not apply to Grand Rapids, because every strike that Grand Rapids has suffered from for the past six years has been the direct result of our gambler-mayor inviting organizers into the city, meeting them with open arms, just as he went to Detroit to welcome the water thieves years ago when he was conducting a bucket shop, after he had been put out of business as a cheap tinhorn gambler by the police department. So long as Grand Rapids keeps at her head a man of such character, who is an avowed iconoclast and devotes most of his time to concocting schemes to hamper our business men and destroy our manufacturing industries, so long will we be the laughing stock of the world and fail to take the place we are entitled to occupy as one of the most progressive cities of the commonwealth and Nation.

The Mormons have dedicated a monument to the Salt Lake sea gull. The monument stands in the temple grounds at Salt Lake City and commemorates a period in 1848, when a grasshopper scourge visited the pioneers and threatened total destruction to their crops. But they were saved when great flocks of gulls appeared and devoured the pests, and ever since then the gull has been treated kindly and is now honored with a monument.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Oct. 6—This is the week the Atlantic and Pacific oceans shake hands with each other, down in Panama.

"Ham" Wilson, representative for Brown-Durrell Co., Boston, spent Sunday in Detroit, which was at one time his home; in fact, he still calls Detroit home. Ham is making his headquarters in Grand Rapids.

On the other hand, if we write as poorly as we speak—but then no matter how poor these columns, they cannot be as poor as our speeches. With apologies to Council 131 for our buck fever.

The Allen-Boyce Co., manufacturer's agents and jobber of ladies' ready-to-wear garments, has celebrated the sixth month of its advent into Detroit's wholesale market. Six months ago this young concern, composed of Wm. H. Allen, petticoat manufacturer, and Albert B. Boyce, former department manager for Edson, Moore & Co., engaged in business on Jefferson avenue with a small inside force and with but two road salesmen. In the short space of time they have been in business they have increased their inside working force and their outside sales force now includes six live salesmen, besides Mr. Boyce, who is an old veteran of the grip (not years) and makes regular trips, going after and landing many large contracts. Mr. Boyce, who showed the writer some splendid orders landed by his concern, says that the business has exceeded his most sanguine expectations. The Allen-Boyce Co. has the best wishes of the boys for a continuance of its increasing business.

We often wonder why our burly friend, George McConnell, up the Rapids way, doesn't sell even more goods than he does—which is a complete line of undertaker's goods. There are so many dead ones on the road.

P. M. Roach, who represents Lee & Cady as their special cigar salesman, is sporting a hat which should make all other hats turn the same shade—green with envy. The other day Paul was standing motionless on a street corner when a man stepped up and dropped a letter in his hat and walked away. He mistook the hat for a letter box.

Once when we were little we heard father say that his grandfather told him that he could remember one time when the Michigan Central (Grand Rapids branch) pulled in on time.

A. H. Seeley, who formerly had charge of the drapery and carpet department for the I. M. Smith Co., has showed himself a man of fine judgment. He has packed his furniture preparatory to moving to Detroit. While Mr. Seeley has not decided what he will do, he will, undoubtedly, engage in business for himself.

M. W. Whims, manager of the Grand Rapids office for Edson, Moore & Co., was in Detroit gathering new pointers on market conditions, etc., last week.

About the most unreasonable per-

son we know of is the women who will ask her husband for money for a new pair of shoes after he has had bad luck in a poker game.

At a meeting of the committee in charge of the entertainment to be given on Boosters' night, Saturday, Oct. 18, by Council No. 9, final arrangements were practically completed for what is expected will be the greatest event in the history of the Council. Every member is again urged to gather in the eligible names of travelers for initiation into the Council. An application brought in by each member will help bring about the success of Boosters' night.

E. H. Warner, whose picture adorns this page, is Senior Counselor of No.



E. H. WARNER,
Senior Counselor of U. C. T. No. 9,
Detroit.

9 and a booster par excellence. Senior Counselor Warner, together with Past Counselor Murray, are the prime movers of the event to be pulled off a week from Saturday night. Visiting U. C. T. members are cordially invited to attend.

After sizing up the young ladies of to-day, we often wonder where they find a place to hide the forms.

No, dear reader, the U. C. T. members are not organizing to go to the Upper Peninsula. Simply soldiers who will fight for the good of their order—and Fred Richter's \$5 (?) fountain pen.

The Diamond Crystal Salt Co. entertained the salesmen of Lee & Cady, wholesale grocers, last Saturday, taking them in a special car to St. Clair, where they operate a huge salt plant. The trip, besides being one of pleasure, also proved very instructive to the grocery salesmen, who believe it will be much easier to talk and sell Diamond Crystal Salt in the future.

Roy Newkirk, who was formerly in the employ of E. J. Fletcher, of Grand Rapids, for a number of years, has hearkened to the call of progress and has accepted a position in Detroit with A. P. French, well-known druggist at 2782 Woodward avenue. His mother, Mrs. J. W. Newkirk, moved to Detroit Monday. Roy says there is no place like Detroit and, by way of reciprocity, we will say that Mr. French made no mistake when he secured the services of Roy.

One of the most pleasing sights found on the streets for many a day was that of E. F. Rine moving about

to his usual haunts last Saturday, after having undergone a serious operation at the hospital recently. Mr. Rine is a member of Council No. 9 and is the representative for the Palmer Table Co.

Cadillac Council, No. 143, holds its regular monthly meeting Saturday night, Oct. 11, at which time the captains of the membership contests will report their progress to date. Cadillac Council is full of enthusiasm and is bending every energy to become the largest council in Michigan. All members are urged to attend Saturday night. Out of town members of the U. C. T. who might happen to be in the city are cordially invited to attend.

Joe Kelley, imported Hibernian, with Burnham, Stoepel & Co., says he has been married long enough to know that advertising cuts used to advertise muslin underwear are not taken from photographs.

M. F. Stein, who sells optical goods, was thrown from a car last week and sustained very painful injuries. Mr. Stein is a member of Council No. 9, who, together with his many other friends, extend their sympathy and wishes for a speedy recovery. His residence is 37 Philadelphia, west.

The cheaper a fellow is the more expensive he is—to his friends.

Also there is the gink who is so busy minding other people's business that he forgets to look after his own.

Council No. 9 gave a very pretty little dancing party last Saturday night, the crowd being large enough to comfortably fill the hall. The music was declared par excellence and refreshments were served throughout the evening. Needless to state that the success of the party was largely due to the efforts of H. D. Murray chairman of the dance committee.

Elmer Brevitz, of Burnham, Stoepel & Co., accidentally suffragetted in one of the Detroit stores last week. Elmer "busted" through a show case.

Owing to stage fright, we neglected to impart the discouraging news to Council No. 131 that one of the Detroit councils is going to capture the base ball trophy at Saginaw next year—and it won't be Cadillac Council either. But we absolutely refuse to name the council that will until later in the season.

Grand Rapids Council, No. 131, cannot see a ray of hope by glancing over the Bulletin's bills receivable.

Last week was the Jewish New Year, but we are quite sure that all of the hotel keepers did not send out congratulations.

E. Weinberg, Prescott; A. Blumenau, Elkton; Mr. Wallace, of the Wallace Co., Port Austin; Mr. Walla, of Walla & Susalla, Ruth; Aug. Loeffler, Wyandotte and Joe Hirschman, of Mesick, were among some of the well-known merchants who visited Detroit last week.

What has become of January water wagon?

The last issue of the Sample Case published an article headed, "He will clean up hotels," also reproduced a picture of A. D. Sees, State hotel inspector of West Virginia. Notice, we said inspector of West Virginia, not Michigan that was appointed.

V. Jurkiewicz, who conducts an up-to-date dry goods and furnishing goods store at 722 Hastings street, has had the entire front of his store remodeled.

L. L. Steinberg, West Jefferson avenue, Delray, has added a line of ladies' cloaks and suits to his stock of furnishing goods.

We are positive that our speech in Grand Rapids Council room will not be published.

David Stocker, department manager for A. Krolik & Co., together with Edward Wolf, of the Alaska Knitting Mills, have purchased the knitting works of Ryan Bros. and at an early date will take active charge of the business. Both young men made successes as traveling men. Later each became managers with equal success. That these two young hustlers will make a success of their new venture is a foregone conclusion. The Ryan Bros. were manufacturers of hosiery and sweaters. The plans of the Ryans have not yet announced as yet.

Any items of interest to travelers, merchants or manufacturers of Detroit, regardless of what line of business, will be gladly received by the writer. Address, 211 Columbus avenue.

A. Marzejon, of Dubois street, who conducts a dry goods and furnishing goods store, has caught the Detroit progressive fever and has had his store remodeled, both interior and exterior.

Phin Pierce, who dashes hither and thither in Michigan, assisting the A. Black Co., of Cleveland, to make "Wooltex" garments even more famous than they are, says that a faint heart never won a fair lady, but a good sized bank account will turn the trick.

The saddest words we know by far, are move along we must close the bar.

Which is just a shrewd plan we are using to gently try out the hard hearted editor, who, we believe, is no judge of classic (?) poetry.

H. McCutcheon, who conducts a general dry goods store at 984 Warren, W., has been obliged, owing to his increased business, to add thirty feet more to his store building. No one begrudges Mac his success, which he is earning by dint of hard and conscientious effort.

Henry Blumenfeld, who covers Western Michigan for Ackerman Bros., hats and caps, of Milwaukee, was seen a short time ago looking like a herring recently released from a year's pack. He had just encountered a very rough portion of Lake Michigan, situated between Milwaukee and Ludington. The other day Henry happened in a small town and had gone down to the depot to check out his baggage. After checking his baggage the baggage man stepped up to him and asked if he had a cigar. "Sure," said Henry, thinking the man wanted one, and was about to hand it to him, when the baggageman said, "Will yuh please light it?" Again Henry, who is noted for his accommodating manners, obeyed the mandates of the B. W. After lighting the cigar Henry was very much surprised to hear,

"Will yuh blow th' smoke in my ear, I've got neuralgia in my face an' that's the only thing that will do it any good," and Henry smoked and blew smoke in the B. M.'s ear until the welcome train pulled into the depot.

Fred Larrett, who has charge of the Grand Rapids office for Burnham, Stoepel & Co., was in Detroit last week. Mr. Larrett succeeded P. C. Palmer June 1.

You can't always judge by a traveling man's expense account how much money he spends.

Nor can you judge the age of wine by looking at its teeth.

Fred C. Richter wound up his columns last week thusly: "Join the volunteers and get your discharge." And here many of us are working our heads off to avert that very same thing.

First thing Mayor Ganiard knows, they'll be sending him north to fight miners.

Come to think of it, popularity is enjoyed by many in their younger days, while the others enjoy their savings in their latter days.

Forest Campbell, who has represented Edson, Moore & Co. for the past seventy-nine years, is still as hale and hearty and full of fun as ever. Forest, who is fairly well endowed with this world's goods, says that he laughs best who laughs with a full stomach.

E. Fecheimer, who has been connected with the H. Brillings Co. since that company organized, resigned a short time ago and is now representing the Massachusetts Bonding Co., with offices in room 1410 Majestic building. Mr. Fecheimer sells all kinds of liability insurance.

Harry Grant is the latest acquisition to the Allen-Boyce selling force. Mr. Grant resigned his position with Edson, Moore & Co. He expects to start on the road this week.

In Grand Rapids they are tearing down many of the old land marks.

But they can't even put a dent in good Old Tommy Driggs and "By Gee Cripe" Jennings.

Word has been received of the serious illness of Ed. Collins, who has represented Burnham, Stoepel & Co. for a number of years. Mr. Collins was taken suddenly ill at Belding and has been removed to his home in Carson City. The sympathy and well wishes for a speedy recovery are extended to Mr. Collins and family. His territory will be covered by another man temporarily.

Funny thing, but quitters cannot quit quitting.

So it is with us when writing these columns. We seem to have no inclination to quit.

However, it won't happen again for another week.

Which should

Relieve the Tradesman.

James M. Goldstein.

Good Example of Irishism.

"Well, Pat, my lad," said the kindly doctor, "you must drink this stuff. I'm afraid it's a case of kill or cure with you now, my lad."

"Well, I don't care if it kills me, so long as it cures me in the end," said Pat. "Gimme the bottle."

News Items From the Soo.

Sault Ste. Marie, Oct. 6.—The telephone company made a change in its manager here this week when E. E. Michael, from Tecumseh, Nebraska, succeeded A. T. Baker as local and district manager for the Michigan State Telephone Co., the change having been decided upon at a meeting in the district office at Marquette, Sept. 1. It is understood that Mr. Baker will stay with the company, but it is not as yet decided as to where he will be stationed. He is contemplating taking a trip through the South with his family. Mr. Baker was transferred from Detroit at the time of taking up the management here. He has made a fine record for himself while in charge of the exchange here and largely increased the list of subscribers.

The new system of changing and rebuilding the telephone system in this city, replacing the overhead wiring in the business district with underground construction work has been in charge of A. Gibson and it is expected that the new system will be completed before winter.

Mr. Michael, the new manager for the telephone company, comes here well recommended, having had charge of ten branches, and has a wide experience in switch board work, but this is his first experience in Michigan and it is hoped that he will make a success in his new field.

The receivership of the Michigan Lake Superior Power Co. is ended by order of the court. Judge Sessions confirms the sale. The new company will operate the water power development purchased under the foreclosure proceedings from now on, and new developments are looked for which have long been held in check. With the additional power available we have every reason to expect good times at the Soo.

The passing of the tariff bill will have a marked effect upon the Soo. Considerable activity is being felt already. The Canadian beef packers are negotiating for business here now, but are held up until arrangements have been completed whereby the appointment of a meat inspector will be made by the Secretary of Agriculture. This will be a good job for some one. Undoubtedly, there are numerous applications placed in due form for the office. We look for lower prices in food products, especially around the border towns.

The football game of the season took place at the Soo last Saturday afternoon, between the Soo high school and Ishpeming. There were in the neighborhood of 3,000 spectators and much speculation was had over the game. The betting was about even as the Ishpeming bunch looked pretty good when they arrived and there was much aggressiveness on both sides. Many rooters accompanied the team. The high school team also had many rooters who met at 1 o'clock at the Y. M. C. A., thence the two teams marched to Fort Brady, which is one of the best football grounds in the State. The local team was in the pink of condition and the score stood 98 to nothing in favor of

the Soo. "Some playing," this! Business was practically at a standstill here during the game, as in the neighborhood of 400 delivery wagons were lined up en route and there were many late suppers, waiting for groceries and meats, in consequence, but when the Soo white-washed its opponents as they did, there was no grumbling and everybody seemed satisfied. There are only a few regrets and one is that Mr. Norton, former principal of the high school, was not in attendance, as he undoubtedly would have been proud of his boys' success.

The county fairs have come and gone in this section the last week. The Chippewa county fair took place during the two days' rain and the attendance was greatly handicapped in consequence. Some comments were made by the merchants this year who refused to contribute as generous as heretofore toward the fair, giving for their reasons that the farmers should seek support from the mail order houses where a great many of them spend their money and it was noticed that the representatives from the mail order houses, being very conspicuous by their absence, did not seem to respond very generously for the interests of the farmers to encourage the fairs by their donations or subscriptions which they had looked for from the merchants here. One of the largest attendances of any fair ever held greeted Pickford during the two days of the exhibition. The races were all that could be expected and the Pickford people were more than pleased with the results. During the fair week A. H. Eddy got in a few carloads of fancy fruits which were displayed in front of his large store on Ashmun street and much comment was made by the visitors on so elaborate a display.

Sheriff Bone is still after the gamblers and made another raid Sunday afternoon. The proprietor was arraigned before Judge Rannels, waived examination and was bound over the present term of court, bail being fixed at \$500, which he furnished. The

good work of Mr. Bone is meeting the approval of the people here and it is hoped that he will continue to clean out the city of the gambling vice before he lets up.

The Soo goes on record for another automobile accident last week when Dr. J. A. Cameron, of Pickford, en route for the Soo, accompanied by his wife and daughter, was badly hurt. It seems that they struck a cow on the road in such a manner as to disable the steering gear which was temporarily repaired and the doctor proceeded to the Soo for final repairs. When about eleven miles from the Soo, the steering gear broke and the auto turned turtle into the gutter, pinning Dr. Cameron beneath the machine, while the rest of the occupants escaped with minor bruises. Dr. Deadman, who happened to be near the scene of the accident with his auto, took the doctor to the hospital here, where his injuries were attended to. It is not yet known how badly he is hurt, but slight hopes were entertained for his recovery.

Wm. Howden, wholesale dealer in hay, located for a number of years on Ashmun street, has sold his retail business to Joe Bayliss, formerly sheriff of Chippewa county. Mr. Howden still continues in the wholesale business.

Leigh and Allison, brother members of the M. K. of the G. have just completed their work on the gardening plat which they have been working on every evening during the seeding time, after completing their trip on the road. It was a common sight to see them digging with lanterns during the night and early in the morning, but they have received their reward with a magnificent crop of potatoes, vegetables and garden products, for which they have contracted with the numerous merchants here to keep supplied for the winter. This is the first year they have practiced farming as a side line and it has not as yet been decided whether or not they will enlarge their operations during their spare time next year. W. G. Tapert.

Don't Wait

To accumulate \$500.00 or \$1,000.00 before making an investment.

You Can Buy \$100.00 Bonds

That are a part of exactly the same issue as those of larger denomination and can

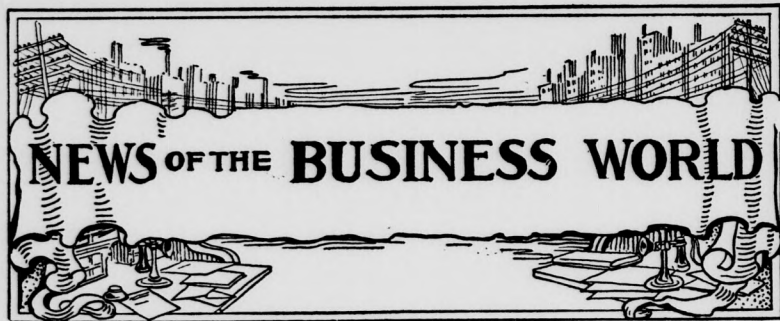
Keep Your Savings Earning 6%

Let us submit you details and offerings.

HOWE, CORRIGAN & CO.

INVESTMENT SECURITIES
Fifth Floor Mich. Trust Bldg.

(As far as you can go to the right of the elevator.)



Movements of Merchants.

Howell—Harry Parker has engaged in the grocery business here.

Gobleville—Paul Post has opened a restaurant and cigar store here.

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

Tustin—Arthur Lundstrom has opened a grocery store four miles west of town.

Columbiaville—C. D. Tibbetts, recently of Bangor, has engaged in general trade here.

Ionia—T. B. Curry has closed out his stock of confectionery and retired from retail business.

Midland—W. H. Lange has sold his stock of bazaar goods to W. E. Ryan, who has taken possession.

Howell—Theodore Shindorf succeeds Leslie Casady in the blacksmith and vehicle repair business.

Detroit—The Commercial Electric Supply Co. has increased its capital stock from \$10,000 to \$40,000.

Middleville—Henry Dykehouse has sold his bazaar stock to Elmer E. Day, who will continue the business.

Manton—Oscar Dahlgren is erecting a potato warehouse here and will engage in the potato shipping business.

Standish—Oscar A. Marfilus has sold his drug stock to Thomas Milne, who will continue the business at the same location.

Austerlitz—F. R. Atwater is erecting a store building which he will occupy with a stock of general merchandise about Nov. 1.

Kewadin—J. Fred Roof has leased the C. D. Hollenbeck building and will occupy it with a stock of general merchandise Nov. 1.

Battle Creek—The Eccles Furniture Co. has opened a branch store at 35 East Main street under the management of C. W. Eccles.

Saline—Muir & Gross have purchased the three-story brick Burg block and will occupy it with their stock of hardware and tin shop.

Traverse City—Chapman & Chapman, formerly engaged in the grocery business at Belding, contemplates engaging in the grocery business here.

Hartman—Frank Talbot, recently of Chicago, has purchased the J. G. Fisher building and will occupy it with a stock of general merchandise about Oct. 15.

Detroit—The Gas-O-Lean Co. has been organized with an authorized capital stock of \$7,000, of which \$3,500 has been subscribed and \$3,000 paid in in cash.

Kalamazoo—A new company has engaged in business under the style of the E. A. Porter Co., for the purpose of buying and selling ready-to-wear

apparel, at wholesale and retail, with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed and paid in in cash.

Dimondale—Frederick A. Merritt, druggist and jeweler, died Saturday and was buried Monday. Deceased had been in business here about thirty years.

Conklin—Dr. E. O. Cilley has sold his drug stock to the Hessey Drug Co., which has taken possession and will continue the business at the same location.

Sparta—Burglars entered the stores of A. A. Johnson & Co., the Hub Clothing Co. and the George Tuffelmire restaurant, Sept. 30, securing over \$200 worth of goods.

Amble—Chapple & Skeoch have purchased the C. H. Wells & Co. grain elevator and will continue the business as a branch to their produce, flour and feed business at Coral.

Howell—Harry Williams, the wholesale egg and poultry buyer, bought the two Hesse buildings on State street. They are now occupied by the Palace Meat Market and the station of the Durand Creamery Co.

Lansing—A new company has engaged in business under the style of the Moneyworth Shoe Co., with an authorized capital stock of \$3,600, which has been subscribed, \$1,200 being paid in in cash and \$2,400 in property.

Lennon—Samuel Philips, the Lennon merchant recently injured in an automobile accident in Corunna, when his car was wrecked by an Ann Arbor freight train, continues to make steady improvement and there is no doubt of his recovery.

Detroit—The General Stores Co. of Pontiac has been organized with an authorized capital stock of \$100,000 common and \$90,000 preferred, of which \$135,000 has been subscribed, \$35,000 being paid in in cash and \$100,000 in property.

Howell—The Goodnow, Satterla, Scully Co. has been incorporated to conduct a general mercantile business, with an authorized capital stock of \$40,000, of which \$25,000 has been subscribed, \$3,000 being paid in in cash and \$22,000 in property.

Traverse City—W. S. Anderson, who has conducted an undertaking establishment here for the past forty-seven years, has sold his interest in the Anderson Undertaking Co. stock, to his sons, Ralph A. and William H., who will continue the business under the same style.

Portland—The Portland Elevator Co. has merged its business into a corporation under the style of the Portland Farmers Elevator Co., for the

purpose of buying and selling hay, grain, beans and other farm products. The company has an authorized capital stock of \$15,000, of which \$8,000 has been subscribed and \$3,000 paid in in cash.

Evart—W. M. Davis, who has conducted a furniture, harness and undertaking business in Evart since the beginning of the town, and during the past thirty years under his own name, announces a change in the firm's name to Davis & Gray, George T. Gray who has conducted a similar business at Marion, being the new member. Both are well known and practical men.

Coldwater—With a cash of falling bricks and timbers that could be heard for miles, the front of the three-story brick building occupied for many years by E. B. Clark & Co., grocers and druggists, collapsed Monday morning. Almost miraculously no one was injured, but the loss to the building and stock is estimated at \$25,000 to \$30,000. The immunity from loss of life is accounted for by the fact that everyone in the store had warning before the building fell from the creaking of timbers and supports.

Potterville—George Scofield, the Potterville merchant who is one of the group of depositors trying to realize something from the attachment of stock belonging to Clyde Backus, President of the Potterville Bank, lost \$1,200 in the Albion Bank which went to the wall some time ago, resulting in the sending of the Deerings to a Federal prison. Mr. Scofield was about to withdraw this money to make a payment on a home when the crash came. A few months ago he sold property in Potterville and deposited the first payment in the Backus Bank. It is for the recovery of this money that he has joined the attachment proceedings against the American Tool Co. stock owned by President Backus.

Manufacturing Matters.

Owosso—The Independent Stove Co. is building an addition, 96x72 feet, to its plant.

Harbor Springs—George Mort has closed his bakery and retired from business owing to ill health.

Muskegon—The Lyons Machine & Mfg. Co. has increased its capital stock from \$30,000 to \$75,000.

Bangor—C. D. Tibbetts has sold his bakery and restaurant to A. E. Andrews, who has taken possession.

Mendon—E. D. and F. C. VanNess have sold their bakery and grocery stock to Samson & Dailey, the former owners.

Jackson—Mathews & Shaw, bakers, have dissolved partnership and the business will be continued by Mr. Mathews at 714 Randolph street.

Muskegon—The Union Woolen Mills Co. has opened a clothing store at the corner of Third street and Western avenue, under the management of R. O. Bolles.

Kalamazoo—The Western Paper Makers Chemical Co. has engaged in business with an authorized capital stock of \$100,000, of which \$50,109 has been subscribed and \$10,000 paid in in cash.

Recognition of Merit and Good Service.

