

A DREAM OF AUTUMN

Mellow hazes, lowly trailing
Over wood and meadow, veiling
Somber skies, with wild fowl sailing
Sailor-like to foreign lands;
And the north-wind overleaping
Summer's brink, and floodlike sweeping
Wrecks of roses where the weeping
Willows wring their helpless hands.

Flared, like Titan torches flinging
Flakes of flame and embers, springing
From the vale the trees stand swinging
In the moaning atmosphere;
While in dead'ning-lands the lowing
Of the cattle, sadder growing,
Fills the sense to overflowing,
With the sorrow of the year.

Sorrowfully, yet the sweeter
Sings the brook in rippled meter
Under boughs that lithely teeter
Lone birds, answering from the shores
Through the viny, shady-shiny
Interspaces, shot with tiny
Flying motes that speck the wing
Wave-engraven sycamores.

Fields of ragged stubble, wrangled
With rank weeds, and shocks of tangled
Corn, with crests, like rent plumes dangled
Over Harvest's battle-plain;
And the sudden whir and whistle
Of the quail that, like a missile,
Whizzes over thorn and thistle,
And, a missile, drops again.

Muffled voices, hid in thickets
Where the redbird stops to stick its
Ruddy beak betwixt the pickets
Of the truant's rustic trap;
And the sound of laughter ringing
Where, within the wild-vine swinging
Climb Bacchante's schoolmates, flinging
Purple clusters in her lap.

Rich as wine the sunset flashes
Round the tilted world, and dashes
Up the sloping west and splashes
Red foam over sky and sea—
Till my dream of Autumn, paling
In the splendor all-prevailing,
Like a sallow leaf goes sailing
Down the silence solemnly.

James Whitcomb Riley.

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

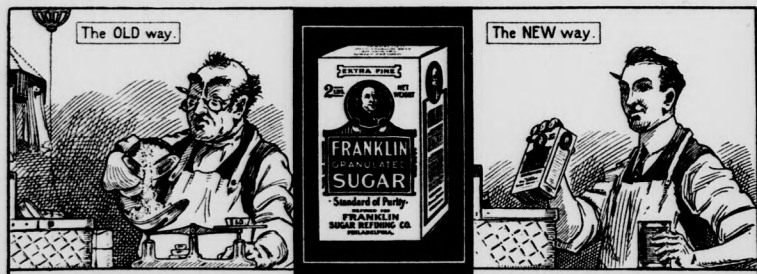
WHEN YOU SEE

THE  GOOD
SIGN OF CANDY

"DOUBLE A"

Remember it came from

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



FRANKLIN CARTON SUGAR IS A LABOR SAVER

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

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

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

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

They Do Say=



that "seeing is believing." If you'll come over to Boston and watch the loading of cars on our side track for a couple of days, you'll be mighty **certain** that "WHITE HOUSE" IS really "goin' some"-and then "some MORE." In the meantime, take it on our "say-so," and put it where it'll do some good. IT'S A **BIG SELLER**.

Dwinell=Wright Co.

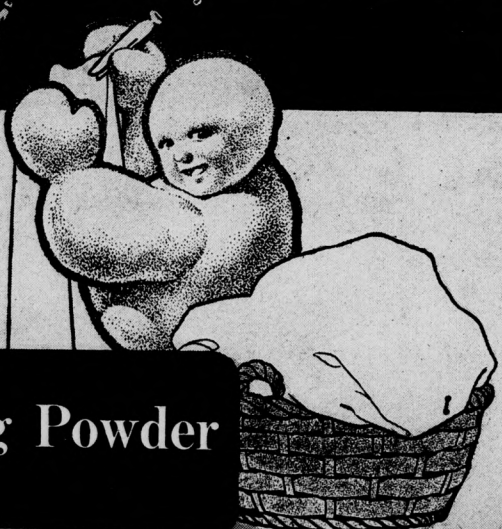
Boston—Chicago

next time

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

Lautz Snow Boy Washing Powder

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



MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 15, 1913

Number 1569

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Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, Oct. 14. —Kalamazoo Council held their regular meeting at the Council rooms Saturday evening. A very enthusiastic meeting was held and the plans for the winter's work were laid out. The Senior Counselor appointed the committee for the social sessions which are to be held in the Council Chamber during the season, as follows: Chairman, C. C. DeFrance, with Bros. F. W. Warren, C. W. Sipley, C. H. Camp, and W. S. Cooke. The first informal dance will be held in the Council rooms the first Saturday evening in November.

T. A. Williams, 416 Pearl street, representing The Pitman-Myers Manufacturing Co., Indianapolis, Ind., and Philip S. McGuiness, 513 Oak street, representing The Omaha Packing Co., Chicago, were initiated into the mysteries of the order and enrolled as members of the Grand Commercial Army.

The application of Royal A. Couey, 729 Axtell street, a member of the sales force of the International Harvester Co. of America, was received and he was elected to take the work at the next regular meeting.

Since the meeting, the transfer card of H. J. Linsner of this city representing Morris & Co., of Chicago, and a member of Adrian Council No. 420 has been received by the Secretary.

We are very glad to receive these transfers and become better acquainted with the members of the Order within our jurisdiction.

Grand Rapids Council has asked the waiver of Kalamazoo Council on H. F. Jones, 2350 Niles avenue, St. Joseph, Mich., which we have granted, it being the wish of Mr. Jones to affiliate with our brothers in Grand Rapids.

By the way, we do not hear very much from Grand Rapids about when they wish to play that third ball game. Our boys can stand for the practice and would be very glad to start another series of three games should the boys of 131 so wish. But then, we can sympathize with Grand Rapids. Time was when we thought we had a baseball team and Grand Rapids showed them how to play ball, but now the boys of

the team are doing all the showing to Grand Rapids.

Don A. Youngs & Co., formerly of South Haven, have again started in business in South Haven at the old stand, popularly known as the East Side Grocery, which has been conducted by C. L. Myner during the time which has elapsed since Mr. Youngs left the city. From all appearances, the outlook for a prosperous future for this store is very bright. Old customers are finding their way back and renewing acquaintances with Mr. Youngs and his son Don.

C. L. Myner is working in the store known as the Teeter Grocery next door to the post office.

The members of our fraternity, in the course of their travels over the country, have the opportunity to come into contact with all classes of service by the railroads. I mean especially at this time the men of whom they buy tickets, for the railroads are very desirous that the public purchase tickets before entering the coaches, thus lightening the labors of the conductors. Those who travel out of Kalamazoo on the South Haven division of the M. C. are well aware of the number of cash fare slips the conductors have to punch each trip. The Michigan Central is very urgent at this city that we buy tickets, and we expect courteous and prompt treatment at the window. A few weeks ago, information asked of the local Michigan Central agent over the telephone, in fact an explicit letter of details quoted by the General Passenger Agent of the Burlington Road out of Chicago in regard to rates and routes to Buckingham, Colorado, information asked being read from this letter, the agent left the 'phone and remarked to some one in the office "the d— fool does not know where he wants to go," then returned to the phone and insisted that the Junction where the change was to be made was not on the main line. A few days later in talking personally with the agent I learned that he was the party who answered this particular call. A very disobliging and unsatisfactory interview resulted in the parties going to Chicago and buying their tickets in that city. The railroads are very desirous of selling tickets as far as they can at the local offices, thus making the better showing for each particular station. This resulted in the loss of over \$45 in tickets at one call simply because the agent was so important in his own estimation, and discourteous.

In sharp contrast to the above, was the action of the agent of the Burlington in Chicago. Receiving a letter on Saturday that led the Secretary to believe that his wife and daughter were enroute from Colorado and not wishing to make a needless trip to Chicago to meet them, he telephoned the Burlington agent at Chicago to learn if they

were on this particular train. Asking how to settle for the message which had to be sent to the conductor of this train which was then in Nebraska, the reply, and the subsequent message to Kalamazoo, was informed to "lose no sleep over that, it's The Burlington Way, we do all we can for the convenience and accommodation of our patrons" and the message to Kalamazoo came PAID. This saved a trip to Chicago and back, as the folks were not on the train, in addition to the time saved.

Perhaps several complaints of a similar nature made in person to the proper officials of the road would result in at least securing a courteous reply to enquire and lead the local official of the Michigan Central to know that when a rate is asked for to a given point the party asking generally knows where he wishes to go and does not ask for the purpose of receiving a rebuff, or insult.

V. V. Wilson, formerly with the Perfection Piscoit Co., of Fort Wayne, Ind., and residing at 1515 Fairbanks Court, has located at Vancouver, Washington.

F. H. Bowen, local manager of Lee & Cady, has been confined to his house several days the past week.

B. J. Desenberg, Lawton, Mich., one of the oldest men in the retail grocery business in Van Buren county, died Saturday, Oct. 4, and was buried in Kalamazoo the following Tuesday. He will be long remembered by the traveling men who pass through Lawton, as he was a personal friend of every man who called on him regularly. We have missed his usual smiling face and his welcoming handshake for the past few months, but his memory will remain and the little kindly acts he was always doing for those in sorrow and suffering will never be forgotten.

R. S. Hopkins.

Certainly Looked That Way.

A Westener who had never seen the ocean was standing on the beach and he asked the beach guard:

"Say, mister, do you fellows sell this water in case folks want to take a sea bath in their rooms?"

The beach guard thought he would "jolly" him along and told him it was fifteen cents a bucket, or two buckets for a quarter.

The man seemed to think that was too expensive and went away. When he came around again it was low tide.

"Great Scott," said he, "but you've sold a lot since morning, haven't you?"

Where the Punishment Fits the Crime.

Justice David J. Brewer was once asked: "What is the extreme penalty for bigamy?"

He smiled and answered: "Two mothers-in-law."

Disapproves Fighting Fire With Bombs.

Grand Rapids, Oct. 13.—Your letter of recent date received, making enquiry as to whether I had ever seen the idea advanced of fighting fire with bombs. I have not. Neither do I consider it practical for many reasons. After a fire has gained headway, experience has taught that it requires water or some other means of sufficient volume to lower the temperature of the heat of the fire before any progress is made. In small fires it is possible to extinguish them by excluding the air using carbolic acid gas, as is done very effectively with the chemical engine.

As to remedies for the great loss by fire in the last two years, thinking men have turned to the necessity of prevention by inspection and by better building laws more vigorously enforced. I have never heard of an instance where there has been very much accomplished by the use of explosives in case of a conflagration. As a rule conflagrations start at a point where there is a large quantity of inflammable material, either in one building or in numerous wooden buildings which are contiguous. Owing to high winds sparks from this fire are carried long distances setting other fires where like conditions exists and to which there is no apparatus to respond. Other people attribute the great loss to over insurance, thus throwing the responsibility upon the insurance companies. If insurance matters were so arranged as to make it impossible for a fire to be profitable it would do much to lessen the losses, as there are many more crooked fires than the public are aware of. Attempts to lessen losses by better laws are prevented by special interests, as was done here a short time ago when an attempt was made to prohibit shingle roofs and the lumbermen—being the special few—while the people suffer thereby.

In some cities large streams of water, by the use of fire boats on high pressure systems through a pipe line or from a local pumping station, are found to be the most effective.

Henry Lemoine, Fire Marshall

She Saw it Herself.

"Farmers," said the fair city visitor, "are just as dishonest as the city milkmen."

"How d'ye make that out?" asked the farmer's wife.

"This morning" said the girl accusingly, "with my own eyes I saw your hired man water the cows just before he milked them."

The mother tongue frequently runs to baby talk.

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, Oct. 7.—In the matter of the Interchangeable Fixtures Co., bankrupt, of Grand Rapids, the schedules of assets and liabilities were filed, and an order made by the referee calling the first meeting of creditors to be held at his office on Oct. 20, for the purpose of electing a trustee, proving claims, examination of the officers of the bankrupt, etc. The following assets are scheduled:

Equity in real estate	\$15,000.00
Cash on hand and in bank	192.88
Promissory notes on hand	11,535.52
Merchandise	19,400.00
Machinery, tools, patterns, dies and fixtures	7,350.00
Accounts receivable	11,902.94

The following creditors are listed: \$65,381.34

Preferred.

Labor claims for period Sept. 14 to Sept. 24, 1913	\$ 612.24
Debts incurred by trustee for creditors for the preservation of assets, May 15 to Sept. 24, inclusive, together with the fees of trustee for services and other expenses incurred in discharge of his duties	3,694.03
Taxes	194.89

Unsecured Creditors.

Aeene Lumber Co., Grand Rapids	64.28
American Druggist, New York	220.00
Wm. J. Ahern, San Francisco	60.00
American Corrugating Co., Grand Rapids	319.73
American Glue Co., Boston	220.37
Bailey Knitting Co., Fort Plains	70.70
Bxbee Publishing Co., Chicago	54.00
Barclay, Ayers & Bertsch, Grand Rapids	473.36
Bulletin of Pharmacy, Detroit	250.00
Bradley Stencil Machine Co., St. Louis	75.00
Wm. A. Borkey Furn. Co., Grand Rapids	74.00
Chicago Screw Co., Chicago	15.34
Concord Foundry Co., Elkhart	29.89
Central Tube Co., Pittsburgh	55.00
Consumers Paper Co., Detroit	26.94
Courad-Kammerer Glue Co., New Albany	30.72
The Camera Shop, Grand Rapids	27.82
Capron Knitting Co., Utica	31.50
Connor Foundry Co., Grand Rapids	281.72
Central Mich. Paper Co., Grand Rapids	147.07
Columbus Varnish Co., Columbus	93.30
Cadillac Veneer Co., Cadillac	735.85
Central Roller & Supply Co., Grand Rapids	11.15
Chicago Rubber Co., Chicago	33.45
Devoe & Reynolds Co., Chicago	104.27
Decorators Supply Co., Chicago	266.24
Dale Bros. Excelsior Co., Grand Rapids	60.03
Dry Goods Reporter, Chicago	33.00
F. Eggers Veneer Seating Co., Two Rivers	401.04
Fonda Glove Lining Co., Fonda	40.37
G. R. Paper Co., Grand Rapids	43.97
Foster Stevens & Co., Grand Rapids	556.22
G. R. Wood Finishing Co., Grand Rapids	13.00
G. R. Hand Screw Co., Grand Rapids	22.50
G. R. Foundry Co., Grand Rapids	207.07
G. R. Paper Box Co., Grand Rapids	16.16
G. R. Hardware Co., Grand Rapids	13.13
G. R. Electrotypes Co., Grand Rapids	722.19
Great Western Oil Co., Grand Rapids	34.84
G. L. Lumber Co., Grand Rapids	269.23
Hatch, McAllister & Raymond, Grand Rapids	25.00
Grand Ledge Chair Co., Grand Ledge	20.50
Heath & Milligan Mfg. Co., Chicago	8.30
Norman C. Hayner Co., Rochester	24.00
Hazeltine & Perkins Co., Grand Rapids	23.10
Hallock Advertising Agency, Grand Rapids	12.90
Hart Mirror Plate Co., Grand Rapids	279.55
H. H. Hopkins Co., Chicago	72.50
H. M. Hooker Co., Chicago	60.18
Heyestek & Canfield, Grand Rapids	435.94
Haberdasher Co., New York	288.95
Hibbard, Spencer & Bartlett Co., Chicago	21.00
F. G. Youngblut Co., Chicago	32.83
W. K. Jahn Co., Chicago	221.35
Koler Brothers, New York	62.50
C. G. Keenan, Grand Rapids	382.50
Wooster Decorating Co., Chicago	165.79
A. B. Knowlson Co., Grand Rapids	559.00
A. Lettelt Iron Works, Grand Rapids	55.00
Louisville Varnish Co., Louisville	76.50
Geo. M. Leonard Co., Grand Rapids	35.00
Lewis Electric Co., Grand Rapids	13.08
Los Angeles Apparel Gazette, Los Angeles	50.00
Geo. N. Lowrey Co., New York	319.34
Lanzon, Cutter & Head Co., Chicago	23.05
Mager & Gungelman, New York	46.47
W. D. Mossinger & Co., Chicago	83.28
W. A. Martindale & Co., Grand Rapids	183.92
S. A. Norman & Co., Grand Rapids	23.35
Merchants Record & Show Window, Chicago	190.28
Mich. Aux. Fire Alarm Co., Detroit	30.00
National Hair Goods Co., Chicago	11.00
Northern Fire Apparatus Co., Minneapolis	42.00
Nichols & Cox Lumber Co., City	254.84
Northwestern Druggist, St. Paul	100.00
National Lock & Stamping Co., Grand Rapids	336.65
National Brass Co., Grand Rapids	30.30
National Dry Kiln Co., Indianapolis	383.00
Otis Elevator Co., Grand Rapids	175.00

Pittsburgh Plate Glass Co., Detroit	36.00
L. Petrie, Grand Rapids	17.00
Policy Holders Service & Adj. Co., Grand Rapids	21.00
Pacific Drug Review, Portland	48.00
Pacific Drug Pub. Co., San Francisco	40.00
Rathbun Knitting Co., Woonsocket	40.00
Henry Rowe Mfg. Co., Newaygo	30.25
Retail Druggist, Detroit	168.91
Root Newspaper Ass'n., Chicago	730.25
Walter K. Schmidt Co., Grand Rapids	43.85
Sefton Mfg. Co., Chicago	111.19
F. W. Thurston Co., Chicago	21.00
Tisch-Hine Co., Grand Rapids	62.15
Tradesman Pub. Co., St. Louis	99.50
Tradesman Company, Grand Rapids	296.38
Toledo Plate & Window Glass Co., Grand Rapids	243.63
Tannevitz Works, Grand Rapids	63.00
U. S. Glue Co., Grand Rapids	27.54
Visel-Conover Co., Bronson	55.87
Valley City Milling Co., Grand Rapids	30.22
Valley City Ice & Coal Co., Grand Rapids	210.38
Virginia Mining Co., Saginaw	47.12
Valley City Desk Co., Grand Rapids	20.10
John Widdicombe Co., Grand Rapids	200.00
Wausau Sandpaper Co., Wausau	27.05
Wolf-Loockwood Lumber Co., Grand Rapids	2,805.40
W. P. Williams, Grand Rapids	25.28
Wilmarth Show Case Co., Grand Rapids	119.67
Welsh Mfg. Co., Grand Rapids	353.02
And numerous other small creditors.	\$17,492.03

Promissory Notes.

Peoples Savings Bank, Grand Rapids	\$ 5,112.50
Peoples Savings Bank, Grand Rapids	3,088.00
Wolf Lockwood Lumber Co., Grand Rapids	1,026.33
Wolf Lockwood Lumber Co., Grand Rapids	614.30
Wolf Lockwood Lumber Co., Grand Rapids	614.30
Wolf Lockwood Lumber Co., Grand Rapids	613.10
Tradesman Company, Grand Rapids	583.78
E. Wonnink Wood Turning Co., Grand Rapids	118.75
National Lock & Stamping Co., Grand Rapids	256.75
Connor Foundry Co., Grand Rapids	164.57
E. A. Stowe, Grand Rapids	518.08

Oct. 8.—In the matter of the Dearborn Corporation, bankrupt, of Holland, the report of Daniel Tencate, trustee, of sale of the assets of said estate to the Holland Printing Co., for \$1,525.00 was considered. The trustee reported a new bid for such assets of \$2,275.00 from W. R. Cardy, of Chicago, and the trustee was directed and authorized to consummate such sale to W. R. Cardy; the sale to the Holland Printing Co. being not confirmed.

A voluntary petition was filed Charley F. M. Larsen, of Holland, and in the absence of Judge Sessions the order of adjudication was made by Referee Wicks. An order was also made by the referee calling the first meeting of creditors to be held at his office on Oct. 24 for the purpose of electing a trustee, if desired, proving claims, examining the bankrupt, etc. The only asset scheduled by the bankrupt is certain accounts receivable of the face value of \$47.95. The following creditors are listed:

The following creditors are listed: \$521.91

Hanchett Paper Co., Chicago	\$ 11.65
Standard Mfg. Co., Holland	25.60
Superior Cigar Co., Holland	1.65
Charles Hubbard, Holland	33.00
Holland City State Bank, Holland	318.00
(Note)	1.32
J. Oudemoolen, Holland	36.39
National Biscuit Co., Grand Rapids	3.63
Bishop & Rafterman, Holland	2.70
Piowaty & Sons, Grand Rapids	8.25
Arie Deppenhorst, Zeeland	24.15
Nienhuis & Knoll, Holland	27.10
Phernambucq Meat Market, Holland	1.97
G. H. Cross, Chicago	25.50

Oct. 9.—In the matter of Elmer E. Jenks, bankrupt, formerly of Grattan, the final meeting of creditors was held. The final report of David A. Warner, trustee, was considered and allowed, and compromise settlement for \$725 of partnership accounting of Chas. Jakeway & Co. approved. No cause to the contrary being shown by creditors, it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee. Final dividend of 14-5 per cent. declared and ordered paid. A first dividend of 10 per cent. had been heretofore paid, making total for ordinary creditors 24-5 per cent.

Oct. 10.—In the matter of Richard W. Elwood, bankrupt, merchant at Bellevue, the trustee, A. B. Hoyt, filed a report showing an offer from Edward Pierce, of St. Johns, Michigan, of \$375 for the stock of merchandise and furniture and fixtures of said estate, including the bankrupt's exemptions, all of which are of the appraised valuation of \$482.10. Creditors having been directed to show cause, if any they have, at the office of the referee, Oct. 23, why such offer, or such other offer or offers as may be received by the trustee in the meantime, should not be accepted and such sale authorized and confirmed.

Oct. 9.—In the matter of Ashley & Smith, bankrupt, formerly merchants at Howard City, the trustee, William B. Holden, of Grand Rapids, filed his supplemental final report and vouchers for all disbursements, and an order was

entered closing the estate and discharging the trustee. No cause to the contrary having been shown, a certificate was made by the referee recommending the granting of the bankrupt's discharge.

Oct. 14.—In the matter of Francis J. Heany, bankrupt, merchant at Ionia, the inventory and report of appraisers showing the following assets at the appraised valuations:

Merchandise	\$ 449.14
Furniture and fixtures	326.25

The trustee, Fred D. Vos, of Grand Rapids, is making an effort to sell the assets at private sale.

In the matter of Clark O. Bigler, bankrupt formerly in the commission business at Rothbury, the final report and account of A. E. Souther, successor trustee, was filed, showing total receipts of \$546, disbursements for preferred claims \$99.18, administration expenses \$28.12, and a balance on hand for distribution of \$418.70. An order was made by the referee calling the final meeting of creditors to be held at his office on Oct. 30, to consider such final report and for the purpose of declaring and ordering paid a final dividend to 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 Edward J. Carroll, bankrupt, formerly merchant at Manton, an adjourned first meeting of creditors was held. The first report and account of John F. Berner, trustee, showing balance of cash on hand of \$1,890.85 was considered and allowed, and order for first distribution entered; first dividend of 10 per cent. declared and ordered paid to all creditors whose claims have been allowed up to and including this date. Decision on the trustee's report of exempted property was withheld pending proceedings to determine the amount of money in the possession of the bankrupt at the time the petition was filed. A petition was filed by the trustee alleging that the bankrupt, Edward J. Carroll, has failed to account for merchandise and money, or both, of the estimated value of \$8,264.19, and praying for an order requiring said bankrupt to account to the court for same. An order was made by the referee requiring the bankrupt to answer such petition, and for a hearing thereon on Oct. 30.

St. Joseph Referee.

St. Joseph, Oct. 6.—Based upon the petition of the W. T. Richards Company, and the First National Bank of Chicago, and the City National Bank of Evanston Victor L. Palmer, former Secretary and Treasurer of the Michigan Buggy Company, bankrupt, was declared bankrupt by Judge Clarence W. Sessions and the matter referred to Referee Banyon, who has entered an order for the bankrupt to prepare and file his schedules. It is understood that Mr. Palmer has endorsed paper of the Michigan Buggy Company to the amount of \$1,600.00.

Oct. 7.—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held at the office of the bankrupt's attorney in Kalamazoo. Certain claims were allowed and the examination of the bankrupt continued for the purpose of discovering assets. The assets of the bankrupt will inventory about \$25,000, with claims of some \$75,000.

Oct. 8.—In the matter of the Michigan Buggy Company, bankrupt, of Kalamazoo, the examination of the officers of the bankrupt was continued before Referee Banyon for the purpose of discovering assets and to ascertain if any preference had been given creditors during the four months' period. The examination has disclosed many things of interest to the creditors and will be continued for several weeks.

Oct. 9.—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, an order has been made by the referee confirming the sale of all the bankrupt's assets to Charles B. Hays, of Kalamazoo, for the sum of \$15,000. The Kalamazoo National Bank filed a petition to recover certain money from the trustee, which money had been assigned to the petitioner previous to the four months' period and had been collected by the trustee. The referee made an order for a hearing on the petition for Oct. 15.

Oct. 11.—Isaac Shinberg, a merchant tailor of Kalamazoo, filed a voluntary petition and in absence of the District Judge the matter was referred to Referee Banyon, who entered an order adjudging him bankrupt. The referee appointed Roscoe G. Goembel, receiver of the bankrupt's assets, pending the first meeting of creditors for the election of a trustee. The schedules of the bankrupt disclose the following assets and liabilities.

Assets.

House and lot, purchased on land contract. Equity	\$ 200.00
Cash on hand	5.00
Household goods	250.00
Stock in trade, tools, etc.	235.00
Book accounts	100.00

Total	\$ 790.00
Liabilities—Unsecured Creditors	
P. B. Appleton's Sons, Kalamazoo	11.00
The Worenitz Knitting Co., Kalamazoo	27.50
Simon & Jacoby, Kalamazoo	22.86

Never Fall Suspender Co., Greenfield, Ohio	25.50
A. Goldberg & Co., Chicago	124.38
F. A. Cowenbach & Co., Kalamazoo	9.00
Richelleu Co., Chicago	50.35
Steinberg Tailoring Co., Chicago	15.75
Best Tailoring Co., Chicago	3.00
Herman & Goldsmith, Chicago	94.38
Commonwealth Power Co., Kalamazoo	18.00
Buron Hosiery Co., New York City	36.85
Kaiser & Co., Kalamazoo	5.25
Telegraph-Press, Kalamazoo	24.90
American Commercial Advertising Co., New York	35.39

Keller Knitting Co., New York	22.50
R. A. Glezer, Kalamazoo	40.00
Star Paper Co., Kalamazoo	6.00
Frank Boyce, Kalamazoo	7.70
Cortiss Coon Co., New York	27.92
International Handkerchief Co., New York	199.69
Cheney Bros., New York	11.00
Frisbie Cone & Co., New York	109.34
Kalamazoo Gazette, Kalamazoo	35.00
Mrs. Cornelia McEntee, Kalamazoo	390.00
J. R. Van Hols, Kalamazoo	12.00
Worth Mfg. Co., Kalamazoo	38.00
Farmers Spiegel Co., Buffalo, N. Y.	25.00
Modern Tailoring Co., Cleveland	60.00
B. Stein & Sons, Indianapolis, Ind.	200.00
Kahn Tailoring Co., Kalamazoo	600.00
H. & C. Thomas, Charlotte	50.00
F. Flansburg, Kalamazoo	35.00
Dallas Boudeman, Kalamazoo	75.00
Kalamazoo City Savings Bank, Kalamazoo	50.00
A. Holland, Kalamazoo	30.00
American Sign Co., Kalamazoo	9.00

Total \$ 2,449.64

Poor Boat Service From Soo to Mackinac.

Sault Ste. Marie, Oct. 13.—There is much unfavorable comment here on the service given by the Arnold Transportation Co. of late and it is a wonder that they have any patronage at all. They ignore all schedules and run the steamer Mackinac to and fro at their convenience. This is the worst service they have ever given in the history of their business. It used to be fairly safe to figure on the boat leaving the Soo, after the tourist season, every Saturday, Monday and Thursday morning in the neighborhood of 7 o'clock, but the boat comes and goes now without notifying the agent here and the information given the shippers as to when the boat will leave is so uncertain that there is no telling whether or not any freight will be received or taken. It was reported on Tuesday that the boat would leave on Wednesday morning of last week and, depending on this, the perishable freight was billed out the night before and delivery made in the morning when the agent at the dock stated that the boat had not as yet arrived, but would probably stop at any time, as it was loading paper on the Canadian side, so that the freight was again taken down to the dock, when it was learned that the boat had left about midnight the night before while the dock agent was away for the night, so that the merchants at Mackinac were without their supplies by depending on the Arnold Transportation company for service. It seems too bad that the transportation company should be allowed to do business in this manner where the public is put to such inconvenience and suffer the loss of trade by being obliged to depend on this kind of service, and it is hoped that the necessary steps will be taken with the management to request a passenger and freight line to have some system whereby the public will receive due consideration. K. of G.

Took Him Literally.

Ethel—Why do you wear gloves while learning to play whist?

Edith—Oh, Jack says I must never let anyone see my hand.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Oct. 13.—Why, oh why, do the otherwise splendid hotels in Michigan persist in serving the roller towel when it is in direct violation of the law of the State of Michigan?

Max Lichtenauer, the Greenville heavyweight, was a Detroit visitor a few days ago. Max represents a New York varnish house and says the varnish he sells will give a better shine than the poorest whisky ever sold and will last much longer.

Not having seen Detroit for over a week, we will be obliged to scramble through a couple of columns of mere nothings.

Four hotels—think of it—in one of our Northern towns—and not a place to stay.

What a fine time that Wolverine hotel keeper could have in Kishinev, Russia, helping the natives massacre the Jews!

Chas. F. Klaffke is now covering the territory of Ed. Collins, of Burnham, Stoepe & Co., Mr. Collins being laid up at his home in Carson City. Mr. Klaffke, in his regular routine of duty, covers the city trade of Detroit—which, in a Detroiters' estimation, is equal to the balance of the State.

Carl Peterson, who started as a clerk for H. J. Palmiter, of Hart, a few years ago, later becoming a partner with Mr. Palmiter, has severed his connection with the firm and is now conducting an up-to-date clothing and furnishing goods store for himself. Carl is young, handsome and ambitious; besides, he always finds time to be courteous to the traveling men, who, in return, wish him much success in his recently started business.

Saturday night, Oct. 18, is down on the calendar as the one big night of U. C. Tism. This night, which in the natural course of events has been designated as booster night, is looked forward to by many members of the order. Already the list of candidates to be initiated has reached a good size, with two or three more days in which to hear from the different members who have failed to report as yet. Every visiting U. C. T. member is invited to attend the meeting.

Harry, better known as "Stogie" Downey, was a Detroit visitor recently and from this conversation it was gleaned that he is soon to become a Grand Rapids citizen: "Stogie," who represents Swisher & Son, of Newark, Ohio, stogie manufacturers, is very well known throughout Michigan and Grand Rapids is to be congratulated on the acquisition of himself and family, consisting of a wife and two fine children, a boy of 8 and a girl of 9. He is a member of Elyria, Ohio, Council and intends transferring to Council No. 131.

The ambitious and faithful traveling men continue to advance in their professions. The latest to be marked for a place in the travelers' hall of fame is Jay Jaffe, of the Halters Shoe Co., of Cincinnati. Mr. Jaffe represented the Cahill-Halters Co., manufacturer of ladies' shoes, in Michigan

for a number of years and when that house re-organized as the Halters Shoe Co., he was taken in as a member and is now on the board of directors. Mr. Jaffe is still covering his old territory, for which the trade in general is very thankful, as a more popular traveling man never padded an expense book. The new firm shows a good sized increase over the business of the old firm. Our best wishes are extended to Jay and the new firm.

Joe Jacobson, member of the firm of Jacobson Bros., Greenville, is a young man of many sage sayings. Joe says opportunity is something very seldom seen until it is not there to be looked at.

Mose Weiss, former star ball player and Grand Rapids citizen of large acquaintance, is now manager of the shoe department for the Wm. D. Hardy Co., of Muskegon. One of the wonders of the day is how Mose, who is of marriageable age, ever escaped the clutches of some of the lovely damsels who are looking for a home of their own. But then, Mose being a good boy (?), the good Lord has always favored him.

At this time we wish to pay a small enough tribute to one of Michigan's grandest men and hotel managers, W. P. Hetherington, of the Hotel Belding, at Belding. Only last week, as has happened to others during Mr. Hetherington's and good old Tom Brackin's regime, a traveling man was taken ill and was obliged to take to his bed at the hotel. If this traveling man had been in his own home, with the entire family to attend him, he could not have received better treatment than that accorded him by Mr. Hetherington and his lovely wife. Would that there were more Hotel Beldings and Hetheringtons in Michigan!

B. Halper, who for a number of years, represented the Apsley Rubber Co., of Chicago, has resigned to engage in the clothing business, which offers him a larger field. Mr. Halper will represent Eisenberg & Settel, manufacturers of the famous Art-crafts clothes for young men. Mr. Halper's friends, whose names are legion, wish him success in his new work.

Ed. Collins, Burnham, Stoepe & Co.'s representative, who was taken seriously ill at Belding, has been showing marked improvements and was able to be removed to his home in Carson City Monday.

Jensen & Wheeler, of Belding, sometime ago leased the store adjoining the one occupied by them for a number of years and have about finished the alterations, making it a very attractive and up-to-date ladies' ready-to-wear department.

The following we absolutely refuse to accept any blame for:

Sing a song of expense books
Booklet full of lies.
Four to twenty dollars
To inflate the size.
Travelers working overtime
On punk meals galore.
If he pads the booklet
He earns it—and some more.

A bird of a time may be called a lark.

News reports gave the sad details of the sudden death at the American

House, Kalamazoo, of Frank Sanford last Thursday. Mr. Sanford, who covered the Michigan territory for a number of years for H. F. Dovenmuehle & Son, shoe manufacturers of Chicago, was very well known and beloved by all who came in contact with him. The cause of his sudden demise was acute indigestion. Mr. Sanford leaves a wife and two children to mourn his loss, in Marengo, Ill., his home town. His territory is now being covered by Louis A. Victor, of Chicago, an old knight of the grip, who has been covering the states of North and South Dakota for the same house for a number of years.

There is a reason for everything except why does George Abbott, of Grand Rapids talk so loud?

The much discussed topic regarding the selling of traveling men's samples has finally been settled by the Interstate Commerce Commission, the following Associated Press report explaining it in full:

Sample baggage carried for display may be checked by a passenger over a railroad, but such samples may not be sold or distributed at any point to which they have been checked as baggage, according to a ruling made to-day by the interstate commerce commission.

"Such articles," the commission holds, "may be lawfully distributed or sold at any point to which they have been shipped as mail or freight, or they may be lawfully so shipped from a point to which they have been checked as baggage as samples for display."

Isaac Kipp, the jolly Greenville general merchant, who recently dedicated a brand new up-to-date store, says that hard work is the apple of life, but it beats all tophet how many ginks prefer lemons.

George Edson, who has represent-

ed Edson, Moore & Co. two years longer than Forest Campbell, viz—81 years, two hours and six minutes—says he will still be on the job when some of us young cut-ups are back on the farm.

Another "last" word about Council No. 9. Don't forget the big date Saturday night (next), Oct. 18. Booster night.

Much ado about nothing—referring, of course, to this week's donations.

Last week kind scribe Rockwell, in referring to our speech (?), says we used a few well chosen words, etc.

Honestly, though, we could swear they were frozen words.

Which reminds us of the coming winter.

Many are chilled, but few are frozen.

Travelers are not affected, however.

They get the icy mit too often.

James M. Goldstein.

The Uses of a Quarantine Sign.

During a dangerous epidemic in a small Western town every infected house was put under quarantine. After the disease had been checked the health officers were taking down the quarantine signs, when an old negress protested bitterly against their action.

"Why, Auntie," said an officer, "why don't you want me to take that sign down?"

"Well, sah," was the reply, "dey ain' be'n a bill collectah neah dis house sence dat sign went up. You-all let it alone."

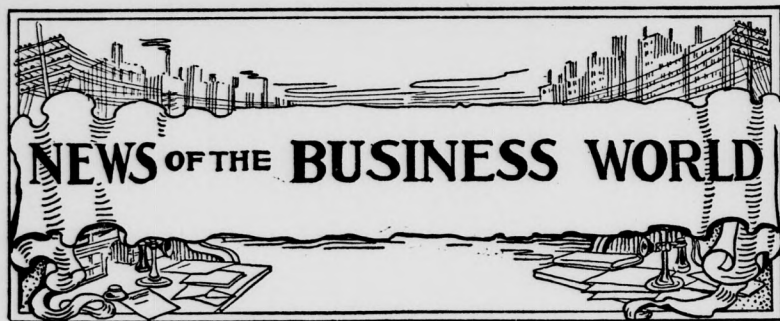
ROYAL



BAKING POWDER

Absolutely Pure

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



Movements of Merchants.

Orleans—C. Liebum is closing out his general stock at auction.

Palo—Ernest DeHart, recently of Vickeryville, has opened a meat market here.

Paw Paw—V. A. Lepper, recently of Marshall, has opened a department store here.

Mendon—I. J. Tracy succeeds Mrs. I. J. McClellan in the restaurant and ice cream business.

Detroit—The Detroit Savings Bank has increased its capital stock from \$400,000 to \$750,000.

Otsego—O. O. Ring, dealer in groceries, was married to Miss Ida Cushman, of Chicago, Oct. 9.

Eaton Rapids—C. Gilmore, recently of Kent City, has engaged in the grocery business here.

Eaton Rapids—A. W. Nisbitt will engage in the jewelry and sporting goods business here about Nov. 1.

Palo—Charles Mandeville, a long-time business man, died at his home here last Wednesday of tuberculosis.

Laingsburg—J. B. Lockwood has sold his grocery stock to Charles Swarthout, who has taken possession.

Bear Lake—Fire damaged the James McGuire stock of general merchandise to the extent of about \$300 Oct. 11.

Vermontville—Roy E. Lamb sold his stock of groceries to Roy Beck, who will continue the business at the same location.

Kalamazoo—The South Side Dry Goods Store, under the management of Daniel Aach, will open Nov. 1, on Portage street.

Kalamazoo—F. W. Hinrichs has engaged in the jewelry manufacturing and repair work at 605 Kalamazoo National Bank bldg.

Stanton—F. M. Strouse & Son have purchased the Towle store building and will occupy it with their stock of hardware and groceries.

Lansing—Fire damaged the George F. Trostel furniture stock at 306 North Washington avenue, to the extent of about \$500. No insurance.

Ishpeming—Emil Swanson, who has had charge of the Hughes Mercantile Co.'s meat market has engaged in the meat business on his own account.

Corunna—Carl Pickert and Samuel I. Fox have formed a copartnership and will engage in the chair manufacturing business here about Nov. 1.

Saginaw—The cigar factory of George Orth, 1120 Hancock street, which was damaged by fire to the extent of \$2,500 August 28, is being rebuilt.

Houghton—C. A. Mayworm, for many years a shoe merchant in Houghton, has disposed of his stock

to Albert C. Nichols and William Nichols. Mr. Mayworm removed to Ann Arbor, where he will open a modern shoe establishment.

Midland—Gustav W. Hesse has sold his drug stock to W. Harrison Grinnell, who has taken possession and will continue the business at the same location.

Copemish—C. L. Ferguson has purchased the general stock of Harry Dodt & Co. and will conduct the business hereafter in connection with his meat market.

Onaway—Mores Marks has sold his stock of dry goods, clothing and shoes to Jacob Barnett, recently engaged in trade at Bay City, who will continue the business.

Owosso—H. W. Martin, harness and trunk dealer, has admitted his son, George W., to partnership and the business will be continued under the style of H. W. Martin & Son.

Conklin—Dr. E. O. Cilley has purchased the drug stock which he recently sold to the Hessey Drug Co. and will continue the business under the style of the Conklin Drug Co.

Marquette—L. O. Black, who will manage the Woolworth store in the Colonial building, has opened a temporary office there preliminary to putting in the stock, a considerable part of which is now in the city.

Kaleva—A stranger walked into the general store of Arnold Haidorn Oct. 13, as he was counting his money, preparatory to closing up for the night and, holding him up with a revolver, demanded the cash, which was about \$13.

Battle Creek—Albert Hunsiker, for many years connected with the Hoffmaster store as clerk and floorwalker, and who recently returned from Oklahoma, has taken the position of floorwalker for the new store of the L. W. Robinson Co.

Battle Creek—J. B. Fogelsong, interior finisher and stairbuilder, has merged his business into a stock company under the style of the J. B. Fogelsong Manufacturing Co., with an authorized capital stock of \$10,000, of which \$6,500 has been subscribed, \$2,000 being paid in in cash and \$4,500 in property.

Clarkston—A 10 per cent. dividend to the depositors in the defunct Clarkston State Bank will be declared this fall, according to Receiver Elmer Webster. Notes held by the Bank against farmers in the vicinity are being paid with the receipts from the potato crop, and there is considerable money on hand.

Jackson—The L. H. Field Co., following the example of other depart-

ment stores, have instituted a school of instruction for its employees, sessions to be held three times a week and of forty-five minutes' duration each. Individual classes include one-third of the entire force. Miss Hughes is the instructor of the class, it being obligatory on those of less than four years' experience. The older employees have shown a lively interest in the plan and they also have enrolled. By increasing the sales knowledge and efficiency of the clerks the institution itself is not only brought to a higher plane, but is able to offer a much better service to the public. Benefits also accrue to the salespeople themselves for the thorough training received in this school will follow them throughout their lives as an aid in whatever employment they may undertake or station in life they may occupy.

Fairgrove—Having failed to return after an absence of over two weeks, the creditors of Earl McCloy, the young Fairgrove merchant, have instituted bankruptcy proceedings against him. His peculiar actions at the time of his departure gave rise to the belief that his mind had become affected, but after going over his matters carefully since the close of his store more than a week ago, sentiment has changed among his former friends and creditors. Three years ago he began a business in Fairgrove with money furnished him by his mother and was apparently doing a flourishing business until he had difficulties in meeting several bills. This condition was due to the fact that he had done a considerable credit business and allowed collections to be neglected. Telling his wife he was going away for a day or two, he left his home and has not yet returned. After failing to return for several days his wife closed the store. His mother is the heaviest loser. McCloy's liabilities are estimated at \$3,000 and visible assets are less than half that amount.

Manufacturing Matters.

Cheboygan—C. H. Eby has re-engaged in the baking business.

Detroit—The capital stock of the Henderson Motorcycle Co. has been increased from \$175,000 to \$275,000.

Alpena—George A. Shannon, Secretary of the Alpena Excelsior Co., died at Battle Creek, Oct. 10, aged 40 years.

Detroit—The Venus Electric Lamp Co. has engaged in business with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Ovid—The plant of the Ovid Furniture & Manufacturing Co. has been taken over by the Kirkham-Mattson Co., of Grand Haven, manufacturer of school furniture, etc. The company expect to have the plant in operation by Dec. 1.

Cassopolis—W. H. Gilliland has removed his bakery to the D. L. French building, which he recently purchased and equipped with modern bread making machinery. He will conduct the business under the style of Cassie's Bakery.

Detroit—The Maximum Electrical Co. has been organized with an authorized capital stock of \$50,000, of which \$34,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Cowles-MacDowell Pneumobile Co. has been incorporated with an authorized capital stock of \$4,000,000 common and \$1,000,000 preferred, of which \$2,500,000 has been subscribed \$16,055 paid in in cash and \$2,449,000 in property.

Detroit—The Detroit Cycle & Motor Co. has merged its business into a corporation, with an authorized capital stock of \$100,000 common and \$150,000 preferred, which has been subscribed, \$3,200 being paid in in cash and \$246,800 in property.

Hastings—Edward Barnes, inventor of the vacuum cleaner manufactured by the Advance Mfg. Co., which recently moved to Kalamazoo, is making preparations to manufacture two more specialties which he has invented, the nature of which will be made public within a few weeks.

Escanaba—The Improved Ready Rax Mfg. Co. has engaged in business to manufacture, sell and deal in rug racks, carpet racks and all kinds of racks of like nature, with an authorized capital stock of \$60,000, of which \$31,000 has been subscribed and paid in in property.

Profit in Little Things.

There is a splendid profit in little things, as well as a wonderful pulling power to your departments. A well-arranged bargain table with all articles plainly priced is one of the best investments you can make.

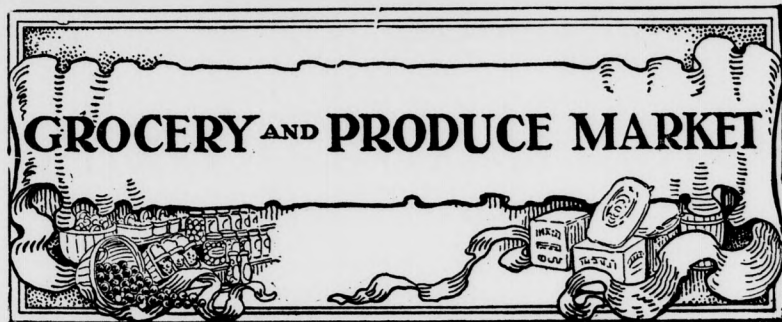
An autumn window would be an appropriate attraction for this month. Have the window decorated with autumn leaves, shocks of corn, and a few pumpkins, or draped in red and yellow crepe paper with artificial autumn leaves in festoons. Arrange your stock of newest fall house-cleaning appliances, preserving paraphernalia, etc., as attractively as possible, and change your display every week. Plenty of neat signs, explaining the purpose and prices of goods, make cheap and effective salesmen.

If yours is a country store, why not offer prizes for the best jelly or preserves or the largest pumpkin brought in for exhibition? If you have a town or city store, offer prizes for the best pumpkin pie baked on pie plates bought in your store, or for the best jelly made in your preserving kettles. It might make a special attraction for women, besides being an inducement to buy your particular brand of goods.

The Future Depends on the Present.

It is all right to look ahead and to plan for the future. But one should not look so far ahead and so intently at the future as to miss seeing what is going on in the present. As a matter of fact the future is based upon the present, and present carelessness may thwart the best laid plans for the future.

Be good natured with all your customers but the recognized dead beats. Don't let them find you too easy to get along with.



The Produce Market.

Apples -- Wealthys, Wolf Rivers, Greenings, Baldwins and Snows command \$3 per bbl.; Wagners, \$3.25; Spys, \$3.50.

Butter--The market is dull. The consumptive demand has fallen off somewhat and the market is 2c lower on factory creamery. Unless the demand increases there will probably be a slight decline. The make is fully up to normal for the season and the average quality is very good. Much more butter is in storage than a year ago, and a prediction is safe that no advance will occur unless there is a very large increase in the demand. Fancy creamery commands 31@32c in tubs and 32½ in cartons. Local dealers pay 24c for No. 1 dairy and 20c for packing stock.

Cabbage--85c per bu.

Carrots--65c per bu.

Cauliflower--\$1.25 per doz.

Celery--17c per bunch.

Cocoanuts--\$4.75 per sack containing 100.

Cranberries--\$6.50 per bbl. for late Blacks.

Crab Apples--\$1 per bu. for Hyslops.

Cucumbers--\$1 per doz.

Eggs--The consumption of new laid eggs continues good. Arrivals are very light and even the bulk of what eggs are arriving show second quality and are pressed for sale. Eggs are now being withdrawn from storage and the market is steady with no likelihood of immediate change. Local dealers pay 24c for strictly fresh.

Egg Plant--\$1.50 per doz.

Grape Fruit--Early shipments are beginning to arrive and receipts will be steady in a few weeks. The arrivals now are only moderate. All sized boxes are offered at \$5.

Grapes--Malaga, \$5.50 per keg. California Tokay, \$1.65 per 20 lb. crate.

Green Onions--20c per dozen.

Honey--18c per lb. for white clover, and 16c for dark.

Lemons--Verdellis, \$6.50 per box.

Lettuce--Home grown head, \$1.25 per bu.; home grown leaf, 90c per bu.

Onions--Spanish, \$1.40 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.

Pears--Sugar, \$1 per bu.; Duchess, \$1.40 per bu.; pickle, \$1.25 per bu.; Keiffer, \$1 for large and 75c for medium.

Peppers--Green, \$1.25 per bu.; Red 20c per doz.

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

Potatoes--50@60c per bu. for home

grown. Country buyers are paying around 40c.

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

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. There has been a good demand for hens and broilers. There is a very good supply.

Radishes--10c per dozen.

Spinach--65c per bu.

Sweet Potatoes-- Virginias command 75c per bu. and \$2 per bbl. Jerseys command \$3 per bbl.

Tomatoes--75c per bu.

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

Origin of the Term "Baker's Dozen."

One of the many explanations offered of the fact that a "baker's dozen" consists of thirteen units, follows:

In those early days when bread was sold in open market instead of in shops, women took up the trade of selling bread from door to door.

They received from the bakers thirteen loaves for the price of twelve, the odd one constituting their profit.

O. A. Fanckboner has acquired a \$10,000 interest in the Wm. P. Canaan Co., the deal having been completed on Monday of this week. The capital stock of the corporation will be increased from \$25,000 to \$50,000. Mr. Canaan will continue as President and General Manager. Mr. Fanckboner will serve as Secretary and Treasurer. The same lines carried in the past will be handled, but the assortment will be enlarged. Mr. Canaan will continue to look after the credits and do some of the buying, while Mr. Fanckboner will buy the sundries and stationery. Several additions will be made to the traveling force about January 1.

Michigan Business, which was established at Saginaw about a year ago as a trade journal in the mercantile field, has suspended publication because of "lack of support by the interests affected." The Tradesman is not a little surprised to note the failure to establish a successful mercantile journal in Michigan outside of Grand Rapids. During the time the Tradesman has been published--thirty consecutive years, by the way--seven trade journals have started and died in Detroit and six have started and died in Saginaw.

Don't wait before starting to push the season's goods until the public begins to ask for them.

The Grocery Market.

Sugar--New York refiners have reduced their quotations on granulated to 4¼c, which automatically reduces the price of Michigan granulated to 4.15c. West of the Mississippi, the price is even 4.05c. At a time when the country is complaining of the high cost of living, it is interesting to note that sugar is actually 63 cents a hundred pounds cheaper than a year ago. Consumption must be heavy, for the population of the country is increasing steadily. Aside from the discounting of the reduction in the duty on sugar of 25 per cent., which takes place next March, the factor most effective in keeping raws heavy is the impending movement of the beet crop which is figured at 700,000 tons. Then, there is the crop of Louisiana cane sugar to take care of, say 300,000 tons, while Cuba has still a stock of something less than 100,000 tons unsold.

Tea--All markets are firmer in tone. The new crop Japans are practically all marketed and firmer prices are expected in consideration of the shortage and the rather inferior quality of low grades. Kobe's tea trade is still dwindling and only about one-half as much is produced in that district as last year. Yokohama and Shidzouka growths are supplanting the Kobe teas to a great extent. The New York wholesale market is very active in all grades and shipments from the primary countries have been below the average. Teas of all kinds are considered good property.

Coffee--All desirable grades of Rio and Santos coffee have advanced another fraction during the week, due to generally firm conditions everywhere, in this country, abroad and in Brazil, and the disposition of several of the large buyers to support the market. Mild coffees have also become much firmer during the week, and prices in some cases are a full cent above those ruling a few weeks ago. Java and Mocha are both comparatively scarce, meaning brown Javass especially, although the demand is light.

Canned Goods -- Tomatoes are weak. The pack has kept on and in a diminishing way is still on. The total production this year will be good. Hardly any packer is trying to get more than 75c in a large way f. o. b. for Mayland 3s, and there are rumors of sales at 2½c less and even at 70c f. o. b. The demand is light. Corn is unchanged for the week, but very scarce and firm; deliveries are beginning. Peas unchanged and dull. Apples firm and quiet. California canned goods show no change and light demand from first hands. Small Eastern staple canned goods are dull and unchanged.

Canned Fish--Salmon of all grades is dull and unchanged. Domestic sardines are still scarce and high by reason of short catch. Imported sardines are unchanged and very high and firm, especially French and Portuguese brands.

Dried Fruits--The raisin association on the Coast has advanced the price of raisins and will probably maintain

the price until after the holidays. High prices continue to rule on all California dried fruits. The shortage on the Coast is pronounced, and it is probable that prices will go higher. Currants are unchanged and dull.

Spices--The duty placed on spices and the big demand have resulted in record increases. Prices on lemon oil are higher than they have ever been in the history of the trade. Lemon oil during the present week was quoted at \$4 per pound. Local wholesalers have paid from 55@75c per pound for several years. The high cost of vanilla beans and lemon oil will result in general advances in extracts.

Cheese--There is a light supply and the market is very firm at unchanged prices. There will likely be a firm market until frost, when the make will decrease and prices may advance.

Provisions -- Smoked meats are steady at a decline of ¼c. Pure lard is in good demand at ¼c decline. Compound lard shares in the decline and shows only a moderate demand. Dried beef continues high by reason of extreme scarcity. Prices are fully 10c per pound above normal. Canned meats are steady at ruling prices; demand quiet. Barreled pork steady and in light demand.

Salt Fish--Cod, hake and haddock are still firm and high by reason of scarcity. Mackerel is firm and shows a constant disposition to advance. Some foreign holders' quotations on large sizes show as much as \$3 advance. Undoubtedly the catch in both Norway and Ireland is light, and prices will be high in spite of the tariff reduction.

Good Joke on Mother.

A certain little boy on the West Side has lived the short span of his life in an atmosphere in which the postal service predominates. His father is employed in the postoffice and studies schemes at home out loud, so it's no wonder that the little fellow is looking forward to the life of a postman.

"Mother, I've been playing postman," said the little boy, entering the house the other day all out of breath.

"Playing postman?" she asked. "Where have you been playing postman?"

"Right here on our street. I've delivered letters to every single house on our side."

"What kind of letters?"

"Real letters."

"Why, you little dear! Where did you get them?"

"Right out of your bureau drawer. I took those old ones you had tied up in a pink ribbon."

Impotent Rage.

"It has been a long time since I read a poem that moved me to tears."

"Only the other day I read a poem that moved me to tears."

"How did it move you so?"

"I wept because I couldn't get at the author."

Leaders of men are women, not infrequently.



James R. Wylie, President of the Grand Rapids National City Bank, has been in poor health for several months, troubled with an ailment that seems slow in responding to medical science. He is gradually recovering his strength, but is still confined to his home though not to his room. Through all his long and tedious illness he has kept his courage, cheerfulness and thoughtfulness for others and his one grief has been that, owing to the mandates of his physician, he has been unable to see more of his friends. It is to be hoped that he will soon be able to resume his place in business circles, for Mr. Wylie is one of the men in Grand Rapids whose absence leaves a distinct vacancy. He is one of the strong and wise men in Grand Rapids financial circles—clear headed, keen and far sighted. His education, training and long experience in varied fields of usefulness have made him peculiarly qualified for the work of a banker and as a financial counselor and his sterling integrity has won for him the confidence of the entire community. Like many another successful business man he was born and brought up on the farm. With ambitions for a larger life than the farm afforded he studied law and was admitted to the bar, and then he took up banking as his vocation. He was engaged in banking at Petoskey for several years and then came here and soon after became affiliated with the old National City Bank as Cashier. That was about twenty years ago. He was advanced to the Presidency and continued at the head of the Bank until its merger with the Grand Rapids National and then was made President of the new and larger Bank. It was Mr. Wylie who arranged all the intricate details of that merger, involving many complicated legal questions, as well as an equitable adjustment of interest between the stockholders, and he did the work so well that it met the approval of official Washington and of the stockholders alike. Mr. Wylie was President of the Grand Rapids Clearing House Association during a period that was especially trying to the bankers. He has long been active in the city's charities and philanthropies. He has been helpful to the industries of the city, a promoter of business and always a good citizen of the best type. He is needed in Grand Rapids and the hope that he may soon resume his old place in the many circles that have known him is widespread.

The directors of the Grand Rapids Trust Company have issued a call for

the payment of the 50 per cent. surplus on or before Nov. 10. The company was organized with a capitalization of \$200,000, with the understanding that an additional \$100,000 would be paid in as a surplus fund. The capitalization has already been paid in, 50 per cent. when the company began business in April, 50 per cent. on July 1 and now the 50 per cent. surplus is to be paid in, completing the financing of the enterprise. With a substantial surplus the company takes a flying start and a safe margin. It is unlikely that the company will pay a dividend the first year; in fact, this should hardly be expected, but from all accounts it will give a very good account of itself.

The Presidency of the Grand Rapids Trust Company is still in the air. The original plan was to make Thomas J. O'Brien President, but Mr. O'Brien was then United States Ambassador at Rome and declined to accept the honor until he had an opportunity to personally look over the ground, and Wm. E. Elliott took the position with the understanding that he should be replaced as soon as desirable arrangements could be made. Mr. O'Brien will soon return to Grand Rapids for the winter and the Presidency of the Company may once more be tendered him.

The Spring Lake State Bank is nearly ready for the launching, with a capitalization of \$25,000, distributed among eighty-one stockholders, none of whom hold more than \$1,000. H. F. Harbeck is chairman of the preliminary organization, Milton Morse Secretary, and the directors will soon be chosen. Spring Lake is considerable of a fruit growing and farming center and is growing in importance as a summer place of residence for Chicago, Grand Rapids and other business men.

The American Association of Bank-

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

The Old National Bank

GRAND RAPIDS, MICH.