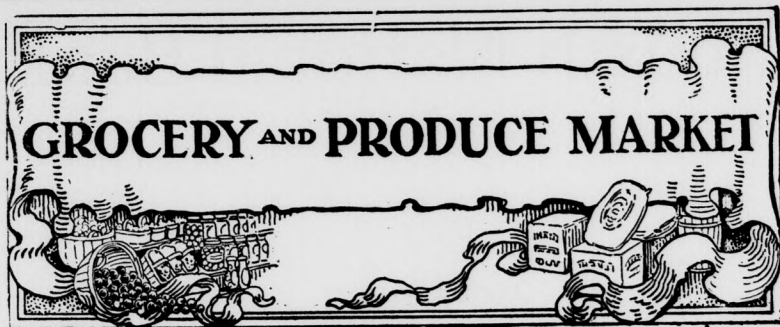
The Michigan Trust Company is preparing for the winter vacation season, and this has brought well deserved promotions to four of the young men in the organization who have served long and efficiently. President Lewis H. Withey is in the habit of breaking away for some warmer clime right after the January annuals. Vice-President Willard Barnhart has no fondness for the Michigan winter and he will head for the coast when the winter becomes cold. Second Vice-President Henry Idema may try a Southern or Western trip this season, and, even if he does not, he feels that the Kent State Bank is a big enough proposition to occupy all his time without looking after the affairs of the Michigan Trust Company. Third Vice-President Frederick A. Gorham has reached that point where he does not like to feel tied down when it would be pleasanter to be somewhere else. Under the old organization conditions might arise when all the executives might be away, especially during the winter months. The organization is so efficient that this would make little real difference, so far as safety is concerned, but in the discharge of its many functions, the executive signatures are often necessary and to have all the executives away might be embarrassing. To meet this condition the office of Fourth Vice-President has been created and George Hefferan, long Secretary of the Company, has been elected to the position. Claude T. Hamilton has been advanced to succeed Mr. Hefferan as Secretary, John T. Schouten has been made Assistant Secretary and Emerson W. Bliss Second Assistant. The four promotions are of men who have been with the Company for from fifteen to twenty years, beginning in subordinate positions and working up on their merits, and what has come to them is a recognition of merit and good service.

The Bedford Boot Shop Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property. The stockholders and the number of shares held by each are: Ebenezer S. Bedford, 349 shares; Clarkson M. Snedcor, 650 shares and Allan B. Wallower, 1 share.

George Schwartzmiller, who has been house salesman for the Wm. P. Canaan Co. for several years, and who was operated on for abscess about three weeks ago, underwent a second operation last Friday. He is doing as well as could be expected.

F. Fields, who was manager of the tea and coffee department of the Ira M. Smith Co. for several years, has engaged in the tea and coffee business on Lake Drive, near Wealthy street, under the style of the Oriental Tea Co.

Potterville—Roy Wilson has opened a bakery and confectionery store here.



The Produce Market.

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

Poultry—Local dealers pay 12c for broilers; 11c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight. The market has been very firm. Supplies are fairly liberal however, and qualities are better than during the last few weeks. Dressed poultry, as usual is selling at about 2c above live prices. This week, hens and broilers were in greatest demand.

Butter—Receipts are increasing with a fairly good consumptive demand. The market is ruling steady at unchanged prices. The quality arriving is better than it has been and there is likely to be a steady market at prices ranging about the same as at present for the coming week. Fancy creamery commands 33@34c in tubs and 34@35c in cartons. Local dealers pay 25c for No. 1 dairy and 20½c for packing stock.

Eggs—The quality of eggs arriving is better than it has been and the consumptive demand is absorbing everything on arrival at prices ranging about the same as last week. There is some demand for storage eggs but the market is not as active as it might be. No change from the present conditions is expected in the near future. Local dealers pay 24c for strictly fresh.

Cabbage—85c per bu.
Carrots—65c per bu.
Cauliflower—\$1.50 per doz.
Celery—17c per bunch.
Cocoanuts—\$4.75 per sack containing 100.

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

Crab Apples—\$1 per bu. for Hyslops.

Cucumbers—75c per doz.
Egg Plant—\$1.50 per doz.
Grapes—Malaga, \$5.75 per keg; California Tokay, \$1.65 per 20 lb. crate.
Green Onions—20c per dozen.
Honey—20c per lb. for white clover, and 18c for dark.

Lemons—Verdellis, \$6.50 per box.
Lettuce—Home grown head \$1.25 per bu.; home grown leaf, 90c 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 @95c per bu. The wholesale price is \$1.10 per bu.

Oranges—\$5.50@6 for Valencias.
Peaches—Elbertas fetch \$2@2.25 per bu., Prolifics, \$1.75@2, according

to size. Lemon Frees, \$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 75c for medium.

Plums—Damsons, \$1.65 per bu.

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

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

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

Potatoes—60@70c per bu. for home grown. Country buyers are paying around 50c.

Radishes—10c per dozen.

Spinach—65c per bu.

Sweet Potatoes—Virginias command 90c per bu. and \$2.25 per bbl.

Jerseys command \$3 per bbl.

Tomatoes—75c per bu.

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

The Grocery Market.

Sugar—The reduction in the price of granulated to 4.45c by the New York refiners last Wednesday did not help matters, as it made the grocers all the more skeptical despite the admittedly low price of granulated. The expectation that the marketing of beets will be forced tends to unsettle confidence, though they have still to appear in Eastern territory, and consequently are not an immediate factor. Manufacturers will hardly stand on the price with the reduction of 25 per cent. in the duty, to go into effect next March, especially as the beet crop of the country will amount to about 700,000 tons. The tariff revision is expected to cause some of the weaker Eastern factories to close down next season, but in the West little effect will be felt, as the plants in this territory are protected against the competition of cane refined by the freight rates. Word was received from New York this morning that some of the refiners would accept orders at 4.40c.

Tea—Owing to the exceptionally dry weather in Japan, the third crop was rather later than usual and at first the quality was disappointing, but later arrivals showed some improvement and the receipts there are better than expected. Basket fired teas are very firm, with increased demand for better grades. The total export from Japan of all teas will be several million pounds short of last year. The third or late crop summer Formosa Oolongs are now coming in at an advance of 1@2c. The quality is better than the average and greater care is being taken in preparing the leaf. The early summer teas were

the best grown for many years. The total export to America is about 16,000,000 pounds. Ceylons and Indias hold firm. China greens are firm and the American demand shows a slight falling off.

Coffee—Rio and Santos grades are about ¾c higher. There is a good demand, both here and abroad, and Brazil is firm also. The outlook for Brazil coffee is steady to firm, although there is no indication of any heavy advance and the market may even recede somewhat. Mild coffee, are higher in sympathy, and some grades are commanding a full cent more than they did two weeks ago. Java and Mocha steady to firm and unchanged.

Canned Fruits—Apples quiet at unchanged prices. California canned goods are inactive and unchanged, small staple Eastern canned goods being steady to firm and unchanged.

Canned Vegetables—The tomato pack is still proceeding and is certain now to be fair at least. The demand is quiet. Corn is still firm and reports are all of short deliveries, those of the Maine packers not averaging more than 40 per cent. Peas are unchanged and quiet.

Canned Fish—Domestic sardines are up to \$2.75 f. o. b. in a large way, the scarcity having become more pronounced. Imported sardines of all kinds are very scarce and firm.

Dried Fruits—Currants are unchanged, prices being firm and the demand fair. Peaches are quiet and unchanged, as are apricots. Raisins have advanced again on the coast; in fact, there is a great shortage reported in California on all kinds of dried fruits except peaches.

Cheese—The consumptive demand is very good. The quality arriving is the best of the year. The stocks are reported as being short in all producing sections. If there is any change in price it is likely to be a slight advance.

Starch—Muzzy bulk and Best bulk and package have declined 10c per 100 pounds.

Syrup and Molasses—Glucose shows no change. Compound syrup is quiet, although the cool weather has caused some little demand; prices unchanged. Sugar syrup is dull at ruling prices as is molasses also.

Salt Fish—Cod, hake and haddock are growing scarcer and higher almost every day. Cod is now fully 2c above normal and about 3c above a year ago. Scarcity is making the demand good. Mackerel is quite dull, both the Irish and Norwegian holders staying out of the market on account of the pending reduction of \$2 a barrel in imported fish. What mackerel there is on spot is selling fairly well at unchanged prices. Nobody is offering any new Irish mackerel, and holders of new Norway fish are also indifferent to its sale at this time.

Provisions—Smoked meats are steady at unchanged prices. Both pure and compound lard are in good consumptive demand at unchanged prices. Dried beef is very scarce with price nominal. Canned meats are in light demand at unchanged prices.

Out Around for the Ninth Time.

The Grand Rapids wholesalers and jobbers are making their ninth annual swing around the circle this week, visiting old friends and making new ones. The circle this year is by the Pere Marquette to Ionia by way of Grand Ledge and to St. Johns by the Grand Trunk, for the first day; to Lansing by the Grand Trunk the second day; by the Michigan Central to Jackson for the third and home by the Michigan Central from Jackson the fourth. In all forty-six towns are to be visited and reports received indicate that the tourists are receiving the most cordial reception everywhere. The start was made Tuesday morning, with about sixty in the party and the return will be Friday night. The evenings will be spent in St. Johns, Lansing and Jackson and in each of these cities the commercial organizations and business men have made plans to meet the Grand Rapids missionaries, socially and cordially, and with the pipe of peace going full blast. The excursion is accompanied by the Furniture City band and a band concert will be the feature at every stopping point. The band will also help out at the evening entertainments. The trip is certain to be a great success in all the purposes for which it is made. The Grand Rapids merchants will get better acquainted with their trade, and with the conditions under which their trade must do business, and this will be beneficial to both sides. New trade opportunities will be found and local merchants will be helped to solve problems which confront them in matters of transportation. Much of the route this year is in "friendly" territory, but considerable of it is along the border where the competition from other trade centers is strong. In arranging the itinerary the committee has been wise in giving this borderland the most time and attention.

Eugene L. Rose, who was long engaged in the grocery business at Petoskey and who has been first and foremost in every good cause, has been appointed postmaster of his home city. It goes without saying that the appointment will meet with very general appreciation and that Mr. Rose's administration of the office will be such as to add to the esteem in which he is already held and bring satisfaction to his constituents and the political party which has thus honored him.

The National Fuel Savers Corporation of Michigan has been incorporated with an authorized capital stock of \$2,500, which has been subscribed, \$20 being paid in in cash and \$2,480 in property. The stockholders and the number of shares held by each are: Melville Daniels, 248 shares; Mrs. A. H. Daniels, 1 share and L. D. Averill, 1 share.

Mrs. Florence Haas & Son have engaged in general trade near Empire. The Worden Grocer Co. furnished the grocery stock, the Grand Rapids Dry Goods Co. the dry goods and the Herold-Bertsch Shoe Co. the shoe stock.



Two important conventions are slated for this month. One is of the American Bankers' Association in Boston this week and the other is that of the Investment Bankers' Association of America in Chicago October 28 to 30. Clay H. Hollister and Dudley E. Waters expect to attend the Boston convention and a large and distinguished delegation will go from Michigan, headed by George H. Russell, of Detroit. The important matter before the National Association will be the proposed currency legislation by Congress and, no doubt, the deliberations of the bankers representing the entire country will have its influence on congressional action. The Investment Bankers' Association was organized a year ago and is made up of bankers who specialize in investment securities as against commercial banking. Among those who expect to attend from this city are C. H. Corrigan, B. H. Howe, Chas. Hilliker and Frank T. Hulswit and there may also be others. An interesting programme has been arranged, with addresses on railroad, electrical, municipal and other forms of financing by recognized authorities on the various topics, but it is likely the most interest will be in the reports on and discussions of the progress of blue sky legislation. Several of the states have enacted blue sky laws the past year, including Michigan, and almost without exception these laws are based on the very crude Kansas law. Few of these new laws have yet been tested out and as a result the investment bankers are in much perplexity as to where they stand. The Association approves the principles which the legislation represents and will lend its aid to putting the laws in workable form.

The Grand Rapids Savings Bank will establish a new branch on Wealthy street, at the intersection of Lake drive, opposite the car barns, the entire equipment having been furnished by the Grand Rapids Safe Co. This is the Bank's fourth venture into the suburbs, the others being at Madison square, on West Leonard street at Alpine avenue and on East Fulton at Diamond. The two last named have been established within the year. Other branches are said to be under consideration to be established as soon as arrangements can be made for them. These new branches are in the outskirts of the city, where little business centers have been created and which do not have banking facilities. Whether or not they will prove profitable is yet to be demonstrated, but they will serve the useful purpose of

making it easy for the suburbanites to acquire the banking habit.

Rumor has been busy lately with the United Light and Railways Company and the possibilities of its merger with other properties to make a still greater combination of utility enterprises. The latest report is of a deal with the Stone & Webster interests, known as the Mississippi River Power Company. The development at Keokuk has just been completed and is of an estimated 200,000 horse power and cost about \$12,000,000. Having made the development Stone & Webster are now looking for a market for their power and the United Light and Railways properties, with Davenport, Iowa, as the center, seems the most feasible outlet. Stone & Webster have had engineers looking over the United properties for several weeks and, if a deal is made, it is likely to be soon. The United properties in Iowa have the advantage of being nicely bunched, making a compact group that could easily be handled from one center. The deal may be far more extensive than with the Stone & Webster combination, as will be apparent by a little study of the utility corporation map of Illinois. In Northern Illinois and in the territory adjacent to Chicago, as well as in the city, Samuel Insull is the dominant influence, with electric, gas, street railway and interurban properties. Then comes a stretch of territory in which what is known as the McKinley influences dominate, with Springfield as the center. Then the Insull interests have a belt of properties across the middle of Illinois, and south of this belt is the Hodenpyl, Hardy & Co. zone, holding the properties which were formerly in the Union Power Railway and Light Company and now held by Commonwealth, and in the

Fourth National Bank

Savings
Deposits

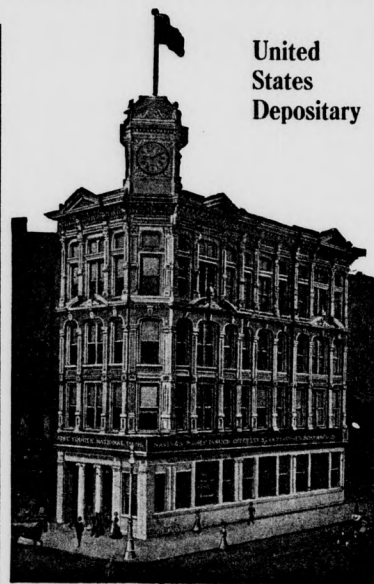
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

United
States
Depository



Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

The Old National Bank

GRAND RAPIDS, MICH.

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

STOCK OF THE National Automatic Music Company

Approved by the
Michigan Securities Commission
Under the New So Called

"BLUE SKY" LAW

This stock pays 1 % per month

**LOOK IT UP — IT'S
WORTH WHILE**

40-50 MARKET AVE., N. W.
Grand Rapids Michigan

extreme southern border the Insull interests hold another group of properties. The Stone & Webster interests are at Keokuk, with the United Light and Railways in Ionia just north of them. A gigantic merger of all these interests would be feasible and such a combination would have the advantage of being compact and easily administered, the various properties being so situated that one would reinforce another, thus reducing the duplication of plants and equipment to a minimum. Whether anything will come of the negotiations that are said to be under way remains to be seen, but that there is an impression in financial circles that something is doing is manifest from the sharp rises in United securities.

Besides its properties in Iowa the United holds the Muskegon interurban and the Cadillac gas properties in Michigan and the Chattanooga, Tennessee gas property. These two properties, from the nature of things, cannot be connected up with the Iowa system, but they might be used for trading purposes in bringing about the big merger in Illinois. The Muskegon interurban would be a desirable acquisition for the Commonwealth interests in Michigan and the Commonwealth might consider a proposition to trade some of its Illinois properties, acquired through the merger last spring with the Union for this. The Cadillac Gas Co. is within the Commonwealth's territory and might also be taken over in a trade. Hodenpyl, Hardy & Co. and E. W. Clark & Co. are largely interested in the street railway and electric light properties in Chattanooga and also in the Tennessee Light and Power Co. and the Chattanooga Gas Co. might also be taken over to help out the Illinois deal.

For nearly a year, or to be more accurate, ever since the returns came in telling of the election of President Wilson, the country has been disturbed by the tariff agitation. For five months, ever since Congress has been in special session, this agitation has been more or less acute, and that it has been a disturbing influence upon business cannot be denied. Now the tariff has ceased to be an agitation. The new law is on the books and interests affected by it know exactly where they stand and the conditions under which they must do business. This certainty, even though it may in some instances be unpleasant, will be more satisfactory than the uncertainty that existed before and it should now be in order for everybody to accept the results with the best grace possible and get down to work. The new law serves as the rules of the game, and for the American business man and manufacturer to know the rules is the most important basis for success. The new tariff is a revision downward, something the Republicans under President Taft promised, but failed to deliver. It is a revision downward on the food stuffs and the necessities of life in particular and the new law promises some relief in the high cost of living. Wool, wheat, flour, cattle, sugar in a short time, fresh meats and other food

products are put on the free list and this may make the farmers feel abused but they will have their innings with free farm machinery, lumber, coal and coke, pig iron and other things which the farmer buys. The new tariff will not produce the revenue which the old tariff yielded, and the deficit is to be made up from the income tax which hits incomes of \$3,000 and above for the single man and \$4,000 for the married man at rates ranging from 1 to 7 per cent. The income tax will not be popular with those whom it hits, but the number it will not affect is so infinitely greater than those it will that this will make little difference. The new tariff may not be ideal. It may be a disappointment even to those who framed it. The important fact, however, is that at last it is on the books and the country knows exactly the conditions under which business must be done and can now go ahead.

Quotations on Local Stocks and Bonds

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	74	76
Am. Gas & Elec. Co., Pfd.	46	48
Am. Light & Trac. Co., Com.	354	358
Am. Light & Trac. Co., Pfd.	105½	107
Am. Public Utilities, Com.	45	48
Am. Public Utilities, Pfd.	72½	74½
Cities Service Co., Com.	80	83
Cities Service Co., Pfd.	75	77
Citizens Telephone	78	80
Commercial Savings Bank	215	
Com'wth Pr. Ry. & Lt., Com.	54½	57
Com'wth Pr. Ry. & Lt., Pfd.	76	78
Elec. Bond Deposit, Pfd.	65	75
Fourth National Bank	212	
Furniture City Brewing Co.	59	61
Globe Knitting Works, Com.	125	135
Globe Knitting Works, Pfd.	96	100
G. R. Brewing Co.	145	155
G. R. National City Bank	178	181
G. R. Savings Bank	240	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	25	28
Macey Company, Com.	200	
Macey Company, Pfd.	94	96
Michigan Sugar Company, Com.	30	36
Michigan State Tele. Co., Pfd.	90	95
National Grocer Co., Pfd.	85	88
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	38	40
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Co.	16	19
Tennessee Ry. Lt. & Pr., Pfd.	69	72
Utilities Improvem't Co., Com.	44	46
Utilities Improvem't Co., Pfd.	68	71
United Light & Ry., Com.	81½	82½
United Light & Ry., 1st Pfd.	78½	80
United Light & Ry., 2nd Pfd.		
(new)	68	70
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens Tele. Co., 6s	1923	101½ 102
Com. Power Ry. & Lt. Co., 6s		97½ 97½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	99 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

October 8, 1913.

United Light & Railways Company

First Preferred,
6% Cumulative Stock

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

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

BUY IT NOW

Howe, Corrigan & Company

Investments

Mich. Trust Bldg. Grand Rapids, Mich.

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

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3½ Per Cent.

Paid on Certificates

You can transact your banking business
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E. A. STOWE, Editor.

October 8, 1913.

THE REAL REMEDY.

The cheap politicians are urging the enactment laws to maintain the right or petition, whatever that may mean, and to make arbitration compulsory in the matter of labor disputes, and are suggesting various cure alls for industrial disturbances. The labor unions are demanding the enactment of laws forbidding the bringing of strikebreakers into the State, to curtail the power of the State militia in dealing with industrial riots, to forbid the courts to issue injunctions against picketing and intimidation of men who want to work. A far simpler remedy against strikes—at least against nine-tenths of them—would be a law forbidding the coming into the State of the professional strike-makers. If MacFarlane could have been drummed out of Grand Rapids, the long drawn out and expensive furniture strike in this city would never have occurred. The factory hands were satisfied with wages and hours. No thought of strike was in their minds. Their relations with employers was harmonious. MacFarlane came, preached discontent, awakened passions, started the flames of class prejudice and hatred, and the strike lasted five months with recognition of the unions as practically the only issue, and then he left with enough money in his pocket to give him a trip to Europe with his wife and the workers of Grand Rapids had the bills to pay. In the copper country the mine workers had no grievances, either in the matter of wages or in the hours of work. The officers of the western federation came among them, and did as MacFarlane did with the furniture workers in this city, and for four months the copper country has been in turmoil, with the ignorant foreigners following the leadership of reckless agitators whose reward will be what they collect in union dues from their dupes. In the copper country the issue is not wages, nor hours of labor, but solely that of recognition of the federation and those who are conducting the strike are not residents of the State, nor men who have anything at stake in the strike district. They are outsiders who came into the State for no other reason than to make trouble for the State and a little easy money for themselves. It will

cost the state many millions of dollars in wages, production of mineral wealth and direct increase in the taxes. A law forbidding agitators coming into the State, or staying in the State when their character has been found out, would be an efficient remedy against most of the strikes that occur. A still more efficient remedy would be to forbid any man taking part in a strike in which he is not himself interested as an employee. This would curb the activity of the home grown agitators. It is rarely that the home grown causes any great amount of trouble. His associates know him and this makes them know better than to follow him.

THE MANY SIDED MAN.

As they say goodbye to him, the American people generally would like to drop into the ocean the unhappy controversies in which Theodore Roosevelt has been engaged. They would prefer to think of him merely as an engaging and outstanding personality. His energy and versatility, his passion for activity, his gluttony for work, his varied and insatiate interest—these qualities of his continue to kindle general admiration. All Americans wish the Colonel well on his latest trip. Whether addressing universities or exploring tropic jungles, they feel sure that he will know the stern joy of a full life and will be an active and impressive figure to all who behold him.

With handsomely furnished and spacious new quarters, a well-equipped cafe service and attractive club room features the Grand Rapids Association of Commerce is starting out upon another season of activity in behalf of a bigger and better Grand Rapids. The Association has a membership that borders on the thousand mark, and in the Association are most of the city's best known and most progressive business men, manufacturers and professional men. The Association has an income of approximately \$40,000 a year, which should be ample to meet all its needs. The old Board of Trade in its palmyest days had an income of about \$12,000 and its quarters and equipment were not such as to be worth bragging about. The Association of Commerce should have the good wishes and cordial support of the right minded in every walk of good citizenship.

Anything that will make gasoline cheaper interests automobile owners, and for that reason news that comes from Findley, O., to the effect that a new process for refining oils has been discovered is cheering. The new process breaks up the hydro-carbons of petroleum into whatever combination is needed, then condenses under pressure. By using it gasoline can be reduced 4 cents a gallon in price. A new plant costing a million and a half has been built, which is proof that owners of the process have faith in it and believe it to be a money-making business. Cheaper gasoline is what the motorists want.

ANOTHER GOOD LAW.

One of the good laws enacted by the last Legislature is that which prescribes penalties of fine or imprisonment for what in trade terms is known as "topping." The grower or packer who puts the cull and inferior apples, potatoes or other products in the middle or bottom of the package and a nice layer of choice stuff on top for the purpose of deception is a "topper." Under this new law the indulger in this practice if caught at it and prosecuted can be soaked and soaked hard, as he ought to be. The law prescribes that if above 20 per cent. of the contents of the package be below the quality of the surface layer, the offense shall have been committed. The law is a good one, but like the "pure egg law" enacted two or three sessions ago it has one defect. It is nobody's business in particular to enforce the law and, therefore, it lacks efficiency. The ordinary citizen has no hankering for the trouble and annoyance of bringing a cheap swindler to justice, and therefore he does not complain in a way that would make the law mean something, and it seems to be the duty of no public official to take action. The law is on the books, however, and some day it may be useful in making a needed example of some chronic offender.

"Topping" is probably as old as trading in packages or bags or bulk. From the earliest day the buyer of soil products has had to be on his guard against the wiles of the man who puts the little potatoes in the bottom of the basket. It is practiced to this day, but, in justice to the American farmer, it may be said the practice is not as widespread as it is reputed to be. There are many strictly honest farmers who have found how much better it is to be absolutely on the square and who for their reward receive the highest market price for whatever they may offer. Then there is the ordinary honest farmer who will put the reddest and best apples on top of a basket of orchard run and who has no idea that he is using deception. The crook is the one who willfully tops off a basket of culls and tries to sell them for selects, and there are just enough of these in the game to discredit the trade and make the term "honest farmer" a byword among men. On the city market in this city the buyers have their own way of getting even with the "topper" when they detect him in his trickery. They simply pass the word around and thereafter the offender has his troubles alike in selling what he may have to offer and in getting the price. As an illustration, a grower often seen on the market during the peach season has the reputation of being a topper and he cannot get within 10 per cent. of what his strictly honest neighbors receive for their fruit, unless he sells to some stranger. His fruit may look just as nice as any on the market, but the word has been passed along and he suffers the penalty of his transgressions. During the strawberry season a grower who once had the reputation of producing the highest grade fruit sold a topped case of

strawberries to one of the grocers, and next morning everybody on the market knew of it and thereafter that particular grower could not sell anything until examination had been made, and even then he had to take a lower price. The "topper" occasionally gets away undetected, even when dealing with the keen eyed huckster, but the trick cannot be turned many times without being caught, and the penalty is often long drawn out and in an amount which no court would think of imposing as a fine.

There is a law against "topping," however, just as there is a law against offering stale eggs for fresh. The only trouble with the law is that the framers of it had too much confidence in "be it enacted" and did not provide adequately for its enforcement.

THE BATTLE IS ON.

The enactment of the tariff law is the first step towards the trying out of a series of great issues that are fraught with the deepest significance for the future of this Nation. The gathering at the White House last Friday night to witness the President affix his signature was not historic because it marked the enactment of the second low tariff law in seventy-five years. It was historic because it witnessed an act whose consequences must shape the future. Battle has now been squarely joined on the question whether the era of free economic opportunity in this country is dead and must be replaced by a benevolently regulated system of private enterprise on the Roosevelt-Perkins model. The tariff bill is but the beginning. It was characteristic of President Wilson to express his pleasure in the work done and immediately to turn to point the way to the work that next waits to be done. As the days pass, those "vague" generalities of his speeches and writings on the New Freedom are taking on impressively concrete shape.