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

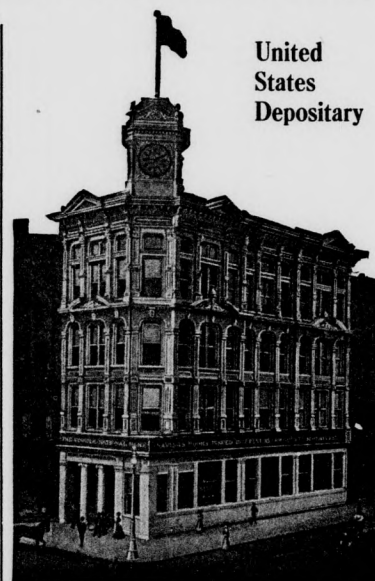
Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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



United
States
Depository

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

ers, in session in Boston last week, devoted most of its attentions to the National currency bill now pending in Congress. They pointed out many defects in the measure and appointed a committee to express the views of the Association to the President at Washington. Whether Congress will heed the advice of the bankers remains to be seen, but it is likely the deliberations of the Association will have its influence. The trouble with Congress is that it is suspicious of the financiers. When it comes to money matters the average congressman thinks he knows it all and imagines that if anybody whose business it is to handle money and credits offers suggestions there are ulterior motives back of it. This seems especially true of the present Congress, so many of whose members have free silver, green-back and other strange antecedents. President Wilson, however, has a tolerably hard head and his good sense may save the business interests of the country from the calamity of legislation that will make matters worse, instead of improving them. The bankers should not be allowed to write the new law, making it especially to suit themselves, but there is no reason why they should not be consulted; in fact, there is every reason why they should be at least to a reasonable degree. Bankers can be as selfish as men in any other walk of life, but they would be the first to be hit by bad legislation and self interest would naturally lead them to give advice that would be as beneficial to the country at large as to their own particular business.

Grand Rapids investors have been buying freely of American Light and Traction common stock the past month. Some large Eastern interests have been compelled to liquidate and this has slumped the price down to around 350, and at this level those who have spare funds have been getting in. It is stated about 200 shares have been taken in this city recently. With 350 as the average this means that about \$70,000 has been invested. Next to New York, Grand Rapids is the largest holder of this stock. It has always been a favorite here and the indications are that it will continue to be, so long as the present policy of 10 per cent. stock dividends are distributed, with the 10 per cent. cash. What will happen when the stock dividends are suspended, as will have to be done some time is problematical, but that time still seems distant. Every stock dividend is just so much water stirred into the capitalization and reduces by that much the proportion of real assets to the amount of stock outstanding.

There is an idea in the shallow pates of some would-be merchants that it would be nice to have a business that just runs itself. If it did, it would soon run away from them and they would never catch up with it.

The man who gets to the top is not going to have time to "enjoy life as he goes along," not in the sense the expression is generally used.

Don't get into a rut. It is a good deal easier to keep out than it is to get out.

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.

An Ideal Combination

6% Preferred Stock of the

American Public Utilities Company

Affords Safety and a Good Income

If bought now it will yield
8%

EARNINGS SHOW

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

Surplus Balance \$207,441.29

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

Kelsey, Brewer & Co.

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

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

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

HODENPYL, HARDY & Co.
BANKERS
14 WALL STREET
NEW YORK

ANNOUNCE THE OPENING OF A CHICAGO OFFICE AT 621-22 FIRST NATIONAL BANK BUILDING, UNDER THE MANAGEMENT OF MR. HARRY M. TINGLE, FORMERLY MANAGER OF THE BOND DEPARTMENT OF THE FIRST NATIONAL BANK OF DETROIT, MICHIGAN

OCTOBER 10, 1913

The Compensation of an Executor or Administrator is Fixed by Law

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

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Hugh E. Wilson, Secretary. Joseph H. Brewer, Vice President.
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MONEY TO LOAN ON IMPROVED REAL ESTATE.

NO CHARGE FOR EXAMINING TITLE.

NO BONUS.

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

Both Phones 4391.

YOUR FAMILY NEEDS YOU

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

The Preferred Life Insurance Co. of America Grand Rapids

Michigan Trust Co.

Resources \$2,000,000.00.

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Darwin D. Cody. Wm. Judson. William Savidge.
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Wm. H. Gay. Edward Lowe. Dudley E. Waters.
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3% Every Six Months

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

\$100.00 BONDS--6% A YEAR



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as Second Class Matter.

E. A. STOWE, Editor.

October 15, 1913.

VOCATIONAL GUIDANCE.

The annual convention of the National Society for the Promotion of Industrial Education and the annual conference of the Vocational Guidance Association will be held in this city next week, occupying the entire week, and the two gatherings will bring to Grand Rapids many of the famous educators of the country, with the Eastern states especially well represented. The purposes of the two Associations are to make education more practical and of greater value to the young people and to aid the young in the selection of that vocation to which they are best adapted. The Association for the Promotion of Industrial Education is doing an especially good work in encouraging manual and industrial schools where the young will have the opportunity to learn under proper guidance the elements of the trades. In the old days the apprenticeship system served the purposes of industrial education and it turned out high grade workmen, thoroughly grounded in all the principles of the trade to be learned. The apprenticeship system is dead now and the boy who enters a shop to-day becomes merely a cog in the machine, familiar with a few easily learned operations, but with no all around training. The manual training and trade schools are designed to meet this need and their tendency will be to raise the standards of American industrial skill and knowledge. Vocational guidance is comparatively a new proposition. In theory it is splendid, but how far it can be worked out in practical application remains to be seen. Very good carpenters and blacksmiths are sometimes spoiled to make poor lawyers and doctors. We all know instances of this kind, with variations. The purpose of the Vocational Guidance Association is to save young men from the mistake of picking the wrong calling and to help them into vocations suited to their capacity and which will be to their liking.

The great obstacle to the success of this philanthropic purpose is that the schools have for ages been educating the people away from what may call for manual labor, and in the direction of the professions. Ambition and family pride tend in the same direction. The honest blacksmith hopes his son will have easier and better paying work. The successful grocer hopes his son

will find his life lines in easier and pleasanter places. And so it is all along the line. There is a constant desire for something better and usually the something better is not in the old trades, but in other callings. It may be perfectly obvious to everybody except to himself and his fond parents that a boy is better fitted for some good trade than to what he may be striving for, but the boy will never be satisfied until he has tried. The only real vocational guidance is that which the old school of experience affords. It is often a hard school, but with human nature constituted as it is and with American standards on their present foundations, it is the only school that is worth anything. The movement for vocational guidance, however, is in every way worthy. If it can save even a few of the life mistakes that are made it will have served a useful purpose.

DOUBLE DEALING REBUKED.

The most interesting development in Grand Rapids the past week has been the attitude of the leading retail merchants on Monroe avenue, with one exception, in withholding their advertising announcements from the Evening Press. It appears that some weeks ago the Press imported an expert advertising man to interest the retail merchants in the scheme of giving out-of-town customers a maximum discount of 5 per cent. on their purchases for a period of ten days. It was understood that all of the merchants were to participate in this campaign and it is claimed by the merchants that the advertising solicitor of the Press assured them that every mercantile house in the business district had signed up. Greatly to their surprise, the Herpolsheimer house came out in the daily papers on the eve of the announcement of the campaign with a double spread strongly condemning the plan that had been concocted by the representative of the Press and stating that during the ten days the campaign was to continue the Herpolsheimer house would give 5 per cent. discount to all its customers, whether they lived in Grand Rapids or resided elsewhere. As the publication of this announcement in the Press not only destroyed the effect of the campaign originated and manipulated by the Press, but placed the merchants who had entered into the arrangement at a decided disadvantage, a committee was appointed to wait on the daily newspapers and protest against anything further being published in the Herpolsheimer advertisements which reflected unjustly on the other merchants of the city. All of the newspaper publishers are understood to have acquiesced in this arrangement, but the Press, it is claimed, disregarded its promise and continued publishing the Herpolsheimer announcements without eliminating the statements which seriously reflected on the trade as a whole. The other merchants thereupon got together and decided to withdraw all advertising from the Press, which they have thus far persisted in doing. Of course, the other two daily papers have profited by this arrangement,

especially the Daily News, which appears to have shared most largely in the bounty of the disgruntled but thoroughly organized retailers. On the face of it, it looks as though the Press had undertaken to engage in double dealing and had been caught in the act and gotten the worst of it.

The Tradesman is not familiar with the business policy of the Press, but its editorial policy is certainly anything but fair and honorable. For instance, it publishes news of a man's arrest and plays it up in display type on the first page. When he is acquitted, it frequently suppresses any reference whatever to the acquittal. The same is true of litigation of an important character. The starting of a suit is usually treated as a matter of prime importance and the initial announcement is not infrequently accompanied by statements which have no foundation in fact. When the attention of the Press is called to the injustice thus done innocent persons, it usually promises to "set the matter aright when a final decision or verdict is reached," but it is very unusual for the Press to make good on a promise of this character. It is more likely to refer to the matter in such a way as to still further wound the feelings of the injured person and distort the facts so as to give the public an erroneous idea of the exact situation. The Press has an excellent editorial force, including many men of sterling worth and remarkable ability as newspaper writers and contributors, and many of them deplore the fact that they are seriously hampered in their work by arbitrary and unjust rules and personal piques and prejudices which preclude the best results. There is no reason why the Press should not take rank as the leading newspaper of Michigan. It never can be a leader, however, in the best sense of the term, so long as its editorial policy is conducted along such narrow, bigoted and vindictive lines.

The Evening Press signs a closed shop agreement with union printers and pressmen, thus discriminating against honest labor and perpetuating a monopoly of incompetent labor which the patrons of the paper are compelled to pay for. This amounts to conspiracy under the law and has been held to be a criminal act by the courts. The Press is also alleged in the past to have endeavored to induce advertising patrons in the city to confine their advertising expenditures exclusively to that medium, in consideration of their receiving a special discount not granted general advertisers. Such violations of business ethics and common fairness are greatly to be deplored, and so long as the Press persists in employing such practices and tactics to maintain its grasp in the local field, it will necessarily suffer in the estimation of all right thinking people and fail to achieve the success it would otherwise enjoy.

Community promotion is a good work for winter. There are many things that can be done for the benefit of the town or city and to make it more worthy as a place to live in and

there is no time like the winter months for fellow citizens and their wives to get together to discuss what ought to be done and how to do it, and at the same time get better acquainted and more friendly. It may be early yet to take up this work, but it is a good time to begin thinking of it and lay plans for the spare time that comes in the long winter evenings when the season's work is done. In the winter evenings is a good time for the merchants to hold meetings to discuss how to make the old town more attractive and how to promote trade. It is a good time for good friends to gather for a social good time and for neighbors to cement old friendships. With October more than half gone the winter evenings will be here almost before it is realized that they are due and a little preliminary thinking and planning will help to make the town and friendship promotion movement easier. In this movement the merchants of a town should take the foremost part as their duty and right. It is good business for themselves to do so, and even more than this it is good citizenship. The best success of whatever may be attempted however will depend upon how unselfishly the work is taken up. In effort of this kind there should be no room for the grinding of personal axes or the seeking of individual advantage. Whatever is undertaken should be for the good of the entire community.

Apples make a very attractive display in the store windows at this season. They can be used in bulk or in bushels or barrels, but the artistic and effective method is to take a few select and choice specimens, polish them until they shine and then display them in some proper receptacle, such as a fruit basket, or a dainty china or cut glass plate. The fruit is certain to attract attention and is an excellent advertisement for the sale of the baskets or plates which of course is the main thing. Jewelry, dry goods and china stores can use the apple to advantage, changing the display from day to day to preserve its novelty and never overcrowding. In the grocery store the display of apples in convenient packages and quantities to take home is often an aid to making sales. This especially applies to the cities, but in the smaller towns where apples are not too abundant this method of trade promotion is often effective. The use of fruit for window display purposes need not be confined to apples. Pears, peaches and plums and even the berries can also be used in their season to help along the sale of fruit baskets, dishes, glassware and silver. Apples, however, specially lend themselves to this purpose because of their color, beauty and the universal liking for them.

Nearly every little woman has a man under her thumb.

And some men are too lazy to indulge in guesswork.

Gossips repeat everything they hear—and a lot they don't.

BLOOMING BULBS.

Now Is a Good Time to Plant Them.

Written for the Tradesman.

Now is the time to plant the spring blooming bulbs. Tulips, narcissus, jonquils, crocus, scillas, hyacinth, jonquils, crocus, scillas, hyacinth and snow drops—these bulbs are cheap and planted now will begin giving pleasure to your family, your neighbors and to those who pass by with the earliest going off of the snow next spring, and even before the snow disappears, and the pleasure will continue until the spring is well advanced. The snowdrops, crocus and scillas will be the first to appear in the early spring with their messages of good cheer, pushing their pretty blossoms out of the earth before the frost is fairly gone. And then will follow the tulips, the hyacinths and the narcissus in as beautiful a procession of bloom as nature can devise. These bulbs are not expensive and most of them if left undisturbed will continue to bloom year after year, thus becoming an investment instead of an expense. They are attractive in beds, but a charming method of planting is along the border of the shrubbery where they can bloom and then be left to run their course and in summer disappear without becoming unsightly or requiring removal to make way for the bedding plants. The small bulbs, crocus, scilla and snow drop can be planted in the lawn or along the walk or fence, and if the lawn mower spares them until along in June or July they will bloom year after year. In the city nearly every home owner who takes pride in his property plants bulbs more or less freely as the surest means of securing early spring flowers, and some home owners plant profusely. The same reason that leads the city home owner to plant bulbs should appeal to those who live in the small towns and in the rural districts. The bulbs are offered for sale at all the department stores and the small town merchants might well encourage the home beautiful movement by carrying a sufficient stock to supply the local needs.

Bulbs can be made to serve the purpose of beautifying the home throughout the winter, and this is so easy and simple and so certain of results and so satisfying that everybody ought to try it. Tulips and the single hyacinths are the best to plant for winter bloom. Place the bulbs in an ordinary flower pot with a covering of good earth and then place in the cellar where it is cool and dark and leave them there for six to eight weeks to become well rooted. Then bring them to the light and warmth, and in a wonderfully short time they begin to push their noses above the soil, and then the buds appear and the buds swell and finally burst in bloom. The development can be watched day by day and will be found interesting, even by those who never have cared for flowers. The paper white narcissus, a tender variety which will not stand out door planting, is easily managed with charming effects in either of two ways. They can be planted

like the tulips in earth in pots or a bowl can be filled with small pebbles and the bulbs place in them and just enough water poured in to cover the bottom of the bulb. This should be placed in the dark until the roots are well grown and then brought to the light. The leaves will have started and these will be of a pale green, but in the light they will soon become natural and makes a beautiful green for the white flowers which will in time appear. The florists know to a day how long it takes for the bulbs to develop their bloom and bring them out of the dark at such times as to have them ready for Christmas or Easter or any other time desired. This may require a little more skill than the amateur can command, but the amateur can secure the same general effect by bringing the pots out one or two at a time at intervals of a week during the winter, beginning about Thanksgiving time if the planting is done now.

Something else that the small town or rural home owner or merchant can do is to force pie plant for winter consumption, either for family use or to sell. This is ridiculously easy. Dig good strong pieplant roots any time before the ground freezes and leave them exposed until the first frosty night gives them a thorough nip. Then make bed of coal ashes or sand in the darkest and warmest corner of the cellar, back of the furnace if you have one, and place the roots upon it with buds up and cover with sand and ashes and thoroughly soak with warm water. Within a very few days the pieplant stalks begin to shoot up, and this will continue for a month or six weeks, furnishing a constant supply of fresh pie plant as a delicacy for the family or for friends or as an article that will sell at fancy prices if offered to the trade. The plant draws no nutriment from the ashes or soil. The stalks come entirely from the root, and when the last stalk has been pulled nothing is left of the root but a shell. Half a dozen good strong roots will keep a family supplied with fresh pieplant and furnish a surplus for the neighbors. A dozen plants will supply an ordinary store with stock for its customers. Pieplant roots are easily procurable in most small towns at a very moderate expense.

Why Local Organization Is Helpful to Retailers.

Written for the Tradesman.

Why is it that in so many towns and small cities, the idea of local organization is slow in taking hold? The merchants will join the state organization of their particular trade and regard its work with hearty enthusiasm; but when it comes to co-operating with the man across the street to accomplish objects beneficial to both—well, both of them are slow to move.

And yet, where tried, even if the feeling of co-operation is at first half-hearted and even when the association history is brief, good results are shown by the local trade organization—results whose value to the merchant is measureable in dollars and cents, and further results of good

feeling and mutual helpfulness which cannot be measured by any scale.

Here is a brief outline of a few of the more important things which one merchants' organization in a town of 12,000 people accomplished in the course of a few years of activity.

The merchants were driven to organize by force of sheer necessity. They knew, in a vague way, that all were affected by evils which could be met only by co-operation. An organization was formed, and the association started its career with a membership of possibly one-fourth of the entire merchantile fraternity.

The first action was directed against an evil to which, especially in small towns, merchants are particularly subject. Every church or society affair, every sporting event, every picnic or social or excursion, felt that it had not justified its existence until the entire length of the main business street had been canvassed for the sale of tickets. Tribute was levied upon every merchant in this way, with the alternative of a threatened loss of business if he did not put up. Every school programme wanted his advertisement (price \$1., value nil) and every pseudo charity solicited a donation. The church he didn't attend levied upon him as well as his own church. Every merchant is familiar with this form of taxation.

The new association passed a resolution that, after a certain date, no more donations would be made or tickets purchased by members at their places of business. If the collectors cared to call at their homes after business hours, well and good; if the merchants cared to subscribe voluntarily, well and good. But the easy canvass of the business section was peremptorily ended. The resolution was lived up to by members and non-members alike. There was scarcely a member who did not, as a result, save the membership fee five or ten times over.

As usual, the town had stringent ordinances with regard to the licensing of peddlers. As usual also, the ordinances were not in force. The association very moderately urged upon the authorities that it was unfair to tax them and let their house-to-house competitors go untaxed. The result was a better enforcement of the existing laws on the subject. United effort along this line in several cases did much to eliminate unfair competition from which legitimate dealers were suffering.

On the social side, an annual Merchants Picnic was instituted—not merely an outing for the merchants, but for the entire town. Transportation was secured to a nearby watering place, a programme of sports was arranged, a merchants' parade organized, and a half holiday instituted by all the stores. Not merely was the picnic successful in point of attendance, but financially as well; in addition to which it did much to stimulate the feeling of fraternity among members.

Much was done to educate members to the relative values of advertising, and to eliminate advertising of the "fake" and unprofitable kind. For instance, programme committees for

country school concerts made a practice of charging as much for a half inch of space as did the local newspaper—although the programme's circulation was rarely over fifty or 100 copies while the newspaper had probably 8,000 readers. Eventually the association passed a resolution barring its members from this and other unprofitable forms of "advertising"—advertising which did not advertise.

Much was done also to strengthen the hands of the state associations in their opposition to unfair and invidious legislation. Every year in every state sees a multitude of "freak" measures brought in—measures based upon some imagined public wrong or upon some fancied mission to reform the world. Unlike true reforms, which to be successful must be carefully studied out in all their details, such measures are usually based upon very superficial knowledge or no knowledge at all. The local association which is wideawake can make itself felt in securing a careful study of such measures and bringing about a clearer understanding of their danger.

The most difficult problem in most towns is that of the dead beat. The local association referred to did good work toward preventing his inroads. A credit list was compiled for the benefit of members, who thus were enabled to keep posted with regard to slow pays and actual, thorough-going dead beats.

A later step in the direction of collecting accounts was the appointment by the association of a salaried collector. Though hampered by frequent changes in the personnel of the collectors, sufficient was accomplished to prove the effectiveness of this method of collection in a fair proportion of cases.

The association offered, also, opportunity for the discussion of many problems of mutual interest—advertising, salesmanship, the training of clerks and a large number of other topics relating to business and store management. In addition to this, the association was a powerful influence in promoting good feeling, and in teaching the merchants that there were more things common to them than things on which they differed; and in inspiring them to fight shoulder to shoulder on vital issues. The social aspect, the better feeling which springs from meeting together, is one of the most valuable features in association work.

In actual dollars and cents the local association will usually more than pay for it; and there is the better feeling, the elimination of personal hostility, thrown in for good measure.

William Edward Park.

Where are the mothers of the respectable girls who wear clothes that are not quite modest, who participate in new-fangled dances that are not quite refined, and who talk slang that is not quite ladylike? Yes, and where are dad's firm hand and good common sense; and brother's warning voice? The foolish or thoughtless girls who do these things are not the only ones to blame.

What Some Michigan Cities are Doing.

Written for the Tradesman.

Port Huron has invoked the aid of the Michigan Railway Commission in getting a new Pere Marquette station, but business men are not united in the matter of site. A conference with railway officials is set for Oct. 20.

Detroit's beautiful new Board of Commerce building has been opened, the leading features being the auditorium seating 1,200 people, the dining rooms taking care of 300, the rick lounge room and the big kitchen.

The Ann Arbor Railroad has selected the foot of May street, Owosso, as the site of the first building in the group of shops and yards to be established there.

Pontiac is considering the adoption of the "guarantee fund" plan in securing new industries, such as has been in operation for some time at Jackson. An investigation shows that six new plants have been located in Jackson by means of it and that five of them have proven successful.

An exhibition of farmers' produce will be held at Charlevoix Oct. 18, under the auspices of the Retail Merchant's Association.

Benton Harbor's Real Estate Board is still doing things for that city and plans are under way for a publicity campaign that will surely boost the town.

The Lake Shore Commercial Club met at Saugatuck and elected T. B. Dates as Secretary. Regular meeting dates were changed to the third Monday evening of each month.

Milk consumers of Ionia are now getting thirteen tickets for a dollar, instead of fourteen, the old price. Cream is unchanged.

Michigan Central officers threw out a drag net at Jackson one day last week and took forty-six tramps from trains. Forty of them received jail sentences and it will cost the county \$700 to take care of them. Jackson papers criticize the action and say that the railroad ought to stand part of the expense.

Ishpeming entertained the Upper Peninsula Educational Association last week, which was attended by nearly 1200 teachers.

S. W. Straus, of Chicago, chairman of the American Society for Thrift, visited Detroit last week in the interests of this Nation-wide movement. He said: "Extravagance is the great American vice and we have started a campaign to teach people thrift, to show how easy it is to start a systematic individual campaign of saving by men, women and children and to make clear the rewards in money and in character that thrift always brings. We expect the co-operation of commercial organizations because community thrift and individual thrift in a community means prosperity for the merchant and the upbuilding of the town with homes and factories."

The St. Paul road will build a new station at Iron Mountain and has also promised to remove all warehouses and sheds from the old depot site and to park the grounds.

The village of Deckerville is as-

sured of a pretty park near the water-works through the efforts of the Club of the town.

The Executive Committee of the Flint Board of Commerce does not approve of the Owen-Glass currency bill, now before Congress.

Alderman George Lewis, of the Jackson Council, has been appointed master of the city market recently opened there.

The Postal Savings Bank at Kalamazoo has opened 365 accounts in the past two years and there is about \$26,000 on deposit.

Kalamazoo wholesalers have postponed their fourth "trade tour" until spring, when they will go south to South Bend.

Night school opened in Battle Creek this week and will continue twenty weeks. A list of practical subjects is offered.

Residents of Sturgis and other points along the Goshen division are asking for better railroad connections with Battle Creek.

The beet sugar factory at Menominee has started the season's campaign and the output is estimated at 18,000,000 pounds of granulated sugar and 2,000 tons of sugar beet molasses. Beets are coming from 2,400 farms of Michigan and Wisconsin.

W. A. Ross and M. L. Casper have opened a glove factory at Marquette and will turn out about 500 pair of canvas and leather gloves for working men weekly.

The Commercial Club of Paw Paw is putting on a harvest festival for that town Oct. 22 and 23.

The Eaton Rapids Commercial Club will meet every two weeks, instead of monthly. Hitching posts for farmers' rigs will be proposed at the Common Council.

Editor Carpenter, of the Benzie County Patriot, is making most commendable effort to put Frankfort on the map as a bigger, busier and better city.

Rockford business men, with exception of drug stores and pool rooms, have agreed to close their stores evenings, except Wednesday and Saturday, from Oct. 6 to April 1. The closing hour is 7 p. m.

Twelve new houses built this summer and not a vacant house in town is the record at Rockford.

Flint has awarded the contract for building its new Parkland school to an Owosso firm for \$47,238.

Night school will open at Flint Nov. 3. The enrollment last year was 117, being made up largely of workers in the north end factories.

The garbage disposal question is still a live issue at St. Joseph. State health officials have forbidden further use of the North Wayne street dumping grounds.

Machinery is being installed at the Spenny automobile plant, Holland's newest industry. A \$3,500 car will be manufactured.

Reports from Grand Haven state that the steamer May Graham, which has operated on Grand River as far as Lamont, has had an exceptionally profitable season, despite the small fruit crop.

A small war is on at Benton Har-

bor over the location of the new post-office.

Plans have been completed for a new building given to agriculture and general science in connection with the State Normal School at Mt. Pleasant. Work on the building will start in the spring.

The Michigan Central has discontinued its uptown offices at Rochester, Orion and Oxford, where tickets were sold at cut rates in competition with the D. U. R., and hereafter the fare will be a straight two cents a mile.

Postal receipts at Flint for the past month were a record-breaker. Postmaster Baker estimates the city's population at 50,000.

Ann Arbor has established a municipal chemical laboratory in the city hall.

Jackson will resume use of the patrol box and telegraph system, after an interim of five years.

Principal Cleveland, of the Muskegon schools, has been active in establishing an employment board for the purpose of finding work out of school hours for students. A card index is kept of students applying for positions. Almond Griffin.

The Tally.

It isn't the job we intend to do
Or the labor we've just begun
That puts us right on the ledger sheet;
It's the work we have really DONE.

Our credit is built upon things we do,
Our debit on things we shirk;
The man who totals the biggest plus
Is the man who completes his work.

Good intentions do not pay the bills:
It's easy enough to plan.
To wish is the play of an office boy;
TO DO is the job of a man.

Isn't It Good Business Policy to Carry on Your Shelves

A Standard Line of Hosiery on which the manufacturer is proud to put his name and trade-mark—a line that the manufacturer stands back of and guarantees—a hose that your customers will ask for repeatedly?

Whenever our salesmen place CLAREHOSE beside any other line of equal price on any dealer's counter, in the great majority of cases that dealer picks our goods for feel, appearance and durability. You will find this same test is true when YOU sell.

Your customers will invariably select Clarehose in preference to any other line of hosiery of equal price. It looks better. It feels better. It is better.

Clarehose are made in a great variety of styles—heavy and light weights—boxed and bundled goods—all colors—woolen—worsted—cashmere and cotton for Men, Ladies and Children. Yarn Gloves and Mittens. Samples gladly sent.

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SAGINAW, MICH.



The Kind You Have Been Looking For

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.)

REPRESENTATIVE RETAILERS.

A. Roberts, Formerly Manager Tamarack Co-operative Association.

Abraham Roberts was born in Keweenaw, October 6, 1866, in the little mining village of Copper Falls. Almost his whole life was spent in the mining regions of the Upper Peninsula, the greater part of it in and about Calumet, often styled the "Metropolis of Copperdon." He was the oldest of a large family, and because his parents were poor, he had to leave school before he was 15 years of age and go to work in the mines. He worked in the mines a little over two and a half years. He "knocked around" quite a little before he finally drifted into the merchandising business. When he was 21 years of age he obtained a position as delivery man for a small general store in the little village where he was born. He worked there for a year, when he was laid off on account of the mine reducing its force, almost depopulating the little community. He then went back to the mines and worked at boiler-making and other jobs in the machinery department of the Calumet & Hecla Mining Co., but he always had a longing to go back to the mercantile business, even though he had had only a glimpse from the outer threshold. In the spring of 1893 he obtained employment with the Tamarack Co-operative Association, which was then in the second year of its existence. He started in as deliveryman, which position he held for a little over two years. He was promoted from time to time until he reached the position of assistant manager. About seven years ago he left the Tamarack Co-operative Association to assume the position of general manager of the Lake Linden Co-operative Society at Lake Linden. This concern was in bad shape, financially, and he was advised by his friends who knew inside conditions to leave it severely alone, as they were headed straight for the rocks and nothing could stop them. He figured that he had no reputation to lose and here was a very fine opportunity to make one, so after investigating the matter some he concluded to make application for the position and was elected. He investigated enough to satisfy himself that there was a "fighting chance." In the four years he was manager he paid off an indebtedness of over \$33,000 and completely re-established the credit of the house. All debts for merchandise were wiped out and the only obligation remaining at the time of his leaving was a note for \$10,000, secured by real estate which was worth over \$20,000. All the large wholesale houses in Chicago are familiar with his work at Lake Linden and know what was necessary to be done. After getting the Lake Linden people out of their difficulties, things settled down to a sort of a humdrum routine rather trying on an individual of his temperament, who, while not at all quarrelsome, loves a "scrimmage." So he began to look for other fields and finally established a connection at Seattle with the Producers & Consumers' Co-operative Co. He had to go out there and sell stock on a percentage basis and take his chances of being elected manager after sufficient stock had been sold to warrant commencing the business. In about six weeks after he arrived there he had collected enough money to warrant in starting. He rented a building in the heart of the wholesale grocery district and was appointed manager. After he got well started he received word one day that Mr. Daume, the manager of the Tamarack Co-operative Association, had died and that if he desired the position to send in his application. He did so and was elected. He had been in Seattle just four months when this occurred. He went back to the Tamarack store in May, 1911, and left there in May, 1913, to take the management of the McManus department store at Newton, Kansas. His reason for making the change is, perhaps, best given in his own words:

"Our trade was so increased that we were trying to cater to a trade that scattered over a territory of thirty

miles in extent, with the store as a center. That is, we had routes running fifteen miles on either side of the store. The Lake Linden Co-operative Society, of which I was Co-manager, suggested the matter of consolidation. This store is located four miles from the Tamarack store. We already had 115 steady customers in that town. It wanted us to take over this Lake Linden store and serve their customers from there. These, with the 350 members of the Lake Linden Co-operative Society, would make a fine business for a branch at that place. The Lake Linden people wanted to come in with us on conditions that really meant their giving us a bonus of \$12,000, which would increase our prestige and strengthen our position in the purchasing market and would have added \$200,000 to our total sales the first year. My plan was—if successful in getting this first branch established, and after it had demonstrated its value—to get other branches established in other parts of our territory and eventually to establish a wholesale house in a convenient place in Houghton county, which would enable us to demonstrate, most conclusively to our members, the money saving value of their institution. But I was in the fight alone. Those who agreed with me (and will say that all eight of the nine directors voted for it) were rather passive in their support and did it more as an expression of confidence in me than for any personal enthusiasm they had. This director (Capt. Wm. E. Daniell), although utterly unable to explain the proposition, was unalterably opposed to it and fought it bitterly by misrepresenting it and appealing to the suspicions of the ignorant. When it was put to the stockholders at their annual meeting, it was defeated, and on top of that this man Daniell was re-elected for another three years. This was more than I could stand and I resolved to leave, which I did."

Non-enforcement of the New Hotel Law.

Coldwater, Oct. 13.—With the honors I received at the Grand Rapids convention, I had hoped to refrain from appearing in the limelight. However, the article in your recent issue by L. P. Tompkins, on the subject of the Michigan hotel law, justifies me in again appearing before the readers of your journal. In furtherance of what Bro. Tompkins offers on the subject, I will add that the traveling men are living exponents of the old adage that possession robs the

brightest jewel of its splendor. The Grand Legislative Committee, assisted by the officers of the Grand Council, made it possible for the U. C. T. of Michigan to boast of the best hotel law ever enacted, yet the apparent indifference of the rank and file of the traveling fraternity to the enforcement of this law is only adding additional hardships backed by contempt from certain hotel managements. The roller towel continues to roll because hotel men say that traveling men will assert their rights and compel the hotels to consider the matter of overhead expense, which is a big factor in all commercial enterprises, there will be no need of putting chains to the few individual towels in evidence since the enactment of this law and thereby make it possible for hotels to deal out justice to the traveling public. Fifteen thousand traveling men pay out daily an average of \$75,000 for conveniences they are entitled to, but do not get, while thousands of town rounders share in these privileges at their expense, to the tune of Roll on, sweet scented roller towel, roll on! It is only justice to the Grand Council and its Legislative Committee, to say nothing of the appreciation we owe the members of the Legislature who made this law for every member of the greatest organization of commercial travelers, to see that the law is enforced to the letter. While the Legislature does not meet again for some time, we should not lose sight of the fact that the new Grand Legislative Committee will appear before that body with several bills of vital inter-

est to our cause and there is no way in which we can add more prestige to our cause than to show our appreciation for what our legislators have done for us in the past.

Personal acquaintance with Dr. R. L. Dixon, Secretary of the State Board of Health and a member of the commission entrusted with the enforcement of the new law, prompts me to say that any violation of the hotel law or other unsanitary conditions reported to him will not be wasted on the desert air. Let every traveling man make use of a memorandum book in which to note violations of the law and report same to Dr. Dixon and it will not be long before every hotel man will comply with its provisions.

John A. Hach, Jr.

The Waiter's Price.

It was a banquet where a notable gathering of politicians had assembled. A certain aspiring young attorney was among the number, and as he spied an influential judge at the far end of the parlor he called the head waiter, slipped half a dollar into his hand, and whispered: "Put me next to Judge Spink at the table."

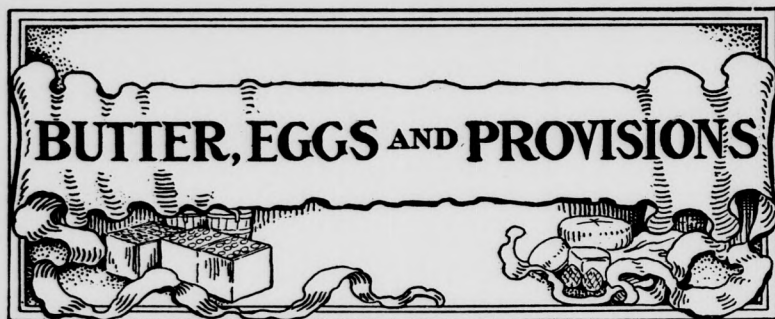
Upon being seated, however, he found he was at the other end of the room from the judge.

He called the head waiter to explain.

"Well, sir," replied the official, "fact is that the judge gave me a dollar to put you as far from him as possible."

It is pleasant to be thought a "good fellow," but has it been your observation that the "good fellows" are particularly good business men?

<h1 style="text-align: center;">CARPENTER'S</h1> <p style="text-align: center;">IMPERIAL BRAND</p> <div style="text-align: center;"> </div> <p style="text-align: center; font-size: 2em;">EXCLUSIVE ... PURVEYORS</p> <p style="text-align: center; font-weight: bold;">SPRAYING COMPOUNDS</p>		
<p>OF</p> <p>Lime Sulphur Solution</p> <p style="text-align: center;">✦</p> <p>Arsenate of Lead</p> <p style="text-align: center;">✦</p> <p>Pure Paris Green</p> <p style="text-align: center;">✦</p> <p>Bordeaux Mixture</p>		<p>OF</p> <p>Nicotine Solution</p> <p style="text-align: center;">✦</p> <p>Kerosene Emulsion</p> <p style="text-align: center;">✦</p> <p>Kill Weed</p> <p style="text-align: center;">✦</p> <p>Whale-Oil Soap</p> <p style="text-align: center;">✦</p> <p>Cut-Worm and Grub Destroyer</p>
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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.

The Refrigeration of Dressed Poultry in Transit.

The science and art of railroad transportation as a public service stand out among the foremost developments of the present century.

The steel rail and the locomotive have annihilated distance for the traveler. They have been the messengers connecting the great food producing sections of the country with the dwellers in cities and towns who could not exist without the supplies of food brought to them daily by the railroads. On the other hand, the country districts would not produce the crops if their distribution were not made possible by the network of railroad which now covers the land; so that both producers and consumer are becoming more and more dependent upon the iron horse which pulls the market wagon.

Economy and efficiency must be the aim of the traffic world. If the economies of the railroad are to be real, if efficiency is to be far reaching, they must contribute to the welfare of the nation as well as to the financial profits of those who operate the business enterprise. The railroads cannot afford to allow the perishable products entrusted to them for distribution to reach the consuming centers in bad order,—hence the evolution of the refrigerator car. From small and insignificant beginnings it has assumed world-wide importance, until now it is as truly indispensable in the feeding of the nation as is the plow.

The purpose of this investigation was to determine the temperatures prevailing in refrigerator cars hauling dressed poultry throughout the entire transit period, and to observe the effect of such temperatures on the condition of the poultry when it arrived at the market. Records were kept also of its condition during the whole period of marketing.

While gathering the data necessary to answer the primary questions of the investigation much that was of interest to the packer, carrier, middleman and consumer was brought to light. It was observed, for example, that poultry having identical treatment before shipment and approximately the same atmospheric conditions during the haul and requiring the same amount of time to reach the market arrived in widely varying states of preservation, and that these

differences were apparently attributable to the type of car in which the journeying was performed. A study of the construction of the cars in use on the different lines revealed considerable variation both in material and their manner of assemblage.

Accordingly those factors in car construction on which efficiency of refrigeration depends were studied and the temperatures observed in the cars correlated not only with the preservation of the produce but with the construction of the car as well.

The magnitude of the field of operation and the diversified character and complexity of the factors uniting to determine the efficiency of the refrigerated carrier made it highly desirable that some concrete expression be worked out by which a comparison of the various types of cars studied could be made. Such an expression has been devised and used in comparing cars in this report.

The experiments to be reported covered the period between August 1909 and October 1912. They include 120 carlot shipments aggregating 140,000 miles of haul. The weather conditions were varied as the work continued from season to season. The territory involved extended from Western Iowa to Central Tennessee. The hauls averaged between 1,000 to 1,500 miles and terminated almost invariably in New York City. No special cars were used. The treatment of the poultry before shipment, during the haul and in the market was commercial in every respect.

Considering the great commercial importance of the transportation of perishables under refrigeration, but little systematic work has been done on the subject. A mass of general information was brought together in the Transactions of the First and Second International Congresses of Refrigeration. All of these works furnish but a scant amount of information concerning car construction, temperatures maintained or the effect of the haul on the condition of the goods. The most definite information on this subject was presented in the report of Powell and his associates on the transportation of citrus fruits.

In the course of certain investigations conducted in the Food Research Laboratory it became necessary to determine by chemical analysis the influence of the temperature upon the speed of decomposition of dressed poultry. Pennington summarized this work before the Committee of Manufactures. United States Senate, Sixty-second Congress. These investigations had necessitated the devising of

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JOBBER AND SHIPPERS OF EVERYTHING IN

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Receivers and Shippers of all Kinds of

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Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

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.

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F. T. MILLER, Gen. Manager

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GRAND RAPIDS

methods, both rapid and accurate for the determination of ammoniacal nitrogen, or non-protein nitrogenous material, which is especially indicative of deteriorative changes. Likewise a method of determining the acidity of crude gizzard fat, which is an index of the rate of decomposition. When the changes during transportation were to be determined the investigators had a very satisfactory laboratory method at hand by which to obtain the information sought. In this investigation all of the samples of dressed poultry were subjected to the laboratory analysis, and it is upon these laboratory findings, supplemented by the usual visual market inspection, that the conclusions of this report are based.

The poultry used in this investigation was dry picked, cooled in chill-rooms in which a temperature of 32 deg. F. was maintained by mechanical refrigeration, packed into boxes in similar cold rooms and loaded into the refrigerator car in the same manner in which the usual commercial carlot shipment of dressed poultry is handled. The cars were iced twenty-four hours before loading. Previous to loading the temperature of the car midway between the doors was observed and a similar record made when loading was finished. In various parts of the car were placed thermographs, or self-registering thermometers which made a complete record of the temperature during the entire transit period. The boxes of poultry to be examined chemically were in juxta-position to one of these thermographs. The period of transit varied from five to ten days.

When the car was opened for unloading a sample consisting of three fowls was selected from the experimental package and subjected to the laboratory examination. It was observed from these experiments that there is a decided variation in the different factors which influence the keeping of dressed poultry during transportation, even when the commercial proceedings are good. It was also noticed that the amount of change during the haul varies, and that, generally speaking, the higher the temperature of the carrier the greater the decomposition. For example, it was discovered from the chemical results that the deterioration at temperature below 30 deg. F. was only slight, but if the car averaged above 35 deg. F. for the entire haul the deterioration was three times that at the lower temperature. This difference in decomposition at the end of the railroad haul continues with increasing magnitude throughout the period at the wholesale commission house and at the retailers. At the end of four days at the retailers, or nine days after the railroad haul, the low temperature shipments have just reached the stage of deterioration found in the high temperature shipments at the end of the transit period. In other words, if the car temperature is above 35 deg. F. the poultry, when it reaches the market, has the disadvantage of a deterioration equivalent to five or more days in the market, or to be in the same state of freshness, will have

to be consumed five days earlier than that arriving at car temperature below 26 deg. F. It therefore becomes a fundamental problem in the transportation of dressed poultry and similar products to maintain low temperatures in all parts of the car, and this finally resolves itself into a question of car construction.

The shipments described above were hauled by six different car lines. The cars were of so many different series that they furnished a great variety of sizes, insulations, roofs, doors, ice bunkers, and all those element which are factors in the sum total of efficiency. In order to compare the efficiency of the various cars constructed on widely divergent lines, it becomes necessary to reduce the variable functions or influencing factors to a resultant co-efficient. Since the purpose of a refrigerator car is to maintain a fixed temperature on the inside, regardless of external temperatures, the ultimate question is one of heat transmission, or the power of the contributing factors to overcome the heat which is transmitted from the outside to the inside.

A formula has been worked out in the process of this work, by which all the factors which influence efficiency are converged into one concrete expression. The application of this formula of the cars used in the experimental shipments results in a wide difference of efficiency indices,—certain types of cars having almost double the efficiency of other types. With these indices as a working basis, an analysis of the construction of the different types of cars has revealed certain features which appear indispensable in efficient refrigerators.

After a careful consideration of insulation in its various phases, including its non-conductive properties, its power of resistance to decomposition and putrefaction, its physical adhesive qualities, the thickness necessary, and the manner of application, it is very plain that this subject is one of prime importance in car construction. As a single example, a study of the types under investigation indicated that the most efficient cars were those with the best insulated roofs.

The various types of cars studied show that there is a wider divergence in the construction of the ice bunker than in any other single essential of the refrigerator car. The ice bunker in a refrigerator car holds a place analogous to that of the refrigerating machinery in a stationery plant. It must chill every inch of space in the compartment depending upon it. Correlating the construction of the bunkers with the efficiency indices of the different types of cars, two essential principles for the productions of low temperatures stand out prominently. First,—the bunker must permit of the ice being crushed and evenly mixed with the salt; and, second, there must be a free admittance of the warm air of the car at the top of the bunker, free circulation through and around the ice and a free exit of the cold air at the bottom. Such requirements are apparently met most successfully by the tank on the one hand and the wire bracket on the other.

That definite standards have not heretofore been applied to the performance of a refrigerator car is due to the difficulty in determining just what happened between the closing of the car doors and its arrival at destination. Without such information car builders were working more or less in the dark. It is encouraging to observe that certain refrigerator cars are much more efficient than others, and that their increased efficiency seems to depend on construction.

The investigation which is here chronicled is only a small beginning in the solution of the problems confronting the shipper, the carrier and receiver in the handling of refrigerated perishable products.

M. E. Pennington.

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Feeds in Carlots
Mixed Cars a Specialty
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State Agents Hammond Dairy Feed

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.
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New and second-hand, also bean bags, flour bags, etc.
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Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

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Flour Trade with
"Purity Patent" Flour
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HART BRAND CANNED GOODS
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W. R. Roach & Co., Hart, Mich.
Michigan People Want Michigan Products

Watson-Higgins Milling Co.
Merchant Millers
Grand Rapids :: Michigan



Autumn Models Completely Ignore English Fashions.

Fashion for men is taking definite form for autumn. Preliminary models have been prepared by the foremost tailors of the metropolis and they show some decidedly interesting tendencies. First, with respect to fabrics and colors. We have had a very extended vogue of the soft and fuzzy cloths in both lounge suits and topcoats. While I do not discern any indications to swing radically to the hard-finished goods, it is assured that cheviots, which have been preferred over all other textures for the past two years, are about to decline in favor of unfinished worsteds. This may be as the first indication of a turning from the extremely negligee effects in clothing, and as forerunner of the advent of a neater and what may be termed "stiffer" general treatment. Even during the past spring season the aim in the most exclusive quarters was to have one's clothes hang very loosely, almost as if they were carelessly tailored. That sort of thing becomes tiresome, particularly after the extreme in such a direction has been reached. So it is only natural that the cloths that lend themselves to a negligee air should be set aside in favor of more solid and form-retaining weaves. Cheviots cannot be said to have passed out entirely, but they will not be quite so smart for autumn as the unfinished worsteds. Also, we have had a surfeit of bright colorings. They were to be expected for spring and summer this year, after several seasons of uninteresting sombreness. But autumn regularly brings the darker shades to the fore, and we find now no exception to the rule. For example, the new mixtures are not so generously splashed with a variety of colors. Perhaps the first choice of the patrons of the best tailors as evidenced by early selections, which have been reflected in the ranges of showings, is dark green, with an admixture of other colors in the weave, to be sure, but these other colors are not so bright or plentiful as to make conspicuous. In other words, the green is what the trade knows as an "off" shade. The same may be said of brown, which has not as yet lost its standing. In a sense one would be justified in calling these favored colors plain dark green and plain dark brown, for they look so except on very close inspection. Then the particular crowd disclose a liking for the Glen Urquhard plaids, which are formed of dull colors into plaids that are scarcely discernible, and the Gun Club checks.

All of the cloths I have mentioned are in a sense slight variations from what fashion ordained for last season. In the light of that fact, doubtless the most interesting phase of the matter of fabrics for autumn is the introduction of black-and-white materials, not the bright contrasty goods we are accustomed to see in summer, but the less breezy sort in which black is dominant. For example, there are black cloths with white hair-line stripes. Instead of being close together, as in recent seasons, with colors in them, these stripes are from a quarter to a half inch apart. A particularly fetching material is black with broken white stripes that do not present a clear line of white, but look indistinct, as though partially concealed by the nap of the goods. White stripes on black, by the way, are the only strips endorsed for autumn.

Coming now to the cut and contours of lounge suits, I note that we are to lean more toward French than English effects. It may be said that this is the first season in many years in which we have practically ignored the English mode. At times we have copied it slavishly, and latterly we have been simply adapting it. But now there cannot be any mistaking the fact that Paris wields a greater influence than London.

The French Mode Uppermost.

French models show the high waistline which is made to come about three inches above the natural waistline. The snugness at the waistline is very pronounced. The jacket, double-breasted, closing with two buttons, is snug all over, in fact, and it is so cut that the lower part of the front sets more tightly than usual. The shoulders are moderately cut, the sleeves are narrow, with a narrow turned back cuff, the lapels are broad, three and three-quarter inches, with a peaked notch showing very little opening, the three pockets are of the patch variety, ample and rounded, with false laps to give them a finish, and the trousers are narrow and straight-hanging, preferably without turn-ups at the bottom. The jacket measures thirty inches for the man of average height—five feet eight inches—and the trousers measure nineteen inches at the knee and sixteen and a half inches at the bottom.

From these details you will see that the outstanding characteristics of the autumn suit are the tightness of both jacket and trousers, the high waistline of the jacket, the narrow sleeves, the broad lapels and the rounded patch pockets. Although following along French lines so far as possible, a touch of the Parisian has been

added which is a bit ultra, even for the flightiest of our youngsters, in the black boots with white uppers. However, if we are going to imitate Jean Francois in building our clothing we should not hesitate, I presume, to accept his judgment regarding the accessories.

New Curve to Single-Breasted Jacket.

The single-breasted jacket is similar in general effect, but the front edge shows a slight curve starting with the collar and running to the bottom in front, instead of being sharply cut away from the lower button as last season. It is interesting to know that the waistcoat closes with six buttons, the uppermost button showing above the lapels, while the lowest button is intended to be left unfastened.

It will not surprise me at all if we have silk edging on our lounge suits during the coming winter. I have seen flat silk braid used, but that looks impossible.

As to the New Morning Coat.

If there is anyone who believes the double-breasted frock coat is still in the running, he ought to take up some occupation other than that of misguiding men as to fashion. That garment is now worn only by undertakers and backwoods clergymen. Perhaps I should not ignore a few rural congressmen, who will likely observe that other men have been wearing the cutaway by the time that that garment is passing out and will shift to it in the fullest confidence that "Solomon in all his glory was not arrayed like me."

The cutaway, or morning coat—which may be called the latter because it is worn particularly in the afternoon!—is usually of black unfinished worsted, but may be of dark grey. The autumn model will have a narrow silk edging on the coat and the side seams of the trousers. However, I do not expect that either braid or edging will be used on the morning coat the coming winter. For early autumn, at least, the waistcoat and trousers will be of the same materials as the coat.

Box Topcoat Re-appears.

Some of the new topcoats have appeared this early. The almost forgotten box coat of covert cloth is appearing in the most exclusive quarters, in the darker tans only, and will doubtless be a factor until the winter models are prepared. Then we may expect for evening wear the Paddock and the Paletot to revive strongly. The familiar Chesterfield will be in evidence as the general utility garment. But of overcoats I shall have more to say later.—Lovat in Haberdasher.

The Quiet Man Speaks.

The American truth teller was in form. "Talking of ants," he said, "we've got 'em as big as crabs out West. I guess I've seen 'em fight with long thorns, which they used as lances, charging each other like savages."

"They don't compare with the ants I saw in the East," said an inoffensive individual near by. "The natives have trained them as beasts of bur-

den. One of them could trail a ton load for miles with ease. They worked willingly, but occasionally they would turn on their attendants and killed them."

But this was drawing the long bow a little too far.

"I say, old chap," said a shocked voice from the corner, "what sort of ants were they?"

"Eleph-ants," said the quiet man.

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

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

THE Tisch-Hine Co.

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

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

**TO REACH YOUR
PATRONS AND FRIENDS
USE A MICHIGAN STATE
TELEPHONE**

THE QUICK AND EASY WAY

To raise money, reduce stock or close out your business is by an **AUCTION** sale. The man who can get the high \$ is E. D. Collar, Ionia, Mich.

Terms reasonable.
Write or phone.

The New Stationery House

Indoor Base Balls

In stock to retail at 10c, 25c, 50c, \$1.00. Better order a few.

Inks

In stock for immediate delivery the complete lines manufactured by

**Diamond Ink Co.
Carters Ink Co.
Stafford Ink Co.
Powell Ink Co.**

Shipped at once and dated December 1st.

Will P. Canaan Co.
Grand Rapids, Mich.

Advantage of the Ten Cent Candy Department.

Written for the Tradesman.

In hundreds and hundreds of stores the quickest turning line is that which is found in the 10 cent candy counter.

In other words, more sales are made and more patrons waited upon at this counter than at any other department of the store.

The buyers are not confined to children. Men, women, boys and girls—all are patrons, a fact that means just this: The candy counter has an all pervading appeal—and a 10 cent candy counter particularly so.

Many merchants have wondered at the sudden rise and prosperity of a big Western candy factory, but the explanation is simple enough. These people simply broke away from the beaten path followed by so many makers of high-grade sweets, abandoned one pound, two pound and five pound boxes, in favor of the same grade of goods put up in 10 cent cartons.

The success of this factory has created many imitators until 10 cent

grades, and a 10 cent counter appeals both to the element that wants a small portion of the highest grade goods and to the buyers who want a "peck" for a dime.

Best of all a 10 cent candy department makes children's trade profitable. Every child likes candy. Candy and toys are children's staples. Either they buy these things or nothing. Since there are, perhaps, more children than adults in your neighborhood, it is foolish to allow so golden an opportunity for profits to escape.

Candy sells on sight, so that the more and the better you display it the higher your sales mount.

Candy is an all-the-year line and it sells well summer and winter alike.

Right now the 10 cent candy craze is at its height and the combined force of all the advertising that makers and sellers are doing will be a most profitable force for to link up with your business.

A department of 10 cent candy (10

Williams Beans are Best Just That!

The Williams Bros. Co.
of Detroit



The Shizuoka-Ken Tea Guild, of Otemachi, Shizuoka, Japan, an association comprising practically all of the native tea interests, has just presented to W. V. Stock, Secretary and Manager of the tea house of Renfro Bros. Co., the beautiful pair of Royal Satsuma vases shown above. The gift was made in appreciation of services rendered to the native concerns by Mr. Stock, who is their American correspondent. The vases were brought over personally by Hon. Iwao Nishi, Tea Commissioner of Japan, who is now touring this country in the interest of Japan teas.

candies can be purchased in thousands of stores.

And here's the result: Consumers are being trained in the 10 cent candy habit. Instead of buying only when they can afford a dollar box and then eating until they were sick of the sight of candy, they now buy a neat 10 cent bag or box and eat only enough to whet the appetite for more.

Chocolates, bon bons, satin finished candies, kisses, fruit tablets, marshmallows, taffies and many other kinds are now being specialized at 10 cents, so that the combined pull of advertising is very considerable.

Ten cent candies cover all varieties, so that no one rejects them on the score of too narrow a selection to choose from. As already stated, any kind of candy can be purchased at the price.

Ten cent candies include the quality lines, as well as the lower-priced

cents for the pound, the half pound, the quarter pound and the carton) is a good thing for any store because it makes candy easy to sell to all classes, ages and kinds of people.

A letter to this journal will secure more information on this profitable subject.

A. Pace.

Objects to Serum in Ham.

Several of the Western packing houses have requested the Iowa State Veterinarian to issue instructions against injecting hog cholera serum in the shoulder or ham of a hog. If a hog is sold soon after treatment has been given and the injection made, a blood clot forms in that particular spot, according to the statement of Dr. James I. Gibson.

"The injection just as well can be made in less expensive meat," he said. "In the neck or just above the elbow would do just as well."

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



Best Returns From the Weekly Pay Roll.

Written for the Tradesman.

Maybe you are a small merchant, located, we will say, at Rural Center, and you work in your store yourself and employ only one clerk, an all-around man who acts as a general helper; maybe you are one of the big fellows in a large city and have in your employ one hundred or two hundred persons, including heads of departments, floorwalkers, office force, salespeople, delivery men, etc.; very likely you are somewhere "betwixt and between" the big and the little; in any case, in every case, one of the questions you frequently should ask yourself is "Am I getting the best possible results from my weekly pay roll?"

Economy is nowadays an indispensable factor in successful merchandising. Time was when profits were large enough to admit of some bad leaks in the system and a business still make money, but those days are over.

Profits are smaller than formerly, running expenses necessarily larger. When you consider that the only hope for a proper return for the investment of capital and the risk involved in conducting a retail business, lies in the margin, never wide at best, between expenses and gross profits, it easily can be seen that any undue swelling of the one or shrinking of the other may throw the balance the wrong way, and cause the yearly summing up to show a deficit instead of an increase.

The pay roll, being one of the very largest items in the expense account and one which (unlike rent, which commonly is a fixed quantity,) possesses some degree of flexibility, requires frequent consideration, and, when a change for the better can be made, adjustment.

It can hardly be made too emphatic that it is necessary to get the best possible returns from the pay roll. However by this it is not to be taken that any Tradesman reader desires the reputation of being, or consistently with his own self-respect could be, a harsh, grinding employer, or one who wants to get good service without paying a proper equivalent. By best possible returns from the pay roll what is meant is simply the best results compatible with justice and fairness between employer and helpers.

Perhaps your pay roll is too large—you are putting more money into the weekly envelopes than your business will warrant. Then you should take speedy steps to reduce it. A too-big pay roll may be caused by a

too-easy boss—by a management that hires help to sit around and do nothing. More often, however, where results do not justify the expenditure, the trouble is that the work is not systematized and arranged so that the employes work to advantage—no scientific management is applied. Sometimes the trouble may be that high-salaried people are kept doing work that could be done as well by some one else at half the pay.

It certainly is not advisable, for the sake of reducing expenses, to put at the dress goods counter or the silk counter an inexperienced girl who can not possibly earn more than \$5 or \$6 a week. But it is equally absurd and a needless waste of money to set a \$25-a-week man to dusting shelves and boxes and fastening on string tags and pin tickets.

The dry goods business admits of the employment of some fairly low-priced help, and no dry goods merchant should fail to take advantage of the situation.

The very cheapest help—the class of girl help so much employed in 10-cent stores, for instance, will not answer for the main salespeople in a high-class dry goods store. But a dry goods store is a place where girls and women, from beginners at a few dollars a week up to experienced and skillful saleswomen, can be employed at salaries that are satisfactory to them and will not cause the expense account to take up all the profits of the business. The remedy for a too-large pay roll may be a larger proportion of the right kind of women workers.

It is understood of course that the larger the number employed the better is the opportunity to profit by a thorough division of labor and to utilize some very low-priced help without lowering the quality of the service of the store. If you are at Rural Center with only one man as a helper, he will have to put on the string tags and pin tickets.

Your pay roll may be too small for best results. There is a penny-wise and pound-foolish kind of economy that some storekeepers mistakenly practice, laboring under the delusion that they are saving money thereby.

Suppose the not uncommon case that a business, starting with small beginnings, has outgrown the methods of its early days—has enlarged faster than the way of taking care of it has been enlarged. During those first years the proprietor did all of the work himself. He still continues to do all of it that he possibly can—puts in his whole time waiting on customers, unpacking goods, and

Gloves and Mittens

Our line is complete with everything for Boys' and Men's wear, both in canvas and leather, at prices from 75c to \$13.50. We make a specialty of the celebrated Asbestal line of horsehide Gloves and Mittens.

Mail orders given prompt attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Ha-Ka-Rac

The Standard Line of Gloves and Mittens which you will want to see before you buy.

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.