Something like a year ago a commission was appointed by the late Mayor Gaynor of New York to look into the billboard problem in that city. It has recently published its conclusions. It holds the billboard to be a nuisance, that it is a fire hazard and a menace to public health. It is recommended that restriction be enforced by taxing advertisements thus displayed and to authorize health and fire officials to prohibit billboards altogether, where, in their judgment, the circumstances warrant. A great many other cities, and the number is constantly increasing, have come practically to the same conclusion. The billboard has precious little to commend it and offers much deserving of criticism. Progressive cities all over the country are abolishing it outright or taxing it out of existence. No particular hardship is imposed thereby, except upon those who make big money out of their construction and the sale of space, because as an advertising medium it is not worth the cost. The municipal officials of every city in the country would do well to get a copy of the New York commission's report and read it carefully. There is no getting away from the forcefulness of its conclusions.

REPRESENTATIVE RETAILERS.

Fred C. Beard, the Veteran Grand Rapids Grocer.

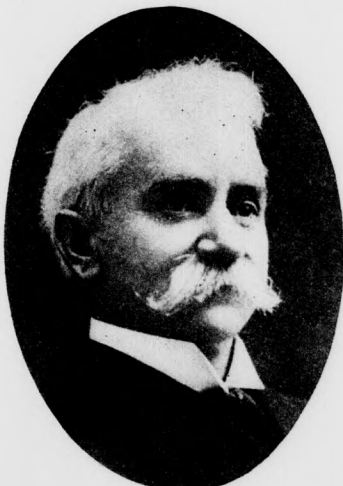
Probably no more striking example of success, won by dint of pluck and perseverance in the grocery business can be found in Michigan than that presented by Fred C. Beard, the gray haired grocer on Wealthy avenue.

Mr. Beard first saw the light of day Aug. 21, 1851, in the town of Flushing, Cornwall county, in old England. At the tender age of 12 years he was seized with a desire to go out into the world and prepare himself for the business of life. This desire was so strong in the boy's mind that the combined exertions of both parents and friends did not prevail against it, and the future grocer of Morley was bound out to a shoemaker for a period of seven years. He soon learned that he had mistaken his calling; but he could not get out of it without deserting, and desertion meant imprisonment. It was imprisonment to remain, but he preferred the honorable kind, and so he served out his full time. During the first year of his apprenticeship he received 12 cents per week; 25 cents per week during the next two and a half years; 75 cents per week for the two and a half years following, and \$1 per week for the last year. He was kept shod during the term, but he had to board himself or live at home. After regaining his liberty—or acquiring his trade, rather—he worked for his old master about three months at the princely salary of \$2.50 per week, without board.

Some time previous to this, Rev. J. M. Johns, with whom Fred was acquainted, had come to America and located at Morley; and it was through this gentleman's correspondence that the 19 year old shoemaker was induced to leave his native land. When he arrived at Morley his clerical friend advised him to teach school. He secured a certificate and a school some distance from Morley was engaged for him. Mr. Beard will give you his experience as a school teacher in his own words:

"I was young and everything seemed wild and strange to me. The school was supposed to be located somewhere in the wilds of Michigan, about twenty miles from Morley. I shall never forget the morning I started out in search of that school. I was armed with my certificate, a stout heart, a big ambition, and an old English carpet bag wherein was stowed all my worldly possessions. All day long I tramped through the woods, passing occasional patches where the forest had been mutilated by man, and just as the shades of evening began to gather, I came to a clearing. Thinking I must be near my destination, I called at a shanty to make enquiry. Imagine my surprise when my ears were greeted with the following response: 'Oh, mine gracious! It was shust feefteen miles mit dot school house.' I wilted. The good old Dutchman saw the pitiable plight I was in, and he tried to console me. He insisted on my staying all night with him, but between shar-

ing the Dutchman's hospitality and bearding the American lion in his native jungles, there could be but one choice, and I resolved to return to Morley or die in the attempt. In the blackness of the night I scrambled along, falling over obstructions and dodging ferocious wild beasts, until, utterly exhausted, I sank down upon the ground. I fell into a troubled sleep and was dreaming of the far away home I had left, when something tugging at my feet awakened me. Rising up I saw several animals about me as large as medium sized dogs. I seized my carpet bag and suddenly



Fred C. Beard.

took my departure. After wandering the balance of the night in a condition of frenzy bordering on insanity, I found myself, at the dawn of day, in front of the old Dutchman's house. This was all the experience as a school teacher I wanted and I returned to Morley and went to work in J. Cummer & Son's sawmill at \$9 per week."

In the fall Mr. Beard left the mill and secured a clerkship in the general store of Wm. Judd, at Altona. He was installed at once as a member of Mr. Judd's family and, during his three years' service, he became thoroughly Americanized. His next engagement was with the grocery firm of Peters & Anderson, of Morley. Three years of faithful service were given this firm, after which Mr. Beard opened a grocery store of his own. In a little over six years from the time the boy of 19 landed in a strange country he had succeeded in accumulating \$600 by steady industry and frugal habits. Mr. Beard knew the value of every dollar of this small capital and he determined that it should help in the accumulation of more. He invested it in a stock of groceries. Some of his friends said it was a mistake; that he would lose his dollars, which had cost him so many hard days' work; that he was young and inexperienced and that nineteen out of twenty men who put their money into the grocery business never succeed in pulling it out again. But Mr. Beard was made of the same kind of stuff that successful business men are made of. He put \$600 into the grocery business in 1879, and in eleven short years he pulled out of that same business \$25,000 in cold cash, which was subsequently well invested in Grand Rapids real estate.

When asked to explain the secret

of his remarkable success, Mr. Beard said: "When I started my business I was strongly impressed that if it was to be a success, Fred Beard would have to work and economize. I always had a mania for hard work, and I attribute my success to that as much as to any other one thing. I never put off until to-morrow what I could do today, and I never depended upon another to do what it was possible for me to do myself. I never made an engagement or incurred an obligation that I could not, or I might say did not, meet or fulfill—that is, so far as human control of ordinary events is concerned. Of course, there are times when sickness, death of extraordinary circumstances will thwart the best laid plans. I will say, however, that during the entire eleven years I was in business, I never allowed a bill to pass maturity unpaid. I wish to say, also, that I attribute my success, in no small measure to the Michigan Tradesman, as a medium through which I was enabled to keep thoroughly posted in prices. By this means I was enabled to anticipate prices and buy right; and I wish you would emphasize the fact that I credit the Tradesman quite largely as being contributory to my success in business."

On retiring from business at Morley, Mr. Beard came to Grand Rapids in 1892 and engaged in the real estate business. His original investment was in fifty-six lots on the north side of Wealthy street and east of Lake Drive. He has disposed of forty-nine of these lots to good advantage, so that he has only seven remaining. In 1894 he bought out the grocery stock of Wm. Barth, at 1497 Wealthy street. Twelve years ago he moved across the street to 1504 Wealthy street, where he has continued business ever since with marked success.

Mr. Beard was married July 21, 1878, to Miss Carrie Bronson, of Big Rapids. His wife was a daughter of the late Gen. Stephen Bronson, one of the first families of Big Rapids for many years. Mrs. Beard died seventeen years ago, leaving a son, Marshall C. Beard, who is now superintendent of Station A Postoffice on the west side. Mr. Beard has never married a second time. He resides in his own home at 1637 Wealthy street. He joined the Methodist church in England when he was 17 years of age and is now a regular attendant at Clark Memorial church, which he serves in the capacity of trustee. He is a member of the Woodmen, but has no other fraternal ties or associations.

As a key to Mr. Beard's character, it is only necessary to state that from the time he entered that sawmill as a boy, up to the present time, a portion of his earnings has passed over the broad Atlantic, as regularly as the months have rolled by, to the dear old mother to whom he is devotedly attached. In 1911 he visited his mother at the old home in England, coming back refreshed and invigorated to a remarkable degree. Mr. Beard's attachment to his mother and his loyalty to her are in keeping with the spirit of his entire career. He is a

model man in all that the term implies and the Tradesman joins with his many friends in expressing the hope that he may live to be 100 and that he may enjoy every minute as long as he lives.

Manufacturing Matters.

Owosso—The Independent Stove Co. is building an addition, 72x96 feet, to its plant.

Bad Axe—The International Milk Products Co., of Detroit, is erecting a branch plant here and will occupy it about Oct. 15.

Belding—The Belding-Hall Refrigerator Co. has declared a 7 per cent. dividend on its preferred stock and a 6 per cent. dividend on its common stock.

Detroit—The Universal Bottle Washer Co. has been organized with an authorized capital stock of \$100,000 of which has been subscribed and paid in in cash.

Lansing—The Acme Engine Co. has been organized with an authorized capital stock of \$80,000, of which \$40,400 has been subscribed, \$8,000 being paid in in cash and \$32,400 in property.

St. Joseph—Frank P. Graves and I. W. Allen have taken over the business of the Holland Fish Rod Co., of Holland, and will remove the plant here and operate it in connection with the American Tool Works.

Detroit—The Wolf Pipe Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, of which \$26,020 has been subscribed, \$20 paid in in cash and \$9,608 in property.

Maybee—The Maybee Lumber Co. has been merged into a stock company under the same style, with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed, \$400 being paid in in cash and \$5,600 in property.

Crystal Falls—The Northern Specialty Co. has engaged in business, to manufacture at wholesale and retail, accessories for motor vehicles, with an authorized capital stock of \$1,000, of which \$600 has been subscribed and paid in in cash.

Detroit—The Wagenhal's Motor Co. has been merged into a stock company under the same style, with an authorized capital stock of \$300,000 common and \$200,000 preferred, of which \$350,000 has been subscribed and paid in in property.

Detroit—A new corporation has been organized under the style of the Royal Manufacturing Co., for the purpose of dealing in merchandise, with an authorized capital stock of \$100,000, which has been subscribed, \$4,000 being paid in in cash and \$96,000 in property.

Algonac—The Smith-Ryan Boat & Engine Co. has been merged into a stock company under the style of the C. C. Smith Boat & Engine Co., with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed, \$1,000 being paid in in cash and \$14,000 in property.

John I. Bellaire, manager of the Wisconsin Land & Lumber Co. (rated over a million dollars) at Blaney, writes. "I consider the Michigan Tradesman the most valuable of any paper I am taking."

MEN OF MARK.

W. P. Canaan, President of the Wm. P. Canaan Co.

No man gains the esteem and affection of his fellow man more than he who takes a tithe, or more than a tithe, of the fruits of his own labor and industry and devotes it to the upbuilding of the community and the individuals in that community without ostentation, without advertising his philanthropy and generosity with a blare of trumpets. Such a man rivets the bonds of affection when, remembering his own hardships and his own struggles, he takes thought not only of the welfare of those whom he employs but of their comfort and pleasure and actually provides in a really practical way for the enjoyment of that pleasure.

It is his relation as a business man and citizen to the community and to his employes that entitles Wm. P. Canaan to more than passing notice in the Michigan Tradesman and among the guild of merchants. Quiet, almost shy, belittling his own success, Mr. Canaan has done and is doing much for the city of Grand Rapids in a quiet way. The world never hears of his little acts of kindness and helpfulness. He seems to adhere closely to the Biblical injunction not to let his left hand know what his right hand doeth, and many an act of his kindness goes unheralded and unknown.

Mr. Canaan has prospered, but it has been by dint of his own effort and foresight. There was a time when he had nothing—when he sold papers on the streets of Big Rapids. He seems not to have forgotten those days and their then apparent hopelessness, as here and there he extends a helping hand to some other poor fellow who is struggling along.

William P. Canaan was born on a farm near Big Rapids, Jan. 31, 1874. His antecedents were English on his father's side and Irish on his mother's side. When he was a small child his parents removed to a farm near Moorestown, where he attended the country school, finishing his education with a four year course at Ferris Industrial Institute at Big Rapids. His first venture in the business world was as a wholesale newsdealer at Big Rapids. He pursued this line of work for a year, when he removed to Ithaca,

where for two years he managed the shoe department of the Charles Rowland store. He was married in Ithaca and subsequently located in Grand Rapids, where he engaged in the wholesale news business in 1898. Eleven years ago he added picture cards to his line, in which he has long been a prominent factor. About a year ago he removed to 5 and 7 North Ionia street, where he added a complete line of stationery. The business was incorporated eight years ago, with a capital stock of \$10,000. The

is, he played tennis and football with the preacher.

Mr. Canaan attributes his success to hard work and close application to business. He is certainly faithful to his business to a remarkable degree. He is a plain, sincere man, who attends to his own affairs. All of the time he has away from his business is devoted to his family. He was born with a fund of good nature and a fine quality of dry humor. He has three ambitions: To do business all the time at a fair profit to himself



W. P. Canaan.

capital stock has since been increased to \$25,000. Mr. Canaan is President and General Manager of the business. He employs a force of eight people in the store. He keeps four traveling men on the road and two in the city.

Mr. Canaan joined the Baptist church while he was in Ithaca and acted as assistant to the pastor—that

and to his customers; to use what time is necessary in the affairs of his business; and to devote the remainder of his time to the benefit of those about him. He is an automobilist for pleasure and profit, for he not only uses the automobile himself, but looks after the interest of his house on many automobile trips he takes around the State.

The reader of human character will recognize by the excellent portrait of Mr. Canaan, which is published herewith, that he is a man of quick, nervous temperament and of great mental alertness.

Doings in the Buckeye State.
Written for the Tradesman.

The Young Men's Business Association of Columbus is preparing a handbook of the city, covering in a concise way every phase of life—business, social, political and religious.

The Supreme Court holds that a city council cannot fix telephone rates when rates are not provided for in the franchise. The Council of Tiffin passed an ordinance reducing the maximum monthly rental from \$3 to \$2.50 which will not hold under the court decision.

Cleveland schools show a gain of 5,279 pupils over a year ago.

Over a million fish are being planted in Ohio streams from Lake Erie and the State hatcheries at London and Sandusky.

The Greater Dayton Association has started off with total enrollment of 5,580, or a larger membership, it is claimed, than any other citizens' organization in the world.

The Ohio State University will place special emphasis on dairying in its agricultural extension work this year.

Lake Shore Railroad starts work on new car shops at Ashtabula, soon.

The Buckeye Window Glass Co., of Columbus, whose plant was recently destroyed by fire, received forty-five propositions to locate elsewhere, but has turned them down and will rebuild in Columbus. To assist the company the Chamber of Commerce takes \$25,000 first mortgage 6 per cent. bonds, maturing \$5,000 annually.

The State Board of Health gives the city of Canton until Jan. 1, 1915 to have its new sewage disposal plant in operation.

The Retail Merchants' Association of Columbus has elected D. Birney Neil as manager and he will give his entire time to the work. The Association has sixty-seven members.

The Ohio Flood Relief Commission has completed its work and reports show that \$2,715,300.11 was spent for relief in the State. This does not include amounts paid by individuals, churches and fraternal organizations.

Almond Griffen.

The New Stationery House

Many dealers have bought from us, many dealers still will buy from us their holiday lines of
**Post Cards, Booklets, Seals, Toys, Enclosure Cards, Calendars,
 Calendar Pads, Bells, Garlands, Dolls, Toys, Toy Books, Games,
 Christmas Stationery**

We would be pleased to have you among the number

WILL P. CANAAN COMPANY

Grand Rapids, Mich.

You Have Got Your Work To Do

Start the day on

Quaker Oats

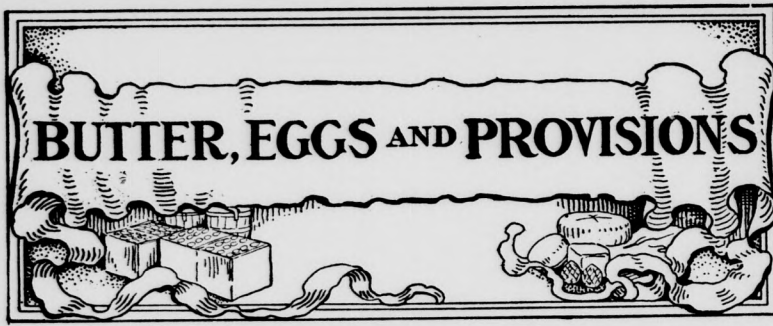
What is best for your customers is
best for you, MR. MERCHANT.

You will find it the best nourish-
ment---the best flavor---and a most
tempting breakfast.

*Take home
a package
to-day.*

*Let your
folks enjoy
Quaker Oats.*

The Quaker Oats Company
CHICAGO



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.

Not Quite Ten Million Dozen Eggs.

Written for the Tradesman.

Ten million dozen! Just think of it! At 20 cents a dozen would be two million dollars. If we spell it out another big mistake may be avoided. But we here in Washtenaw county more than 20 cents. Getting 30 cents now and going right on up until the storage eggs come out and check the advance.

Say an average of 25 cents a dozen for the year. Perhaps a little high but it makes even figuring. There you have two and one-half million dollars from eggs for the Washtenaw county farmers.

Who said so? Why, Dr. Eben Mumford, of the Agricultural college. Did he? See the Tradesman of Oct. 1. And see the scare head in the Ann Arbor Times-News following the meeting of poultrymen a short time ago for the purpose of formulating plans of inaugurating a co-operative system of marketing eggs, at which meeting Dr. Mumford spoke.

But you did not see the correction included in the report of a later meeting admitting that Dr. Mumford said only one million dozen. The exaggerated report may possibly be copied all over the United States and half of Canada, but how many will learn of the correction?

Just stop and think. Not only in this correction but wherever you read wonderful reports from prominent officials—almost incredible statistics. Stop and think. Washtenaw county has twenty townships, each containing thirty-six sections or square miles. Divided into eighty acre farms would be eight farmers to the square mile or 5,760 farms in the county. That is liberal enough. Livingston county is said to have only 3,000 farmers in its sixteen townships, less than six to the section.

Now to produce ten million dozen—120,000,000 eggs, would require 295 hens to each farm each laying seventy eggs per year. We think that the number of hens on the farm run from thirty to 100, probably not over seventy-five on the average, and that is about one-fourth of 295. Perhaps of late years in sections where more attention is given by farmers to poultry the average may come nearer 100 eggs per hen. Even then each farm would need 207 hens.

But we have skipped one thing. Two and one-half million dollars from ten

million dozen eggs at 25 cents a dozen would bring in each farmer \$434.02. For the table and for hatching at least one-third the eggs are used—not over two-thirds being marketed. That brings up the value of eggs for the farmer to \$651.03. And he gets an equal amount from market fowls—\$1,300 from a side line. Let's back to the farm!

Of course it was a big mistake—just one cipher too much. One million dozen marketed by farmers, one-half as much used at home, another half-million dozen produced by poultrymen and families in villages and cities, and you have two million dozen eggs for the county, worth at 20 cents per dozen, \$400,000. That is a big estimate. The doctor said 12 per cent. of the value was lost by improper methods of marketing, neglect, etc., amounting to \$50,000 a year. And there you have it, \$50,000 is 12 per cent. of \$400,000. Anybody might have seen the mistake in the first report if they had had interest enough to take a second thought about it.

Unbiased by other reports I would have said 5,000 farmers, seventy-five hens each or 37,000 hens, seventy eggs per hen, 25,250,000 eggs, equals 2,104,166 dozen.

Whose guess will you take? Fifty thousand dollars loss falling on 5,000 farmers is \$10 each. To save that he must subtract time and labor from some other farm industry and lose on that. So it's which and 'tother. The odds is the difference. But hold on! Here is the real kernel of the matter. It is not so much importance what the farmer loses by his neglect and improper methods of handling and marketing of eggs as it is the disappointment, annoyance and loss to the consumer. He, she or they pay enough for eggs so that they are entitled to wholesome, appetizing, satisfying, healthgiving, strengthening eggs.

Honor and self interest as individuals have helped much, but we need co-operation and legal compulsion. And they are coming. Signs are encouraging. Progress is being made.

E. E. Whitney.

Along with other methods of preserving eggs, the daily papers are suggesting that consumers wrap each egg in a piece of newspaper surrounded by salt, and then pack closely in a pasteboard box, filling in any space with paper, and tie the cover on. Place the boxes in a cool place. The eggs will keep for months if necessary. At least, that's what the newspapers say.

Some men look for trouble in order that they may be prepared to dodge.

If You Can Load

POTATOES

APPLES OR KEIFFER PEARS

Let's hear from you. We will buy or can make you an interesting proposition to load for us.

If you are in the market for these commodities, glad to quote you delivered prices in car lots.

H. E. MOSELEY CO.

F. T. MILLER, Gen. Manager

30 IONIA AVENUE

GRAND RAPIDS

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

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

M. Piowaty & Sons

Receivers and Shippers of all Kinds of

Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

Cold Storage and the Food Supply.

Now that the cold storage business has become a permanent feature of the American food industries, it is a public duty to investigate the varied aspects of this mode of preservation with a view alike of correcting its shortcomings and developing its possibilities. In many quarters the manifold aspects of cold storage and its practical applications to human health and nutrition have not as yet received the serious consideration which the magnitude of the interests involved warrants. Figures sometimes serve as a stimulus for a better appreciation of the facts of commerce and the progress of science. A Government report is authority for the statement that the estimated receipts into cold storage during one year amount in round numbers of 131,000,000 pounds of fresh beef, 20,000,000 pounds of fresh mutton, 176,000,000 pounds of fresh pork, 157,000,000 pounds of butter, and 10,000,000 cases of eggs. It appears that 3.1 per cent. of a year's production of fresh beef, commercial slaughter, goes into cold storage; and the data for the other meats furnish even larger figures. Of the farm and factory production of butter during a year, 9.6 per cent. goes into cold storage, and of the farm and non-farm production of eggs, 15 per cent. The wholesale value of the fresh beef, mutton and pork received into cold storage totaled \$35,000,000; of butter, \$40,000,000, and of eggs \$64,000,000.

Influences of such magnitude bearing directly on so vital a matter as the food factor in National welfare assuredly cannot be overlooked by those interested in the public health. Inasmuch as some of the abuses or objectionable features of cold storage have centered in the unduly prolonged retention of food products, with the consequent possibility of deterioration and incipient decay, instead of perfect preservation, it is interesting to learn in an authentic way something about the actual periods of time during which the food products have in the past actually been subjected to the conservation processes by cold storage in practice. It appears that the receipts into cold storage are entirely or very nearly exhausted by the deliveries within ten months. Very small percentages of some of the commodities were stored for a much longer time, but these are explained by warehouse men as being caused by special circumstances of an uncommercial nature.

The largest "carry-over" into the second year of storage of the six products investigated has been in the case of dressed poultry, that of eggs being decidedly the lowest. For the average length of time in cold storage the actual costs are surprisingly small, being reported as ranging from a fraction of a cent per pound for meats to 3.5 cents per dozen for eggs—figures representing only a small percentage of the wholesale price of the commodities. If the service thus rendered is a wholesome one, its operations involve a reasonably economical expenditure. In so far as cold storage involves merely a readjust-

ment of price levels, its regulation is a matter of public concern; but that is quite aside from the real hygienic problems concerned therein. We quote the conclusion of the Government expert: "Let the fact be what it will with regard to the effect of cold storage on prices, the fact remains that cold storage has been of incalculable benefit to consumers in providing commodities out of the natural productive season."—American Medical Association.

Don't Confuse the Two Bakers at Toledo.

Toledo, Oct. 3—Recently one A. T. Baker, located at 407 Nasby building, Toledo, a buyer and seller of butter, eggs and cheese, discontinued payments and, from the best information I have, is settling with his creditors for 25 cents on the dollar, giving long time notes for the balance. A. T. Baker is doing business as the Baker Produce Co.

I wish that you would kindly make note of this in your paper, as this state of affairs may work a grave injustice to us and might possibly result in many shipments going to the Baker Produce Co., the shippers being under the impression that it was M. O. Baker & Co. they were shipping to.

M. O. Baker.

Big Egg Consumers.

It is said that the calico printers use more than 40,000,000 dozen eggs each year and that the coffee roasters and photographic trades, the cracker and biscuit combines and the chemical trades consume more than twice as many. Large quantities are also used in the leather trades for tanning, etc. They are also largely used in the preparation of many patent foods and the liquor trade takes no inconsiderable number. For many of these uses inferior grades of eggs are used—not because they are better, but because they are cheaper. One biscuit company in New York City buys 4,000,000 eggs every week.

The stomach is an illustration of ceaseless activity. When it is empty and has no food to digest it turns its power of digestion upon itself and destroys tissue. So it is with the mind of the idler. Having no occupation, because he is too lazy to think, it eats away at itself and destroys the mentality. Idleness is not something which can be indulged in for a while and then put aside without any harm, but that of lost time. The lazy person has become crippled in the power to think and act, and will never be as strong and full of energy as he would have been if he had been a worker always. There is something gone which can never be entirely restored.

Hammond Dairy Feed

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

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

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

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

**IMPORTANT
Retail Grocers**

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

**Baker's
Cocoa and
Chocolate**

Registered
U.S. Pat. off

with the trade-mark
on the packages.

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

MADE ONLY BY

Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1780

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

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

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

Red Crescent Sweet Potatoes

Have that rich yellow color and delicious flavor.

A. CASABIANCA & SON

The "House of Quality"

Grand Rapids, Mich.

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

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

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, Sept. 30.—In the matter of Edward Delahunte and Daniel Kennedy, co-partners as Delahunte & Kennedy, and Edward Delahunte, individually, and Edward Delahunte doing business as Delahunte Coal Co., bankrupt, Detroit. The final account of the trustee showed a balance on hand as per first report of \$285, since which time other moneys have been received, making a total of \$521.15. The Wonderland Coal Co. filed a petition asking that it be paid \$49 as the costs taxed in favor of plaintiff in a suit in the Wayne Circuit Court appealed from the justice court. The trustee will pay to the Wonderland Coal Co. for costs of suit in the Wayne Circuit Court \$33.50. The trustee will also pay to Anderson & Wilcox the sum of \$50 for their services as attorneys; also to Clark, Lockwood, Bryant & Klein, upon their filing a petition that they are entitled to same, the sum of \$50. After payment of these amounts and administration expenses and the maximum statutory fee to the receiver and trustee, the balance will be paid as a first and final dividend, the estate closed and the trustee and surety on its bond be released and discharged.