BLANKETS AND COMFORTS



We are headquarters for Bed Blankets and Comfortables and always carry a complete line for hotel, camp and family use. Cotton, wool (cotton warp), all wool blankets, knotted and stitched comforts, prints, satines, silkolines and silk coverings.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

doing whatever comes up to be done, and never finds an hour to sit quietly down at his desk and plan the work for his employes and map out his business campaign.

This man has made it a rule to keep down expenses, and, in the main, has succeeded by following that principle. But he carries it a little too far. He never has taken on an additional helper until compelled to do so, and always has kept his working force too small for the work to be done. Accordingly, in these busy autumn days, every one is rushed to the limit and the work balls up.

The buying is not looked after properly, particularly the filling up on staples as they become low, which should be attended to frequently by mail orders. "Outs" in the best selling lines are of constant occurrence. Sometimes no one can find a chance to unpack goods that have gotten in, and they stand in the boxes and packing cases for days or even weeks when they should be on sale. In such ways business that properly belongs to the place is lost. Often goods that are called for are dragged hastily out and placed on sale without being checked and priced. Confusing, the making of different prices to different customers, and consequent trouble are bound to ensue.

In the general mix-up, correspondence is not attended to, bills and statements are not rendered promptly, and collections are neglected. It is easy to see that under the prevailing lack of system, a dozen big and little leaks are costing much more than would the additional help needed to compass the work properly.

Where say five or six, including the proprietor, are struggling along and are never quite able to keep up with what needs to be done, one competent additional helper, with good planning of the work, might revolutionize things and make all smooth-running and satisfactory, besides adding to the actual profits more than enough to cover the outlay. Even an inexperienced girl at very low wages, employed to do simple detail work and help keep stock in order, could do much toward easing up all along the line and prevent a great deal of annoying and loss-producing confusion and disorder.

As to the moral issue involved in employing girls at less than what may be called a full living wage, it is too big a subject to be discussed in this article, and one that seems to take on serious aspects only in the larger cities. In most of the smaller cities and towns there are girls who live at home and who are glad to get places where they can earn a few dollars a week, and, if ambitious, be in training for advancement. A job at low wages is certainly not more conducive to immortality than no job at all.

Fabrix.

Back to the Land.

City Business Man—At last I'm rich enough to retire from business.

Friend—What are you going to do?

City Business Man—I'm going to buy the old farm I ran away from and live on it.

Some Opportunities in Children's Clothing.

Written for the Tradesman.

Though a goodly share of the regular dry goods stores handle children's clothing, there are still many merchants who fail to see and grasp the possibilities awaiting them in this line of goods. Even among those who have taken up this line, there are some who, by reason of half hearted methods, have failed thus far to realize to the full the opportunities awaiting them.

Logically, the "children's department" should be a feature—and a prominent one—of every dry goods store. As a rule, it is the mother who buys the children's clothing; and in the natural order of things, she prefers to buy for her children in the same place of business where she buys for herself. Thus the dry goods store which institutes a department of this nature possesses a natural advantage decidedly worth consideration in appealing to purchasers.

In towns and cities where no dry goods store has yet commenced to handle children's ready-to-wear clothing, a big opportunity awaits the first innovator who, having carefully studied the subject, takes the decisive plunge and institutes a full-fledged children's department with a complete and well selected line.

The department is one which requires careful study and close watching. For that matter, there is no department of the dry goods store which doesn't demand attention just as careful and watching just as close. Profitable business is not done in these rushing days by merchants who are afraid of putting forth extra efforts. In return for time and attention, there are opportunities, not merely the opportunities involved in the actual sale of the goods handled, but in the beneficial effect which such a department has upon other lines of trade.

The children's department which is conducted in a slipshod, careless or indifferent fashion, and stocked in a hit-and-miss way, may not prove very much of a business getter, but the thoroughly equipped and well managed children's department, in connection with a store which makes a feature of catering to the young people, is sure to pull trade. The reputation such a store is sure to secure is good advertising—worth dollars and cents every day of the week.

In the conduct of this department—even in a store not fully "departmentized"—it will usually be found advantageous to select one capable clerk to make the department his own peculiar care. Such a "department head" should be vested with a liberal measure of responsibility and required to make a close study of local conditions as they effect his department, the lines of goods offered by manufacturers, and the conditions of trade generally. He will, in short, give the same attention to his department as the head of the business gives to the entire store. With a capable man thus placed in charge, the department should make a good showing.

The children's department should be made to appeal, not merely to

mothers and fathers, but to the young people themselves. Many ingenious methods have been devised from time to time to advertise this branch of the dry goods store. For instance, contests with small prizes offered will create much talk among the young people. A popular method is to invite school children in a certain class to write descriptions of the suit or dress they would most like to buy, and offer a small prize for the best description. Another idea is the securing of buttons with school colors which are distributed free among the children of the various schools and which help to advertise the children's department of the store.

In addition, the department should be given a regular place in the store's newspaper advertising and a fair degree of prominence.

William Edward Park.

To argue with a customer is to lose him whether his contention is right or wrong. An argument never leaves either participant good natured.

We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

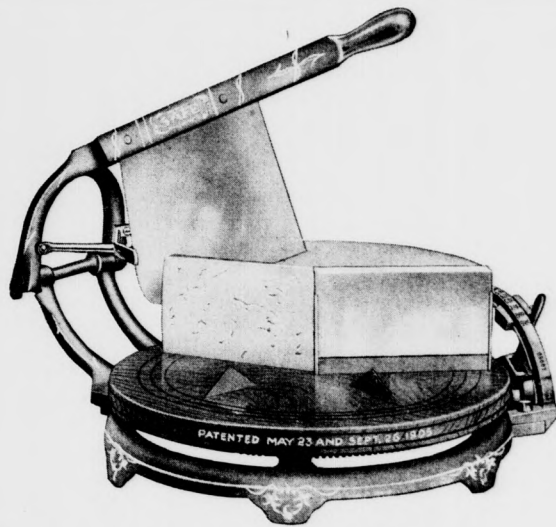
Corl, Knott & Co., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.



Declared the Winner
By
Hardwaremen, Mechanics
Housekeepers

From Every Standpoint
Simple - Strong - Easy
DEALERS it will pay you to investigate. We have a premium scheme with it that will interest you.
Mop-Stick and Cloth with each outfit.

Michigan Pail-Wringer Company
Saginaw, Michigan



Knowing vs. Guessing

This is the cheese cutter that makes it possible for you to make a profit on cheese instead of selling it at a loss, because you don't have to guess at the size piece of cheese you cut. Saves you from losing by overweight.

If you want something handsome, something that will draw the trade, get in touch with us.

QUALITY? No one questions the High Quality of the SAFE Cheese Cutter.

All who have tried it are well pleased and we know you would be.

Put your finger on the leak. Don't give away profits on cheese.

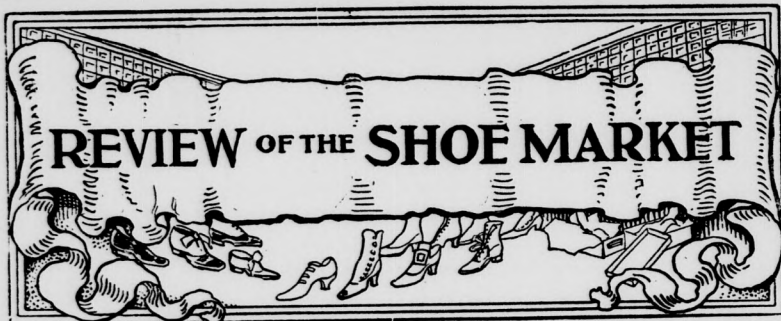
The best for ten years and the best to-day.

A matchless cutter at a matchless price. Made a little better than necessary.

The only inducement for you to buy the SAFE is to better yourself.

May we tell you more about it? Write for prices.

Computing Cheese Cutter Company
Anderson, Ind.



Preparing Good Copy for Fall Shoe Advertisements.

Written for the Tradesman.

That's the only kind of copy the shoe store ought to turn out at any time—good copy. But somehow it seems to me as if there were several special reasons just at this time why newspaper announcements of the shoe store ought to clever, to the point, and chock full of snap and ginger. To begin with there's a sort of tonicful tang in the air, if the reader will pardon the alliteration. And then we are just now at the beginning of a new season, and a season that, from the shoe dealers' point of view, seems to be full of promise. If many hopeful signs do not prove altogether deceptive, the fall and winter shoe trade is going to be encouraging. And then consider the extent and variety of the present styles in men's, women's and children's lines! Surely if ever the advertisement writer of the retail shoe establishment had a right to perk up and turn out fresh and clever copy for the beguilement of prospective patrons, that time is now!

I don't know what you have been saying, through your newspapers, to the people of your community concerning your store and its facilities for meeting the footwear requirements of your people, but I do know from my experience as an advertising man that advertising hints and suggestions are usually welcomed by people who write advertising copy. And I want this department to be helpful—and just at this time helpful to the man who prepares your advertising. So I am going to inject into this article a good bit of ready-to-use material for the man who is right up against the proposition of preparing fall shoe advertisements. If there's anything here you care to use, go to it.

People who are much interested in footwear are interested in fashionable wear are interested in fashionable footwear. Whether they admit it or not, most folks like to be up to date in dress. And this desire for up-to-dateness extends even to their shoes. Now is the time to bear down heavily on your new and nifty footwear creations. If you've got anything different from the old staple leathers and lasts, speak out now, or forever afterwards hold your peace. You can say it something like this:

Our New Fall Boots for Women Are Ready for Your Choosing

New and stunning lasts—shapes bearing the season's new style touches and effects—await your inspection and approval. Absolutely correct in every detail and demand of fashion's

decree, these boots leave nothing to be desired by the woman who appreciates faultless footwear.

Here's another motive you can work to good advantage:

Stylish Footwear for Women Now Indispensable—

Because the new skirts show more of the foot than usual, it is highly important that shoes be stylishly shaped, of superior leather, and expertly finished.

We have just the boots you need to complete that toilette ensemble—those danty, Frenchy creations, built on long, narrow lines—extremely graceful, and the very latest whisper in stylish footery.

They come in patent and gun metal, with cloth, may kid or gray suede tops. Price, etc.

Here's an advertisement in which careful fitting is played up good and strong:

We invite the "hard-to-please" woman to this store. We welcome the "difficult foot."

We believe that the comfort, style and durability of milady's shoes depend very largely upon their fitting qualities.

Therefore we select shoes that are correctly built, and—we fit our patrons with care.

We propose to build our business on good will—satisfied customers.

No matter what foot troubles you have had in the past, we will end them satisfactorily.

And with our beautiful fall footwear, you can have the maximum of style with absolute comfort.

Maybe this one will give you a suggestion:

When Dreams Materialize.

Did you ever stop to think that a beautiful styled shoe is a dream materialized—actually bodied forth in terms of leather?

We have many such materialized dreams in our ample fall lines of shoes for women, misses and little folk.

Not in many seasons have we such a rich and varied assortment of attractive footwear.

New, up-to-date models, in tan, gun metal and patent boots; all Goodyear welt soles; button or lace; medium and short vamps—just the sort that are going in fashionable centers.

Instead of talking in more or less general terms about your fall styles, a good plan now and then is to select a certain style, give cut and price, and play it up strong. Here's the idea:

A Real
(Cut of Shoe.)
English Model.

FOR THE BOY



This Rouge Rex Shoe, made in both black and tan, is an ideal shoe for the boy or youth.

It is solid leather throughout and put together for service.

Don't overlook the boy. He'll soon be a man, and even now his needs in footwear require special attention. If you satisfy him now you'll have the opportunity to do so again.

Write for samples of these shoes.

Hirth-Krause Company

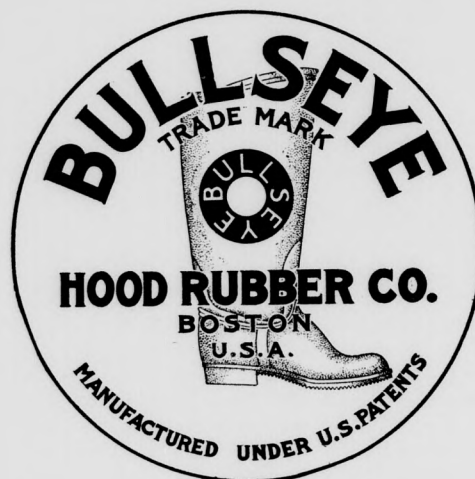
Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Mich.

Keep to the Front

You can do this with the



The boot that the consumer is talking about.

When the consumer begins to talk the "Live" Dealer WILL LISTEN.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

in flexible gun metal or tan Russian calf. This extremely stylish fall boot is a sheer delight to those who are really shoe particular. Really there is something exclusive and classy about this faultlessly styled shoe—and you'll agree with us it's a stunning value at

\$4.50 the pair.

Or this:

A Dainty Fall Shoe
(Cut of Shoe.)

in patent coltskin or gun metal calf—the prettiest conception for early fall wear—a shoe with character, style, fit and substantial wear qualities. You may travel far and look extensively, but you'll find nothing superior to this beautiful creation.

and the price is only \$—.

Here's the dope for an advertisement on—

Walking Boots
for Women

These boots for real service—for wear when there's a nipping tang in the air and slush on the pavements.

These boots have met with the approval of the most fastidious women. Superbly styled in tan Russia or dull calf, flat flange heels, sunken eyelets and tipped toe; an ideal boot for street wear, and a big value at the price\$....the pair.

If there should happen to be a paragraph, sentence or even a phrase in any of this pre-digested dope that you can use to advantage in your advertising, help yourself. Our motto should be: More and Better Advertising, for that's the way to round up the fall and winter trade.

Cid McKay.

News Items From the Soo.

Sault Ste. Marie, Oct. 13—Burglars entered the feed store of Jos. and Wm. T. McLachlan, last week and battered the combination of the safe. Finding they could not get in then, they took the knob opener off as well, but found that they could not get the door open, so went away without further damage. It was necessary to have a machinist come and cut out the hinges and pry the door off in order to get entrance to the safe which is now practically a total loss. No clue to the burglars. Mr. Lachlan is thinking of putting in a wooden front door in his new safe, as it would be less expensive if they should have a return call.

John Werve, one of the butchers for the Pittsburgh Steamship Co. here, had a narrow escape on Friday. While on duty during the night on the supply boat, Superior, Mr. Werve lost his balance and fell down stairs on the boat, severely injuring his left elbow, breaking the bone and making a very painful wound. From present indications he will be laid up for the remainder of the season. H. Cranstons, formerly of Flint, has succeeded Mr. Werve on the supply boat.

Sid McLachlan, for the past few years a resident of Raber, has accepted a position as clerk in the store of W. H. Murner, at Raber. Sid is an old Bay City boy and seems to like the Northern country, where he expects to make his future home.

J. McKee, manager for the W. H.

Murner Lumber Co., at Raber, is taking a vacation, visiting friends and relatives at his old home at Boyne City, after having put in a steady summer at Raber. It seems like getting back into the world for him and the needed rest is certainly being enjoyed by Mr. McKee. He is shaking hands with all the boys on the road, as they all know Mac and were glad to see him.

Another famous foot ball game took place here last Saturday between the Soo high school and the Alpena team, which resulted in another victory, the score being 27 to 7 in favor of the Soo. It seems remarkable that so much interest should be taken in a game of this kind. The attendance was estimated at 2,000.

One of the most exciting auto trips pulled off in the Upper Peninsula was made by J. Noble, cigar salesman from Cheboygan, and Homer Lindsey, the crack shot of the U. P. and Canada, representing Morley Bros., and another traveling man from the Soo, who made the trip overland from DeTour to Raber and return with Jas. McDonald, one of the most daring chauffeurs in this part of the State. Any of the Knights of the Grip who have made this trip around through the hills within ten or fifteen miles of DeTour know what kind of a trip it is to make after dark and with the fog so thick, that one could see only about ten feet beyond the machine. It is remarkable that enough of the party was left to tell the tale. There have been two accidents on the same road within the past six weeks. There are rocks in the road and boulders, seven feet in height, along each side of the road, which is called "Death's gap." Mr. Lindsey sat in the front with an automatic shot gun on the way out and made a DeTour record by getting a crow on the wing while traveling forty miles an hour and would have held the State championship had he not missed three dogs and several cows. Lindsey says that his clothes are still wet from the fright and anxiety while traveling through the fog and trying to keep the muzzle of the gun pointed toward the woods while he was holding on for dear life with the other hand.

J. Scott, pioneer lumberman of Drummond Island, was a Soo visitor last week, buying supplies for the winter's operations. Mr. Scott is interested with Salling-Hanson & Co., of Grayling, and it is expected that there will be a busy season at Drummond Island this winter as Johnson & Co., of Chicago, are also anticipating putting up a large amount of timber, besides other smaller jobbers from DeTour.

A \$2,000 fire visited Brimley late Sunday night, burning Alex Clark's hotel, barns and stables and some adjoining property. A. J. Belanger was

so badly burned that he is not expected to live. This is the worst fire that has ever visited Brimley and will be quite a blow to the town that has heretofore been a thriving village.

Wm. G. Tapert.

Enough Said.

Mrs. Cooke had a new servant and after the first cake she baked the mistress went to the kitchen.

"Delia," said Mrs. Cooke, "your cake was very good, but there was not enough nuts in it. When you make another, please remember I like plenty of nuts in the cake."

"Well, mum," replied the girl, "the reason I didn't put more in was because I couldn't crack any more today. Indeed, mum, an' my jaw hurts yet from them I did crack."

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



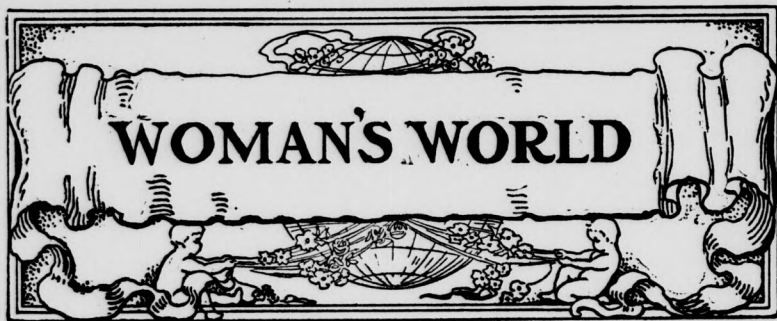
Rikalog Cruiser

A high cut shoe that cannot be excelled for either foot comfort, water turning power or long hard wear. A little more money perhaps, but—



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





Some Lay Views on Dentists and Dentistry.

Written for the Tradesman.

That impatiently awaited for earnest of growth and development, a baby's first tooth, is welcomed with delight by proud young parents. Considered with regard to the capability for causing suffering possessed by it and its fifty-one successors, that tiny pioneer lobe of ivory whiteness, aggressively pushing its way through sore and inflamed little gums, might more logically be greeted with weeping and lamentation.

The babies of all ages have howled with the coming of their teeth, because of present pain and possibly from infantile prescience of future agony. However, the baby of to-day, while he does not cut his teeth any more easily than did his predecessor of the past, stands a better chance of getting along with them through life with comparative comfort, for the art of dentistry has made astounding advance in the last few decades, and has attained a perfection undreamed of by our grandfathers. Be it said right here that in dental profession the United States leads the world.

To offset his manifest advantages, the modern infant is due to put more time and money upon his teeth than did the old-time baby. Indeed, he may well expect, as soon as he gets his first little incisor through, to be haled off to a dentist by his progressive mother to have it looked after, and a toothbrush is likely to be thrust into his tiny fist long before he is able to use it.

Like almost everything else, dentistry had its rude beginnings in the rude past. It is first alluded to historically by Herodotus. Have you ever thought what a smart and busy reporter Herodotus must have been? He seems to have scooped every bit of news furnished by the human race up to about the fourth century B. C. Whatever subject you look up, you are sure to find—"Thus and so is first mentioned by Herodotus."

Attempts at dentistry antedate even his annals. Jaws in which natural teeth or carved imitations of them were inserted and retained by gold bands affixed to adjoining sound teeth have been found in early Etruscan tombs and in the mouths of Egyptian mummies.

In the Twelve Tables, the famous legal code of the ancient Roman, it was permitted that "if anyone's teeth have been bound together with gold, it shall not be unlawful to bury him with it," which certainly seems no more than fair after the poor fellow had gone to all that trouble!

But the science of dentistry, as we know it now, is very, very new. The knowledge and use of electricity have hardly made greater advance in the last sixty years than the methods for the preservation, restoration, and extraction of the teeth.

When we consider that chloroform was not discovered until 1831 and that local anaesthetics did not come into use until much more recently; that up to 1855 gold was used simply to plug cavities and that no attempt was made to build out and restore lost portions of teeth with it; and that within the memory of persons now living dentistry could not be classed as a separate profession but was practiced mainly by physicians as a side issue, and by them chiefly in the way of relieving diseased and suffering teeth by extracting them with a barbaric implement called a turnkey: when we think of all these things we pay a hearty tribute of admiration to the surpassing grit of those old-timers, and we are ready to remember with proper gratitude the mercies which we of to-day enjoy, and to submit more resignedly to the drilling and tamping and scouring that our dentists find necessary to keep our incisors, canines, bicusps and molars in order.

I have a friend who has spent her life in quite a number of cities and towns distant from one another, and whose teeth are of the kind that require frequent attention. In consequence she has been compelled to change her dentist often and can count up some twenty different practitioners who have done work for her. She is familiar with every grade of dental outfit. She can picture the improvised office in a backwoods village where a dentist from some other town comes in for a day or two each month, screws an iron headrest to a common armchair, places a cuspidor on the floor at the side, and begins filling, extracting, or taking impressions, as the case may be, for his patients who have come in from the surrounding country for his ministrations. She can describe as minutely the up-to-the-minute dental suite, with its elegantly furnished reception parlor and its white-tiled operating room, with all the latest apparatus for sterilization, and every appliance spick and span and sanitary in the highest degree—where imagination can hardly conceive of a more perfect equipment, and the charges are according.

Having become quite a connoisseur upon the subject, my friend has formulated what she calls the four infallible tests of a good dentist. He

who can meet these, though he be a humble brother of the backwoods, is worthy; while he who falls short in any one of them, though he be graduated from a dozen schools and have the finest rooms and the most expensive instruments, is unworthy, and will waste his patients' teeth and cause suffering that is unavailing.

My friend maintains that a dentist should be a man of conscience. There is a right and a wrong in things dental. The patient does not know what ought to be done, and often is inclined to temporize and want freedom from annoyance and pain at the price of future well-being. Not infrequently it would be for the dentist's financial interests to humor the patient's wishes and not insist upon thoroughness and efficiency. Here is where the stern and unrelenting professional conscience should decide the issue.

Judging from her own wide experience, my friend holds that the followers of the dental profession are conscientious in a remarkable degree. Of the score who have practiced on her teeth, she feels that all but two or possibly three "have done the best they knew."

My friend's second criterion is that by nature and by education a dentist must be a physician. He should have

the passion for healing, for restoring, for conserving the powers of the human body, together with the acumen in diagnosis, that are the sine qua non of the good doctor. Further, to make him a safe and trustworthy practitioner, he should have a thorough knowledge of the human body and of the various prophylactic, remedial, and anaesthetic agents that he is allowed to employ.

My friend's third shibboleth is that a dentist must be a natural mechanic. He must have the kind of mind that, had he not been a dentist, would have made him a capable blacksmith or a skillful watchmaker or a proficient civil engineer. The man who can do good filling and bridge work in the mouth, could, had he directed his energies differently, tunnel mountains or bridge rivers successfully. He must have a quick and sure perception of what can be done and what can't be done under given circumstances, and must possess a ready ingenuity in overcoming surmountable obstacles but must not attempt impossibilities. Some dentists who are good safe men in other respects fall short in mechanical ability.

The fourth is that a dentist must have steady, well-controlled nerves and at least a fair degree of physical health and strength.

Advertised Goods Are Winning all the Time

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

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

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

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

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

NATIONAL BISCUIT COMPANY

So much regarding the indispensable qualifications and personal make up of the reliable dentist. "There is," my friend adds, "still another qualification, not essential to a dentist's doing good work, but essential to his getting any considerable amount of work to do. He must be clean—exquisitely tidy in person and fastidiously neat as to office and appliances. A man slovenly in dress and even dirty may do work that will last well and be satisfactory in every way, but the better class of patrons will not go to such a one a second time if they can avoid it."

If with all else a dentist can bring to his vocation that intuitive perception and knowledge of human nature that will enable him to gain the trust and confidence of his patrons; if he can soothe and strengthen without unduly exhausting himself with sympathy; if he can be gentle and at the same time quick, speedy with no suggestion of haste or harshness; if he has a strong personality that can throw an ever so slight and wholly beneficent hypnotic spell over his patient for the time being—his success in his chosen calling is assured. A dentist should have the iron hand in the velvet glove, and the velvet glove should have an especially long nap.

A dentist's temperament is shown to a great extent by the manner in which he adorns his waiting room and office. The callous brute who has no feeling for his patient will make a great display of extracted teeth and of upper and lower plates, perhaps of a size for giants rather than men, and will post up such mottoes as "Be glad you're alive." The dentist of sensibility, on the contrary, wants his patients to forget their troubles whenever they can. Some such, being men of taste, adorn their walls with really exquisite works of art, and have rare and interesting curios and bric-a-brac to occupy the attention of the waiting patron. Even the cheapest copies of "A Yard of Roses" and "Pharaoh's Horses" are preferable to professional trophies.

In large cities many dentists now specialize, devoting themselves wholly to some one of the three great branches of the profession—extracting, chair dentistry, or laboratory work. The orthodontist straightens crooked or irregular teeth.

Among conservative persons there is a strong tendency to stick to their old dentist, and it not infrequently happens that the same man will care for a person's teeth twenty or thirty years or even longer. There are people, however, who prefer comparatively young practitioners, claiming that a dentist is better at thirty-five or forty than afterward. They aver that the young man is apt to be stronger and more tidy than the older one, and better up on the latest methods in the conservation of the teeth. Much depends upon the individual. Some old dentists keep wonderfully well abreast of the times professionally.

Sometimes I ask the question, Why are dentists? That is, why are any young men, bright and capable enough to gain entrance to a dental college, willing to take a long and expensive

course of study and training in order to learn an arduous profession which no one pretends to practice with pleasure or enthusiasm? Why are they willing to do all this for the rather puny rewards which that profession has to offer? A few dentists have gotten rich from royalties and profits on inventions and preparations that have gone into extensive use. These are exceptional cases. In the regular practice of his vocation, no dentist can hope to become wealthy—a competence is the most he can expect to obtain. The large fees that are cheerfully paid the successful lawyer or doctor are not for him, it matters not how skillful he may become. It is a matter of day's works—fairly well paid day's works if he is popular and successful—but still day's works to the end.

A dentist practically never becomes famous, and while usually respected seldom attains to much influence in the community in which he lives. To other drawbacks must be added the facts that the average working life of a dentist is only twenty years, that owing to the intense strain to which he is subject he is especially liable to nervous breakdown, and that members of the profession are so frequently sued for alleged malpractice, that it is not uncommon for a dentist who has accumulated any property to have it placed in his wife's name. When all these things are considered it is indeed strange that there never seems to be any scarcity of dentists, and in some localities the profession is considered overcrowded.

Perhaps the only answer to the question, Why are dentists? is that the same Mind that gives us teeth provides also that there always shall be a sufficient number of men willing to undertake the disagreeable and repulsive work of taking care of them. Quillo.

The Delivery Boy.

He hastens on his morning round,
Returning to the grocery door;
There is but one he cares to greet—
The little clerk within the store.

Only to see her face again—
To place an order in her hand—
Perhaps exchange a word or two—
Such bliss do lovers understand.

And yet he worships her afar—
A busy little maid is she;
A widowed mother she supports,
And has no time for coquetry.

She notes his easy, careless ways,
He sees nor feels the need of work;
Her good opinion he desires—
She puts him down a first-class shirk.

Idly he stands and sees her work,
Moving about with ease and grace;
Nor thinks to lend a helping hand,
Those heavy sacks to put in place.

Her work complete, she meets his gaze,
And pleasantly inclines her head,
He waits to hear some tender word—
"Deliver this" was all she said.

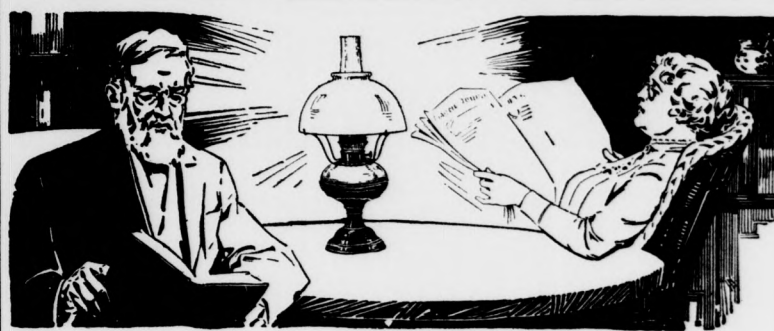
Love, ever blind, sees no reproof,
Hidden beneath the sweet command
Her quaint reserve but spurs him on—
He yet will gain her heart and hand!

He hopes some day to own a store—
With her to help, the way is plain—
A life of ease he then may lead,
Perhaps a competence may gain.

Her woman's heart responds to love,
Yet reason rules with gentle sway;
Who shares her life must manly be,
And brave and true in every way.

A fitting time when few are in—
He hastens his ardent love to speak!
All the emotion she betrays
Is faintest blush on either cheek.

"My parents, dear, will welcome you,
'Twill be our home, when we are wed,
Oh, let me take you there to-day!"
"Deliver me!" was all she said.



Save Your Eyes! Enjoy Good Light

Rayo lamps shed soft, mellow, steady light. No glare or flicker to strain the eyes. Best for reading. Best for studying. The best lamp in the world, as is proven by more than three million of them now in use.

See the above-illustrated model at your dealers.

Get our booklet, illustrating and describing them.

Rayo
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For best results use Perfection Oil

Standard Oil Company

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(AN INDIANA CORPORATION)



Coffee Boston Breakfast Blend

Always Uniform
Exceptionally Good
Blended by an Expert

JUDSON GROCER CO.

The Pure Foods House
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.

Clerks Who Have Risen to Be Store-Keepers.

He was just an ordinary clerk and he got \$15 a week in the Big Store, that being the name it went by among the other hardware stores of the city.

He had an ordinary job in the miscellaneous and was remotely disconnected from the dignified and learned department of builders' hardware, on which the store prided itself as something which might be only flossy now, but was going to be the best ever when it got good and going.

The head of his department noticed him only to tell him to get a move on, and the head of the store never noticed him even for that.

When he was crowding thirty, he came to the conclusion that the only human person, outside of himself, who did notice him was a certain girl whom he had reason to believe the finest little woman in the world. Soon afterward he backed his opinion of her to the full extent of his wages and as much of his credit as was good on the local installment plans.

Their bliss lasted until the baby was born and then got a second lease of life that endured up to the baby's first summer. After that, mere human anxieties began to do their cruel work, and Bill, as he had long been familiarly known to those who didn't notice him as well as the one who did, learned what it meant to dread a baby's second summer on the limp strength of \$18 a week, the salary to which a careless Providence had raised him when the Big Store heard he was married. When the raise came, he imagined Providence was very thoughtful; but later he realized that it was merely the carelessness which, recalling his existence after years of forgetfulness, as nonchalantly forgot him again.

It may be surmised from this that Bill had never tried very hard to attract the attention of either Providence or the Big Store; and that surmise should rank next only to the guess of the shrewd gentleman who suspected there must be a nigger in the wood pile.

After the baby's advent, Bill did all in his power—inclusive of imbecile language and midnight promenades—to alternately attract and distract the attention of the baby; and necessarily he did even less than before to draw the attention of the store. The head of the department, being a family man himself, didn't blame Bill

much; but, being also head of the department, he didn't strain his authority with the store to get Bill another raise in wages. It's a careless world, if you don't keep kicking it.

The doctor told Bill's wife and she told Bill, that the best thing for the baby would be to pass its second summer in the country.

"These doctors are darned unreasonable," Bill commented. "Why didn't he advise something cheap and practical, like Palm Beach?"

Yet it happened, just then, that he saw the advertisements of a suburban home company, offering acre lots a few miles out to genuine home seekers at the trivial price of only \$300, pay \$50 down and the rest on reduction mortgage. He went out to look at those lots and found they were handsomely covered with second growth chestnut and had cost the promoters \$45 per acre for the whole tract. So, with his eyes wide open like the rest of the home seekers, he bit. This shows the power of publicity.

Bill was not one of your assertive natures, so he had to crowd his courage pretty hard, a few days afterwards, to use his nodding acquaintance with one of the customers for builders' hardware. But, with the baby's second summer in mind, he did it.

He explained what he wanted to do—to have ready, by the following spring, on his acre lot a log cabin bungalow, built of the second growth chestnut, that would be comfortable for his wife and his baby; and he wanted to do it all with his own fair hands, because he hadn't the money to hire those of brawny and expensive labor.

"If you ain't a chump, you're a hero," remarked the builder. "Anyway, you've got the spunk that'll make any man help you. Wade right in, and come to see me every time you need advice. First thing you do, get your trees down just where you want to build and don't cut down any more than you need for a small bungalow. I'll give you a plan that'll do for a few years, but it'll be one you can add to when you want to spread later. Some day I'll run out there and start you off right."

Bill was overwhelmed with gratitude; but he managed to stammer an acknowledgment inspired by the builder's concluding promise:

"Why, say, if you will come out, I know a lot of fellows who've bought around me and I could introduce you to them. You might pick up some business among them if you cared to."

"Any of them built yet?"

Foster, Stevens & Co.

Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.
Grand Rapids, Mich.

Stock up on Guns and Ammunition

Be prepared for
Hunting Season

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

Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth GRAND RAPIDS, MICH.

H. Eikenhout & Sons

Jobbers of Roofing Material

GRAND RAPIDS, MICH.

We carry a large stock of roofings, roofing materials and building papers.

Use Tradesman Coupons

"No. I'm the first. I've got to be."
"Lead me to it," exclaimed the builder. "I'm going to make you a present of the mill work for your whole bungalow."

The next thing Bill did was to rent an empty tenant house on a farm near his acre lot. That put him, his wife and baby on the ground. He bought his tools at the Big Store because he could get them at cost prices.

The Saturday half holiday wasn't quite done with when he began, so he made a lot of progress before cold weather set in. For the first time in his life, he developed an enthusiasm. He talked bungalow to every man in the Big Store. He talked it morning, noon and night. He even had the nerve to talk it to the head of his department, and to the head of the builders' hardware; and once, on an occasion of great enthusiasm and great daring, he actually told the proprietor that the handsomest modern style of architecture, next to the Capital at Washington, was the log cabin bungalow, if you only treated it artistically along Colonial lines.

Of course, what happened had to happen. He became Bungalow Bill, and acquired a standing in the Big Store right off the bat. It was mostly a derisive standing; but nobody afterward would ever fail to take notice of him.

His natural shrinking violet disposition resented the notoriety that befell him, and sometimes, when he hurled their derisions in their teeth, he was led into arguments that were purely professional—discussions over the relative merits of builders' specialties and the various items whose common ground is the home-builders' practical application of tools.

One day—it was shortly after Bungalow Bill had moved into his log cabin bungalow and his friend, the builder, had contracted to put up a score of other homes more pretentious than his—the head of the builders' hardware got sore on him.

"Look here," remarked that authority. "You think you know so much about my line, suppose you get transferred and give me a lift here. You've been dogrobbing around this store long enough to have a better job, anyway; and I've been fooling my time too long on a department that'll never amount to a hoot. If you can fit in here well enough to do estimates, I'll apply for my old place as assistant in the miscellaneous."

"I'll go you in a minute," answered Bungalow Bill.

He went. It was three months before the head of the builders' hardware could make his own change; meanwhile, Bill had not only mastered the profundities of his new job, but he had put his builder friend to work bringing him in new trade.

Inside of a year the builders' hardware, from being merely flossy, had grown to be what the owner of the Big Store had always expected to it. A man who knew builders' hardware was running it this time.

Bill was thinking of starting a store of his own, with his specialty for the backbone, when the head of the Big Store who now seemed to have a

sort of x-ray on all Bill's thoughts and purposes, called him into the office.

"Bill," he observed, "if I were you I wouldn't go ahead with any plans for independent business."

"Why—ah—" Bill began.

"Tut!" interrupted the head of the house. "I'm on; and I think you'd make good. But wouldn't you rather try your hand at being store manager here? I think I'll have the place ready for you by the first of the year."

Bill blames it on the baby; but the Big Store is sure it was the bungalow. Camillus Phillips.

Doings in the Buckeye State.

Written for the Tradesman.

In addressing the Young Men's Business Club of Columbus recently, Col. E. S. Wilson said: "Stand by the law. Fight dishonesty. Don't argue, but act. Keep sober. Don't let brass bands and popular prejudice distort the judgment. Don't be shrewd—the shrewd man overreaches his friend; a gentleman is not shrewd. Live pure lives and insist on purity in your city administration."

Complaints of telephone service in Cleveland have now taken the form of a demand for a sweeping investigation of all Bell and Morgan independent properties in Ohio by the Public Utilities Commission.

The haberdashery business of A. M. Smith & Co., at Columbus, has been purchased by the Fred L. Schlottman Co.

Bankers of the State are authority for the statement that Ohio farmers are engaging in stock feedings on a larger scale than usual, stimulated by the high price of meat.

The Union County Telephone Co. has started suit at Bellefontaine, asking \$10,000 damages from the United Telephone Co., alleging failure of contract in the purchase of the former company.

No intoxicating drinks may be served on railroad trains in Ohio after Nov. 4, according to a recent ruling of Attorney General Hogan.

Dayton is receiving preliminary plans looking toward flood prevention. So far all plans suggest the building of reservoirs and the cost is roughly placed at \$10,000,000.

Historical Note.

A small boy handed in the following on an examination paper in United States history:

"General Braddock was killed in the Revolutionary war. He had three horses shot under him, and a fourth went through his clothes."



WHY NOT HAVE BEST LIGHT?
Steel Mantle Burners. Odorless. Smokeless. Make coal oil produce gas—3 times more light. At dealers or prepaid by us for 25c.
Steel Mantle Light Co. Huron Street Toledo, O.

The Ad Shown Above

Which is running in a large list of select publications, will certainly send customers to your store. If you are not prepared to supply them, you had better order a stock of our Burners at once. Accept no substitutes. The genuine is stamped "Steel Mantle, Toledo, Ohio." If your jobber doesn't handle them, send us his name, and we will make quotations direct to you. Sample Burner mailed for 25 cents.

STEEL MANTLE LIGHT COMPANY
310 Huron St. Toledo, Ohio



Percheron Collars

The Famous "SUN-BEAM" BRAND

Sun-Beam PERCHERON Collars are properly fitted, and will do away with sore necks. It fits the collar bone, will not chafe or irritate as the straight collars do. The Percheron is scientific in construction.

Let us send you particulars. Why not?

Brown & Sehler Co.

Home of "Sun-Beam" Goods

Grand Rapids, Mich.

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

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

Detroit
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Lansing
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And NEW YORK CITY

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

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

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

Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan

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.

Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.



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Chirpings From the Crickets.

Battle Creek, Oct. 13—This letter is written on the thirteenth day of the month and the thirteenth year of the century but, like Eva Tanquay, "I don't care." The figure thirteen has no terrors for me and when I look back and think I know the price of beefsteak and the cost of a child's winter coat did not look as big to me when I was thirteen as they do now. Superstition is a condition of the mind. Think right, do right and keep busy with honest effort and you won't care whether the cat is black or white, whether you walk in front or under the ladder or whether it is the thirteenth or any old date.

C. W. Post, the local food magnate, put up \$500 for the citizens who had the best kept lawns and flowers. Our Bro. John Q. Adams captured a \$25 cash prize and Bro. M. L. Blakeslee received a check of \$12.50.

Some few weeks ago in these columns the writer spoke of the beautiful lawns of Brothers Adams and Blakeslee and the fact that the judges picked these two lawns as prize winners shows me that besides being able to tell a marshmallow from a gumdrop and a Ford from a Packard, I also know a good lawn when I see it. I thank you. John and Mark hardly know what to do with the money.

A local brother met a brother from Ohio last week who had had a long run of hard luck. He had left home and a sick wife with as little money as he could possibly travel on. While in this vicinity his firm went broke and he was without funds or position.

He met a brother wearing the button and got in conversation with him. The result was that the local man's home was thrown open to the Ohio boy, the phone was used and next day car fare was handed the stranger and he went on to Jackson, where a position awaited him. Such is U. C. Tism and as long as a man is a man, he can join and be one of us. As long as a man is a man he can always find a helping hand extended. We all have our ups and downs, but by living a good clean life you will unconsciously make friends and admirers who will assist you just when their help is fully appreciated. We don't envy a man his good paying position. It's his happy disposition, his true manhood and host of friends that makes a man a success. These qualities money will not buy.

Hotel proprietors and managers are warned to give up the roller towels and substitute the individual ones, as the law has been in force for more than sixty days and inspectors are now making the rounds.

Morris Russell is covering territory for the American Ammonia Co.

Saturday afternoon, Oct. 18, at 3 p. m., the local Council will hold its business meeting. We will have candidates to lead through the dark canyons. We trust you men will kindly bear in mind this afternoon session and make a point to be in attendance. At 7 sharp, Saturday night, Oct. 18, in the Council rooms, No. 253 will be host to the boys and their families. This will be started off with a supper, after which we will play cards and have a general good time all around. The committee in charge has spared no money, time or pains to make the affair as enjoyable a one as we ever have had and we want all you boys and your wives and children to come and dine and play with your friends. Bring a prospective candidate and his wife and help show him why he should join our big, happy circle. Help us get out the boys who think they are so busy they can't come. We will especially be pleased to see visiting brothers who might be in our city.

The wife of Bro. John Smith is very ill at her home in this city. Bro. Smith is with the Wabash Baking Powder Co. and is a member of one of the Detroit councils.

Bro. Orin J. Wright, who has successfully conducted a large grocery and general merchandise business at Urandale for the past two and a half years, has sold his stock to John Gould. Orin is a former road salesman and has again demonstrated the fact that a road man can make good

in a retail way. The training a man receives on the road is a great asset and the experience can always be turned to a profit. Bro. Wright and wife have been tied up very close while in the retail business, but have kept in touch with the Council and its doings. Orin is undecided regarding his future work, but we hope he and Mrs. Wright will continue to make Battle Creek their home. Orin will be missed by the boys who called upon him, as he was always congenial and a square dealer. We all wish you success in the future and want to see you and the Mrs. Saturday night at 7 sharp.

Norm and his committee of good feeders met Saturday night at 8 o'clock in the Athlestone Club rooms and perfected the menu and programme for the 18th of October. Out of respect to Geo. C. Steele's palate, we drew a heavy blue line through one item on the list—sauer kraut. By the way, after our business was out of the way, we had a nice social session which each man felt in a personal sense. Topics were brought up and discussed in a way peculiar to men who understand each other and have explicit confidence in each other.

We have a former member of our Council who has been expelled. This man persists in wearing the button when on the road. While in this city he keeps it off his coat. He is being watched and he is inviting trouble for himself. I hope the party reads this and takes warning.

Past Senior Counselor Chas. S. Foster visited his nephew, Chas. Mamby, at Kirksville, Mo., last week. Mr. Mamby is attending school at that point. Our brother, who is an entertainer of note, showed his nephew's college chums what he was capable of doing along the reading lines and he truly found favor with the boys. Chas. attended a social at Urandale Friday night and put on several impersonations which were well received.

Business session Saturday at 3 p. m., Oct. 18. Supper at 7 sharp in evening, followed by a social session. Ladies and children, visiting brothers and as many of you fellows as possible, show up at Council chambers at 7. Be on time.

Subscribe for the Tradesman, as the nights when you want to read are here.

Read the Tradesman.

Guy Pfander.

Merry Musings From Muskegon.

Muskegon, Oct. 13—Muskegon's Bracing Breezes are becoming chilling breezes, judging by last Saturday.

Bro. Hobbs, of the Chase-Hackley Piano Co., has been making an extended trip in Southern Michigan in the interest of his house.

Mat Stiner and his only heir, the bull dog, were down town Saturday. Both were looking well.

Miss Adriana Lulop, sister to Bro. Lulop, is recovering from a serious case of diphtheria, by the antitoxin route.

The Hotel Divine of Portland, changes proprietors Nov. 1. Here is

hoping some other things will change soon thereafter!

There is a farmer up in Montcalm county who, when approached about buying a gasoline engine, said he had to buy a piano for his daughters and told the piano man he had to buy an engine. Here's dollars to doughnuts if they both go together he will be in the market for an auto? Or is he just going to sell the farm?

Bro. Geo. Hood has recovered from his auto accident of a few weeks ago sufficiently to be out again. Just to try out his mettle, he came across from Chicago Saturday on the boat. We understand he had a pretty rough voyage for a convalescent.

Saturday, Oct. 18, is meeting night for No. 404. Now, boys, let's have a ringdinger of a meeting. Come with that application you have been promising us so long. We hear J. V. Porter is coming to learn the mysteries of U. C. Tism. Well, let's give him what he has coming. Slim.

If you do not treat yourself with respect nobody will respect you. Persons who travel around in careless attire and with unkempt appearance will not be regarded by those whom they meet as choice companions. This same idea may apply to the goods which you have in your store. If they are allowed to be covered with dust or if they are carelessly put back on the shelves as though they were not of sufficient value to merit proper attention, or, if in handling them the salespeople do not exhibit that regard for them which might be expected toward something which has been bought and paid for there will be created in the minds of the customers a feeling that the merchandise is not of much account after all. When everything is neat and clean and carefully kept in order its value will be very much enhanced in the eyes of all who see it. It is wonderful how much effect is produced upon the public mind by the manner in which things are done. A neglected child may create sympathy in the hearts of beholders, but the chances are very strong against their being attracted to it by any other sentiment. The same rule holds with the store where neglect is apparent in the arrangement and handling of goods which are supposed to possess value.

Somebody has neglected his duty when a dog comes flying out to bark at every team that passes. Don't let that somebody be you. Take your dog in hand early and be thorough with him. He will soon learn that his place is somewhere else than provoking serious runaways. If not, there ought to be a missing dog act your house.

When you visit with your customers, talk to them about the things in which they are interested, rather than the things in which you are interested.

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

Gabby Gleanings From Grand Rapids

Grand Rapids, Oct. 13—The first of a series of six dancing parties will be given next Saturday evening, Oct. 18, at U. C. T. hall, Herald building, under the auspices of Grand Rapids Council, No. 131. Arrangements have been perfected and all indications now point toward both a financial and social success. Knowing the well-established excellence of these parties in the past and believing in the saying that "to be as good as our fathers we must be better," the committee has put forth every effort to make this series more enjoyable, if possible, than any time in the past. Tuller's orchestra will be in attendance with a xylophone and a clarinet added to the number of pieces they have had in former years. The refreshment committee was not ready to report at the meeting of the committee Saturday afternoon, but assures us it has a treat in store along that line. In case we are favored with a sufficiently large crowd at this first dance to justify the additional expense, it is the sense of the dance committee to hold the balance of the series in a more commodious hall and, judging from the very generous and favorable responses to the letters sent, it looks now very much as though that will have to be done. A question was raised in our letter, relative to an apparent conflict between the tickets and the letter, the ticket reading "not transferable," whereas the letter asks the recipient to endorse ticket to a friend in case he does not find it convenient to attend. You will notice the ticket provides for a guest and a brother, and not transferable means it will not be accepted if presented at the door by anyone except a brother or a guest recommended by him, whose name will be inserted in the proper place. The guest cannot, under any circumstances, transfer the ticket. While it is not the intention of the committee to make these dances formal, it is a fact that exclusiveness is necessary and, in this way only those desirable are admitted, each U. C. T. brother being held responsible for the guest recommended who, by the way, does not need to be a traveling man, but any friend to whom a member desired to endorse a ticket. It is hoped each member who can do so will attend, as patronage brings excellence. The committee has gone to an additional expense—paying more for the music, refreshments, etc., than in former years and are depending on each and every member of the Council to do his part in defraying the expense, either by using the ticket himself or endorsing it to a friend.

As entertainers, we shall have to take off our hats to Mr. and Mrs. John D. Martin. It appears that Mr. and Mrs. Cummings of the Cummings Realty Co., Battle Creek, came to Grand Rapids last Sunday with the expectation of spending Sunday with Bro. Martin and wife and returning home Sunday night. They had such a good time—it must be that, for John says he didn't owe them any money—that they staid until Tuesday night. This puts Bro. Martin out of

the "double T" class, as he did not get onto his territory until Wednesday morning.

Walter Lawton is wondering why all the boys go down the opposite side of the street when they meet him. They probably will, Walt, until they get a full report of that "Bee."

Gladys, the 11 year old daughter of Mr. and Mrs. Homer Bradfield, is sick with scarlet fever. We are pleased to report that she is doing as well as could be expected.

Wilbur S. Burns Sundayed in the Upper Peninsula.

Now that fall is here and the baseball team has disbanded, we would suggest the organization of a U. C. T. foot ball team. We think the following line up would put to flight all competing teams: G. K. Coffey, center; Fred Beardsley, right guard; Geo. McConnell, left guard; F. E. Scott, right tackle; John I. Spade, left tackle; J. V. Ripperger and R. J. Ellwanger, ends; Gee-Cripe Jennings, quarter; John Maurits and F. H. Buck, halves; Geo. Alden, full back and captain; Pete Oostema, James B. McInnis, J. Albert Keane, way back; W. W. Schantz, coach. Then arrange for a Thanksgiving game and challenge any team in the State.

And still reports come in of hotels using roller towels. The Wigton at Hart, Shelby Hotel and Lake View House, at St. Joseph, Gildner at Grand Ledge. We want to correct the above. These reports are not still. The boys are making a big noise about it.

Much mystery surrounds the fact that the Pere Marquette Railroad is allowed to lock the doors at one end of each coach in order that they may shoot passengers on and off through one entrance and exit and compel them to show tickets. This is a great annoyance to the traveling public, many of whom enter the platform to find the door locked and too late to get off again and go the length of a car or two to find the entrance. As a result, passengers occasionally are compelled to ride to the next station on the platform, which is not only dangerous and forbidden by the company, but exposes them to grave danger of contracting colds, pneumonia or something worse. And, besides, it is uncomfortable. Take notice, brothers railroad commission, and investigate.

Last week's market report showed a surprisingly large decline in the celery supply at Kalamazoo and a consequent advance in price. Upon investigation it was found that this was caused by the purchase by Mrs. P. H. Fox of a large quantity on her departure from the city for Grand Rapids.

Bro. W. E. Lovelace, formerly with the Associated Manufacturers Co., of Waterloo, Iowa, has accepted a lucrative position with W. H. Salisbury & Co., Inc., Chicago. They manufacture high grade leather and rubber belting, hose, packing, etc. Bill reports he likes his job and that business is good. Success to you, old man.

Grand Rapids is surely going to

have a guild of the Ancient Order of the Bagmen of Bagdad, and it is only fitting and proper that a progressive U. C. T. council such as No. 131 should be the one to assume the initiative in instituting a lodge of this kind within the confines of the State of Michigan. Bro. Walter S. Lawton, one of the prime movers and promoters of the movement, informs us that he has received positive assurance from the Imperial Ruler Manley J. Hemmens, of Columbus, Ohio, that a special dispensation has been granted Grand Rapids Council, No. 131, they having secured the requisite number of charter member subscriptions which is fifty or more. This order is purely social in nature, but is a very valuable acquisition to our Council. Any U. C. T. member of the State is eligible to membership by the payment of a membership fee of \$5 for charter members and \$10 after the lodge is instituted, which will be about Jan. 1. The annual dues are \$2. The committee is now ready to receive the membership fee from those who have signed applications and from any other U. C. T. member of the State who wishes to do so. Imperial Ruler Manley J. Hemmens is expected to be present at the installation exercises and the guild from Milwaukee have expressed their intention to come. Those wishing to join under the cut rate for charter members, are advised to do so now, as the time is short.

In sharp contrast with some hotels already mentioned is the White Lake Inn, at Montague, where everything is sanitary and strictly up to the minute. Individual towels, nine foot sheets and everything for convenience and comfort of the traveling public. Give us more of this kind.

We wish to state, for the information of our readers, that Bullet Joe is no relation to Anheuser, although he has achieved some reputation as a ball heaver.

Bro. John Adams, Past Grand Counselor, has sent in his application for membership to the Bagmen of Bagdad.

Bro. John Christensen, wife and baby spent last week with A. G. Marriott and wife, of Saginaw. John is the able representative of the National Biscuit Co. and a loyal member of No. 131.

Adrian Oole and wife, of Traverse City, drove their car through to Grand Rapids last week and visited friends here. Bro. Oole is Past Senior Counselor of Traverse City Lodge.

Walter Lawton says if the Miles Medical Co. only made a cure for colds, he would knock that cold of his into smithereens.

We are requested to make the announcement that since being elevated to the distinction of occupying a seat by the side of the Senior Counselor, we must not say "Jim" or "James," nor even "Sunny Jim" any more, but Jamie.

Six pieces of music this year, instead of four.

Something pretty good for refreshments, too, and other surprises which we will spring later.

Hand in your news items.

Only three days more until the first dancing party Saturday night, Oct. 18, at U. C. T. Council chambers, Herald hall. Allen F. Rockwell.

Never Put Off Bying Until To-Morrow.

Written for the Tradesman.

Never buy to-day what you can put off buying until to-morrow seems to be the policy of some people. Therefore they must make trips to town or to the store much oftener than they would need to do if in buying they planned to provide for their needs of the immediate future.

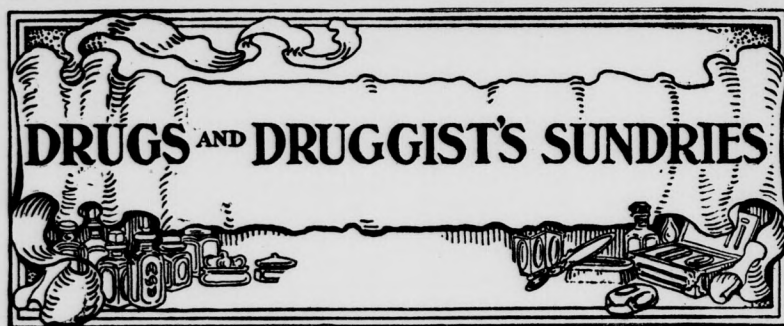
If one has not the ready money to buy those things which will soon be needed it is wise to defer purchasing, but with many this is not the case. They have a mistaken or rather one-sided idea of being saving. The money which is not paid out to-day is saved until it is absolutely necessary to use it, but the extra time spent in going to the store or to town or looking over the same goods again is a loss which might have been turned into money.

Such people often meet with disappointment when they go after the thing which they passed by until another time. The merchant is sold out of that particular thing and they must wait until he has it again or search elsewhere. And then prices change; if lower the customer is indeed pleased and congratulates himself for his wisdom in waiting. But if prices have advanced, this kind of people take it much to heart. And it makes it disagreeable for the merchant when the customer is disappointed. Woe unto him. It seems useless to explain that by no possibility could he have foreseen that those goods would all be sold before a new supply came in; and as to higher prices, if he had the goods in stock and had offered them at a certain price why should he not make the same price to the customer now?

As an educational ally (the editor may supply the proper word), why not by store placards and in newspaper advertising make prominent this idea: "Never put off buying until to-morrow what you can buy to-day." E. E. Whitney.

The worst fooled man in the business world is he who thinks he successfully can continue to fool other people. The only solid foundation for permanent business success is square dealing. There is no exception to this rule. What appear to be exceptions are deceptive. The man who profits through crookedness in the end bankrupts his own self-respect and forfeits the good opinion of his fellows. Money gained is but a mockery under such circumstances.

John J. Dooley, who has covered the drug trade of Michigan for the past thirty years for H. E. Bucklen & Co., is now general representative for the Pepsin Syrup Co., of Monticello, Ill. Mr. Dooley has probably met and sold more druggists than any other man in Michigan and it goes without saying that in his new connection he will have the best wishes of a large circle of friends and customers.



Michigan Board of Pharmacy.
 President—Will E. Collins, Owasco.
 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. Cochrane, 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. Kirchgessner.
 Vice-President—E. D. De La Mater.
 Secretary and Treasurer—Wm. H. Tibbs.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

The Price Protection of Proprietary Articles.*

The recent decision of the United States Supreme Court holding that prices of patented articles cannot be protected beyond the first sale conflicts somewhat with the original purpose of the N. A. R. D.—the protection of prices on patents and proprietaries.

While it is true that only a few drug preparations are patented and that most of the so-called patent medicines are not patented at all, but are protected only by the trade mark, still there are many patented articles handled as side lines by druggists that are affected by the decision. Such articles as safety razors, phonograph records, kodaks, thermos bottles, etc., etc., on which fixed prices have heretofore been maintained are now thrown into the cut-price list.

It is obvious that if articles for which letters patent have been issued by the Government cannot be protected from the price-cutter, there is even less power in the hands of manufacturers, wholesalers and retailers to maintain fixed prices on products for which no patents have been or can be secured.

However, the situation is not wholly without remedy. In the Miles-Park case, the United States Supreme Court had already decided that the proprietor had no power to protect the prices of his products beyond the first sale, and the later decision in the Sanatogen case simply places the owner of a patent on the same level.

Manufacturers Can Prevent Cut Prices.