In the matter of Bush Scott Co., bankrupt, Detroit. Final meeting of creditors held. The final report of trustee shows total receipts of \$1,557.58, with total disbursements of \$491.80, leaving a balance on hand of \$1,065.78. C. L. Christie is allowed the sum of \$150 in full for his services as attorney. Lacking Emmons and Helfman are allowed \$108.75, being \$75 attorney fee and \$33.75 disbursements. The trustee and receiver will be allowed the full statutory fee. A second dividend will be paid at once and the case continued to December 2 for a further final report from the trustee and a declaration of a third and final dividend.

In the matter of McLain-Harrison Co., a corporation, bankrupt, Detroit. Voluntary petition filed and order of adjudication entered and referring case to Referee Joslyn for administration. The bankrupt has been engaged in the business of automobile body painting and trimming. On petition filed therefore, the Detroit Trust Company, Detroit, was appointed receiver by Referee Joslyn bond fixed at \$3,000. The receiver is authorized to continue the business and to take immediate possession of all books, papers, records, and property of the bankrupt. The receiver is further directed to make an investigation of the affairs of the bankrupt as to uncompleted contracts for work, whether or not it will be for the best interests of creditors to have the said contracts completed and the work now in process finished by the receiver, and to report to the court not later than October 7. The receiver has accepted the trust and duly qualified. The bankrupt schedules the following creditors:

Edward A. Alf, Cincinnati	\$ 308.91
Ann Harrow Co., Detroit	981.58
Acme White Lead & Color Works	78.20
Ashtabula Hide & Lea. Co., Ashtabula	4,064.04
Ainger Printing Co., Detroit	6.50
American Oil Co., Jackson	8.00
Advance Specialty Co., Detroit	15.90
Atwood Brass Wks., Grd Rapids	62.04
Blanchard Bros. & Lane, Newark, N. J.	4,832.66
Brazilian Turpentine Co., Phila.	99.14
Beckwith Chandler Co., Newark, N. J.	600.00
Blackman Glass & Cook, Detroit	110.73
Jos. Bentley Hair Co., Methuen, Mass.	2,557.22
John A. Boyne, Detroit	350.00
Casey Mfg. Co., Detroit	527.59
L. C. Chase Co., Boston	49.05
Curtis & Co. Mfg. Co., St. Louis	401.87
Central Distributing Co., Detroit	34.24
Cleveland Hardware Co., Cleveland	5.40
Ditzler Color Co., Detroit	149.86
Detroit Wire Springs Co., Detroit	143.35
Detroit Foundry Supply Co., Detroit	15.75
Detroit Wood Pulley Co., Detroit	53.53
Geo. A. Drake Co., Detroit	7.55
Detroit Paint & Glass Co., Detroit	.71
Dumont Demours Powder Co., Wilmington	2,183.49
Detroit & Tol. Shore Co., Detroit	73.78
Flint Varnish Co., Flint	178.90
Felton Sibley Co., Philadelphia	149.43
C. W. Findlater, Detroit	64.25
E. Ferguson Co., Ltd., Detroit	29.64
Glidden Varnish Co., Cleveland	776.09
Garage Equipment Co., Milwaukee	1.38
Pittsburg & Ohio Mining Co., Cleveland	56.98
J. T. Hesser Coal Co., Cincinnati	34.60
Cate, Churchman Coal Co., Detroit	97.36
Peninsular Electric Light Co., Detroit	28.92
Nimmo, Spaulding & Eddy, Detroit	8.00
National Gas Governor Co., Detroit	.50
Detroit City Gas Co., Detroit	5.55
T. P. Howell Co., Newark	902.12
A. Harvey Sons, Detroit	16.05
Harrison, Taylor & Bressler, Detroit	321.67
J. H. Halsey Smith & Co., Newark	32.44
Hudson Leather Co., Newark	24.23
Jackson Cushion Spring Co., Jackson	123.85
Al. Lampert & Bros., Detroit	27.00
Michigan Paste Co., Detroit	6.75
Michigan Aux. Fire Alarm Co.,	

Detroit	20.00
Machinery Sales Co., Detroit	47.00
Michigan Central Railroad Co., Detroit	5.05
Motor Transfer Co., Detroit	6.00
O'Brien Varnish Co., Cleveland	3.20
Ottawa Leather Co., Grand Haven	38.38
August Pasche & Son, Detroit	292.58
Rent, Detroit	300.00
Rinshed, Gagnier Paint Co., Detroit	617.55
Rands Mfg. Co., Detroit	.90
Royal Varnish Co., Toledo	69.00
T. B. Rayl Co., Detroit	32.06
Reilly & Brooks, Detroit	8.00
Stengel & Rothschild, Newark	2,461.95
Sulzberger & Sons Co., Chicago	3,829.10
Jos. N. Smith Co., Detroit	177.35
Sherwin Williams Co., Cleveland	149.60
F. L. Sutherland Co., Detroit	69.24
Standard Oil Co., Detroit	107.73
H. Scherer & Co., Detroit	664.23
Stewart & Mowrey, Chicago	309.25
Michigan State Tele. Co., Detroit	7.30
H. D. Taylor Co., Buffalo	523.73
Underwood Typewriter Co., Detroit	36.75
Union Paper & Twine Co., Detroit	349.26
Valentine & Co., Chicago	89.63
Wade Mfg. Co., Brooklyn	323.22
Fred Walpert & Co., Baltimore	1,254.26

Bills payable represented by notes, Detroit Wire Spring Co., Detroit \$55.96
Metropolitan Mfg. Co., Detroit 78.40
Murphy Varnish Co., Chicago 200.00
F. L. Sutherland Co., Detroit 45.78
Flint Varnish Co., Flint 386.60
Joseph Rently Hair Co., Methuen 560.77
Tufting Machine Supply Co., Detroit 167.23
C. H. Ritter, Detroit 179.00

Taxes due the city of Detroit.
Max C. Koch, Treasurer, Detroit \$6.94
In addition to the foregoing general creditors, the bankrupt schedules claims of laborers in the sum of \$1,789.72. The property owned by the bankrupt is set forth as follows:

Equipment	\$2,589.60
Machinery	2,523.00
Office fixtures and supplies	282.00
Insurance	301.92
Paint, supplies, etc.	1,328.94
Work in process	2,491.19
Trimming stock	8,561.81
Cash in bank	163.04
Notes receivable	2,753.47
Accounts receivable	13,569.42

In the matter of Malcolm Allen trading as C. A. Allen, bankrupt, Detroit. The first meeting of creditors in this case has been called by Referee Joslyn to be held Oct. 10, at which time the said creditors may attend, prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may properly come before the meeting. The receiver has been authorized to offer the property of the bankrupt for sale at public auction on the forenoon of said day on the premises formerly occupied by the bankrupt and to report the sale at the above meeting for such action as may be confirmed by the court.

In the matter of William H. Parkhurst, bankrupt, Detroit. The first meeting of creditors has been called to be held Oct. 14, to permit creditors to attend, prove their claims, appoint a trustee, examine the bankrupt and to transact such other business as may be proper. The receiver has been authorized to offer the property of the bankrupt for sale on the premises in the forenoon of said day and to report to the court at said first meeting for further action.

Bankruptcy Matters in Southwestern Michigan.

St. Joseph, Sept. 29.—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held at Kalamazoo. Claims to the amount of some \$5,000 were allowed and the trustee, Charles L. Dibble, made his final report as custodian and also report of sale of the bankrupt's assets to Charles B. Hays for \$12,000, with the recommendation that the sale be not confirmed. The referee entered an order setting the sale aside and rejecting the bid of Mr. Hays, and authorizing the trustee to solicit bids at private sale.

In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, the first meeting of creditors was held at Kalamazoo. Claims to the amount of some \$50,000 were allowed and Walter J. Bristol, of Kalamazoo, was elected trustee, his bond being fixed at \$10,000. Walter A. Hamilton, George Rickman and Fred McKinstry were appointed appraisers. The bankrupt was examined by the referee and attorneys present and his ex-

amination further continued at Kalamazoo until Nov. 6.

Oct. 1.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the examination of the officers of the bankrupt was continued over for one week at the bankrupt's office in Kalamazoo.

Oct. 2.—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, the trustee filed a report of sale of the bankrupt's assets to Charles B. Hays, of Kalamazoo, for the sum of \$15,000, this offer exceeding the first offer of Mr. Hays by \$3000. Creditors of the bankrupt have requested the referee to confirm the sale to Mr. Hays.

Oct. 3.—In the matter of the Michigan Buggy Co., bankrupt, an adjourned first meeting of creditors was held at the court room at Grand Rapids. Bids for the sale of the company's assets were received and Edward F. Gerber, of Pittsburg, Pa., made an offer of \$265,000 for the assets of the bankrupt, except the cash on hand and accounts receivable. The offer was rejected by the creditors present and represented, whereupon Judge Sessions entered an order directing the trustee to execute a contract with Samuel L. Winternitz & Co., of Chicago, for the sale of the entire assets of the bankrupt at public auction on Oct. 21, Mr. Winternitz having guaranteed to the creditors the sum of \$225,000 for the tangible assets of the bankrupt, less the cash on hand and accounts receivable; also the real estate.

In the matter of August Peters, bankrupt, of Benton Harbor, an adjourned first meeting of creditors was held at the referee's office. Claims to the amount of some \$1,500 were allowed and the trustee directed to enter into a compromise with certain secured creditors, preparatory to making a final report and account. The meeting was further adjourned to Nov. 1.

Doings in the Hosier State.

Written for the Tradesman.

The Young Men's Business Club of Terre Haute has again voted down the proposition to unite with the Chamber of Commerce of that city.

The Faultless Caster Co., a new concern at Evansville, has started operations.

Marcus S. Sonntag, of Evansville, is the new President of the Indiana Bankers' Association.

A new type of automatic block signals has been installed on the electric line between Laporte and Michigan City. The signals are operated by alternating current.

The American Prison Association will meet in Indianapolis Oct. 11 to

16 and improvement of the laws in relation to public offense and offenders, the betterment of penal and reformatory institutions and the providing of suitable and remunerative employment for discharged prisoners will be among the topics discussed.

Almond Griffen.

When you have a clerk who likes to stand in the front door better than he likes to stand behind the counter, let him stand in somebody's else doorway.



Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.



SIMPLE, SERVICABLE, SURE

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

C. A. DURYEA CO. Saginaw, Mich.



Oyster Week is October 20th to 25th

But Don't Wait Until Then to Push Oysters

There is money in Oysters every day and YOU should push them from now until the end of the season. 🦪 🦪 🦪 🦪 🦪

The Oyster Growers' and Dealers' Association of North America

Will help by furnishing you with free circulars for distribution among your customers, telling them why they should eat oysters. It will also give you Free beautiful posters to display in your store and with striking Oyster Week Buttons to be worn by you and your clerks during Oyster Week.

Write at once for these to

FRANK W. LAWSON

Manager Oyster Week Campaign

NAVARRE BUILDING

ST. LOUIS, MO.

Don't Neglect This Opportunity to Increase Your Oyster Sales

Honks From Auto City Council.

Lansing, Oct. 6.—R. E. Fair is recovering rapidly and is now able to ride for a short distance nearly every day. He expects to return to Detroit within two weeks.

Preparations are being made for a record breaker meeting of our Council on the first Saturday in December. It is expected that the Grand Counselor will be present and a large class will be initiated.

At our next Council meeting, which will be held Saturday, November 1, our Ladies' Auxiliary will serve a Bohemian supper in the Council parlors. Good music will be furnished by the Council and a social hour will be enjoyed by all after the business session of the Council, which will be limited to 45 minutes. Be sure and remember this date, as a good time is assured.

The average attendance of our Council meetings has been somewhat discouraging during the summer months—not over 50 per cent. of the membership—but as cooler weather comes on, many of our counselors remember the good things in store for them and a better average attendance is expected.

Many of our members, who think a 50 per cent. attendance small, were rather shocked while listening to a report of one of our members who recently visited one of the Northern councils where they were obliged to turn away two candidates for initiation because there were only three members and two visitors present.

Frank E. Elliott, manager of the Lansing branch of the National Grocer Co., was compelled to submit to a second operation last week at the Edward Sparrow hospital. Some adjustment of one of the silver plates became necessary. The patient was able to sit up again for a few minutes Saturday and no further complications are expected to hinder his speedy recovery.

F. C. Wilder, the Main street grocer, who recently submitted to a surgical operation, was able to visit his store last Saturday.

We take it for granted that Jim Goldstein isn't a bit sore because hair won't grow on top of his "bean." On the other hand, we never referred to him as having a bald head. A careful scrutiny of our letter will verify this statement.

Chas. Nesen drove his rough rider over to Jackson Saturday and returned Monday, bringing Mrs. Nesen, who had been visiting for a few days in the central city. Some of his friends are curious to know why he drives to Jackson when he could make the distance almost as quickly on the electric limited cars.

W. W. Wooll and family are visiting friends and relatives in Lansing. Mr. Wooll carried a grip and sample case for several years and was well and favorably known by Michigan merchants. At present he owns and conducts a very successful grocery business at Elsie.

D. J. Riordan is somewhat absent minded at times. Some time ago, while Mrs. Riordan and the children were visiting in Chicago, Dan came

home late and next morning the neighbors were wondering why he left his shoes on the front porch.

Ever since May there has been some contention between E. H. Simpkins and Geo. O. Tooley as to which owned the better car. This seems to be settled now, however, as Mr. Simpkins has disposed of his junk and rides between his home and the office with Mr. Tooley four times a day.

E. M. Beurmann, formerly of Howell, will soon open a new and up-to-date grocery in the center store of the Ivory block, now nearly completed, at the corner of Michigan and Pennsylvania avenues. Store fixtures have been purchased of the Hugh Lyons Co. and the National Grocer Co., of Lansing, has secured the order for the stock. The location is ideal and a bright and prosperous future is predicted for the enterprise. Mr. Beurmann has also purchased a fine new home on Kalamazoo street, east.

W. E. Roach, assistant sales manager of the National Grocer Co., has yielded to the persistent importunity of his salesman, Mert Towne, of Fenton, to spend Sunday with him in an effort to land some of the finny tribe from one of the neighboring lakes. Before leaving for Fenton Saturday, Mr. Roach made application to the Grand Trunk for special freight rates on fish packed in 100 pound boxes. Fred Mott, the popular city salesman for the National Grocer Co., is bubbling over with anticipation and is planning to "swipe" one or more of the boxes. H. D. Bullen.

Fined for Shipping Unlawful Lemon and Vanilla Flavor.

Logansport, Ind., Oct. 9.—Dr. J. B. Lynas & Son, a corporation of Logansport, Indiana, has been fined \$200 and costs for the shipment into Illinois from Indiana flavors said to be adulterated and misbranded. Adulteration of the vanilla flavor was charged because a compound of vanillin, coumarin, and vanilla extract had been mixed with it so as to injuriously affect its quality. Misbranding was charged because the statement printed on the pasteboard carton and package was false. The statement read "Vanilla Flavor" while said product was not vanilla flavor. Among other remarks on the label was the information that "Quality Talks."

The lemon flavor shipped by the defendant was charged because a dilute lemon flavor, artificially colored, had been mixed with it so as to reduce its strength. Misbranding was alleged because the product was not a genuine lemon flavor as the label indicated and the statement "Compound made from pure oil of lemon, orange color, etc." was printed in such small and inconspicuous type that it was not considered sufficient to correct the misleading impression conveyed by the words "Lemon Flavor" in large type.

The indictment in this case also charged the defendant made another shipment of so-called vanilla flavor from Indiana into Illinois, which was adulterated and misbranded. Printed on the side of the cartons containing

the bottles was the statement "J. B. L. Vanilla is made with the same care as a high class perfume. The finest Mexican and Bourbon Beans are used and aged in wood containers. Crystal Tonka also Tincture of Vanilla the active principle of the vanilla Bean are used as a binder to prevent cooking and freezing out. A small amount of color and sweetener is added. This combination, together with the method of compounding makes the finest vanilla obtainable for all purposes."

Wanted an Easy Job.

"An easy job will suit me, senator."

"How about winding the clock every week?"

"I might make that do. But what's the matter with my tearing the leaves off the calendar every month?"

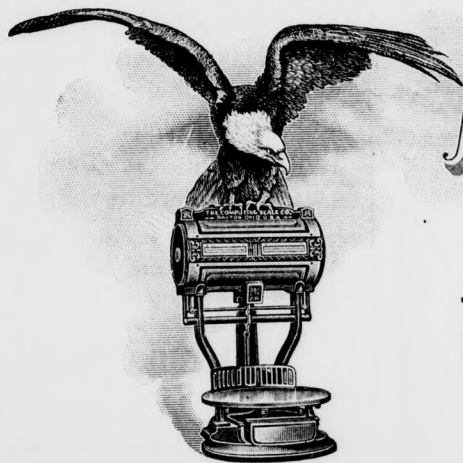
SERVICE

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



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

THE FIRST AND FOREMOST
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



Clever and Effective Bit of Advertising.

Written for the Tradesman.

"Come right over, Mrs. Barnaby, and see what we've been getting. Just been outfitting my girls at Pelton's—on credit.

"You know High School begins Monday, and this is Friday. With three of them to tog out, I was just distracted. Some one told me about Pelton's.

"We went there this morning. Daisy picked out a blue serge suit, Dorothy the smartest coat, and Rosalie one of those wool one-piece dresses. Only a small payment down was required and the balance is to be in easy installments. It was so lucky that I learned of Pelton's.

"Pelton's is the big dry goods store at the corner of Commercial and Fifth streets, and the cloak and suit department is on the second floor. They give credit to all responsible persons."

The above, clipped from a daily paper, I call a good and effective bit of advertising. The first paragraph was printed in fairly large bold-faced type to catch the eye, the remainder in ordinary 6 point type.

If you were a woman with daughters starting into school for the year, and were one of the kind who never gets a thing until she just has to have it, and never has more than a few dollars in her purse except on pay day, when the month's bills must be settled—would not such an advertisement as the one quoted appeal to you?

Of course it would, far more powerfully than ever so attractive a setting forth of rarest bargains in desirable and stylish apparel, by some store that sells for cash only.

Personally I could write a better advertisement addressed to the other kind of woman, the shrewd, thrifty, forehanded kind, who always has money in the bank and buys where she finds the best values.

Mrs. Paycash Down and Mrs. Easy

The patronage of the cash customer is harder to get and harder to hold than that of the credit customer. You can win it and keep it only by sheer merit. But, on the whole, I like Mrs. Paycash Down better than I do Mrs. Easy Installments, although I freely admit that Mrs. Easy often is far the pleasanter lady to deal with.

I like to feel that I am done with a transaction when the goods go out of the store. A sale to a cash customer may be a hard-won battle and the margin of profit may be small, but—barring returns and exchanges, which really cut but little figure—when you're done you're done, and

the money is in the cash register. With a credit transaction, when the goods leave the store the deal is only fairly begun—you have gotten it merely to the place where it can be turned over to the book-keepers and collectors.

However, there are in the world plenty of improvident, living-from-hand-to-mouth people, who are at once the cause and the result of the credit system, and some merchants seem to be doing well by catering to the needs and the desires of such. While to me Mrs. Paycash Down seems the safer and in every way the better proposition, there are those who prefer Mrs. Easy Installments and believe there is more money to be made on her trade.

The advertisement cited at the beginning is a clever appeal to Mrs. Easy, and could have been written only by some one who understands her and all of her kind, and knows just what are her feelings when the opening school bells are ringing and she hasn't "one decent dud in the house for any of the children!"

She is the sort of woman who makes absolutely no provision for the future. Her larder is empty at the close of every meal. She never bakes bread—she is the unfailing patron of the bakery wagon. She puts away no fruit—she buys all her canned goods of her grocer. She herself does not make, nor does she have made by a dressmaker, any garment that she possibly can buy ready-made. She never has time for the slow and laborious processes of fitting and sewing. As soon as she gets a thing it has to be put on at once and worn.

She buys freely and pays the long price for everything, so unless her husband has a veritable Rockefeller headpiece for management, she is bound to be always short of money. Usually she figures merely from one pay day until the next. In brief, she is one of the extreme products of our modern civilization, and the farthest possible removed from those dames of our grandmothers' times who baked and brewed and cured meats and dried fruit and spun and wove and knit—performing many of these tasks in several months' anticipation of actual wants.

Mrs. Easy Installments and her kind are now in the world in large numbers, and whoever is bidding for their patronage should go after it intelligently—that is, should get their attention and then say something of special interest to them, for that is the only message to which they will listen.

Isn't that the great secret of result-

NO. 850—\$8.50 PER DOZ.



NO. 1200—\$12.00 PER DOZ.

Marchioness Corsets

Are noted for Style and Quality

Paul Steketee & Sons
Wholesale Dry Goods
Grand Rapids, Michigan

LAMSON



LAMSON SERVICE means more than the simple Cash or Parcel Carrier. It means that Lamson men and methods get down to the fundamentals of the merchant's relation to his customer.

Lamson Carriers deliver Service that spells reduced "over-head expense." Service that cuts out "Red Tape." Service that insures instant centralization of all transactions whether they be "take," "send," "cash," or "charge."

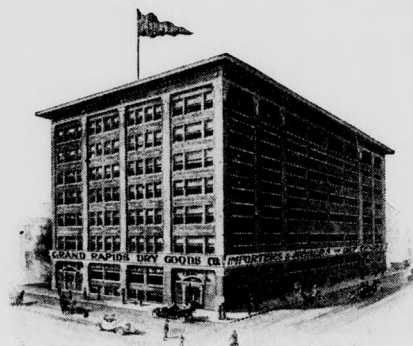
Ask Your Neighbor!

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

THE LAMSON COMPANY
BOSTON, U. S. A.

Representatives in all principal cities

SERVICE



The Corduroy Sheep Lined Coat Is the Big Seller This Fall

Our line consists of the best values we have ever had the pleasure of offering—values that we positively cannot duplicate when stock is sold. We have them in 33, 34, 36 and 40 inch lengths. We also offer an excellent line of Leather, Moleskin, Covert and Duck Coats as well as Sheep Pelt Vests, Corduroy Vests, Etc. These are on display on the fifth floor of our store. Look us over before the stock of sizes is broken.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

ful advertising, of business getting in general—to know people, the different classes and kinds and what they want, and then to say something that will appeal to those whom you are equipped to supply?

Getting the Feminine Point of View.

An excellent article by William Edward Park entitled "Getting the Customer's Viewpoint" was published in a recent number of the Tradesman. It would be hard to find in the same brief compass a better handling of the essential points of this vital subject than the one given in that article. There is, however, one important phase of the matter that the writer referred to did not touch upon. This is that in selling a line like dry goods, for instance, for which the customers are mostly women, the tug of war for any mere man is to get the feminine point of view. A dealer may know what would appeal to him as a merchant, he may know what will appeal to other men who are not merchants, but how under Heaven is he to guess what will appeal to the women?

One of the most astounding of all the phenomena of nature is just sex, the thing that is perhaps hardest to account for by any theory of evolution yet devised, and something that makes the old doctrine of creation seem not so unbelievable after all. In the human species of distinction between the male and the female is so marked that the mental processes of the two beings, their ways of looking at things, are entirely different.

When the dry goods merchant considers that much domestic unhappiness and many divorce cases are caused simply by the inability of the man to grasp the woman's point of view, or the woman the man's, he will realize something of the difficulty of the problem he is up against. Upon the solution he makes of it, depends, in large measure, his success in his chosen line of business.

Speaking roughly, the Mrs. Paycash Downs and the Mrs. Easy Installments may be said to represent about all the women there are, so far as cash and credit are concerned. But there are other lines of cleavage, separating into other classes, each of which embraces both cash and credit customers.

There is the stylish woman, to whom style in cut and fabric and garniture is the greatest desideratum. Convince her that you are the merchant who can whisper in her ear the very latest word from Paris and other style centers, and you will get her patronage.

There is the woman of taste, the lover of the beautiful, or rather there are legions of such women, to whom your store itself, your selection and arrangement of goods, and your tasteful window displays must make the appeal, rather than any written or printed advertisement. However, if you build up a reputation for having beautiful things, then you can advertise them and the woman of taste will come to see.

There is the young mother with her first baby, who is more interested in soft little caps and bonnets, in cunning coats and blankets, and in dain-

ty slips and skirts, than in any other kind of goods. There is the fancy-work woman, to whom a well-kept-up assortment of embroidery materials is a matter of vital importance. There always is the bargain-hunting woman who will buy goods as homely as a mud fence if only she can get them cheap enough. There are still other kinds.

Make a study of the different sorts of women, of their tastes and needs and desires. How your store and your business methods look to you is not what counts—it is how they look to the woman who is your possible customer.

Get the woman's point of view and then you can talk to her in your advertising. Fabrix.

The Information Bureau.

Amusing in its bright satire and verisimilitude is the Boston Transcript's rimed sketch of a reference librarian's day:

At times behind a desk he sits,
At times about the room he flits.
Folks interrupt his perfect ease
By asking questions such as these:
"How tall was prehistoric man?"
"How old, I pray, was sister Ann?"
"What should you do if cats have fits?"

"What woman first invented mitts?"
"Who said, 'To Labor is to Pray'?"
"How much did Daniel Lambert weigh?"

"Should you spell it 'wo' or 'woe'?"
"What is the fare to Kokomo?"

"Is Clarke's name really, truly Champ?"

"Can you lend me a postage-stamp?"

"Have you the rimes of Edward Lear?"

"What wages do they give you here?"

"What dictionary is the best?"

"Did Brummel wear a satin vest?"

"How do you spell 'anemic,' please?"

"What is Gorgonzola cheese?"

"Who ferried souls across the Styx?"

"What is the square of 96?"

"Are oysters good to eat in March?"

"Are green bananas full of starch?"

"Where is that book I used to see?"

"I guess you don't remember me?"

"Hinf you der Hohenzollernspiel?"

"Where shall I put this apple-peel?"

"Ou est, m'sieu, la grande Larousse?"

"Do you say 'two-spot' or the 'deuce'?"

"Say, mister, where's the telephone?"

"Now, which is right, to 'lend' or 'loan'?"

"How do you use this catalogue?"

"Oh, hear that noise! Is that my dog?"

"Have you a book called 'Shapes of Fear'?"

"You mind if I leave baby here?"

If you can't pay an employe his wages when they are due, tell him why. Let him know what to expect and when to expect it. It is only fair to him.

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

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.

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.

Supposing To-night FIRE

Destroys Your Store

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

What would you do TO-MORROW?

WHAT COULD YOU DO?

The "CHAMPION"

Complete Accountant is

FIREPROOF

We back this statement with a

\$500

Guaranty Gold Bond

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



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

You are not only protected against fire, but also:

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



Closed—A Substantial, Fire-proof Safe.

Champion Register Company

403-412 Society Savings Bldg.
CLEVELAND, OHIO

Use the coupon today—be protected

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

Name

Address

Business

No. Accts.....



Stylish Footwear Strongly Featured in Cincinnati.

Written for the Tradesman.

Cincinnati's first "Fashion Week" has come to a brilliant close. The heads of Cincinnati's retail houses look upon it as a memorable event in the annals of the city's commercial history, believing, as they confidently assert, that it marks the beginning of a new era.

It was a happy thought on the part of some of Cincinnati's more aggressive merchants that led them recently to the organization of a "Fashion Week Association," of which Julius Kline is President. Next spring there will be a "Spring Fashion Week," and it is hoped that, with more time for preparation, a larger advertising appropriation and more general co-operation among Cincinnati's retail merchants, the second semi-annual fashion week will be even more successful than this first—and somewhat tentative—effort.

Cincinnati business men are realizing, as they have perhaps never realized before, that co-operation is the one great big idea in modern commercial life, and the significant thing about this Fashion Week display is that this is the first time in Cincinnati's history that her retail merchants have come together and co-operated in a general movement to promote the city's progress. Apropos this idea one of our enterprising merchants said: "Hitherto our retail merchants held their fall and spring openings at any time over a period of a month. This scattered their effectiveness. It is plain that by co-operative effort and concentration of energies into one week, the merchants can make such a showing for Cincinnati that this city's reputation as a fashion center will be enormously enhanced. Our plans now are to hold two celebrations like this annually, one in the spring, to mark the spring openings of practically all the stores, and the other in the autumn, to mark the fall opening. Thus there will be substituted co-operation instead of cut-throat competition. We will work unitedly and enthusiastically to shine up good old Cincinnati, and will make her so bright that every woman within 200 miles or more will be anxious to see the latest styles on display at the great co-operative openings. Formerly most efforts towards promoting the city's welfare were carried on by manufacturers and jobbers. Fashion Week marks the advent of the retailers as a united organization into the ranks of crusaders for the 'Good of Cincinnati.'"

While millinery establishments, de-

partment stores and specialty shops appealing primarily to women's eyes were much in evidence by their smart trims and elaborate displays of fashionable merchandise, there was a vast field in the displays that appealed strongly to men also. The latest modes in men's clothing, neckwear, shoes, hats and other apparel were shown in this exhibition. In fact many dealers whose business is in the more prosaic field of furniture, cut glass and chinaware, floor coverings and draperies, household equipment and similar articles, entered enthusiastically—and not without profit to themselves—into the spirit of our Fall Fashion Week. As a matter of fact, it was this broadness and variety of the displays—this ability to satisfy many different demands—that lifted this movement out of the commonplace.

Many Brilliant Shoe Trims.

Cincinnati is noted for the number, size and aggressiveness of her shoe retailing establishments. Never, within the writer's knowledge, were the windows of the big shoe shops on Fourth and Fifth Avenues more lavishly and temptingly trimmed with seasonable creations in fall foot-wear than last week. Not in two or three of the larger and more prominent shoe stores alone, but in many of Cincinnati's better shoe shops, tasteful decorations combined with notable showings of the very latest fashions in footwear for men, women and children, and the result was highly interesting to anybody in the least susceptible to interest in latter-day foot-wear.

Not only were display windows attractively dressed, but the interior of the stores—particularly several of the larger ones on Fifth Avenue—were in gala attire and becomingly decorated with the colors of the Fashion Week Association; while interior cases were brilliantly trimmed with dainty foot-wear things for infants', children's and misses' wear, and nifty footwear creations for women's dress and occasional wear, not to enlarge upon shoe ornaments of the very latest type and dainty and elaborate displays of hosiery and allied merchandise. The story is entirely too long to tell in detail. The reader must be content with a few of the more important general impressions gained from a survey of the big shoe displays of Cincinnati's Fall Fashion Week.

Tans Conspicuous Among Men's Shoes.

I was a little surprised—and yet not so much surprised after all—to note the prominence given to tans in

THREE
SUPERIOR
STYLISH
PRICE



PERFECTED
TRADE MARK
CROWN PRINCE
SOLID LEATHER

THE
STANDARD
OF
QUALITY

The
Crown
Prince

BEST
SHOE
FOR BOYS

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

Rouge Rex Quality In high cuts



Spells Profitable Sales,
Pleased Customers and
Increased Business.

This is our No. 471 tan
Jersey Grain Shoe.

We also have the same
style made from our
Black Walrus stock, an
ideal wet weather shoe,
No. 4460.

We want an agency in
every town. Write for
samples or salesman.

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

the shop windows of the men's specialty shoe shops. Evidently Cincinnati shoe dealers are banking heavily on the forthcoming call for tans.

Personally I have been contending for a long time that tan leather is not only ideal for summer wear, but also a very practical leather for fall and winter wear. It is soft and pliant and easy on the feet. Since the leather is more porous than black leather—especially shiny leathers—the ventilation of the shoe is improved. And this circumstance alone contributes much to the health and comfort of the foot.

And not only this, but tan leather is a durable leather—especially in the better grades that are used in the medium and higher priced shoes. There is no doubt about it, you get a whole lot of wearing quality when you buy a good pair of tan shoes.

For all of these reasons shoe manufacturers have been mildly boosting tans, not only for summer wear, but for fall and winter wear. This boosting of tans, I am careful to phrase it, has not been a forcing process in any sense of the word; but rather an educational process proceeding on sane and safe lines. And the result is that tans are growing more and more in favor. Instead of being, as tans used to be, a more or less precarious novelty leather, tans have become almost staple. Judging from the classiness of the lasts, the intrinsic fineness of both materials and workmanship put on these tan shoes, and also from the sheer mass of tans, Cincinnati dealers are backing up this tan proposition good and strong. It will be interesting to observe how they come out.

Custom Effects Still to the Fore.

Swing lasts, medium high and medium wide toes, together with the usual ornamentation by way of perforations, are in evidence among the showings for rather smartly dressed younger men, but simplicity is the keynote in shoes designed and built for men's business and dress wear.

In the better grades of shoes, custom effects still hold the center of the stage. Vamps are longer, toes are (on the whole) rather narrower, heels still low, and stitching continues plain, simple, and elegant in its simplicity. Shoes are displayed sans laces, and there are no garish eyelets to offend the eye accustomed to getting on without them.

New Parisian Last for Women.

The latest style to be shown in women's footwear is the Parisian last with a long vamp, which, of course, brings the toe to a decided point. The boot has a narrow effect, with cloth or kid tops. From the time when the mind of man runneth not to the contrary, French shoes, both for men and women, have been at least one full size longer than ours; and, of more recent times, when the vamp-shortening process was strong with us, two full sizes longer. But now vamps are lengthening and toes are becoming correspondingly narrower. In many new fall lasts there is a very decidedly pointed toe, but for those who do not care for extreme styles, there are similar lasts in which the toe is not so decided. These

are provided for the most part with Cuban Louis heels.

It looks as if gray suede quarters and tops were going big. The writer saw some fetching creations with black imported Russian vamps, with imported grey buck tops and quarters, and the dealer who is featuring them has a hunch that they are going to prove popular with his fashionable clientele.

Taken all in all, there is far more that is new and daring in the fall shoe fashions for women's wear than in men's footwear lines. Mere man has a strong penchant for the conventional, the conservative and the prosaic. This well-known masculine trait exercises now, as always, a strong restraining influence on shoe manufacturers and designers; but in women's lines of seasonable footery there are plenty of things to admire or marvel at according to one's predilections. But the selling is going to be good for the shoe dealer who has awareness and daring, plus a lot of other good merchandising qualities, not the least of which is caution.

This Cincinnati Fall Fashion Week brought to light not a few important facts that ought to be of interest to shoe dealers everywhere and the most important of these is this, namely, that the shoe dealer that has the new creations in footery is the dealer that's going to cut the wide swath in the forthcoming retail trade.

Charles L. Garrison.

The Hope of Enquiry.

There has probably never been a time when the fundamentals of merchandising have been under so widespread scrutiny as at present, though it is regrettable that in many cases judgments are based on little real information as to facts, conditions, causes, effects and reasons. Though the incisive attitude of the Government into certain financial, commercial and competitive ills may be annoying, it is probable that in the end it will result in discovering publicly a great deal of truth, in which it has heretofore been impossible to interest the average person; especially the consumer, on the subject of food merchandising.

The processes of food distribution, to be reliable and effective, involve a great deal more consideration of detail and co-ordination than the average controversialist imagines and it has only been within the past five or six years that association leaders have made sufficient progress to discern with any clearness the lines of demarcation between the fundamentals of fair competition and of collusion for the suppression of competition. Some of the trade leaders have made a little progress, but the great bulk of consumers and most of the grocers of the country are still very vague in their ideas, and it is evident that the need of the hour is education. With a frank and open attitude on the part of the grocery trade and a disposition to ask questions on the part of some of the reformers and critics, the chances are rather bright for getting the business men to be better understood in the future, even

though an occasional legislator may float into fame on the fancied extortion of a congested and badly duplicated distributive outfit.

Edmund Burke was one day addressing a crowd in favor of the abolition of slavery. In spite of his eloquent appeals the crowd began to get hostile, and at last a rotten egg caught him full in the face. He calmly wiped

his face and quietly said: "I always said that the arguments in favor of slavery were rather unsound!" The crowd roared, and from that time he was unmolested.

The reason so many lines of goods have turned into dead stock is simply that you stopped with merely buying them. Even self-selling merchandise needs something to make it go.

The MICHIGAN DAIRYMAN'S Shoe

No. 2130 Black No. 2170 Brown



A work line
that stands the
knocks.

Goodyear
Welt.

Heavy Sole.

Solid.

\$2.35 less 10% in 20 days.

This means \$2.11½ for a high quality Goodyear
Welt Blucher.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

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.

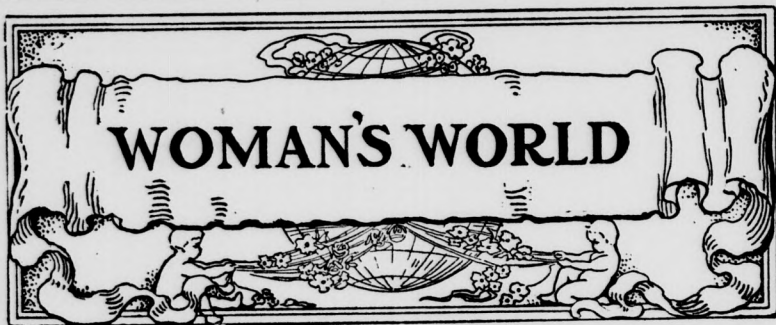
They know that the name H. B. HARD PAN is a sure protection against inferior leather and poor workmanship.

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



Which Child Is More to Be Pitied?

Written for the Tradesman.

A dirty corner of a dirty, refuse-covered vacant lot in a thickly populated part of the city is the playground of little Tommy McFadden. He can not play in the streets as poor children did twenty years ago, on account of the automobiles. So he has taken to this vacant lot, and here all summer long he could be found, from early morning until dark, except that at noon and again after six, to get his bite of something to eat, he would run along the alley and up the rickety stairs to the two comfortless rooms that are all the home that Tommy knows.

Tommy's father spends his scant and irregular earnings at the corner saloon. Tommy's mother goes out by the day scrubbing, housecleaning, and washing, and so earns the money to buy food and fuel for the little household and to pay the landlord. Most of her own clothing and the garments in which little Tommy is attired are the cast-offs of kind-hearted patrons.

Mrs. McFadden's hands are rough with toil, and her nature has become callous from hardships and the brutalities received from her drunken husband. She has no time to give a mother's care to little Tommy, and from the depths of her ignorant but devout heart thanks the good Lord that 'the ould man bein' as he is," no more little ones are sent to tax her strength.

Tommy is now almost five. Neither the day nursery nor the kindergarten ever has claimed him. He has been a child of the alleys and the vacant lots.

He is seldom alone. Other gamins, mostly older than himself, are his playmates. Unusually bright and apt, he has acquired a knowledge of evil far beyond his years, and already has the impish face, the bold manner, and unconcerned dialect of his kind. Strange to say he has not yet lost a certain baby winsomeness that touches the heart. The eyes of many a daintily clad woman fill with tears as she stoops over to pat the curly brown head and thinks of the life of the slums to which he seems predestined. Business men going to or from their offices occasionally toss Tommy a penny or a nickel, which coins are promptly expended for candy or an ice cream cone. Hundreds who daily pass the vacant lot know and love the little fellow and always speak of him as "Poor little Tommy!"

In another part of the city, quite distant from the vacant lot where Tommy plays, is the home of Robert

Fitzgerald Mansfield. The name of this small boy of seven summers is never abbreviated to Bobby or Robbie: Robert Fitzgerald, both names in full, is what his mother says he must be called, and what she says goes.

Robert Fitzgerald's father, plain John Mansfield, is a prosperous though not a wealthy man. The mother, whose maiden name was Fitzgerald, never has taken greatly to society nor has she espoused causes. She gives her time and energies to caring for the boy and doing her work. Both parents are intelligent and unusually conscientious persons—in short, the very salt of the earth—and it would be easy to believe that this household would be an ideal spot for the rearing of a child.

Little Robert Fitzgerald certainly suffers no lack of maternal care and attention. To doing her whole duty as a mother Mrs. Mansfield devotes herself with the thoroughness and vigor of a nature that leaves no stone unturned to accomplish the task it sets itself.

Mrs. Mansfield has done everything that she ever has heard even hinted that a mother ought to do. She has read and studied all the books she could get her hands on treating of "The Child" and every phase of its physical, mental, and spiritual welfare and development. According to the most approved fashion she has kept a minute record which tells just when Robert Fitzgerald cut every one of his little teeth, his exact weight on the first day of each month of his life, when he began to creep, and to stand alone, and to walk, and to talk, and everything else that maternal interest could magnify into an event. She has a kodak and has snapped her young hopeful in all the clothes he ever has had or didn't have, and she has finished every one of the pictures. A great number of his little sayings and doings she has written down, while repetition of the one and accounts of the other have formed the staples of her conversation ever since Robert Fitzgerald began to talk.

Every symptom, however trifling, that his body manifests is the occasion of concern if not of alarm. Every mental tendency is carefully studied. Her son's moral nature, it must be acknowledged, is too deep a problem for his mother, who is not gifted with the keenest insight into human nature; but if she could she would be glad to keep an X-ray turned on the boy's not over-developed conscience all the time, and herself personally attend to the workings of his little ethical faculties moment by moment.

Ever since Robert Fitzgerald was

Are you giving your customers the best possible values in hosiery?

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

Many years of experience enables us to make hosiery having the utmost value at the least possible selling price.

Our goods are **RIGHT** and our customers know this.

For **CHRISTMAS** trade—mercerized lisle and silk Clarehose are put in attractive 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 gladly furnished our customers only on request.



Clarehose
The
Kind You Have
Been Looking For

CLARE KNITTING MILLS

SAGINAW, MICH.



Coffee

Boston Breakfast Blend

Always Uniform
Exceptionally Good
Blended by an Expert

JUDSON GROCER CO.

The Pure Foods House
GRAND RAPIDS, MICHIGAN

born the house has been simply a nursery—arranged solely with a view to his convenience and pleasure. The lawn in front and the yard at the back are merely fields for his childish sports.

The family bill of fare—the kind of breakfast food for the morning meal, the fruit for luncheon, the meat and vegetables for dinner—all are selected wholly with reference to his likings and digestive abilities.

It should be explained that Mr. Mansfield was one of a large family of children; while a young man he was for a number of years a clerk working under a most exacting proprietor; so he never had the opportunity to develop a strong and aggressive line of likes and dislikes, whims and peculiarities. Accordingly, upon the coming of the wonderful little Prince into his home, Mr. Mansfield quietly and gracefully sank into the minor role of father to his son and aid to the chief Lady in Waiting.

Self-abnegation has become second nature of Mr. Mansfield, so much so that it never occurs to him that things might be arranged in any other way than simply to meet the supposed needs and requirements of the youthful heir. Mr. Mansfield has a fine voice and his services as a singer used to be in great demand locally. But since the boy came he never responds to invitations to assist on programmes—in fact has dropped his music entirely. He does not like to go without Mrs. Mansfield. She thinks that being out evenings doesn't agree with Robert Fitzgerald, and she will not consent to leaving the child with the most trustworthy helper.

Mrs. Mansfield, in her entire devotion to what she conceives to be her duty as a mother, has given up everything else—society, books, music, and all but a perfunctory interest in her church and in one or two philanthropies. Her religious activities are manifested mainly in getting Robert Fitzgerald to Sunday School.

So complete is this good woman's surrender of herself to her one dominant idea, that whatever subject may present itself, whether it be the coming of a guest, the moving of a new family into the neighborhood, a very hot or a very cold day in the weather programme, the first action that her mind takes is to consider the probable or possible effect upon her son. She lives in a state in which women can vote, but she takes no interest in politics; still she doesn't know but she ought to register and vote "on Robert Fitzgerald's account."

Now as to results. What is this child like, upon whom has been lavished an expenditure of maternal energy and affection that would have sufficed nicely for a large family of children, or spread a little thin would have answered for a whole orphan asylum? A priggish, opinionated little chap, with more whims and crotchets than a man sixty years old ought to have. With his playmates he is overbearing and quarrelsome. To his mother he is saucy and disrespectful and seldom obedient without a long argument and a scene. At school he already has the reputation with his teachers of

being an insubordinate and troublesome child and one whose mother is forever complaining because he is compelled to reform to requirements found necessary for keeping a large number of children at work and in order.

Robert Fitzgerald always has been the hub and center of his little world—everything in his universe has revolved around his small self. He has been the whole show. As a result of the well-meant and laborious efforts of his most conscientious mother he has acquired a distorted perspective of life. He has learned nothing of the great fact that each individual is only a tiny fraction of the great social unit and must behave accordingly—a wholesome lesson that the experience of life may sometime teach Robert Fitzgerald with a rude jolt.

Superficial observers commend Mrs. Mansfield's painstaking devotion and say. "It's just wonderful what that woman is doing for her little son!" But wise old heads that have lived long and seen much know that old Mother Nature, while encouraging a certain amount of supervision, sternly insists that some things must be left to grow and develop as of themselves—she will attend to them; that she places heavy penalties upon all excesses and extravagances, even of so excellent and sacred a thing as mother love, and that she everywhere offers stiff premiums on that quality which Mrs. Josiah Allen has so happily termed "mejumness;" these wise old heads look sorrowfully upon this overzealous mother and her much-trained child and say softly to themselves, "Poor little Robert Fitzgerald!" Quillo.

The Age of Oil.

Some months ago the Tradesman told the story of the first motor freight boat. This is a 7,000-ton Danish ship, plying between Copenhagen and Singapore. It is propelled by internal combustion engines, like those of an automobile in principle, but built to use crude oil. This motor ship has made so good a record that three others are being built.

The success of this new venture in marine engineering inspires a writer in one of our most conservative periodicals to a rhapsody on the "age of oil." He holds that the world is now standing on the threshold of such an age; and predicts that within a comparatively short time oil will drive coal from the ocean as steam has driven sails, and will become the basis of power-driven industry on land.

The Tradesman believes that much of this prophecy will be fulfilled,

though not as quickly as the prophet hopes. The only difficulty is a possible shortage of oil, and that is not likely to occur. The United States has been pumping oil since 1859, and has a larger production now than ever. Mexican and South American fields are scarcely touched, and the industrial exploration of China has just begun. It is rather more than likely that the world's oil supply will last until inventors have perfected storage batteries and sun motors, or perhaps harnessed the tides.

The store with an awning that slaps the tall man in the face unless he ducks will be remembered by him and by every one with an umbrella or a parasol, as a nuisance.

There is one bargain your customers will always appreciate and come back for more of and that is the bargain of good service.

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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.

Making the Paper Profits Real.

I found Hank Gayniel, the old-time hardware traveling salesman, sitting in a hammock one warm summer evening recently. Showing him an article on "Making the Paper Profits Real," I said:

"Read that, Hank, and tell me what you think about the subject. You were on the road for many years and have met and known hundreds of hardware merchants."

Hank read it over twice and then, re-lighting his pipe, remarked:

"Well, that chap is about right. He's certainly an accomplished magazine article writer and an expert mathematician, but I have a 'slight suspicion' that he's not a hardware man; for in speaking of cutting prices, the only item he named is a grindstone. Now, 'befo' de wah,' a grindstone was the emblem of a hardware store. You'd find a pile of them in front of every little hardware store beside a few cauldron kettles. In those days every farmer used a grindstone and one or two cauldron kettles 'on the place.' But when he speaks of grindstones as a competing article in a city of one and a half million people it sounds queer, unless he means a kitchen or family 'grindstone'—not so termed in hardware vernacular.

"I recently looked over one of my old order books used in the 'sixties' and smiled at the frequency of such items as cauldron kettles, grindstones, ox bow pins, snuffers, candle moulds, log chains by the cask, shot pouches, stove ornaments, brass kettles, fanning mills to 'go direct,' copper boiler pits, etc.—and compared them with my order book on my last trip in 1906.

"I can't help thinking of the difference in amount of sales and profits required nowadays. We didn't know of anything like a 'boom' until 1879, which was my banner years in sales and salary. That year my employer cleared \$100,000.

"Mr. Campbell shows up in an impressive manner the proper way of figuring the percentage of profits on amount of sales as against the fallacious way of percentage over cost, and also calls attention to the item frequently overlooked of adding to your expenses of doing business your own salary. He also notes among 'overhead expenses' the main items. He, however, overlooks expense of delivery, telephone and telegraph charges, car fares, postage, entertain-

ing, traveling expenses, collection and exchange, loss on book accounts, donations, taxes, catalogues issued if you're doing any jobbing, and beside all itemized above, a whole line of general expense.

"When all is said, the whole thing sums up in the fact that your profits must be figured, based on your expenses, and while adding 20 per cent. over your cost might let you out on some lines, other lines must bear a heavier profit to 'save your bacon.' As I recall some of my former customers, I think of some who worked on small and uniform profit base hoping to make up in volume of business, and in most cases they struggled in vain for a lifetime and simply held their own.

"I recall one dealer whose rule for years in marking general hardware was: Cost, \$2 doz., sell 22 cents each; cost \$5 doz., sell 55 cents each; cost \$11 doz., sell \$1.20 each. He was in business over thirty-five years, left \$250 to his nephew and nieces, never married, slept over his store, had no home ties and comforts, and never employed over one or two clerks during his last fifteen or twenty years.

"Contrast this with a modern retail hardware house not far from here, carrying a stock of \$250,000, employing a hundred people, business divided into eight or nine departments, sales averaging \$2,000 a day, inventory covering nearly 2,000 pages. Takes six people with two adding machines a week to extend and foot it up and takes twenty men two weeks (during leisure time) to enter the stock on paper.

"A few years ago, I talked with the buyer and manager of the hardware and house furnishing department in a very large department store in my territory. He wanted to know if I could tell him where he could find a book with compiled lists of amounts from \$1,000 to \$100,000 giving results with 50 per cent. added. He said that his department must average a profit of 33½ per cent. and that that meant 50 per cent. added to cost and that if he couldn't make it average that the house would have to find a manager who could. So you can see what that house considered to be a fair and necessary profit.

"My father, who was an iron-monger in England, seventy years ago, had for his selling mark:

1 2 3 4 5 6 7 8 9 0 v
 M i n d t h y s e l f

"That rule holds good to-day and will so continue. Too many find out at the end of the year that their investment wasn't entirely satisfactory. They're like Mark Twain and his pork

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

PAPER

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Michigan Hardware Company

Exclusively Wholesale
 Cor. Oakes and Ellsworth GRAND RAPIDS, MICH.

Use Tradesman Coupons

venture. Mark said he went into the pork business once. He bought a pig for 50 cents, fed it 75 cents worth of corn and later sold it for \$1. 'He made money on pork, all right, but lost on corn.' Henry M. Gay.

Has Inaugurated a Traffic Department.

Marine City, Oct. 6—The Michigan Retail Hardware Association has inaugurated a Traffic Department, the purposes of which are to audit the freight bills of our members in an effort to locate classification, rate and weight errors; also to secure a settlement of loss and damage claims.

The average retailer has not got the time nor the facilities for posting himself on the intricacies of freight tariffs and so we are going to take this matter off his hands and in addition to checking up current bills, will carefully audit those extending over a period of the past five years.