In the Miles-Park case Justice Holmes, in a minority opinion, clearly pointed out a way by which manufacturers can prevent the sale of their goods at cut prices. That is by the consignment plan, the goods being consigned to the wholesaler, but the ownership remaining at all times in the manu-

facturer. The Miles Company is now working under that plan, and as long as the consignment is actual and bona fide and not merely a subterfuge, it would appear that there is no legal obstacle to its adoption by manufacturers in general.

Our special counsel, Mr. Freericks, outlined a plan, a modification of the Boehm coupon plan, by which proprietors might maintain a fixed schedule of prices from the factory to the consumer. While it must be admitted that the plan is somewhat cumbersome in its workings as compared with the direct sales method, and for that reason is especially objectionable to wholesalers, yet it cannot be denied that it is feasible, and I would suggest that if wholesalers refuse to handle goods on consignment, the manufacturer is at perfect liberty, if he chooses, to consign his goods to retailers and retailers' co-operative organizations direct.

Other Plans of Protecting Retail Prices

Another remedy in which much hope is placed is that exemplified by the New Jersey law recently enacted along with the "Seven Sisters' Anti-Trust Laws." It reads as follows:

1. It shall be unlawful for any merchant, firm or corporation, for the purpose of attracting trade for other goods, to appropriate for his or their own ends the name, brand, trade mark, reputation or good will of any maker in whose product said merchant, firm or corporation deals, or to discriminate against the same by depreciating the value of such product in the public mind, or by misrepresentation of their value of quality, or by price inducement, or by unfair discrimination between buyers, or in any other manner whatsoever, except in cases where said goods do not carry any notice prohibiting such practice, and excepting in cases of a receiver's sale, or sale by a concern going out of business.

2. Any person, firm or corporation violating this act shall be liable to suit of the maker of said branded or trade marked goods or any other injured person to an injunction against such practices, and shall be liable in such suit for all damages directly or indirectly caused to the maker of said branded or trade marked goods, which said damages will be increased threefold on the discretion of the court.

3. This act shall take effect immediately.

It may be held that, in the face of the Miles-Park decision and the Sanatogen decision of the United States Supreme Court, the New Jersey law applies only to products manufactured and sold within the State and could not be used to maintain fixed prices on articles shipped from another state and subject to Federal laws. At any rate, the New Jersey plan is worth trying, and it would be well for druggists in each state to endeavor to secure the enactment of a similar law.

Still another remedy and one which appears to be the most effective in practice, is for retail druggists to affiliate with co-operative organizations and manufacture their own line of drug store articles. These organizations have had no difficulty in maintaining prices through the obligations of membership.

It is purely a question of honor, the member understanding that he forfeits his buying privilege by not living up to the rules of the organization.

Reversal of Supreme Court.

In some quarters hope has been expressed that the Supreme Court may, before long, reverse itself on the question of price protection as the result of some change in the personnel of the court that may result from the death or resignation of one or two of its members. In the Dick mimeograph case the decision upholding the right of the patentee to dictate the price of his machine and to prescribe what kind of carbon paper should be used with it, was given by a vote of four to three, one of the justices being absent and a vacancy existed at the time.

A full court of nine decided the Sanatogen case. It is worth while noting that the same four justices who constituted the majority in the Dick mimeograph decision were the minority of four in the Sanatogen case.

Most of the important decisions of the highest tribunal of the land have been given by a divided court, such as the Dred Scott decision and the Income Tax decision.

It is idle to speculate on a change in the attitude of the court by a change in its personnel. The present administration is strongly anti-trust, and if any vacancy should occur in the court, it is likely the appointee would be in sympathy with the decision of the majority. At present, I believe, there are six Republicans and three Democrats on the Supreme Court bench, but division in the Sanatogen case was not along partisan lines.

Of the five justices who gave the majority opinion four, White, Hughes, Lamar and Pitney, were appointed by President Roosevelt. Two of the minority, Lurton and Van Deventer, were appointed by President Taft.

However, if President Wilson is called upon to appoint a new justice, he will take care that the appointee shall be thoroughly anti-trust in his opinions, and that means he will not vote to restore the power of what his party regards as patent monopolies.

An effort is being made to so amend the Sherman anti-trust law as to permit the reasonable protection of prices by manufacturers and retailers. So long as Congress and the President remain in control of the anti-trust element in the country, it is hardly probable that the effort will meet with success.

Therefore, I am convinced by this review of the situation that our most promising means of relief under present conditions are the consignment plan of selling goods to the consumer, the New Jersey plan of price protection within state lines, and the co-operative plan, the last being probably the most effective and satisfactory of all.

Meanwhile we should bend every effort to secure National and state legislation that will enable us to do business on a "live and let live" basis, through the just protection of retail prices.

The inevitable result of the universal slaughtering of prices will be the elimination of thousands of retailers of small capital from the field of competition and the establishment of a monopoly in the

retail drug trade that will prove more burdensome for the consuming public than anything we have at present or have seen in the past.

Druggists Must Have Fair Profits.

As you all know, the protection of retail prices was the primary purpose of the formation of this organization, and it is still our most vital concern, and the paramount issue with which we have to deal. The druggist must have fair prices and reasonable profits in order to earn a livelihood and remain in business. The commercial side, the bread and butter side of pharmacy, is that from which the drug store gets its life blood, and professional questions are secondary to this factor.

So far as ethics are concerned, they are just as much involved in selling ice cream as in selling drugs and filling prescriptions, for ethics is nothing but the question of right and wrong. Impure ice cream is just as unethical as adulterated drugs. The immediate and urgent question with the retail druggist just now is to how to make an honest living, and he knows that in nine hundred and ninety-nine cases out of a thousand it cannot be done on a prescription business.

The retail drug trade, as well as business in general, is suffering to some extent from depression due to the uncertainty of tariff and currency legislation. So far as I am informed, the new tariff schedule on drugs and chemicals as proposed by the Underwood Bill will not adversely affect the retail drug trade. On the other hand, some prices will be lowered and the grip of the so-called chemical trust will be loosened.

However, we shall all welcome the settlement of these questions by the speedy enactment of legislation which seems to be inevitable, and which is possibly doing more harm in anticipation than it will ever do in reality. Any kind of a tariff law is to be preferred to delay and suspense, and as for currency legislation, it would be hard to devise anything worse than the present patchwork crazy quilt currency system. The United States Chamber of Commerce, of which the N. A. R. D. is now a member, has endorsed the administration currency bill.

Lost Her Reputation.

Bridget left Ireland with an excellent letter of recommendation from her last mistress, but on the way over the letter fell into the sea and was lost. Not knowing how to find work without her recommendation she appealed to a friend to write one for her and he gave her the following:

"To the General Public:

"Bridget Flaherty had a good reputation when she left Ireland, but lost it on the way over."

Hard to Break the Habit.

She was turning over the pages of a new song.

"Would you mind running over this accompaniment for me?" she asked him, presently.

"Certainly not," he returned absently, "throw it in the middle of the street and get out of the way!"

Showing how difficult it is for the reckless autoist to break a long-established habit.

*Annual address of Henry W. Merritt, President N. A. R. D.

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	Guaiaic	@ 1 05
Citric	70 @ 75	Juniper Berries	@ 1 25	Guaiaic Ammon.	@ 80
Muriatic	1 1/4 @ 5	Juniper Wood	40 @ 50	Iodine	@ 1 25
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5	Lavender Flowers	@ 4 50	Iron, clo.	@ 60
Tartaric	38 @ 45	Lavender, Garden	85 @ 1 00	Kino	@ 80
Ammonia		Linseed, bbls	5 50 @ 6 00	Myrrh	@ 1 05
Water, 26 deg.	6 1/2 @ 10	Linseed, bold	53 @ 58	Nux Vomica	@ 2 00
Water, 18 deg.	4 1/2 @ 8	Linseed, raw, bbls	@ 49	Opium	@ 2 00
Carbonate	13 @ 16	Linseed, true	52 @ 57	Opium Camph.	@ 65
Chloride	12 @ 15	Mustard, true	4 50 @ 6 00	Opium, Deodoriz'd	@ 2 25
Balsams		Mustard, artifi'l	2 75 @ 3 00	Rhubarb	@ 70
Copaiba	75 @ 1 00	Nestsfoot	80 @ 85	Paints	
Fir (Canada)	1 75 @ 2 00	Olive, pure	2 50 @ 3 50	Lead, red dry	7 1/2 @ 10
Fir (Oregon)	40 @ 50	Olive, Malaga,		Lead, white dry	7 1/2 @ 10
Peru	2 25 @ 2 50	yellow	1 60 @ 1 75	Ochre, yellow bbl.	1 @ 11
Tolu	1 00 @ 1 25	Olive, Malaga,		Ochre, yellow less	2 @
Berries		green	1 50 @ 1 65	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Orange, sweet	4 75 @ 5 00	Red Venetian bbl.	1 @ 1 1/2
Fish	15 @ 20	Organum, pure	1 25 @ 1 50	Red Venet'n, less	2 @ 5
Juniper	7 @ 10	Origanum, com'l	50 @ 75	Shaker, Prepared	1 40 @ 1 50
Prickley Ash	@ 50	Pennyroyal	2 25 @ 2 50	Vermillion, Eng.	90 @ 1 00
Barks		Peppermint	4 00 @ 4 25	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Rose, pure	16 @ 18 00	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon)	65 @ 75	Rosemary Flowers	90 @ 1 00	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Sandalwood, E. I.	6 25 @ 6 50	Insecticides	
Sassafras (pow. 30c)	@ 25	Sassafras, true	80 @ 90	Arsenic	6 @ 10
Soap Cut (powd. 25c)	15 @ 20	Sassafras, artifi'l	45 @ 50	Blue Vitrol, bbl.	@ 6 1/4
Extracts		Spearment	5 50 @ 6 00	Blue Vitrol, less	7 @ 10
Licorice	24 @ 28	Sperm	90 @ 1 00	Bordeaux Mixt	8 @ 15
Licorice powdered	25 @ 30	Tansy	5 00 @ 5 50	Hellebore, White	15 @ 20
Flowers		Tar, USP	25 @ 35	Insect Powder	20 @ 35
Arnica	18 @ 25	Turpentine, bbls.	@ 49	Lead Arsenate	8 @ 16
Chamomile (Ger.)	25 @ 35	Turpentine, less	53 @ 60	Lime & Sulphur	
Chamomile (Rom.)	40 @ 50	Wintergreen, true	@ 50	Solution, gal.	15 @ 25
Gums		Wintergreen, sweet	2 00 @ 2 25	Paris Green	15 1/2 @ 20
Acacia, 1st	40 @ 50	Wintergreen, art'l	50 @ 60	Miscellaneous	
Acacia, 2nd	35 @ 40	Wormseed	3 50 @ 4 00	Acetanalid	30 @ 35
Acacia, 3d	30 @ 35	Wormwood	@ 8 00	Alum	3 @ 5
Acacia, Sorts	@ 20	Potassium		Alum, powdered and	5 @ 7
Acacia Powdered	35 @ 40	Bicarbonate	15 @ 18	Bismuth, Subni-	
Aloes (Barb. Pow)	22 @ 25	Bichromate	13 @ 16	trate	2 10 @ 2 25
Aloes (Cape Pow)	20 @ 25	Bromide	45 @ 55	Borax, crystal or	
Aloes (Soc. Powd.)	40 @ 50	Carbonate	12 @ 15	powdered	6 @ 12
Asafoetida	75 @ 1 00	Chlorate, xtal and	12 @ 16	Cantharadics po.	1 75 @ 2 00
Asafoetida, Powd.	@ 75	powdered	16 @ 20	Calomet	1 20 @ 1 30
Pure	@ 75	Chlorate, granular	30 @ 40	Capsicum	20 @ 25
U. S. P. Powd.	@ 1 00	Cyanide	20 @ 30	Carbaine	@ 3 50
Camphor	55 @ 60	Iodide	20 @ 30	Cassia Buds	@ 40
Guaiaic	35 @ 40	Permanganate	15 @ 30	Cloves	30 @ 35
Guaiaic, Powdered	50 @ 60	Prussiate yellow	30 @ 35	Chalk Prepared	6 @ 8 1/2
Kino	@ 40	Prussiate, red	50 @ 60	Chalk Precipitated	7 @ 10
Kino, Powdered	@ 45	Sulphate	15 @ 20	Chloroform	38 @ 48
Myrrh	@ 40	Roots		Chloral Hydrate	1 00 @ 1 15
Myrrh, Powdered	@ 50	Alkanet	15 @ 20	Cocaine	4 20 @ 4 50
Opium	6 80 @ 7 00	Blood, powdered	20 @ 25	Cocoa Butter	50 @ 60
Opium, Powd.	8 75 @ 8 95	Calamus	35 @ 40	Corks, list, less 70%	
Opium, Gran.	8 90 @ 9 10	Elecampane, pwd.	15 @ 20	Copperas, bbls.	@ 20
Shellac	28 @ 35	Gentian, powd.	12 @ 16	Copperas, less	@ 6
Shellac, Bleached	30 @ 35	Ginger, African,		Copperas, Powd.	4 @ 5
Tragacanth No. 1	40 @ 1 50	powdered	15 @ 20	Corrosive Sublim.	1 05 @ 1 15
Tragacanth, Pow	75 @ 85	Ginger, Jamaica	22 @ 25	Cream Tartar	30 @ 35
Turpentine	10 @ 15	Ginger, Malacca,		Cuttlebone	25 @ 30
Leaves		powdered	22 @ 28	Dextrine	7 @ 10
Buchu	1 85 @ 2 00	Goldenseal, powd	6 25 @ 6 50	Lover's Powder	2 00 @ 2 25
Buchu, Powd.	2 00 @ 2 25	Ipecac, powd.	2 75 @ 3 00	Emery, all Nos.	6 @ 10
Sage, bulk	18 @ 25	Licorice	14 @ 16	Emery, powdered	5 @ 8
Sage, 1/2 Loose	20 @ 25	Licorice, powd.	12 @ 15	Epsom Salts, bbls	@ 1 1/2
Sage, Powdered.	25 @ 30	Orris, powdered	25 @ 30	Epsom Salts, less 2 1/2	@ 5
Senna, Alex	45 @ 50	Poke, powdered	20 @ 25	Ergot	1 50 @ 1 75
Senna, Tinn.	15 @ 20	Rhubarb	75 @ 1 00	Ergot, powdered	1 80 @ 2 00
Senna, Tinn, Pow.	20 @ 25	Rhubarb, powd.	75 @ 1 25	Flake White	12 @ 15
Uva Ursi	10 @ 15	Rosinweed, powd.	25 @ 30	Formaldehyde lb.	10 @ 15
Oils		Sarsaparilla, Hond.		Gambier	6 @ 10
Almonds, Bitter,		Sarsaparilla Mexican,	@ 50	Gelatin	35 @ 45
true	6 00 @ 6 50	ground	25 @ 30	Glassware, full cases	80
Almond, Bitter,		Squills	20 @ 35	Glassware, less 70 & 10%	
artificial	@ 1 00	Squills, powdered	40 @ 60	Glauber Salts	@ 1
Almonds, Sweet,		Tumeric, powd.	12 @ 15	Glauber Salts bbl.	@ 1
true	90 @ 1 00	Valerian, powd.	25 @ 30	Glue, brown	1 @ 5
Almond, Sweet,		Seeds		Glue, brown grd	10 @ 15
Imitation	40 @ 50	Anise	15 @ 20	Glue, white	15 @ 20
Amber, crude	25 @ 30	Anise, powdered	22 @ 25	Glue, white grd	15 @ 20
Amber, rectified	40 @ 50	Bird Is	8 @ 10	Glycerine	23 1/2 @ 30
Anise	2 25 @ 2 50	Canary	9 @ 12	Hops	50 @ 80
Bergamont	7 50 @ 8 00	Caraway	12 @ 18	Indigo	85 @ 1 00
Cajeput	75 @ 85	Cardamon	1 75 @ 2 00	Iodine	4 35 @ 4 60
Cassia	1 50 @ 1 75	Celery	30 @ 35	Iodoform	5 40 @ 5 60
Castor, bbls. and		Coriander	12 @ 18	Lead Acetate	12 @ 18
cans	12 1/2 @ 15	Pill	25 @ 30	Lycopodium	55 @ 65
Cedar Leaf	@ 85	Fennell	@ 30	Mace	80 @ 90
Citronella	@ 60	Flax	4 @ 8	Mace, powdered	90 @ 1 00
Cloves	1 50 @ 1 75	Flax, ground	4 @ 8	Menthol	8 60 @ 9 00
Cocoonut	20 @ 25	Foenugreek, pow.	6 @ 10	Mercury	75 @ 85
Cod Liver	1 25 @ 1 50	Hemp	5 @ 7	Morphine, all brd	4 55 @ 4 80
Cotton Seed	90 @ 1 10	Lobelia	@ 50	Nux Vomica	@ 10
Croton	@ 1 60	Mustard, yellow	9 @ 12	Nux Vomica pow	@ 15
		Mustard, black	9 @ 12	Pepper, black pow	20 @ 25
		Mustard, powd.	20 @ 25	Pepper, white	25 @ 35
		Poppy	15 @ 20	Pitch, Burgundy	10 @ 15
		Quince	75 @ 1 00	Quassia	10 @ 15
		Rape	6 @ 10	Quinine, all brds	25 @ 36 1/2
		Sabadilla	25 @ 30	Rochelle Salts	23 @ 30
		Sabadilla, powd.	35 @ 45	Saccharine	1 50 @ 1 75
		Sunflower	6 @ 8	Salt Peter	7 1/2 @ 12
		Worm American	15 @ 20	Selditz Mixture	20 @ 25
		Worm Levant	40 @ 50	Soap, green	15 @ 20
		Tinctures		Soap, soft castle	10 @ 15
		Aconite	@ 75	Soap, case	
		Aloes	@ 65	Soap, white	@ 6 25
		Arnica	@ 60	less, per bar	@ 68
		Asafoetida	@ 1 00	Soda Ash	1 1/2 @ 5
		Belladonna	@ 90	Soda Bicarbonate	1 1/2 @ 5
		Benzoin	@ 90	Soda, Sal	1 @ 4
		Benzoin Compound	@ 90	Spirits Camphor	@ 75
		Buchu	@ 1 00	Sulphur rol	2 1/2 @ 5
		Cantharadics	@ 1 00	Sulphur Subl.	2 1/2 @ 5
		Capsicum	@ 90	Tamarinds	10 @ 15
		Cardamon	@ 95	Tartar Emetic	40 @ 50
		Cardamon, Comp.	@ 65	Turpentine Venice	40 @ 50
		Catechu	@ 60	Vanilla Ext. pure	1 00 @ 1 50
		Chinchona	@ 1 05	Witch Hazel	65 @ 100
		Colchicum	@ 60	Zinc Sulphate	7 @ 10
		Cubebs	@ 1 20		

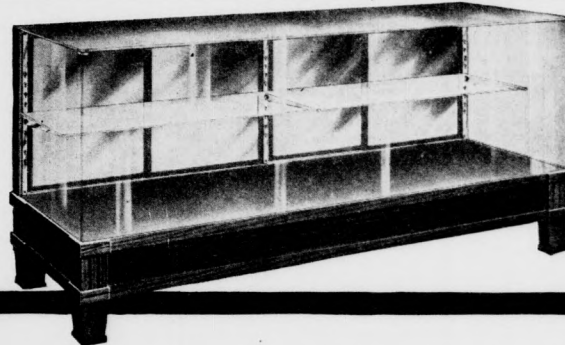


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ADVANCED		DECLINED	
Rice		Brooms	Flour
Index to Markets			
By Columns		1	2
A		AMMONIA	
Ammonia	1	12 oz. ovals 2 doz. box	Doz. 75
Axle Grease	1	AXLE GREASE	
B		BAKED BEANS	
Baked Beans	1	1 lb. wood boxes, 4 doz. 3	00
Bath Brick	1	1 lb. tin boxes, 3 doz. 2	35
Bluing	1	3 1/2 lb. tin boxes, 2 doz. 4	25
Breakfast Food	1	10 lb. pails, per doz. .60	00
Brooms	1	15 lb. pails, per doz. .72	20
Brushes	1	25 lb. pails, per doz. .12	00
Butter Color	1	BAKED BEANS	
C		No. 1, per doz. .45	90
Candles	1-2	No. 2, per doz. .75	140
Canned Goods	2	No. 3, per doz. .85	175
Carbon Oils	2	BATH BRICK	
Catsup	2	English	95
Cheese	2	BLUING	
Chewing Gum	2	Jennings'	
Chicory	2	Condensed Pearl Bluing	45
Chocolate	2	Small C P Bluing, doz.	45
Clothes Lines	2	Large C P Bluing, doz.	75
Cocoa	2	BREAKFAST FOODS	
Cocunut	2	Apetizo, Biscuits	3 00
Coffee	2	Bear Food, Pettijohns	1 95
Confections	2	Cracked Wheat, 24-2	2 50
Cracked Wheat	2	Cream of Wheat, 36-2	4 50
Crackers	5, 6	Cream of Rye, 24-2	3 00
Cream Tartar	6	Posts Toasties, T.	
D		No. 2	2 80
Dried Fruits	6	Posts Toasties, T.	
F		No. 3	2 80
Farnaceous Goods	6	Farinose, 24-2	2 70
Fishing Tackle	6	Grape Nuts	2 70
Flavoring Extracts	7	Grape Sugar Flakes	2 50
Flour and Feed	7	Sugar Corn Flakes	2 50
Fruit Jars	7	Hardy Wheat Food	2 25
G		Postma's Dutch Cook	2 75
Gelatine	7	Holland Rusk	3 20
Grain Bags	7	Kellogg's Toasted Rice	3 30
H		Kellogg's Toasted Rice	
Herbs	7	Flakes	2 80
Hides and Pelts	8	Kellogg's Toasted Wheat	3 30
Horse Radish	8	Biscuit	3 30
J		Krinkle Corn Flake	1 75
Jelly	8	Mapl-Wheat Flakes,	
Jelly Glasses	8	2 doz.	2 70
M		3 doz.	2 80
Macaroni	8	Mapl-Corn Flakes	2 80
Mapleine	8	Minn. Wheat Cereal	3 75
Meats, Canned	8	Algrain Food	4 25
Mince Meat	8	Ralston Wheat Food	4 50
Molasses	8	Ralston Wht Food 10c	1 46
Mustard	8	Saxon Wheat Food	2 40
N		Shred Wheat Biscuit	3 60
Nuts	4	Triscuit, 18	1 80
O		Pillsbury's Best Cer'l	4 25
Olives	8	Post Tavern Special	2 80
P		Quaker Puffed Rice	4 25
Pickles	8	Quaker Puffed Wheat	2 85
Pipes	8	Quaker Brkfst Biscuit	1 90
Playing Cards	8	Quaker Corn Flakes	1 75
Potash	8	Victor Corn Flakes	2 20
Provisions	8	Washington Crisps	1 85
R		Wheat Hearts	1 90
Rice	9	Wheatena	4 50
Rolled Oats	9	Evapor'd Sugar Corn	90
S		BROOMS	
Salad Dressing	9	Fancy Parlor, 25 lb.	4 50
Saleratus	9	Parlor, 4 String, 25 lb.	4 25
Salt Soda	9	Standard Parlor 23 lb.	3 75
Salt	9	Common, 23 lb.	3 25
Salt Fish	9	Special, 23 lb.	3 00
Seeds	10	Warehouse, 33 lb.	4 75
Shoe Blacking	10	Common Whisk	1 00
Snuff	10	Fancy Whisk	1 25
Soap	10	BRUSHES	
Soda	10	Scrub	
Spices	10	Solid Back, 8 in.	75
Starch	10	Solid Back, 11 in.	95
Syrups	10	Pointed Ends	85
T		No. 3	90
Table Sauces	10	No. 2	1 25
Tea	10	No. 1	1 75
Tobacco	11, 12, 13	No. 3	1 00
Twine	13	No. 7	1 30
V		No. 4	1 70
Vinegar	13	No. 3	1 90
W		BUTTER COLOR	
Wicking	13	Dandelion, 25c size	2 00
Woodenware	13	CANDLES	
Wrapping Paper	14	Paraffine, 6s	7 1/2
Y		Paraffine, 12s	8
Yeast Cake	14	Wicking	20
		CANNED GOODS	
		Apples	
		3 lb. Standards	@ 90
		Gallon	2 75 @ 2 85
		Blackberries	
		2 lb. Blackberries	1 50 @ 1 90
		Standard gallons	@ 5 00