We have secured the services of some expert railroad men to look after the clerical work of this department and hope to be able to save our members considerable money, that would be lost to them if they depended up their own efforts to locate errors such as those referred to.

Our Association continues to grow in membership and we now have well over 900 of the best hardware men of the state in the organization. We are making a determined effort to reach the 1,000 mark by the time of our convention in Kalamazoo and with the assistance of our loyal friends among the traveling men who never miss an opportunity to tell their customers what the Association has done and what it is doing, we expect to reach this figure.

J. C. Van Male, chairman of the Entertainment Committee, and J. Charles Ross, manager of Exhibits, both of Kalamazoo, together with the other members of the entertainment and exhibit committee, are already at work planning for the big convention and hope to make the 1914 meeting the biggest one we have ever held.

Arthur J. Scott, Sec'y.

Michigan Picnic on the Pacific Coast.

Los Angeles, Sept. 22—On Saturday, Sept. 20, the Michigan State Society of Southern California held their semi-annual picnic at Long Beach. Bixby Park, the place chosen by the former residents of Michigan for this reunion, lies on the ocean bluff and the booming of the surf a few rods away made a continuous accompaniment to the hum of friendly voices.

This beautiful tract is planted mainly with coniferous evergreens which have grown to large size and which breathe forth a resinous odor almost as fine as that of the Michigan pine woods.

In Los Angeles and the smaller cities and towns of Southern California there are many thousands of residents who formerly lived in the Peninsular State and who still regard it as "home." The monthly meetings of the Society and the semi-annual picnics serve to renew old associations and to keep alive the love for the old home State.

At the picnic, which was attended by 1,500 or more persons, the system of registry was by counties, there being placards suspended at convenient height from the branches of trees, bearing the names of the counties of Michigan. The city of Grand Rapids was conspicuous by a large banner.

Almost every one present wore a badge decorated with a pink apple blossom. There was a wonderful swapping of old yarns and comparison of old times in Michigan with present days in California.

While in the matter of climate California has the preference in some respects, there are many points in which even the most enthusiastic boosters of the Sunset State are ready to concede that Michigan has everything else beaten to a frazzle. California apples do not have the rare flavor of Michigan Waganers and Spies and the big Yellowtail (fish) of the Pacific can not hold a candle to the bass and pickerel of the fresh water lakes of the Wolverine State.

The day was mainly given over to informal visiting and hunting up old friends, but there were a few short speeches, some music by the Long Beach municipal band, "Michigan, My Michigan" was sung and Dr. Guernsey P. Waring, formerly of Tecumseh, but now of Alhambra, Calif., where he is Secretary of the Board of Trade, read an original poem entitled "California—My Michigan." In this California is given rather the best of it. In fact, the Doctor, coming out here in 1909, has become so inoculated with the California bug that he has composed a most unique poem of the boosting variety, called "Never, Never Go Back East." He will probably revise his opinion later.

O. W. Blain, once of Grand Rapids but for many years a resident of California and now living at Hollywood, is President of the Michigan Society. Samuel Young, formerly of Adrian, now of Los Angeles, is First Vice-President. Ella M. Rogers.

Without "Padding."

The teacher of the class in English, demanded that the pupils all write for their daily exercise a brief account of a baseball game.

One boy sat through the period seemingly wrapped in thought, while the others worked hard, and turned in their narratives. After school, the teacher approached the desk of the laggard.

"I'll give you five minutes to write that description," he sternly said; "if it is not done by that time, I shall punish you."

The boy promptly concentrated all his attention upon the theme as the teacher slowly counted the moments. At last, with joyful eagerness, he scratched a line on his tablet, and handed it to his master. It read:

"Rain—no game."

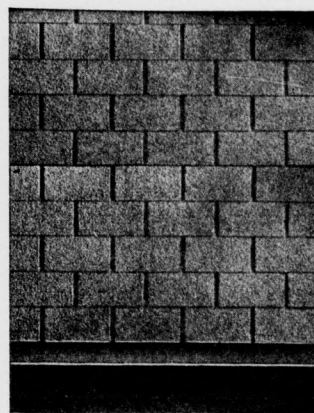
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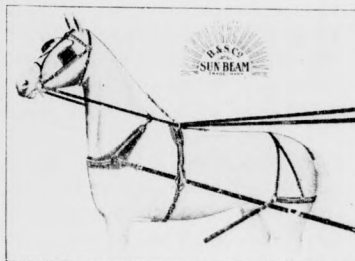
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Every Night



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 Grand Junior Counselor—M. S. Brown, Saginaw.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Henry E. Perry, Detroit.
 Grand Conductor—W. S. Lawton, Grand Rapids.
 Grand Page—F. J. Moutier, Detroit.
 Grand Sentinel—John A. Hach, Jr., Coldwater.
 Grand Chaplain—T. J. Hanlon, Jackson.
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.

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Wafted Down From Grand Traverse Bay.

Traverse City, Oct. 6.—At a special meeting of Traverse City Council, held Saturday afternoon Harold Eberstein (Burnham, Stoepel & Co.) crossed the hot sands and was added to our order. Harold made a hit with the boys with a little impromptu speech he favored us with and we surely appreciate his sterling qualities.

A. Ford he went a hunting, down at Wellston with a gun, asked his wife to get his license and of course she could get none. And dear wifey saidly informed him, a license for him she could not obtain, therefore Al did not go hunting, but waited at Wellston for the midnight train.

B. J. Reynolds is busy these days weaning the baby.

John Neilan, of Cadillac, has severed his connection with the Lee, Cady & Co. and now carries a grip for the Valley Sweet Candy Co., of Saginaw.

Bert Sweet, of Bay City, is sure deserving of a medal for protecting the American Indian at Petoskey the other day. Well, Bert, is some Indian himself.

L. W. Codman, who at one time was with the Lemon & Wheeler Co., of Grand Rapids, now covers this territory for Steele, Weedles & Co., of Chicago. Best of wishes, Lew.

With deepest feelings of sorrow we regret at this time to inform our many readers of the death of the youngest child of James J. Cawley, of Cadillac. We extend heartfelt sympathy to the bereaved parents.

Have you signed the volunteer blank yet? Get busy and get your

honorable discharge. Everybody is doing it.

Traverse City Council now has the largest membership it has ever enjoyed—130—and I guess that is going some. Better watch out or we will again pull off the largest membership gain for the year. Boost, boost, boost!

Mrs. M. J. Carrol and daughter, Virginia, and Thersa Friend, who board with our genial P. M. ticket agent, are spending a few weeks visiting several Western cities. Mike himself is dolling up some, for we saw him scrubbing out the station the other day. Mike says its so lonesome up home now that he sleeps at the station.

Got your honorable discharge yet? L. D. Miller's smiling countenance was seen on the street last Saturday.

Adrian Oole and family contemplate motoring to Grand Rapids this week. Adrian says he thinks he will be a little nervous down there to drive his car, as there are so many cars and some of them are such reckless drivers. Another thing we might suggest is to keep your lights lighted evenings and always stop before crossing a street car track.

Mrs. Jasper W. Weese is confined to her bed with a case of typhoid fever.

E. C. Knowlton has been working under difficulties more or less all week, owing to illness, but Earl is one of those kind of fellows who don't give up until compelled to do so.

Harry Hurley has been taken for almost everything. Now comes the news that he was taken for a preacher at Harrietta.

Geo. Woodcock now has the management of the Stearns, at Ludington. George was formerly connected with the Occidental of Muskegon, and his many friends will be glad to see him at Ludington. Mr. Woodcock has a host of friends and believes in giving the boys their money's worth every time.

James Peterson, who runs a tobacco store on River street, Manistee, is so popular with the boys on the road that whenever they miss him they send him postal cards of regrets. Well, Jim, we will promise never to tell.

Have you gathered your acorns yet for the deer this winter?

While accidents happen day by day. Assessment notices have come to stay.

Fred C. Richter.

Thought She Had Two Livers.

A doctor examined a young lady and told her that her liver was not in good order.

"I trust," replied the lady, "that my other liver is all right."

Only One Death in Four Years.

Grand Rapids, Oct. 6.—Four years ago a number of the members of Grand Rapids Council, No. 131, organized what is known as the Grand Rapids Traveling Men's Association, the object being to provide a burial fund not to exceed \$200. No person could be a member of said Association unless a member of No. 131.

We have worked quietly among our members until we have a large number of them. We are still growing. Since organization there has been but one death, which required an assessment of \$1. The amount in the death benefit fund up to \$200 goes to the family immediately, but as our membership has not yet passed the 200 mark, the entire amount in the benefit fund goes to the family.

The officers of the Association are as follows:

President—Walter S. Lawton.

Vice-President—John D. Martin.

Secretary-Treasurer—Harry D. Hy-dorn.

Directors—A. N. Borden, H. Fred DeGraaff and J. Albert Keane.

John D. Martin.

The Logic Competition.

While political theorists have been trying to enforce destructive competition by the aid of Congress and the courts, some level-headed publicists in the United States have been trying to point out quietly in Washington that destructive competition makes inevitable the greatest monopoly; that wars always strengthen the arm of the conqueror and always centralize power.

But the voice of reason has been little heard in the outcry against capital and in the demand for lower costs through capital competition—a demand for present advantages insuring greater suffering in the end.

We have seen last week the cotton planters endeavoring to combine to get 15 cents for their cotton as a minimum price. Will the department of justice seek to put the cotton planters in jail?

We have seen last week a meeting in Faneuil Hall protesting against cut rates in the retail tobacco trade which would wipe out the small dealer and strengthen the arm of whoever conquered in the fight, and we have seen the democratic Mayor of Boston instrumental in effecting a settlement and the restoration of prices profitable to the industry and to distributors. Will the department of justice intervene?

In Germany the government assists to keep up the price of potash not only as exported but at home, and Germany uses more potash than all the rest of the world combined; but the government realizes that the potash industry must be sustained by a profit and restrained by combination—protecting these profits and preventing overproduction and the ultimate destruction of the industry. This summer a circular was sent out in Germany calling for a meeting of the porcelain people to raise prices 15 per cent. and the movement was welcomed by all trades and by the government. Germany realizes that an un-

profitable industry can hold no great advantage for a community.

There they do not object to combination of either labor or capital. The leaders in organization and in industry determine concerning the justice of a strike and trades are so united that when in one trade there is a labor union strike against a producer it is permitted to run for three weeks. If at the end of that time there is no adjustment, the entire trade makes a lockout. Then the labor men come together and determine how far they will fight the entire trade for higher wages when the combined trade has determined they cannot be paid.

In this country we allow labor to combine and make sympathetic strikes against the whole community. The Boston Elevated labor leaders last year threatened to tie up the whole city of Boston unless the Elevated, which was performing seven-eighths of its service by non-union men, should accede to its demands. What would have been thought if the city of Boston had arisen and locked out the strikers and all the leaders and sympathizers?

In Germany they do things with more science. They have just the same problems there, problems of lifting humanity by higher wages and shorter hours of labor, that we have here. In this country men are paid what they have to be paid and the lowest form of labor gets the least recognition while the relatively most overpaid arms of labor promote the greatest strikes against the public.—Boston News Bureau.

Mistaken Profession.

A tramp went into a Kansas grocery store and noticed a big box of soap labeled, "A cake for 1 cent."

He said to the grocer, "I am broke, but if you will trust me for twenty-five cakes I will pay you in less than an hour."

The grocer had both curiosity and generosity and consented.

The tramp took the soap over to where the tobacco was kept, and carefully wrapped each cake in a bit of tin-foil procured from the tobacco boxes. He then went out upon a street corner and announced to passers-by that he had for sale "the genuine Arabic frankincense ambrosial shaving soap, guaranteed to soften the hairs on the face until a dull knife could cut them and certain to last ten times as long as any soap in the market."

Inside of an hour he had sold every cake at 25 cents each.

He returned and paid the grocer 25 cents, and then walked off with a clear profit of \$6.

A man with such talents must have been a tramp from choice.

Get into friendly relations with your neighbors, even if they are competitors, and see how you can work together for mutual benefit.

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

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 6—Grand Rapids Council, No. 131, met in regular session last Saturday night, with all officers present excepting Harry McCall. The meeting was a rousing one and full of interest and enthusiasm from start to finish. About 100 members were present and everybody seemed to want to talk at the same time. One victim was conducted over the mountain, this being W. J. Wermette, with the Handy Press Co., of Grand Rapids. C. W. Bosworth was re-instated. The dogs of war were turned loose, ammunition in the form of application blanks were handed out to members of the two competing teams, each member of which made a solemn vow that he would not only pull down a five dollars pen offered by Secretary Fred Richter, but also the wagon offered by Bro. Ingram. James Goldstein occupied a seat of honor at the right hand of Senior Counselor Stark, an honor rarely conferred upon anyone except a Past Senior Counselor. We understand James is right in line for this title, however, having recently been appointed Page of his Council. If he lands there we venture to prophecy he will show Detroit a real Senior Counselor. During the course of the evening Bro. Goldstein was called upon for a speech, which he made in a very creditable manner. In a few well chosen words he spoke of our paraphernalia and then invited us to come to Detroit, where he thought we would see a real outfit—one that would make us sit up and take notice.

It would be well for the Bailey House, at Ionia, to change both sheets while they are about it and not put the top sheet on the bottom for the next man.

J. H. Rutka spent last week in Chicago on business.

The Grand Council committee will give their final report at our next regular meeting.

"Ye scribe" has been a member of U. C. T. a little less than a year and, consequently, is not familiar with all the official titles. If we make mistakes we will be glad if any brother will set us aright.

Mrs. P. H. Fox is visiting Mr. and Mrs. Wm. S. Cooke at their home in Kalamazoo this week. Mr. Cooke was formerly a member of Grand Rapids Council, No. 131.

Our U. C. T. lawyer, John Hondorp, was there with the bells on last Saturday night. When it comes to knowing the ritual and by-laws, John has got them frontwards and backwards and can read them with his eyes shut. It would be a good idea if more of us were better versed along these lines.

John D. Martin fell asleep at the switch during the opening exercises Saturday night, but we will have to excuse John this time, as he has been working overtime of late, putting the "boost" in booster.

A. A. Peters has recently engaged as traveling representative of the Otto Webber Co. May success attend you, old man.

Three new members were added to the Grand Rapids Traveling Men's

Benefit Association at the last council meeting.

Claude Harper, who recently underwent a serious operation, is able to be out again, we are pleased to state. He was present last Saturday night and gave us a fine talk. The Council voted that the members bring their wives and lady friends at all future regular meetings of the Council.

That genial wheelbarrow artist of Hartford, Fred Giddings, who runs a hotel as a side line, created a disturbance among his guests last week by serving frog legs. The boys will never stop telling about that, Fred. Serving fried chicken, strawberries in February, frog legs and blue gills is Fred's specialty and the boys certainly appreciate it.

Mr. Ingram, representing the Studebaker Corporation, was present at our Council meeting last Saturday night and, in a nicely arranged speech, offered to present the member bringing in the greatest number of approved applications, a small Studebaker wagon. Jas. Bolen already has "dotted lines" on the wagon.

We notice Landlord Stutsche, of the Hotel Lee, Buchanan, has adopted individual towels and promises a new and complete system of plumbing in the near future. Keep it up!

Mr. and Mrs. J. H. Rutka attracted considerable attention in town last Saturday with a fine string of fish, which they caught at Spring Lake. If you wish to know just how long they were and how many, don't ask Howard—ask his wife.

The boys who call on A. P. Hagaman, of Armada, will be sorry to hear that he broke his leg one day last week.

We were favored with the presence of four visitors at our regular meeting last Saturday night—W. F. Ott, Council No. 54, Milwaukee; Bro. Ingram, Council No. 1, Columbus; Bro. Davenport, Council No. 4, Indianapolis, and Bro. James Goldstein, Council No. 9, Detroit.

We understand Bro. Dickerson has sold his Ludington base ball team and is open for an engagement. It might be well for you to note this, Bro. Captain, Grand Rapids Council, No. 131.

The "smoke ordinance" was well observed during the initiation work last Saturday night. Not a match was seen, nor a lighted cigar during the ceremony. Thanks, gentlemen.

"The use of wooden cars of antique designs cause heavy loss of life on N. Y., N. H. & H. R. R. News item, Wallingford, Connecticut wreck."

The above leads the writer to wonder if there is not a remedy for the present condition in Michigan. You purchase a first-class ticket from some point south of Kalamazoo on the G. R. & I. and board a train made up of cars of vintage of the early eighties, the seats of which may have received a cleaning during their long career, but all traces of it have disappeared. The racks for packages and grips are so small as to make it impossible to live up to the regulation to keep the aisles clear. As to sanitation and ventilation there is absolutely none. Some windows, too, are missing making a

comfortable temperature out of the question in cold weather. The train, as a whole, would rank third-class when compared with those used in transcontinental lines to carry emigrants from ports of entry to Western points on second-class tickets. Coming out of Kalamazoo one often meets with this uncalled for condition: Michigan Central section from Chicago is reported on time at union station and G. R. & I. section from Fort Wayne one hour late at G. R. & I. station or vice versa. You board the section that is on time and are carried out a few rods to enjoy the pleasing aspect of the coal and wood yard on one side and some scrap iron sheds on the other, where if announcement had been made you could secure supper or dinner as the case might be. At night on this line you are forced to breathe the fumes of coal oil from the unmodern lighting system, due, perhaps, to former associations of the cars back in Pennsylvania oil fields. Vestibules, too, are lacking and helping to make cars unwholesome and cold. Going north at 7 a. m. there is not enough of this third-class equipment to give those holding first-class tickets a seat and S. R. O. signs should be pasted before train leaves. The State Railway Commission issues rulings from time to time regarding rates, etc., but for some reason the human freight seems to receive little attention and we in Michigan derive no benefit from the modern conveniences and protective devices deemed absolutely necessary to preserve human life in other localities. It is to be hoped that in the near future the State Railway Commission will abandon using preferred trains and get down with common travelers and observe conditions for themselves and offer a feasible remedy. Will follow this with others on traffic conditions as seen by an ordinary every day traveler.

Art. Borden paid a brilliant and glowing tribute to his wife at last Saturday night's meeting and afterward said he wished she could have heard it. It might not be a bad plan to install a dictagraph in the Council chamber for Art's benefit.

Look out for a bid to Walter Lawton's "bee." He is going to paint his roof.

Notice: Any one desiring to know how to crank up an automobile with the spark plug in his pocket, can secure the information by consulting Fred Beardsley. It might bother some of us to sweat like Fred did.

The gold dust twins, Geo. Clark and Bert Bartlett, assisted Conductor Cliff Herrick in his initiation train.

Our official "squirt," Frank Bierce, was there with the dope.

The picnic committee reports a surplus for the treasury of 36 cents, which is better than a substantial deficit anyway.

Every one of those boosters was on the job last meeting of the committee.

The boys kept Senior Counselor Stark pretty busy.

Ask Walter Lawton to show you his new loving cup.

Only ten more days before the first dancing party. Allen F. Rockwell.

Merry Musings From Muskegon.

Muskegon, Oct. 6—As Brother Lee is now off the road, the writer will try, in a feeble way, to report for No. 404.

We hear that Harry Hydorn is going after the job of Grand Secretary next year. Well, here's luck to you, old man.

We wonder why Bro. Lulofs looks so sleepy Monday mornings? Perhaps he visits Lake street too late Sunday afternoon. Better wake up, Nick.

We understand Deputy State Dairy and Food Inspector Nickels is pouring kerosene on bad meat in some of Muskegon's markets. Well, we know a restaurant on the M. C., not thirty miles from Grand Rapids, that needs a whole tank of it.

Will any brother having any items of interest please contribute, as I do not see many of them during the week? Boys, send them along. Let's put the Sawdust City on the map.

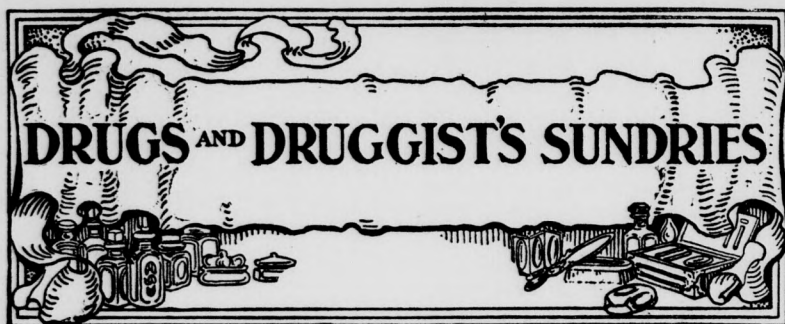
J. M. Goldstein seems to have it in for all the little towns of Michigan. Well, brother, size don't count. If it did, W. H. T. and the writer would be great. Now there is only one of us so. Besides, Detroit is too far from Muskegon to ever amount to very much.

We are pleased to state that you can get something to eat in the little town of Coral. This is a little place across from the hardware store that is O. K. Boys, give them a boost.

Will President Ben. Hanchett, of the Grand Rapids Street Railway, please explain why he objects to running the 5 a. m. car out of Muskegon around the loop, so as to get passengers to the early trains out of the union depot? Mr. Maughton says he is to blame. Now why? When the city lines gets the fare, it is an outrage when you wish to make the Saginaw strain at 6:50 a. m. If you have heavy grips or do not have a running record, you are left. Just ask Frank Bowles, of Fruitport, what he thinks of it. Slim.

Manley Jones, (Telfer Coffee Co.) is surprising himself and his friends by taking a month's respite from business cares and responsibilities. This is the first real vacation Manley has ever taken during a long and prosperous business career and all of his friends are hoping that he will come back full of new thoughts and with a determination to take at least two weeks' vacation every year hereafter. He is accompanied by his wife and daughter and among the places they will visit is Toronto, Niagara Falls and New York City. One of the pleasant features of the trip was the presentation of a \$100 check by the Telfer Coffee Co. to its esteemed representative.

Wm. E. Saunders, of Saginaw, who traveled several years for C. Elliott & Co., of Detroit, died recently at Englewood, N. J., aged 78 years. The cause of his demise is given as angina pectoris. Mr. Saunders had been a resident of Saginaw for forty years and was well known in that city, residing at 432 South Jefferson avenue.



Michigan Board of Pharmacy.
 President—Will E. Collins, Owosso.
 Secretary—E. T. Boden, Bay City.
 Treasurer—E. E. Faulkner, Delton.
 Other Members—John J. Campbell, Pigeon; Chas. S. Koon, Muskegon.
 Grand Rapids Meeting—November 18, 19 and 20.

Michigan State Pharmaceutical Association.
 President—D. G. Look, Lowell.
 Vice-Presidents—E. E. Miller, Traverse City; C. A. Weaver, Detroit.
 Secretary—Von W. Furniss, Nashville.
 Treasurer—Ed. Varnum, Jonesville.
 Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochran, Kalamazoo; James Robinson, Lansing; Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.
 President—Geo. H. Halpin, Holland.
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

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

Show Windows a Great Selling Force.

Speaking in reason, the more attention you give your show window the better. Just think of two stores side by side, one of which had attractive and up-to-the-minute window displays, the other having nothing in it but a large glass bottle full of colored liquid. Which store would you go into first? Which store would sell the most goods? The answer is obvious. And yet how often do we see stores—drug stores, I mean—whose windows are far from attractive and seldom changed. Windows should be changed as frequently as the store force makes it possible. The best thing to put in a window is the goods. I have hammered this fact before. As a matter of general advertising it may be sometimes permissible to put some freakish thing in the window for a short time only, but it should be for a very short time. The reason is that though the f. t. may attract a crowd, they will see only that thing, no matter what else may be in the window in the shape of goods.

I remember seeing in a drug store window once a small cage of monkeys over which was the sign, "Don't Monkey with Cheap Drugs." The monkeys pleased the children, but I doubt if any grown person was impressed with the idea that this particular store was the best place to go for prescriptions. An exquisitely clean window with a good display of crude drugs, each one bearing a brief placard stating its properties and uses would have made a much more positive and desirable impression. On general principles it is much better to dress a window with one line of goods at a time. If you desire to put in several lines there should be a distinct dividing line of some sort between. Price tickets, not only in the

window, but all over the store, are invaluable. They are silent salesmen. Many a person, seeing a thing they desire, displayed with a price on it which they feel they can afford, will buy it, or come back to your store for it at some future time when they have the price. People who have frequented your store will also become unconscious advertisers for you by saying that they saw such and such a thing in your store at what they thought was a very reasonable price.

Will Hold Next Meeting in Detroit.

The thirty-first annual meeting of the Michigan State Pharmaceutical Association closed Thursday at noon with the election of the following officers:

President—D. G. Look, Lowell.
 Vice-Presidents—E. E. Miller, Traverse City, and C. A. Weaver, Detroit.
 Secretary—V. W. Furniss, Nashville.
 Treasurer—E. C. Varnum, Jonesville.

Henry Riechel, the retiring President, refused re-election. Secretary Furniss was re-elected unanimously.

The morning session was devoted to the discussion of trade topics and legislation. It was decided to put a paid organizer in the field to increase membership and awaken more interest in the Association.

The next convention will be held in Detroit, the date to be fixed by the Executive Committee.

The Tradesman hopes to be able to present a stenographic report of the meeting next week.

Rat-Destruction With Carbon Bisulphide.

M. de Kruffy, of the Agricultural Bureau of the Dutch Indies, has adopted the following method at Buitenzorg, Java, for destroying rats. All visible rat-holes are first stopped with earth to ascertain which holes are inhabited, these being re-opened on the following day. Half a teaspoonful of carbon bisulphide is poured in each inhabited hole, and after a few seconds to allow the liquid to evaporate the mixture of vapor and air is ignited. The resultant small explosion fills the hole with poisonous gases and kills all the rats almost instantly. A pound of bisulphide is sufficient for more than 200 rat-holes. In one trial 131 dead rats were found in forty-three holes.