3		4		5	
CHEESE		Mocha		Shelled	
Acme	@17 1/2	Short Bean	25 @ 27	No. 1 Spanish Shelled	@13
Bloomington	@17 1/2	Long Bean	24 @ 25	Peanuts	12 1/2 @ 13
Carson City	@17 1/2	H. L. O. G.	26 @ 28	Pecan Halves	@ 60
Hopkins	@18	Bogota		Walnut Halves	35 @ 38
Brick	@17 1/2	Fair	24	Filbert Meats	@ 30
Leiden	@15	Fancy	26	Alicante Almonds	@ 45
Limburger	@17 1/2	Exchange Market, Steady		Jordan Almonds	@ 50
Pineapple	40 @ 60	Spot Market, Strong		Peanuts	
Edam	@ 85	Package		Fancy H P Suns Raw	@ 6 1/2
Sap Sago	@ 22	New York Basis		Roasted	@ 7 1/2
Swiss, domestic	@ 20	Arbuckle	21 50	H P Jumbo, Raw	@ 8
CHEWING GUM		Lion	23 50	Roasted	@ 9
Adams Black Jack	55	McLaughlin's XXXX		CRACKED WHEAT	
Adams Sappota	55	McLaughlin's XXXX sold		Bulk	3 1/2
Beeman's Pepsin	55	to retailers only. Mail all		24 2lb. pkgs.	2 50
Beechnut	60	orders direct to W. F.		CRACKERS	
Chiclets	1 25	McLaughlin & Co., Chicago		National Biscuit Company	
Colgan Violet Chips	60	Extracts		Brands	
Colgan Mint Chips	60	Holland, 1/2 gro boxes	95	Butter	
Dentyne	1 10	Felix, 1/2 gross	1 15	Excelsior Butters	Boxes
Flag Spruce	55	Hummel's foil, 1/2 gro.	85	NBC Square Butters	6 1/2
Juicy Fruit	55	Hummel's tin, 1/2 gro.	1 43	Seymour Round	6 1/2
Red Robin	55	CONFECTIONERY		Soda	
Sen Sen (Jars 80 pkgs,	55	Stick Candy		NBC Sodas	6 1/2
Spearmint, Wrigleys	55	Standard	8	Premium Sodas	7 1/2
Spearmint, 5 box jars	2 75	Standard, small	8 1/2	Select Sodas	8 1/2
Spearmint, 3 box jars	1 65	Twist, small	9	Saratoga Flakes	13
Trunk Spruce	55	Cases		Saltines	13
Yucatan	55	Jumbo	8 1/2	Oyster	
Zeno	55	Jumbo, small	8 1/2	NBC Picnic Oysters	6 1/2
CHICORY		Big Stick	8 1/2	Gem Oysters	6 1/2
Bulk	5	Boston Cream	13	Shell	8
Red	7	Mixed Candy		Sweet Goods	
Frankle	7	Broken	8	Cans and boxes	
Scheuer's	6	Cameo	12	Animals	10
Red Standards	1 60	Cut Leaf	9	Atlantics Also Asstd.	12
White	1 60	Fancy	10 1/2	Avena Fruit Cakes	12
CHOCOLATE		French Cream	9	Bonnie Doon Cookies	10
Walter Baker & Co.	22	Grocers	6 1/2	Bonnie Lassies	10
German's Sweet	32	Kindergarten	11	Brittle Fingers	10
Premium	32	Leader	8 1/2	Cameo Biscuit Choc.	
Caracas	23	Majestic	9	(cans)	25
Walter M. Lowney Co.	29	Monarch	8 1/2	Cameo Biscuit Asstd.	
Premium, 1/2s	29	Novelty	10	(cans)	25
Premium, 1/4s	29	Parm Creams	14	Cartwheels Asstd.	8 1/2
CLOTHES LINE		Royal	7 1/2	Cecelia Biscuit	16
No. 40 Twisted Cotton	95	Special	8 1/2	Chocolate Bar (cans)	18
No. 50 Twisted Cotton	1 30	Valley Creams	7	Chocolate Drops	17
No. 60 Twisted Cotton	1 70	X L O		Chocolate Drop Cen-	
No. 80 Twisted Cotton	2 00	Specialties		ters	16
No. 50 Braided Cotton	1 00	Auto Kisses (baskets)	13	Choc. Honey Fingers	16
No. 60 Braided Cotton	1 25	Bonnie Butter Bites	16	Choc. Rosettes (cans)	20
No. 80 Braided Cotton	1 85	Butter Cream Corn	16	Cracknels	18
No. 50 Braided Cotton	1 25	Candy Crackers (bskt)	15	Cocunut Taffy Bar	13
No. 60 Braided Cotton	1 85	Caramel Dice	13	Cocunut Drops	12
No. 50 Sash Cord	1 75	Cocunut Kraut	14	Cocunut Macaroons	18
No. 60 Sash Cord	2 00	Cocunut Waffles	14	Cocunut Honey Fingers	12
No. 60 Jute	90	Coco Macaroons	16	Cocnut Honey Fingers	12
No. 72 Jute	1 00	Coffy Toffy	14	Cocnut Honey Jumbles	12
No. 60 Sisal	85	Cream Marshmallows	16	Coffee Cakes Iced	12
GALVANIZED WIRE		Dainty Mints 7 lb. tin	15	Eventide Fingers	16
No. 20, each 100ft. long	1 90	Empire Fudge	14	Family Cookies	8 1/2
No. 19, each 100ft. long	2 10	Fudge, Pineapple	13	Fig Cakes Asstd.	12
No. 20, each 100ft. long	1 90	Fudge, Walnut	13	Frosted Creams	8 1/2
No. 19, each 100ft. long	2 10	Fudge, Filbert	13	Frosted Ginger Cookies	8 1/2
COCOA		Fudge, Choco. Peanut	13	Fruit Lunch Iced	10
Baker's	37	Fudge, Honey Moon	13	Ginger Gems Plain	8 1/2
Cleveland	41	Fudge, Toasted Cocoa-		Ginger Gems Iced	9 1/2
Colonial, 1/4s	35	nut	13	Graham Crackers	8
Colonial, 1/2s	33	Fudge, Cherry	14	Ginger Snaps Family	8 1/2
Epps	42	Fudge, Cocunut	13	Round	8
Hershey's, 1/4s	30	Honeycomb Candy	15	Household Cookies	8
Hershey's, 1/2s	30	Kokays	14	Household Cks. Iced	9
Huyler	36	Iced Macaroons	14	Hippodrome Bar	12
Lowney, 1/4s	33	Iced Gems	16	Honey Jumbles	8 1/2
Lowney, 1/2s	33	Iced Orange Jellies	13	Imperial	8 1/2
Lowney, 1/4s	33	Italian Bon Bons	13	Jubilee Mixed	10
Lowney, 1/2s	33	Manchus	15	Lady Fingers Sponge	30
Lowney, 5 lb. cans	33	Molasses Kisses, 10		Leap Year Jumbles	18
Van Houten, 1/4s	12	lb. box	13	Lemon Biscuit Square	8 1/2
Van Houten, 1/2s	18	Nut Butter Puffs	13	Lemon Wafers	17
Van Houten, 1/4s	18	Salted Peanuts	15	Lemona	8 1/2
Van Houten, 1s	36	Chocolates		Mace Cakes	8
Wan-Eta	36	Assorted Choc.	15	Mary Ann	8 1/2
Webb	33	Amazon Caramels	15	Marshmallow Cfe. Ck.	13
Wilber, 1/4s	33	Champion	12	Marshmallow Walnuts	18
Wilber, 1/2s	32	Choc. Chips, Eureka	18	Medora	8
COCOANUT		Climax	13	Mottled Squares	8
Dunham's	per lb.	Eclipse, Assorted	15	NBC Honey Cakes	12
1/4s, 5lb. case	29	Eureka Chocolates	16	Oatmeal Crackers	8
1/4s, 15lb. case	29	Favorite	16	Orange Gems	8 1/2
1/2s, 15lb. case	28	Ideal Chocolates	13	Penny Assorted	8 1/2
1/4s & 1/2s 15lb. case	27	Klondike Chocolates	18	Peanut Gems	16
Scalloped Gems	10	Nabobs	18	Pineapple Cakes	16
Bulk, pails	14 1/2	Nibble Sticks	25	Raisin Gems	11
Bulk, barrels	13 1/2	Nut Wafers	18	Reverses Asstd.	15
Baker's Brazil Shredded		Ocoro Choc. Caramels	17	Spiced Ginger Cakes	9
10 5c pkgs., per case	2 60	Peanut Clusters	22	Spiced Ginger Cakes	9
26 10c pkgs., per case	2 60	Pyramids	14	Iced	10
16 10c and 33 5c pkgs.,		Quintette	16	Sugar Fingers	12
per case	2 60	Regina	11	Sugar Crimp	8 1/2
COFFEES ROASTED		Star Chocolates	13	Sultana Fruit Biscuit	16
Common	19	Superior Choc. (light)	18	Triumph Cakes	16
Fair	19 1/2	Pop Corn Goods		Vanilla Wafers	17
Choice	20	Without prizes.		Waverley	10
Fancy	21	Cracker Jack	3 25	In-er-Seal Trade Mark	
Peaberry	23	Giggles, 5c pkg. cs.	3 50	Goods	
Santos		Oh My 100s	3 50	per doz.	
Common	20	Cough Drops		Baronet Biscuit	\$1 00
Choice	20 1/2	Putnam Menthal	1 00	Bremmers Btr Wafs.	1 00
Fancy	21	Smith Bros.	1 25	Cameo Biscuit	1 50
Peaberry	23	NUTS—Whole		Cheese Sandwich	1 00
Maracalbo		Almonds, Tarragona	20	Chocolate Wafers	1 00
Fair	24	Almonds, Drake	18	Excelsior Butters	1 00
Choice	25	Almonds, California		Fig Newton	1 00
Fancy	26	soft shell		Five O'Clock Tea Bot.	1 00
Choice	25	Brazils	@ 16	Ginger Snaps NBC	1 00
Fancy	26	Filberts	@ 15		
Fair	25	Cal. No. 1			
Fancy	28	Walnuts soft shell	@ 16		
Java		Walnuts, Chilli	@ 16		
Private Growth	26 @ 30	Table nuts, fancy	@ 15		
Mandling	31 @ 35	Pecans, medium	@ 15		
Aukola	30 @ 32	Pecans, ex. large	@ 16		

6

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

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

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

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

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

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

Apricots	
California	13@15
Citron	
Corsecan	15

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

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

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

Raisins	
Cluster, 20 cartons	..
Loose Muscatels, 4 Cr.	6 1/2
Loose Muscatels, 3 Cr.	6
L. M. Seeded, 1 lb.	8 1/2 @ 8 3/4

California Prunes	
90-100 25lb. boxes	@ 5 1/2
80-90 25lb. boxes	@ 6 1/2
70-80 25lb. boxes	@ 7
60-70 25lb. boxes	@ 8
50-60 25lb. boxes	@ 9 1/2
40-50 25lb. boxes	@ 11

FARINACEOUS GOODS	
Beans	
California Lima	7 1/2
Michigan Lima	6
Med. Hand Picked	2 35
Brown Holland	1 65

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

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

Pearl Barley	
Chester	3 00
Empire	..

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

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

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

FISHING TACKLE	
1/2 to 1 in.	6
1 1/2 to 2 in.	7
2 to 3 in.	9
3 to 4 in.	11
4 to 5 in.	15
5 to 6 in.	20

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

Linen Lines	
Small	20
Medium	26
Large	34

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

7

FLAVORING EXTRACTS

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

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

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	..

Winter Wheat	
Purity Patent	5 25
Seal of Minnesota	5 00
Sunburst	5 00
Wizard Flour	4 85
Wizard Graham	5 00
Wizard Gran. Meal	4 30
Wizard Buckwheat	6 00
Rye	4 40

Valley City Milling Co.	
Lily White	5 25
Light Loaf	4 75
Graham	2 20
Granena Health	2 30
Gran. Meal	2 00
Bolted Med.	1 90

Voigt Milling Co.	
Graham	4 30
Voigt's Crescent	5 10
Voigt's Flourloist	5 10
Voigt's Hygienic	4 30
Voigt's Royal	5 50
Columbian	5 90
Calla Lily	4 70

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

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

Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/8s	5 20
American Eagle, 1/4s	5 10
American Eagle, 1/2s	5 00

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

Judson Grocer Co.	
Ceresota, 1/8s	5 50
Ceresota, 1/4s	5 60
Ceresota, 1/2s	5 70

Worden Grocer Co.	
Wingold, 1/8s cloth	5 40
Wingold, 1/4s cloth	5 30
Wingold, 1/2s cloth	5 20
Wingold, 1/4s paper	5 25
Wingold, 1/2s paper	5 20
Bakers' Patent	5 05

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

Meal	
Bolted	4 10
Golden Granulated	4 30

Wheat	
New Red	90
New White	90

Oats	
Michigan carlots	47
Less than carlots	50

Corn	
Carlots	84
Less than carlots	86

Hay	
Carlots	18 00
Less than carlots	19 00

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

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

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

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

HIDES AND PELTS

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

Pelts	
Old Wool	60 @ 125
Lambs	50 @ 75
Shearlings	50 @ 75

Tallow	
No. 1	@ 5
No. 2	@ 4

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

HORSE RADISH	
Per doz.	90

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

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

MACARONI.	
Uncle Sam Macaroni Co.	
Macaroni, 24 10c pkgs.	1 70
Spaghettini, 24 10c pkgs.	1 70
Vermicelli, 24 10c pkgs.	1 70
Curve Cuts, 24 10c	1 70

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

Egg Noodles, 24 10c	
pkgs.	1 80
Bulk Macaroni, 10 lb.	
boxes	75

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

PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90

PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd.	1 50
No. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632 Tour'n't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

lay, No. 216, per box	1 75
lay, T. D. full count	60
ob	90
PLAYING CARDS	

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 1/4gr. 5 76
 Peachy Scrap, 5c 5 76
 Union Workman 2 1/4 6 00

Smoking

All Leaf, 2 1/4 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76
 Banner, 20c 1 60
 Banner, 40c 3 20
 Belwood, Mixture, 10c 94
 Big Chief, 2 1/4 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 85
 Bull Durham, 10c 11 52
 Bull Durham, 15c 17 28
 Bull Durham, 8 oz. 3 60
 Bull Durham, 16 oz. 6 72
 Buck Horn, 5c 5 76
 Buck Horn, 10c 11 52
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 50
 Bob White, 5c 6 00
 Brotherhood, 5c 6 00
 Brotherhood, 10c 11 10
 Brotherhood, 16 oz. 5 05
 Carnival, 5c 5 70
 Carnival, 1/2 oz. 39
 Carnival, 16 oz. 40
 Cigar Clip'g. Johnson 30
 Cigar Clip'g. Seymour 30
 Identity, 3 & 16 oz. 30
 Darby Cigar Cuttings 40
 Continental Cubes, 10c 90
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 45
 Corn Cake, 5c 5 76
 Cream, 50c pails 4 70
 Cuban Star, 5c foil 5 76
 Cuban Star, 16 oz pails 3 72
 Chips, 10c 10 30
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 5c 48
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 76
 F. F. A. 4 oz. 5 04
 F. F. A. 7 oz. 11 52
 Fashion, 5c 6 00
 Fashion, 16 oz. 5 28
 Five Bros., 5c 5 76
 Five Bros., 10c 10 53
 Five cent cut Plug... 29
 F O B 10c 11 52
 Four Roses, 10c 96
 Full Dress, 1 1/2 oz. 72
 Glad Hand, 5c 48
 Gold Block, 10c 12 00
 Gold Star, 50c pail 4 70
 Gall & Ax Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 85
 Giant, 5c 5 76
 Giant, 40c 3 96
 Hand Made, 2 1/2 oz. 5 04
 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 1/2oz. 96
 Old Crop 5c 5 76
 P. S., 2 oz. 30 lb. cs. 19
 P. S., 8 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 5 00
 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 .. 2 25
 Pipe combination 3 60
 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 96
 Tuxedo, 80c tins 7 45
 Twin Oaks, 10c 5 10
 Union Leader, 50c 2 60
 Union Leader, 25c 1 30
 Union Leader, 10c 11 52
 Union Leader, 5c 5 76
 Union Workman, 1 1/2 10 80
 Uncle Sam, 10c 2 25
 Uncle Sam, 8 oz. 5 76
 U. S. Marine, 5c 88
 Van Bibber, 2 oz. tin 96
 Velvet, 5c pouch 48
 Velvet, 10c tin 96
 Velvet, 8 oz. tin 3 84
 Velvet, 16 oz. can 7 68
 Velvet, combination cs 5 75
 War Path, 5c 6 00
 War Path, 20c 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 40
 Way up, 2 1/2 oz. 5 75
 Way up, 16 oz. pails .. 31
 Wild Fruit, 5c 5 76
 Wild Fruit, 10c 11 52
 Yum Yum, 5c 6 00
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb. doz. 4 80

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

Butter Pates

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

14

4 1/2 inch, 5 gross 65
 Cartons, 20 2 1/2 doz. bxs 70
 Egg Crates and Fillers
 Humpty Dumpty, 12 dz. 20
 No. 1 complete 40
 No. 2, complete 28
 Case No. 2, fillers, 15
 sets 1 35
 Case, medium, 12 sets 1 15

Faucets

Cork lined, 3 in. 70
 Cork lined, 9 in. 80
 Cork lined, 10 in. 90

Mop Sticks

Trojan spring 90
 Eclipse patent spring 85
 No. 1 common 80
 No. 2 pat. brush holder 85
 Ideal No. 7 85
 12lb. cotton mop heads 1 45

Pails

2-hoop Standard 2 00
 2-hoop Standard 2 25
 3-wire Cable 2 30
 Fibre 2 40
 10 qt. Galvanized 1 70
 12 qt. Galvanized 1 90
 14 qt. Galvanized 2 10

Toothpicks

Birch, 100 packages .. 2 00
 Ideal 85

Traps

Mouse, wood, 2 holes 22
 Mouse, wood, 4 holes 45
 Mouse, wood, 6 holes 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 75

Tubs

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

Washboards

Bronze Globe 2 50
 Dewey 1 75
 Double Acme 3 75
 Single Acme 3 15
 Double Peerless 3 75
 Single Peerless 3 25
 Northern Queen 3 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 3
 Cream Manila 3
 Butchers' Manila 2 1/2
 Wax Butter, short c't 10
 Wax Butter, roll 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 1
 Pilot

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

COFFEE
 Roasted
 Dwinell-Wright Co's B'ds



White House, 1 lb
 White House, 2lb

16

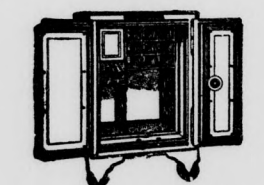
Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Royal High Grade
 Superior Blend
 Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit; Symons
 Bros. & Co., Saginaw;
 Brown, Davis & Warner,
 Jackson; Godsmark,
 Durand & Co., Battle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



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

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

SAFES



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

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 ss 2 40
 Snow Boy, 100 ss 3 75
 Gold Dust, 24 large 4 50
 Gold Dust, 100 large 4 00
 Kirkoline, 24 4lb. 2 80
 Pearlina 3 75
 Soapine 4 00
 Raubitt'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
 Sapollo, gross lots 9 50
 Sapollo, half gro. lots 4 85
 Sapollo, single boxes 2 40
 Sapollo, 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 to the cathedral to the modest seating of a chapel.

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Profitable tin and furnace business in live Iowa city of 2,000. One-man shop, 20x56, with bench room and two. Modern front brick building, on public square; living rooms overhead. Excellent location. Building cost \$4,000 to erect, but will sacrifice both building and property with good will for \$4,000. Stock at invoice and tools at actual value. Want to sell on account of wife's health. Address Wm. Lamprecht, Box 482, Marengo, Iowa. 539

For Sale—A good general merchandise business in a good farming community, at Richfield Center, Ohio. Must be sold to settle an estate. Address F. J. Bick, R. F. D., Sylvania, O. 538

For Sale or Exchange—For farm, new flour mill, full roller system, water power and good residence. Roberts Bros., Millbrook, Mich. 537

Will sell my well located drug store for \$1,000, \$500 cash, balance on easy payments to suit purchaser. Address Max, care Tradesman. 536

For Sale—Store building, clean stock shoes, with repair shop in connection. Doing good business for seven years. Must change climate on account of ill health. Address No. 535, care Tradesman. 535

\$3,500 to \$4,000 general dry goods stock for sale. Good reliable proposition. Full particulars. Address 353 Franklin, Valparaiso, Ind. 534

For Sale—\$1,000 stock, dry goods, shoes, men's furnishings Central Michigan population 2500. Cash business. Address 532 care Michigan Tradesman. 532

For Sale—Book store, one of the oldest, book, stationery and office supply businesses in the world, doing business in one location for 59 years; owner died recently; will sell at a great sacrifice. For particulars address A. S. Morgan, 804 W. State St., Rockford, Ill. 531

Greenhouse—For sale or rent, on account of sickness, one of the best greenhouse properties in Kansas; it will pay you to investigate this; possession at once. Rosebud Greenhouse, Newton, Kan. 530

For Sale—A clean stock of general merchandise. Best brands of all kinds. Will invoice \$8,000 to \$10,000. Good location in Central Iowa. Thirteen years in business. Other business demands my attention. Write Box 54, Malcolm, Iowa. 529

Wanted—To purchase Rexall drug store. Spot cash \$5,000 to \$10,000. Books, stationery and wall paper in connection preferred. No soda fountain. Address No. 528, care Tradesman. 528

For Sale—First-class restaurant and lunch room, centrally located and doing a very fine business. Will bear investigation. Address No. 527, care Tradesman. 527

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 5th 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 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

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—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—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. 493

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

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

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

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

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

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

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

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

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. Kaufer, 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

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

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

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

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

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 522, 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—At once an experienced clerk for general store one who can handle German trade and take charge of advertising preferred. W. A. Hauke, Seaford, Minn. 533

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

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

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

A want ad. in the Tradesman will bring results.

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.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Col. C. W. Mott, Secretary and General Manager of the Upper Peninsula Development Bureau, has just concluded a statistical survey showing the wonderful strides that the Upper Peninsula is making in agricultural development and has published a neat pamphlet, showing the actual growth during the year from May 1, 1912, to May 1, 1913. The information has been gleaned from the reports of the boards of supervisors of the fifteen counties of Cloverland and is, therefore, absolutely official and, therefore, authentic. We give herewith the totals of the re-capitulation sheet:

Increase in population in rural districts:

Families	58
Total people	352
Acres sold for farming purposes 11,140	
Acres of timber lands sold,	124,000
Fruit trees planted—Apples, 6,200; cherries, 1,270; plums, 890.	
New creameries	3
New schools	35
New attendants at school	1,285
New churches	15
Amount spent for good roads ..	\$54,833
Miles of new macadam and graveled roads	51
Graded cattle added—455, including Holstein, Jersey, Durham, Guernsey, Short Horn, Angus, etc.	

We read under "Honks from Auto City Council," as follows: "The average attendance at our Council meeting has been somewhat discouraging during the summer months, not over 50 per cent." etc., and again, "Many of our members who think 50 per cent. attendance is small," etc. This article was signed by H. D. Bull. (Our sight is beginning to fail us and our nose pinchers are in the dry dock and the print isn't very clear on our copy), but are the remaining letters in or something else?

We have an excellent item from the pen of John I. Bellaire, store manager for the Wisconsin Land & Lumber Co., at Blaney, but we are awaiting a photo in order to publish a halftone picture in connection with the article.

To escape criticism: Do nothing, be nothing, say nothing. You will also be a dead one.

Experience is the best teacher, but the man who stupidly insists that the experience shall be his experience and refuses to learn through the observation of others, is attending the most expensive academy of learning.

Not very many years ago there lived a good man at Northfield, Mass., whose life was much in emulation of the meek and lowly Martyr of Calvary. His name was Dwight Lyman Moody and his name is still held in love and remembrance by many thousands upon thousands of those with whom he came in contact. In fact, the name of Moody wherever heard always brings to the humble writer of this column a deep-seated suggestion of reverence. There is a very fine fellow down in Lansing named Moody. We cannot recall his initials, but they, too, ought to be D. L. Moody. We were greatly fascinated by an item we read in Honks from Auto City Council (excuse us for the second reference) of a report from one of their

members at their meeting, 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. Without attempting to connect one circumstance with another. On Aug. 23, one of our Northern summer months, we had a regular meeting night. There were only six of us present, lacking one of a quorum. We did have just one candidate who presented himself for initiation and we had one most pleasant and most welcome visitor, Brother Moody, of Auto Council, who certainly made himself a welcome guest and whom we will be delighted to see again when he comes this way. We are just wondering, though, if his initials should not be D—L— (not Dwight Lyman.)

Ura Donald Laird.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 13—The strengthening tendency in the coffee market, which began some days ago, continues and it really looks as though there would not be a return to prices of a few weeks ago. Buyers, however, are not taking great chances and purchase only enough for current requirements, preferring to let "the other fellow" hold the umbrella. At the close Rio No. 7 was quoted at 10 $\frac{3}{4}$ c in an invoice way and Santos 4s 13@13 $\frac{1}{4}$ c. In store and afloat there are 1,664,582 bags, against 2,434,126 bags at the same time last year.

The sugar market has been rather unsteady as to prices. Business is fair and prices are lower than a week ago. While some refiners quoted 4.30c, others were selling at 4.25c. Meantime Michigan beet sugar was quoted at 4.15c for immediate shipment and this naturally had some effect on the cane product. While sales are not large individually, there is a steady run of orders for granulated sugar, and sellers seem to be pretty well satisfied with the condition.

Teas are steady as to prices, but there has been very little buying movement and, when sales are made, the quantity taken is simply enough to do business with. Greens have attracted more attention than other varieties.

Assortments of rice are rather poor and, as the supply coming forward has been light, the market closes in favor of the seller. Prime to choice domestic, 5@5 $\frac{3}{4}$ c.

Not an item of interest can be picked up in the spice trade. The demand is certainly no more active than might be expected at this time of year, conditions being just about normal, and no change whatever is to be chronicled as to quotations. Singapore black pepper, 11 $\frac{3}{4}$ @11 $\frac{7}{8}$ c; white, 20@20 $\frac{1}{4}$ c; Zanzibar cloves, 16@16 $\frac{1}{4}$ c.

Grocery grades of molasses are well sustained and demand has been as good as could be anticipated. Good to prime, 35@40c.

Stocks of canned tomatoes are reported as accumulating with packers. This experience has been repeated at

the close of many seasons after the crop had been "practically all killed" by drouth or flood or the thousand other things that knock out the whole yield. Probably the total pack will be less than the average, but there will be no dearth of canned tomatoes. While sellers do not like to accept less than 75c for standard 3s, it is said that unlabeled goods have been offered in good supply at 72 $\frac{1}{2}$ c. Standard grades of corn are apparently in liberal supply and some cut might be made if necessary to effect sales. Maine has undoubtedly suffered greatly from a poor season and some say that packers can deliver not to exceed 40 per cent. on contracts. Fancy peas are firm, but the supply of ordinary sorts are ample and quotations are "wobbly." Other goods moving in the usual manner and the whole price list is without change.

More liberal supplies of butter turned the market downward. Extra creamery cannot be quoted above 30 $\frac{1}{2}$ @31c; firsts, 28@30c; held stock, 30@31c; process, 25 $\frac{1}{2}$ @27 $\frac{1}{2}$ c; factory, 23 $\frac{1}{2}$ @24 $\frac{1}{2}$ c; imitation creamery, 25@26c.

Cheese is quiet, with top grades quoted at 16 $\frac{1}{2}$ @16 $\frac{3}{4}$ c.

Eggs are steady for the very finest grades, but there is an ample supply of stock that will not come up to the standard and which is working out at about 30@32c. The 50c market has been touched by some stock that comes under the head of "fancy gathered white," while "browns" are 10c less and "mixed colors" 35c.

Bill Buys a Motor Cycle.

Bill decided just one thing was needed to make his life in the country ideal, and that was a motor cycle. So he is about to wire Jack to ship him one when—

But here, this will never do. Read his June letter to Jack and find out for yourself.

"Dear Jack:

"You wouldn't know me these days. Between the wonderful meals Aunt Kate has been serving us and the many hours a day out of doors I'm a new man. I am brown as an Indian, ten pounds heavier than a year ago and have muscles hard as rocks. Am ready any day to go you a round of golf or take you on in tennis.

"By the way, I came very near asking a favor of you a week ago. I had decided that I wanted a motor cycle.

"Of course uncle lets me use his runabout whenever I please, but I have always had an itching for a motor cycle. And with the splendid graveled roads hereabouts I figured I never would be able to use one to better advantage.

"Thus it was that I set my heart on a motor cycle and was about to wire you to pick me out a good one and ship it direct. But uncle said not to be too hasty.

"Give Smith a chance to bid on the machine for you," he advised.

"Smith! Why a store in a little burg like this wouldn't carry motor cycles," I exclaimed.

"But uncle insisted that we drive into town and talk the matter over with Smith.

"Uncle was right. Smith doesn't carry them in stock. He couldn't afford to, he says. But on all large articles, such as auto supplies, motor cycles, pianos, sewing machines, stoves, and a host of other things, he has what he calls a 'Home Goods' catalogue from which he orders for you. Not having to carry the stock himself he can afford to take a much narrower margin of profit.

"This gives him an advantage over the mail order people that means everthing in a small town.

"The catalogue listed a beautiful motor cycle—4 $\frac{1}{2}$ horse power, free engine clutch, coaster brake—everything anyone could ask for.

"I gave him the order. The machine was here in six days. In the three days since its arrival, I have had some glorious rides.

"I shudder every time I think of returning to the city. But I suppose sometime this dream must end. Until I return then, take good care of old New York. Your old pal

"Bill."

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

Buffalo, Oct. 15—Creamery butter, fresh, 26@31c; dairy, 26@27c; poor to good, all kinds, 20@22c.

Cheese—New fancy 16@16 $\frac{1}{2}$ c; choice 15 $\frac{1}{2}$ @16c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 32@34c; cold storage, 25@26c.

Poultry (live)—Turkeys, 15@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.

Had a Double Meaning.

An old colored man in Louisiana declared that he had received a miraculous "call" to preach. He had told about it hundreds of times. He repeated his vision one night at camp-meeting.

"Ah had er vision," he was saying, "of er great white light in de sky, an' in de middle ob de light waz de letters 'G-P-C.' Brudders an' sisters, Ah knows den an' dar dat dem letters means ter 'Go Preach Christianity!' An'—"

"Hol' on dar!" objected a hearer from a back seat. "Lemme ax yo'-all dis: 'How you'-all know dem letters ain't mean ter 'Go Pick Cotton?'"

City methods may not work in the village. Village methods may not work in the city. But in every good method is the germ of an idea that will work for you if you give it a chance.

BUSINESS CHANCES.

Wanted To Exchange—480 acres of Cass county, Minnesota land for merchandise. Lake Region Land Co., Pine River, Minn. 542

For Sale—Up-to-date bakery and bottling works with the business. For particulars write Henry Bogardus, Osawatomie, Kan. 541

For Sale—A good stock of clothing, consisting of men's, boys' and youths' suits, overcoats and pants. Also a stock of ladies' ready-to-wear goods, comprising suits, coats, dresses, etc. Also a stock of carpets and rugs and linoleums. I will sell all of the above goods at a bargain, as I am going out of business. Address H. N. Beach, Howell, Mich. 540

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



Do You Know Triscuit?

If you don't, take home a box of this delicious Shredded Wheat Wafer, have some of it toasted in the oven to restore its crispness, then eat it hot or crisp with butter, soft cheese or marmalades. It has in it all the body-building material in the whole wheat grain, made digestible by steam-cooking, shredding and baking. If your customers like Shredded Wheat Biscuit for breakfast they will surely like Triscuit for luncheon or for any meal. Try it with hot cocoa, malted milk or other beverages.



MADE ONLY BY

The Shredded Wheat Company
NIAGARA FALLS, N. Y.

Karo

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

The Increased Karo Business in Your Vicinity is Yours by Right

Center the big jump in Karo business right in your own store. Stock Karo liberally, display it prominently. It pays you big profits and is easy to handle.

Karo sales are increasing rapidly—every day more and more of this famous syrup is used by the American housewife for cooking and table use.

Our extensive and forceful advertising is telling the facts about Karo, the great national syrup—its purity and food value and the great saving it effects in the cost of the family living.

Your customers know the Karo label—they will take no substitute. Give them Karo, the syrup that is always pure and wholesome, and full net weight in every can.



CORN PRODUCTS REFINING CO.
NEW YORK, N. Y.





Ten Cent Metal Frame Pictures

AN assortment of Metal Frame Pictures in Roman Gold, Moorish Brown and Circassian Walnut finishes, each a practical representation of the original widths, including many 15 and 25 cent items boxed in individual cardboard boxes so that breakage is impossible.

*100 Pictures
80 Subjects, \$7.00*

Dimensions of the pictures range from $4\frac{1}{2}$ by 3 to $10\frac{1}{2}$ x $8\frac{1}{2}$, the average size being $8\frac{3}{4}$ by $6\frac{3}{4}$.

Subjects include Landscapes, Cupids, Old Masters, Mothers, Dog Pictures, "Young Mother," "Colored Panorama," Flowers, Indian Girls, American Girls and a score more.

Total 100 in case, each 7c.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

CHICAGO NEW YORK ST. LOUIS
MINNEAPOLIS DALLAS