Co-operation with your trade paper will pay as well as almost any form of co-operation. Help the paper to make good and it will help you to make good.

What Some Michigan Cities are Doing.

Written for the Tradesman.

Kalamazoo's new concern, the Paper Maker's Chemical Co., has started the construction of a \$40,000 plant. It is located on the River road, east of the city.

Ionia voted four to one in favor of a bond issue for the purchase of the fair grounds, to be used for amusements and play grounds.

Sparta has secured a new concern, the American Specialty Co., and a factory will be built on the site donated by C. A. Johnson.

Block I shops at Port Huron have returned to full time and additional men will be employed.

The Michigan Baptist State Convention will be held in Pontiac Oct. 20 to 23.

Vice-President Kelley of the Grand Trunk Railway writes the Chamber of Commerce, Muskegon, as follows: "In the matter of additional passenger service for Muskegon, we have given the subject careful consideration since our visit to your city and I am pleased to say that we will put in service as soon as we can arrange for the construction, a motor car running from Ashley to Muskegon in the morning, and returning."

The Muskegon Chamber of Commerce has secured for that city the D. O. Corset Co., formerly located in Joliet, Ill., and operations will be carried on in the old stamp factory, East Clay avenue.

The Hinkley handle factory has completed its cut at Brutus, having turned out over 14,000,000 handles in the past fourteen years. The Hinkley Handle Co. has been formed to operate at Alanson, with D. H. Hinkley as President.

Reports from Hart state that contractors have arrived there and have started work on the Grand Rapids & Northwestern Railroad, which will operate from Grand Rapids to Ludington, connecting with trans-lake car ferries.

Citizens of Benzonia have formed a Booster Club to advance the interests of the village. W. M. Powers is President and Frank Mott is Secretary.

Ann Arbor has voted to purchase the water works plant.

A dozen manufacturing concerns of Benton Harbor have petitioned the Common Council against the passage of the proposed smoke ordinance.

The new Acme belting factory, at Niles, has started operations, with thirty hands.

Niles has secured its first public park, a pretty island in St. Joseph river.

Kalamazoo is promised another beauty spot in Industrial Park, a tract of two acres which is being improved by the Bryant Paper Co.

Charlevoix complains of its freight service. The Sentinel says: "There is not a business man here who is not handicapped by the execrable freight service and the shipment of fruit and potatoes is so seriously delayed that buyers are beginning to shun the town. The Rock Products Co. has been compelled to cancel con-

tracts because of inability to get cars or move its goods. Last Tuesday the plant was obliged to shut down, because of lack of switching service. It is positively unsafe to ship livestock, for fear of their dying on the road. It is indeed a burning question."

The Kalamazoo Art Association will make its annual exhibit in the new high school building of that city Nov. 17.

The Pere Marquette is making improvements at Grand Ledge, including a new water tank of 90,000 gallons and new coal docks.

Construction work has begun on the new factory of the Invisible Door Check Co., at Niles.

Portland is promised a second cement tile factory by F. M. Kenyon, of Sebewa, who plans to start operations in the spring.

The new municipal free-hitch sheds at Three Rivers are being well patronized by farmers. There are thirty-five of the sheds now in use, with others that will be ready when grading and filling is completed.

Stock has been fully subscribed for a creamery at Boyne City.

The Peerless Fence Co., of Adrian, will take over the plant of the Monarch Co. of that city, which has been idle for some time, and will operate same to full capacity.

A glance at the tax rolls of Otsego village show that nearly 58 per cent. of the total tax is paid by the manufacturing industries, the paper mills paying nearly 54 per cent. of the full tax.

Dowagiac is arranging for a festival and fair, to be held Oct. 16 to 18.

Plans have been accepted for a new city hall at St. Joseph.

The Michigan Gas Association will hold its September, 1914, convention in Menominee and a joint meeting with the Wisconsin body at that time is being arranged.

The directors of the three playgrounds at Jackson reports an attendance of 15,000 children during the past season.

Ann Arbor business men report chronic congestion at the Michigan Central freight house, with shipments and deliveries delayed beyond all reason.

A Battle Creek high school boy was arrested and fined \$5 for smoking cigarettes and the chief of police says it is the beginning of a crusade against smoking by minors.

The Battle Creek Horticultural Society, organized less than a year ago, has nearly 100 members. Monthly flower exhibits will be made during the year in downtown windows.

A band stand and public comfort station will be built in McCalmly Park, Battle Creek.

The Bay City Ad Club will meet Oct. 10 to outline plans for the year.

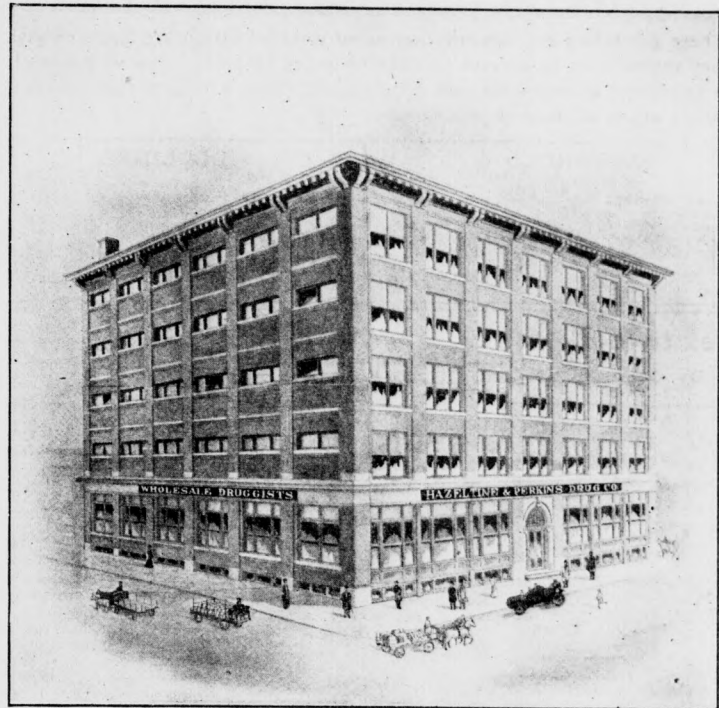
Leighton Richmond has resigned a position with Gumm's at Dowagiac to become advertising manager for Brandon, Durrel & Co., of South Bend.

Three Rivers will have a traffic ordinance. Almond Griffen.

A flock of microbes may do more damage than a flock of elephants.

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	70 @ 75		Juniper Berries ..	@ 1 25	Guaiac Ammon..	@ 80
Muriatic	1 1/2 @ 5		Juniper Wood ..	40 @ 50	Iodine	@ 1 25
Nitric	5 1/2 @ 10		Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16		Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/2 @ 5		Lavender Flowers	@ 4 50	Iron, clo.	@ 60
Tartaric	38 @ 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	@ 50	Nux Vomica	@ 70
Water, 18 deg. ..	4 1/2 @ 8		Linseed, bld less ..	53 @ 58	Opium	@ 2 00
Water 14 deg.	3 1/2 @ 6		Linseed, raw, bbls.	@ 49	Opium Camph.	@ 65
Carbonate	13 @ 16		Linseed, raw less ..	52 @ 57	Opium, Deodor'd	@ 25
Chloride	12 @ 15		Mustard, true	4 50 @ 6 00	Rhubarb	@ 70
Balsams			Mustard, artif'l ..	2 75 @ 3 00		
Copaiba	75 @ 1 00		Neatsfoot	80 @ 85		
Fir (Canada)	1 75 @ 2 00		Olive, pure	2 50 @ 3 50		
Fir (Oregon)	40 @ 50		Olive, Malaga,	1 60 @ 1 75		
Peru	2 25 @ 2 50		Olive, Malaga, ..	1 50 @ 1 65		
Tolu	1 00 @ 1 25		Orange, sweet	4 75 @ 5 00		
Berries			Organum, pure	1 25 @ 1 50		
Cubeb	65 @ 75		Organum, com'l ..	50 @ 75		
Fish	15 @ 20		Pennyroyal	2 25 @ 2 50		
Juniper	7 @ 10		Peppermint	4 00 @ 4 25		
Prickley Ash	@ 50		Rose, pure	16 00 @ 18 00		
Barks			Rosemary Flowers	90 @ 1 00		
Cassia (ordinary) ..	25		Sandalwood, E. I. ..	6 25 @ 6 50		
Cassia (Sargon) ..	65 @ 75		Sassafras, true	80 @ 90		
Elm (powd. 25c) ..	25 @ 30		Sassafras, artif'l ..	45 @ 50		
Sassafras (pow. 30c)	@ 25		Spearment	5 50 @ 6 00		
Soap Cut (powd. 25c)	15 @ 20		Sperm	90 @ 1 00		
Extracts			Tansy	5 00 @ 5 50		
Licorice	24 @ 28		Tar, USP	25 @ 35		
Licorice powdered ..	25 @ 30		Turpentine, bbls. ..	@ 49		
Flowers			Turpentine, less ..	53 @ 60		
Arnica	18 @ 25		Wintergreen, true ..	@ 50		
Chamomile (Ger.) ..	25 @ 35		Wintergreen, sweet	2 00 @ 2 25		
Chamomile (Rom.) ..	40 @ 50		Wintergreen, art'l ..	50 @ 60		
Gums			Wormseed	3 50 @ 4 00		
Acacia, 1st	40 @ 50		Wormwood	@ 8 00		
Acacia, 2nd	35 @ 40		Potassium			
Acacia, 3d	30 @ 35		Bicarbonate	15 @ 18		
Acacia, Sorts	@ 20		Bichromate	13 @ 16		
Acacia Powdered ..	35 @ 40		Bromide	45 @ 55		
Aloes (Barb. Pow) ..	22 @ 25		Carbonate	12 @ 15		
Aloes (Cape Pow) ..	20 @ 25		Chlorate, xtal and	12 @ 16		
Aloes (Soc. Powd.) ..	40 @ 50		powdered	12 @ 16		
Asafoetida	75 @ 1 00		Chlorate, granular	16 @ 20		
Asafoetida, Powd. ..	@ 75		Cyanide	30 @ 40		
Pure	@ 75		Iodide	30 @ 40		
U. S. P. Powd.	@ 1 00		Permanganate	15 @ 30		
Camphor	55 @ 60		Prussiate yellow ..	30 @ 35		
Guaiac	35 @ 40		Prussiate, red	50 @ 60		
Guaiac, Powdered ..	50 @ 60		Sulphate	15 @ 20		
Kino	@ 40		Roots			
Kino, Powdered	@ 45		Alkanet	15 @ 20		
Myrrh	@ 40		Blood, powdered ..	20 @ 25		
Myrrh, Powdered	@ 50		Calamus	35 @ 40		
Opium	6 80 @ 7 00		Elecampane, pwd. ..	15 @ 20		
Opium, Powd.	8 75 @ 8 95		Gentian, powd.	12 @ 16		
Opium, Gran.	8 90 @ 9 10		Ginger, African, ..	15 @ 20		
Shellac	28 @ 35		powdered	15 @ 20		
Shellac, Bleached ..	30 @ 35		Ginger, Jamaica ..	22 @ 25		
Tragacanth No. 1 ..	40 @ 1 50		Ginger, Jamaica, ..	22 @ 28		
Tragacanth, Pow	75 @ 85		powdered	22 @ 28		
Turpentine	10 @ 15		Golden seal, powd ..	6 25 @ 6 50		
Leaves			Ipecac, powd.	2 75 @ 3 00		
Buchu	1 85 @ 2 00		Licorice	14 @ 15		
Buchu, Powd.	2 00 @ 2 25		Licorice, powd.	12 @ 15		
Sage, bulk	18 @ 25		Orris, powdered	25 @ 30		
Sage, 1/2s Loose	20 @ 25		Poke, powdered	20 @ 25		
Sage, Powdered	25 @ 30		Rhubarb	75 @ 1 00		
Senna, Alex	45 @ 50		Rhubarb, powd.	75 @ 1 25		
Senna, Tinn.	15 @ 20		Rosinweed, powd. ..	25 @ 30		
Senna, Tinn, Pow. ..	20 @ 25		Sarsaparilla, Hond.	@ 50		
Uva Ursi	10 @ 15		ground	25 @ 30		
Oils			Sarsaparilla Mexican,	25 @ 30		
Almonds, Bitter, ..	6 00 @ 6 50		ground	20 @ 35		
Almond, Bitter, ..	@ 1 00		Squills, powdered ..	40 @ 60		
Almonds, Sweet, ..	90 @ 1 00		Tumeric, powd.	12 @ 15		
Almond, Sweet,	40 @ 50		Valerian, powd.	25 @ 30		
Amber, crude	25 @ 30		Seeds			
Amber, rectified ..	40 @ 50		Anise	15 @ 20		
Anise	2 25 @ 2 50		Anise, powdered ..	22 @ 25		
Bergamont	7 50 @ 8 00		Bird, ls	8 @ 10		
Cajuput	75 @ 85		Canary	9 @ 12		
Cassia	1 50 @ 1 75		Caraway	12 @ 18		
Castor, bbls. and ..	12 1/2 @ 15		Cardamon	1 75 @ 2 00		
Cedar Leaf	@ 85		Celery	30 @ 35		
Citronella	@ 60		Coriander	12 @ 18		
Cloves	1 50 @ 1 75		Dill	25 @ 30		
Cocanut	20 @ 25		Fennel	@ 30		
Cod Liver	1 25 @ 1 50		Flax	4 @ 8		
Cotton Seed	90 @ 1 10		Flax, ground	4 @ 8		
Croton	@ 1 60		Foenugreek, pow. ..	6 @ 10		
			Hemp	5 @ 7		
			Lobelia	@ 50		
			Mustard, yellow ..	9 @ 12		
			Mustard, black	9 @ 12		
			Mustard, powd.	20 @ 25		
			Poppy	15 @ 20		
			Quince	75 @ 1 00		
			Rape	6 @ 10		
			Sabadilla	25 @ 30		
			Sabadilla, powd.	35 @ 45		
			Sunflower	6 @ 8		
			Worm American	15 @ 20		
			Worm Levant	40 @ 50		
			Tinctures			
			Aconite	@ 75		
			Aloes	@ 65		
			Arnica	@ 60		
			Asafoetida	@ 1 00		
			Belladonna	@ 60		
			Benzoil	@ 90		
			Benzoil Compound	@ 90		
			Buchu	@ 1 00		
			Cantharides	@ 1 00		
			Capsicum	@ 90		
			Cardamon	@ 95		
			Cardamon, Comp. ..	@ 65		
			Catechu	@ 60		
			Cinchona	@ 1 05		
			Colchicum	@ 60		
			Cubebs	@ 1 20		

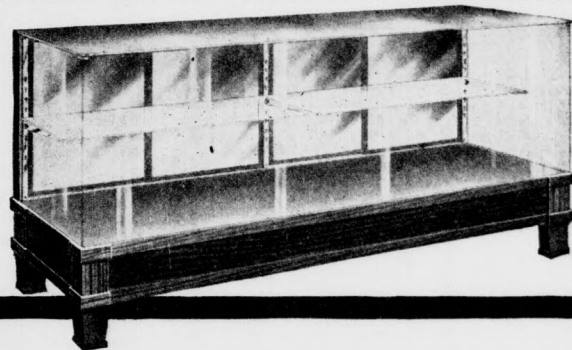


Our Home—Corner Oakes and Commerce

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

Grand Rapids.

HAZELTINE & PERKINS DRUG CO.



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

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

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

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

Cove Oysters

DECLINED

Ceresota Flour
Holland Herring
Currants—Imported
Olives
Pickles

Index to Markets

By Columns

		1		2	
		AMMONIA		Beans	
		12 oz. ovals 2 doz. box	75	Baked	85@1 30
		AXLE GREASE		Red Kidney	85@ 95
		Frazer's.		String	70@1 15
		1lb. wood boxes, 4 doz. 3	00	Wax	75@1 25
		1lb. tin boxes, 3 doz. 2	35	Blueberries	
		3 1/2 lb. tin boxes, 2 doz. 4	25	Standard	1 80
		10lb. pails, per doz. ..	6 00	Gallon	6 75
		15lb. pails, per doz. ..	7 20	Clams	
		25lb. pails, per doz. ..	12 00	Little Neck, 1lb. ..	@1 00
		BAKED BEANS		Little Neck, 2lb. ..	@1 50
		No. 1, per doz.	45@ 90	Clam Bouillon	
		No. 2, per doz.	75@1 40	Burnham's 1/2 pt.	2 25
		No. 3, per doz.	85@1 75	Burnham's pts.	3 75
		BATH BRICK		Burnham's qts.	7 50
		English	95	Corn	
		BLUING		Fair	65@ 70
		Jennings'.		Good	90@1 00
		Condensed Pearl Bluing	45	Fancy	@1 30
		Small C P Bluing, doz. 45		French Peas	
		Large C P Bluing, doz. 75		Monbador (Natural)	1 75
		BREAKFAST FOODS		per doz.	1 75
		Apetizo, Biscuits	3 00	Gooseberries	
		Bear Food, Pettijohns 1	95	No. 2, Fair	1 50
		Cracked Wheat, 24-2 ..	2 50	No. 2, Fancy	2 35
		Cream of Wheat, 36-2 ..	4 50	Hominy	
		Cream of Rye, 24-2 ..	3 00	Standard	85
		Posts Toasties, T.	2 80	Lobster	
		No. 2	2 80	1/2 lb.	1 85
		Posts Toasties, T.	2 80	1/2 lb.	3 15
		No. 3	2 80	Mackerel	
		Farinose, 24-2	2 70	Mustard, 1lb.	1 80
		Grape Nuts	2 70	Mustard, 2lb.	2 80
		Grape Sugar Flakes ..	2 50	Soused, 1 1/2 lb.	1 60
		Sugar Corn Flakes ..	2 50	Soused, 2lb.	2 75
		Hardy Wheat Food ..	2 25	Tomato, 1lb.	1 50
		Postma's Dutch Cook ..	2 75	Tomato, 2lb.	2 80
		Holland Rusk	3 20	Mushrooms	
		Kellogg's Toasted Rice	3 30	Hotels	@ 15
		Biscuit	3 30	Buttons, 1/2s	@ 14
		Kellogg's Toasted Rice	2 80	Buttons, 1s	@ 25
		Flakes	2 80	Oysters	
		Kellogg's Toasted Wheat	3 30	Cove, 1lb.	@ 95
		Biscuit	3 30	Cove, 2lb.	@1 75
		Krinkle Corn Flake ..	1 75	Plums	
		Maple-Wheat Flakes, ..	2 70	Plums	90@1 35
		Maple-Wheat Flakes, ..	2 70	Pears in Syrup	
		3 doz.	2 80	No. 3 cans, per doz. ..	1 50
		Maple-Corn Flakes ..	2 80	Peas	
		Minn. Wheat Cereal ..	3 75	Marrowfat	90@1 00
		Algrain Food	4 25	Early June	1 10@1 25
		Ralston Wheat Food ..	4 40	Early June sifted 1	45@1 55
		Saxon Wheat Food 10c	1 45	Peaches	
		Shred Wheat Biscuit ..	3 60	Pie	1 00@1 25
		Triscuit, 1s	1 80	No. 10 size can pie	@3 25
		Pillsbury's Best Cer'l ..	1 25	Pineapple	
		Post Tavern Special ..	2 80	Grated	1 75@2 10
		Quaker Puffed Rice ..	4 25	Sliced	95@2 60
		Quaker Puffed Wheat ..	2 85	Pumpkin	
		Quaker Brkfst Biscuit ..	1 90	Fair	80
		Quaker Corn Flakes ..	1 75	Good	90
		Victor Corn Flakes ..	2 20	Fancy	1 00
		Washington Crisps ..	1 85	Gallon	2 15
		Wheat Hearts	1 90	Raspberries	
		Wheatena	4 50	Standard	@
		Evapor'd Sugar Corn ..	90	Salmon	
		BROOMS		Warrens, 1 lb. Tall ..	2 30
		Fancy Parlor, 25 lb. ..	4 75	Warrens, 1 lb. Flat ..	2 40
		Parlor, 4 String, 25 lb.	4 25	Red Alaska	1 45@1 50
		Standard Parlor 23 lb.	4 00	Med. Red Alaska 1	25@1 35
		Common, 23 lb.	3 00	Pink Alaska	@ 90
		Special, 23 lb.	3 00	Sardines	
		Warehouse, 23 lb.	4 75	Domestic, 1/4s	3 25
		Common Whisk	1 00	Domestic, 1/2 Mustard	3 00
		Fancy Whisk	1 25	Domestic, 3/4 Mustard	2 75
		BRUSHES		French, 1/4s	7@14
		Scrub	75	French 1/2s	13@23
		Solid Back, 8 in.	75	Shrimps	
		Solid Back, 11 in.	95	Dunbar, 1st doz.	1 30
		Salt	85	Dunbar, 1 1/2s doz.	2 35
		Salt Fish	10	Succotash	
		Seeds	10	Fair	90
		Shoe Blacking	10	Good	1 20
		Snuff	10	Fancy	1 25@1 40
		Soap	17	Strawberries	
		Soda	10	Standard	95
		Spices	10	Fancy	2 25
		Starch	10	Tomatoes	
		Syrups	10	Good	1 05
		T		Fancy	1 35
		Table Sauces	10	No. 10	3 25
		Tea	10	CARBON OILS	
		Tobacco	11, 12, 13	Barrels	
		Twine	13	Perfection	@11 1/2
		V		D. S. Gasoline	@19
		Vinegar	13	Gas Machine	@26 1/2
		W		Deodor'd Nap'a ..	@18 1/2
		Wicking	13	Cylinder	29 @34 1/2
		Woodenware	13	Engine	16 @22
		Wrapping Paper	14	Black, winter ..	8 @10
		Y		CATSUP	
		Yeast Cake	14	Snider's pints	2 35
				Snider's 1/2 pints ..	1 35

3

CHEESE

Acme	@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
Becman'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)
Spearmin, Wrigleys	55
Spearmin, 5 box jars ..	2 75
Spearmin, 3 box jars ..	1 65
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. ..	22
German's Sweet	22
Premium	32
Caracas	23
Walter M. Lowney Co. ..	29
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. 60 Braided Cotton ..	1 00
No. 60 Braided Cotton ..	1 25
No. 80 Braided Cotton ..	2 25
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
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	35
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	36
Lowney, 1/4s	33
Lowney, 1/2s	33
Lowney, 1/4s	33
Lowney, 5 lb. cans ..	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1/4s	36
Van Houten, 1s	65
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32

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
1s & 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
per case	2 60

COFFEES ROASTED

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

Santos

Fair	20
Choice	20 1/2
Fancy	21
Peaberry	23

Maracalbo

Fair	24
Choice	25
Choice	25
Fancy	26
Fancy	26
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.	24@28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	

Package

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

Extracts

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

CONFECTIONERY

Stick Candy	Pails
Horehound	8
Standard	8
Standard, small	8½
Twist, small	9

6

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

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

In Special Tin Packages		
Pestino	per doz.	2 50
Nabisco 25c		2 50
Nabisco	10c	1 00

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

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

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

Apricots		
California	13@15	

Citron		
Coriscan	15	

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

Peaches		
Muir's—Choice, 25 lb.	9	
Muir's—Fancy, 25 lb.	10	
Fancy, Peeled, 25 lb.	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 25 lb. boxes	@ 5	
80-90 25 lb. boxes	@ 6 1/2	
70-80 25 lb. boxes	@ 7	
60-70 25 lb. boxes	@ 8	
50-60 25 lb. boxes	@ 9 1/2	
40-50 25 lb. 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 Husk		
Packed 12 rolls to container		
3 containers (40) rolls	3 20	

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

Pearl Barley		
Chester	3 00	
Empire		

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

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

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

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

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

Linen Lines		
Small	20	
Medium	26	
Large	34	

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

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

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

FLOUR AND FEED		
Grand Rapids Grain & Milling Co.		
Winter Wheat		
Purity Patent	5 25	
Seal of Minnesota	5 00	
Sunburst	5 00	
Wizard Flour	4 85	
Wizard Graham	4 00	
Wizard Bran, 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 30	
Gran. Meal	2 10	
Bolton Med.	2 00	

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

Watson-Higgins Milling Co.		
Perfection Flour	5 15	
Tip Top Flour	4 75	
Golden Sheaf Flour	4 30	
Marshall's Best Flour	5 20	

Worden Grocer Co.		
Wizard Flour	4 70	
Quaker, paper	4 90	
Quaker, cloth	5 00	
Quaker Buckwheat bbl.	5 50	

Kansas Hard Wheat		
Worden Grocer Co.		
American Eagle, 1/4s	5 20	
American Eagle, 1/4s	5 10	
American Eagle, 1/4s	5 00	

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

Judson Grocer Co.		
Ceresota, 1/4s	5 50	
Ceresota, 1/4s	5 60	
Ceresota, 1/4s	5 70	

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

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

Meal		
Bolton	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	

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HIDES AND PELTS

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

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

Tallow		
No. 1	@ 5	
No. 2	@ 4	

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

HORSE RADISH		
Per doz.	90	

Jelly		
5 lb. pails, per doz.	2 40	
15 lb. pails, per pail	60	
30 lb. 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	
Curve Cuts, 24 10c		
pkgs.	1 70	
Alphabets, 24 10c pkgs.	1 70	
Kurl Cuts, 20 lb. pails	1 35	
Kurl Cuts, 25 lb. pails	1 37	
Kurl Cuts, 50 lb. pails	2 40	
Egg Noodles, 24 10c		
pkgs.	1 80	

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

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

MINCE MEAT		
Per case	2 85	

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

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

MUSTARD		
1/4 lb. 6 lb. box	16	

OLIVES		
Bulk, 1 gal. kegs	1 00@1 15	
Bulk, 5 gal. kegs	95@1 10	
Stuffed, 5 oz.	90	
Stuffed, 8 oz.	1 25	
Stuffed, 14 oz.	2 25	
Pitted (not stuffed)		
14 oz.	2 25	
Manzanilla, 8 oz.	90	
Lunch, 10 oz.	1 35	
Lunch, 16 oz.	2 25	
Queen, Mammoth, 19		
oz.	4 25	
Queen, Mammoth, 28		
oz.	5 75	
Olive Chow, 2 doz. cs.		
per doz.	2 25	

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

Small		
Barrels	9 50	
Half barrels	5 25	
5 gallon kegs	2 25	

Gherkins		
Barrels	14 50	
Half barrels	7 75	
5 gallon kegs		

Sweet Small		
Barrels	16 50	
Half barrels	8 75	
5 gallon kegs	3 50	

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 10
 Brotherhood, 16 oz. 5 05
 Carnival, 5c 5 76
 Carnival, 1/2 oz. 39
 Carnival, 16 oz. 40
 Cigar Clip, Johnson 30
 Cigar Clip, Seymour 30
 Identity, 3 & 16 oz. 30
 Darby Cigar Cuttings 4 50
 Continental Cubes, 10c 90
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 45
 Corn Cake, 5c 5 76
 Cream, 50c pails 4 70
 Cuban Star, 5c foil 5 76
 Cuban Star, 16 oz pails 3 72
 Chips, 10c 10 30
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 5c 48
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 76
 F. F. A. 4 oz. 5 04
 F. F. A. 7 oz. 11 52
 Fashion, 5c 6 00
 Fashion, 16 oz. 5 28
 Five Bros., 5c 5 76
 Five Bros., 10c 10 53
 Five cent cut Plug. 29
 F O B 10c 11 52
 Four Roses, 10c 96
 Full Dress, 1 1/2 oz. 72
 Glad Hand, 5c 48
 Gold Block, 10c 12 00
 Gold Star, 50c pail 4 70
 Gail & Ax Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 85
 Giant, 5c 5 76
 Giant, 40c 3 96
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 10c 12 00
 Hunting, 5c 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 00
 Nigger Hair, 10c 10 70
 Nigger Head, 5c 5 40
 Nigger Head, 10c 10 56
 Noon Hour, 5c 48
 Old Colony, 1-12 gro. 11 52
 Old Mill, 5c 5 76
 Old English Curve 1 1/2 oz. 96
 Old Crop 5c 5 76
 Old Crop, 25c 20
 P. S., 8 oz. 30 lb. cs. 19
 P. S., 3 oz., per gro. 5 70
 Pat Hand, 1 oz. 63
 Patterson Seal, 1 1/2 oz. 48
 Patterson Seal, 3 oz. 96
 Patterson Seal, 16 oz. 5 00
 Peerless, 5c 5 76
 Peerless, 10c cloth 11 52
 Peerless, 10c paper 10 80
 Peerless, 20c 2 04
 Peerless, 40c 4 08
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 40
 Plow Boy, 14 oz. 4 70
 Pedro, 10c 11 93
 Pride of Virginia, 1 1/2 77
 Pilot, 5c 5 76

13

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

TWINE

Cotton, 3 ply 24
 Cotton, 4 ply 24
 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, wide band .. 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
 1 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 25
 Double Duplex 3 00
 Good Luck 2 75
 Universal 3 15

Window Cleaners

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

Wood Bowls

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

WRAPPING PAPER

Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butchers' Manila 2 1/4
 Wax Butter, short cut 10
 Wax Butter, full count 15
 Wax Butter, rolls 12

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 31
 Pilot 31

TEA

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

THE BOUR CO., TOLEDO, O.

COFFEE

Roasted
 Dwinnell-Wright Co's B'ds



White House, 1 lb
 White House, 2lb

16

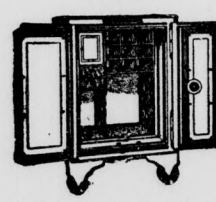
Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Royal High Grade
 Superior Blend
 Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit; Sy-
 mons Bros. & Co., Sagin-
 aw; Brown, Davis & War-
 ner, Jackson; Godsmark,
 Durand & Co., Battle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

SAFES



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

17



The only
 5c
 Cleanser

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

SOAP

Lautz Bros. & 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.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Partner Wanted—If you are looking for an investment with or without active part, in safe established profitable manufacturing business, we can offer you an opportunity seldom equalled. Selling or executive ability preferred. Bank and mercantile references given and required. Don't answer unless you can qualify with \$5,000 or more. 217 North Los Angeles St., Los Angeles, Calif. 519

Wanted—\$2,000 for one-third interest in new patented article now on market, with big future. Must have capital to swing. Address M. A. S., 11 East 8th St., Holland, Mich. 518

For Sale—Cheap—Restaurant, billiard, pool, bowling alleys combined; fine location, doing good business; have other business, can't look after both; a snap, don't wait. C. C. Jackson, Algonac, Mich. 517

For Sale—Cash, stock general merchandise and fixtures; good location; clean stock. Address Jno. P. Krost, Mankato, Minn. 516

For Exchange—\$1,000 to \$1,500 assorted clean stock dry goods. Inventories \$2,000. Good condition. Store fixtures. Cash if difference for farm land, Indiana preferred or city property. Henry Baker, Jr., Streator, Ill. 515

Lumber—Stock of lumber for sale; sell or lease yard. Gentry Lumber Co., Gentry, Ark. 514

For Sale—Livery, feed and sales stable, brick building, good location. Losing my husband is my reason for trying to sell. For further particulars write Mrs. A. F. Churchill, Tustin, Mich. 513

Look Here Merchants! You can collect all your old given up accounts yourself by our new plan. Enclose stamp for sample and full particulars. Pekin Book Co., Detroit, Mich. 512

A business of your own. We will establish responsible persons in business for themselves handling our big line of teas, coffees, extracts, grocery, drug and toilet sundries; exceptionally strong premium proposition; we particularly desire to get in touch with experienced tea and coffee men and those already established; write to-day. Royal Tea Company, 2426 South Park Ave., Chicago, Ill. 511

Merchants—Do you want \$5,000 to \$25,000 cash in ten days? You can get it through a ten days' special sale conducted by Anning the sale specialist. Eleven years of continual success. Every sale has my personal supervision from start to finish. No salesmen in my employ. Contract with me and you will deal with the man direct. References from wholesale houses and hundreds of merchants. Wire or write to-day. Address W. A. Anning, Aurora, Ill. 510

Storekeeper Wanted—To stock a general store for farm and ranch supplies; small capital, big returns; town near Chicago; no competition; stone building; cheap rent; on Chicago Indiana and Southern railroad. J. M. Conrad, Conrad, Newton County, Ind. 509

Position Wanted—As advertising man for general store or as secretary of publicity club in good live town; practical printer and advertising man with ideas; can and will make good. W. W. Maltman, Broken Bow, Neb. 508

\$4,708 in 15 days—I did this for L. W. Davis, Hoytville, Michigan, in a special sale just ended. Advertising furnished free. Write for date and terms. A. E. Greene, Merchandise Sales Conductor, 116 Dwight Bldg., Jackson, Mich. 506

Hardware—A well selected stock; situated in the business center of one of the best cities in Michigan, invoicing from \$7,000 to \$10,000; good reasons given for selling; long lease will be given at low rental. Address No. 505, care Tradesman. 505

I will give someone a big bargain on a complete meat market outfit, including a fine Schmitt cooler. Address John A. Damon, 400 Wisconsin St., Mt. Pleasant, Mich. 504

Money made on the side, comes in handy; you do not have to leave your present work; experience and capital not needed; write accident and health insurance for an old Massachusetts stock company. Send for proposition. Box 3475, Boston, Mass. 503

For Sale—Good clean staple stock dry goods, groceries, shoes, furnishings, invoice about \$4500. Located finest town, 800 population, Central Michigan. Extra good farming country around. Can reduce stock to suit. Address No. 502, care Tradesman. 502

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

Will exchange an abstract of title plant for a desirable stock of goods; any size town if a good one; or will sell for \$5,000 cash. Abstractor, 840 N. Madison St., Mason City, Iowa. 500

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 moneymaker. 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

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

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 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

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—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

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 8x6x10 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

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

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

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

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

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

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

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

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

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

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

For Sale—Old established meat market, doing fine business. Up-to-date fixtures. City property and farm. Reason selling, too much work, poor health. Address 322, care Tradesman. 522

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

HELP WANTED.

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

Wanted—Sober industrious grocery man. Must have experience, give references. Salary \$60 start with, good chance for advancement to right party. E. A. Phillips, Anacortes, Wash. 507

Wanted—A good sober and honest man, willing to work in Upper Peninsula. A man capable of taking charge of the dry goods end of a general store. Must have experience in dry goods, gents' furnishings and shoes. A general all around good man needed. Address No. 501, care Tradesman. 501

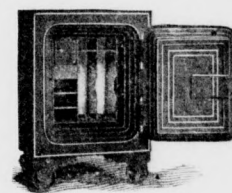
Wanted—To buy stock of general merchandise in small town, with good farming country. Address W. H. Miller, Allegan, Michigan. 520

SITUATIONS WANTED.

Wanted—Position by experienced hardware and grocery clerk. Have had experience in farm implements. Address No. 521, care Michigan Tradesman. 521

A want ad. in the Tradesman will bring results.

Safes That Are Safe



SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.
Tradesman Building

Four Kinds of Coupon Books

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



TRADESMAN COMPANY, Grand Rapids, Mich.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, Sept. 30.—In the matter of C. C. Rice & Son, bankrupt, formerly merchants at Portland, an adjourned first meeting of creditors was held. The first report and account of Glenn S. Benjamin, trustee, was considered and allowed and a first dividend of 10 per cent. declared and ordered paid to general creditors. The meeting then adjourned, without day.

A voluntary petition was filed by Charles M. Hale, a printer of Grand Rapids, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wickes. An order was made by the referee calling the first meeting of creditors to be held at his office on Oct. 15, for the purpose of electing a trustee, if desired, proving claims, examination of the bankrupt, etc. The bankrupt's schedules show no assets not claimed as exempted, and the following creditors are listed:

Heyman Company	\$125.00
Young & Chaffee	12.00
(Above creditors secured by reserve title contracts.)	
Ryskamp Brothers	40.00
Alfred Kraft	8.00
William Andre	18.00
Dr. W. D. Lyman	20.00
Century Fuel Co.	42.00
Michigan State Telephone Co.	18.00
Walker Pickel Co., Muskegon	36.00
Chas. W. Huff, Milwaukee	82.00
Dr. Brah, Milwaukee	12.00
Pastoor Brothers	20.00
Cramer & Oom	20.00
Adrian Spoelstra	9.00

In the matter of Hendershot Credit Clothing Co., bankrupt, formerly of Grand Rapids, the final report and account of Don E. Minor, trustee, was filed, showing a balance on hand for distribution of \$499.49. An order was made by the referee calling a final meeting of creditors to be held at his office on October 14, to consider such report and account, petitions for attorney fees and expenses and declaration of final dividend for creditors.

October 1.—In the matter of John Harris, bankrupt, formerly of Elberta, the final meeting of creditors was held. It appearing there were not sufficient assets to pay administration expenses in full no dividend was declared for general creditors. No cause to the contrary being shown by creditors, a certificate was made by the referee recommending the granting of the bankrupt's discharge. Estate was then closed.

October 2.—In the matter of Louis Levin, bankrupt, formerly tailor of Grand Rapids, the final report and account of Don E. Minor, trustee, was filed, showing a balance on hand for distribution of \$81.99, and an order was made by the referee calling a final meeting of creditors to be held at his office on October 21 to consider such report and account and for declaration of a final dividend, if any, for 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 Cornelius Koeman, bankrupt, formerly baker at Holland, the adjourned final meeting of creditors was held. The final report and account of Cornelius Vander Meulen, trustee, was considered and allowed, and a final order of distribution entered; final dividend of 8 per cent. declared for general creditors. No cause to the contrary having been shown by creditors it was determined a favorable recommendation as to the bankrupt's discharge be made by the referee.

In the matter of Harvey L. Godfrey, bankrupt, agricultural implement dealer of Lowell, the first meeting of creditors was held. By unanimous vote of creditors present and represented Robert E. Springett, of Lowell, was elected trustee, bond fixed at \$500. The following were appointed appraisers: Fred B. McKay, Robert B. Boyland and Grant Warren, all of Lowell. Meeting was then adjourned to October 21 at the office of the referee, at which time the bankrupt was ordered to appear for examination.

In the matter of Joseph R. Resnick, bankrupt, of Traverse City, the first meeting of creditors was held. It appearing from the examination of the bankrupt that there were no assets not exempt an order was entered that no trustee be appointed. Unless further proceedings are requested by creditors the estate will probably be closed at the expiration of twenty days.

October 4.—In the matter of Rodgers Iron Manufacturing Co., bankrupt, of Muskegon, the inventory and report of appraisers was filed, showing the following assets at appraised valuations:

Office furniture and fixtures	\$ 152.90
Drying outfit and equipment	193.35
Pattern shop material and equipment	212.00
Machine shop equipment	1,687.50
Machine shop material	603.20
Second hand machinery	175.00
Finished stock	1,120.00
Old foundry equipment and material	282.50
Fuel and iron	1,883.00
New foundry equipment	1,176.00
Real Estate	6,000.00

Accounts receivable	716.27
	\$14,201.72
October 6.—In the matter of E. C. E. Judd, Incorporated, bankrupt, of Muskegon, the bankrupt's schedules of assets and liabilities were filed, and an order was made by the referee calling the first meeting of creditors to be held at his office on October 22, for the purpose of electing a trustee, proving claims, examining the officers of the bankrupt company, etc. The following assets are listed in the schedules:	
Real estate, factory building, etc.	\$9,700.00
Cash on hand	147.22
Stock in trade	5,606.95
Furniture, fixtures, machinery, etc.	4,525.05
Accounts receivable	1,225.92
	\$21,205.14

The following creditors are scheduled:

Preferred claims for taxes	\$217.78
American Varnish Co., Chicago	47.12
American Screw Co., Chicago	112.60
Architectural Record Co., N. Y.	185.00
Attwood Brass Co., Grd. Rpsds.	219.15
Berry Brothers, Detroit	36.53
M. L. Barrett Mfg. Co., Chicago	17.50
Bridgeport Wood Finishing Co., New Milford	74.42
City Treasurer, Muskegon	194.52
G. C. Chaddock, Muskegon	50.00
Canton Brass Co., Canton	385.83
H. A. Dewey, New York City	25.50
Dickenson Bros., Grand Rapids	65.75
Enterprise Brass Wks., Muskegon	4,305.22
Fuller & Fuller, Chicago	13.00
A. L. Holcomb Vo., Grand Rapids	13.60
Kerns-Utley Lumber Co., Chicago	\$37.94
Lange-Chamberlain-Winter, Muskegon	45.15
J. Marquart, N. Muskegon	33.84
Meyercood Co., Chicago	11.19
R. K. Mann Lumber Co., Muskegon	35.82
Scientific Varnish Co., Chicago	324.00
Standard Varnish Co., Chicago	14.73
E. H. Sheldon Co., Chicago	20.00
S. B. Dowell Works, So. Bend	36.89
Sullivan Oil Co., Chicago	24.65
Towner Hardware Co., Muskegon	55.85
Waterbury Mfg. Co., Waterbury	630.43
E. DeF. Winslow, New York	201.26
Charles Schoenberg, Muskegon	\$39.63
Central Metal & Supply Co., Baltimore	26.75
Standard Mfg. Co., Toledo	48.64
Geo. McCullom, Muskegon	119.20
May Brothers, Memphis (note)	287.83
Plumbers Journal, N. Y. (note)	60.00
Stearns Salt & Lumber Co., Ludington (note)	934.54
M. C. Winslow, New York City, (note)	3,000.00
F. P. Keeney, Chicago (note)	154.25
Domestic Engineering Co., Chicago (note)	100.00
National Lumbermans Bank, Muskegon (note)	1,435.00
Commercial Savings Bank, Grand Rapids (note)	2,000.00
A. Yeager, Muskegon (note)	2,900.00
G. McCullom, Muskegon (note)	950.00
McCullom & Schoenberg, Muskegon, (note)	3,000.00
E. C. B. Judd, Muskegon (note)	500.00
C. Schoenberg, Muskegon, (note)	8,536.94
V. Schoenberg, Muskegon, (note)	300.00
and numerous small creditors	

Total liabilities	\$33,591.78
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Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 6.—Quotations of spot Brazilian coffee showed some advance at the close of the week, apparently in sympathy with the option market, but actual business was, as usual, rather quiet. Boosters seem to think there is no sufficient reason for the advance and buy only for current requirements. This forenoon the option market made a still further advance and the effect on the spot market may be to cause a further turn upward. In an invoice way Rio No. 7 is quoted at 10½¢@10¾¢ and Santos 4s 12½¢@13¼¢. In store and afloat there are of Brazilian coffee, 1,623,321 bags, against 2,361,972 bags at the same time last year. Mild grades have been in good supply and quotations show some advance, good Cucuta being quoted at 14c.

A reduction in the price of granulated to 4.45c failed to create any improvement in demand. Grocers seem to think there is room for a further drop and take only sufficient supplies for current needs.

Stocks of teas in warehouse have become reduced to small proportions and the situation is apparently, de-

cidedly in favor of the seller. The enquiry is fairly satisfactory and the indications are for higher level in the not distant future.

The havoc made by the floods in the South is showing its effect in the strengthening market for rice. What promised to be the heaviest crop on record has been materially reduced and this is a factor to be taken into account. Prime to choice, 5¾¢@5¼¢.

In spices we have a very firm market for pepper, although quotations are not showing any perceptible advance. The whole market is stronger with the advancing season and sellers are confident as to the future.

Molasses shows little if any change. The run of business has been of an everyday character, most of the call being for grocery grades which range from 35¢@40c. Syrups are in light supply and firm at 20¢@25¢ for fancy.

Notwithstanding the fact that statistics show a smaller pack of tomatoes than for years, buyers are not tumbling over each other to purchase largely at 75c for standard threes. Nor do sellers want to take less and are reluctant to accept even this figure, so the market is rather quiet. Corn is firm for well-known brands and for other sorts there are all kinds of prices for all kinds of qualities. A fair price for standard seems to be about 62½¢@65c. Peas of desirable grade are in good request and the market for other lines seems quite satisfactory to sellers.

Butter is steady. Creamery extras, 31½¢@32c; firsts, 28¢@30¼¢; held stock, 31¢@32c; imitation creamery, 25¢@26c; factory, 23½¢@24¼¢.

Cheese is firmly sustained at 16½¢@16¾¢ for top grades.

Eggs are rather quiet. Best Western whites, 28¢@35c, with very choice stock perhaps fetching a little more.

The "Rules of the Game."

From the standpoint of the average grocer, the practices of wide-open competition in handling manufactured products and branded goods, have been quite unfair. By reason of such practices as quantity prices, free deals and unprotected profits certain large buyers and certain other favored and unrestrained sellers were able to undersell the small dealer and make a profit where he lost money and was ruined. True, it was all done in the open and was free from any falsification and deception, such as is claimed in the egg case; but as a strictly competitive question, the situation was very analogous. Grocers do not want competition throttled, but they do want the "rules of the game" clearly defined and established along lines of good sportsmanship, without unreasonable handicaps.

Any form of regulation necessarily challenges individual advantage and not unnaturally raises the question as to whether the "rules of the game" should be designed to give the widest latitude to the most favored, or confine them to certain lines of opportunity open to all alike. Enforced fairness appears to be necessarily a matter of averages, and system demands that "the speed of the fleet be the speed of the slowest ship" to

some extent. System cannot tolerate entire individualism or the result would be chaotic.

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

Buffalo, Oct. 8.—Creamery butter, fresh, 26¢@31c; dairy, 26¢@27c; poor to good, all kinds, 20¢@22c.

Cheese—New fancy 16¢@16½¢; choice 15½¢@16c; poor to common, 6¢@10c.

Eggs—Choice, fresh candled, 30¢@32c; cold storage, 25¢@26c z

Poultry (live)—Turkeys, 14¢@20c; cox, 12c; fowls, 14¢@16c; springs, 15¢@18c, ducks, 14¢@16c.

Beans—Marrow, \$3.75; medium \$2.40; pea, \$2.35@2.40; white kidney, \$3.50@3.75.

Potatoes—75¢@80c per bu.

Rea & Witzig.

An Expensive Drop.

Hiram Jones had just returned from a tour of Europe.

"I suppose," said a friend, "that when you were in England you did as the English do, and dropped your H's."

"No," moodily responded the returned traveler, "I didn't. I did as the Americans do. I dropped my V's and X's."

If you were a bachelor butcher and simply coining money because you had more than 300 unmarried lady customers who were in love with you and many matchmaking mothers who sent their daughters to buy meat, would you want the news of your marriage made public? This is what a Milwaukee butcher asked when he applied for a marriage license and begged the county clerk to withhold his name from publication. He knew he would be boycotted and that all the girls would be "mad" when they heard he had taken unto himself a wife, so he was going to introduce his helpmate as his new hired girl and keep his feminine trade until his fortune is made.

Belding—Daniel Skellenger has purchased the interest of his partner, W. J. Wilson, in the grocery stock of Wilson & Skellenger and will continue the business under his own name.

Durand—Mark S. Schneider has purchased the grocery store of George W. Gillespie and will continue the business in connection with his meat business.

BUSINESS CHANCES.

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

For Sale—A small printing press with a lot of type. For particulars address Wm. Weller, Mineral City, Ohio. 526

For Sale—A good up-to-date hardware and tinshop in a good town of about one thousand inhabitants in Central Michigan. No trades considered. Address No. 524, care Michigan Tradesman. 524

For Sale—An established business, best location in Michigan town about 40,000 inhabitants. Amount of stock about \$7,000, consisting of all new staple dry goods, ladies' and gents' furnishings. Reason for selling, ill health. A rare chance. Address S. D. K., care Tradesman. 523

SITUATIONS WANTED.

Wanted—Permanent position by an experienced general clerk. Have had five years' experience in the business. Can give A1 references. Could come at once. Would prefer a small town. Address No. 525, care Tradesman. 525

Business Culture

You can't make a plant grow.

You can, however, place it in the right kind of soil, in the sunshine, give it sufficient moisture and—*nature* will do the rest. So it is with your business plant. The public is the soil. You must supply the nutrition of an advertising appropriation, the moisture of printer's ink, and the sunshine of attention-compelling booklets and catalogues.

We will supply sunshine and moisture and the nutrition may not be as much as you think

TRADESMAN COMPANY
Grand Rapids

The Tradesman's Sworn Statement Made Under New Postal Law

Statement of the ownership, management, circulation, etc., of
THE MICHIGAN TRADESMAN, published weekly at Grand Rapids,
Michigan, required by the Act of Aug. 24, 1912.

NOTE—This statement is to be made in duplicate, both copies to be delivered by the publisher to the Postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the postoffice.

Editor—E. A. Stowe, Grand Rapids.

Managing Editor—E. A. Stowe, Grand Rapids.

Business Manager—E. A. Stowe, Grand Rapids.

Publisher—Tradesman Company, Grand Rapids.

Owners: (If a corporation, give names and addresses of stockholders holding 1 per cent. or more of total amount of stock.)

E. A. Stowe, Grand Rapids.

W. N. Fuller, Grand Rapids.

S. A. Sears, Grand Rapids.

S. F. Stevens, Grand Rapids.

Henry Idema, Grand Rapids.

N. G. Richards, Grand Rapids.

F. E. Clapp, Grand Rapids.

John DeBoer, Grand Rapids.

Fred Pettinga, Grand Rapids.

E. L. Fox, Grand Rapids.

Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages or other securities:

There are no bonds, mortgages or other securities outstanding against the Tradesman Company.

In regard to section 2 of the law, the Tradesman does not accept payment for any editorial or other reading matter printed as news.

E. A. Stowe, Business Manager.

Sworn to and subscribed before me this 30th day of Sept., 1913.

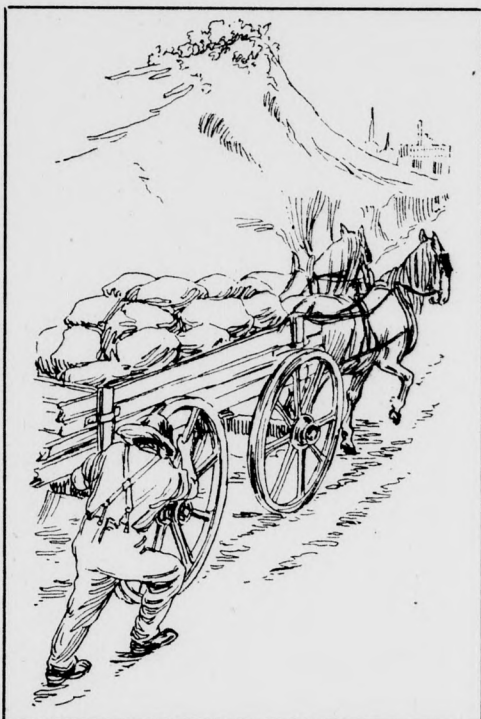
(SEAL)

Florence E. Clapp,

Notary Public in and for Kent Co., Mich.

(My commission expires April 17, 1916.)

Use Your Head Instead of Your Shoulders

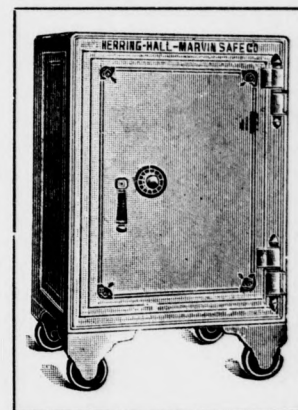


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—W. L. Brownell.

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

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

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