

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-First Year


GRAND RAPIDS, WEDNESDAY, OCTOBER 22, 1913

Number 1570



*Don't stare up  
the Steps of  
Success  
but Step Up the  
Stairs.*

MARK TWAIN.

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.

## 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



## Coffee

### Boston Breakfast Blend

Always Uniform  
Exceptionally Good  
Blended by an Expert

**JUDSON GROCER CO.**

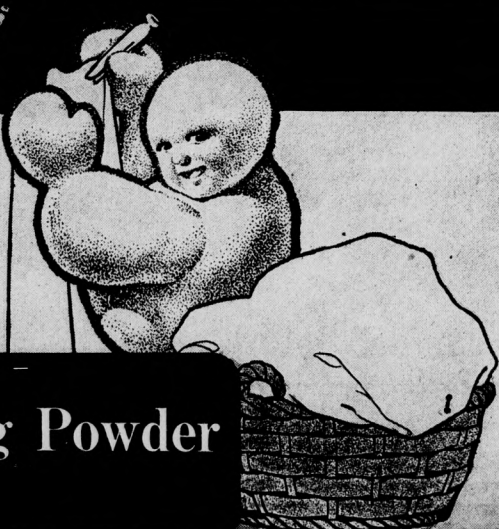
The Pure Foods House  
GRAND RAPIDS, MICHIGAN

**next time**

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

**Lautz Snow Boy Washing Powder**

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





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## SPECIAL FEATURES.

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### Jaunty Jottings From Jackson.

Jackson, Oct. 20—The combination meeting of Jackson Council No. 57, held Friday evening, Oct. 10, was an enjoyable affair and demonstrated the growing popularity of the plan. The members with their entire families turned out and even the children were well remembered by the committee in the way of favors passed out. The attendance was the largest yet and will, undoubtedly, continue to grow. S. E. Lewis had a fine dance program; and Mr. and Mrs. Geo. Pierce mystified the large audience with their feats of magic. We hope to enjoy them again. At the meeting in November there will be doings of much importance.

Mrs. John E. Hurley, who has been in the hospital, is reported much better.

Mr. and Mrs. Meyer M. Levy, after an extensive honeymoon, are settled in their home on First street.

The interest in the warfare for new members is becoming general with the councils in our Grand Jurisdiction and we look for some interesting news from War Secretary Richter from now on.

Many whole families are boosting for Jackson Council, No. 57.

B. C. Franklin, Main street grocer, Albion, has moved into the block he recently purchased, only two doors from his old stand. The question is, what will Ben do with the money he has been handing out for rent?

Ralph Freeman, of the L. T. Freeman Co., Chelsea, is back on the job again and his many friends are mighty glad. Ralph has charge of the grocery department, but has been laid up for some time with rheumatism. During his absence his brother Chauncey looked after the business and both of the boys are natural born grocerymen, with many years of experience.

W. V. Shelly, of Shelly & Son, Grass Lake, says he will retire after this year for sure. However, he will not be without something to look after when you consider that fine dairy farm of his just outside the village stocked with about forty head of registered Jerseys. This goes to show that if you take care of the profits in selling condensed milk, you can eventually

have plenty of milk of your own to condense.

W. L. Bullen, grocer and meat dealer, Parma, is convalescing from a light run of fever.

Jackson is to lose a prominent business man, F. G. Johnson, who has had charge of the seed department of the S. M. Isbell Co. He has purchased a seed business in Cleveland and will move to that city in November. Both he and Mrs. Johnson have been prominent in the substantial things of our city and will be missed by many organizations.

If everyone was to boost and there was no one to knock, a happy life for all would be a safe bet. Spurgeon.

### Merry Musings From Muskegon.

Muskegon, Oct. 20—Bro. Hood has so far recovered from his accident that he was able to be on hand Saturday night. Come again, Brother.

We hear Bert Waalkes has a new hat he won at the ball game.

We are informed by our Senior Counselor, Herman Anderson, that Peter Rose will have a grand opening of his new candy store, on Isabella street, Saturday, Oct. 25. The Dutch band will be hired for the occasion. Come one, come all!

We would like to see our genial Secretary-Treasurer again at our Council meeting. We are sure he was delayed by something, as Bro. Foote is usually Johnnie on the spot.

The resignation of J. H. Lee as Junior Counselor gave a few of our brothers one notch nearer the chair. Ye scribe has his eagle eye on the throne in a few months more.

We think Bro. Ashley made a very generous offer when he was willing to take the higher vacancy and go one step lower each year.

We had a fine turnout at our meeting Saturday, Oct. 18, but had to wait quite a while to get into the hall, as the janitor had forgotten us. Now, boys, remember Nov. 15 is our next meeting. We will have a light lunch and smoker. Bring us the applications and the candidates to be given the work at that time. Boys, get busy.

We understand a stock company has been formed at Middleville to rebuild the Hotel St. James. If there is any town in Michigan which needs a place to eat and sleep, it is Middleville, as the only restaurant there is a disgrace to the town and is badly infested with flies and is in a generally dirty and insanitary condition. Here's hoping they build the new hotel and find a good man to run it!

E. P. Monroe.

Take your trade paper home with you and read it where you have time to think about what you are reading.

Charity covers a multitude of sins—but they are usually our own sins.

## NEW YORK MARKET.

### Special Features in the Grocery and Produce Market.

Special Correspondence.

New York, Oct. 20.—Quietude prevails in the market for spot coffee. Buyers are taking small quantities—only enough to do business with—and the situation seems to be a waiting one. At the close Rio No. 7 is quoted in an invoice way at 10 $\frac{3}{4}$ @10 $\frac{7}{8}$  and Santos 4s at 13 $\frac{1}{2}$ @13 $\frac{3}{4}$ c. In store and afloat there are of Brazilian coffees 1,693,335 bags, against 2,455,797 bags at the same time last year. Stocks of mild coffees are running rather light, but this does not create any activity. Good Cucuta, 13 $\frac{1}{2}$ @14c.

Teas are meeting with very light demand. When sales of greens or blacks are made the full price is paid and weakness does not appear. But orders are for very small quantities and the country trade seems to take slight interest in the situation.

Rice is well sustained. Supplies are moderate and the demand is probably all that could be expected at this time of year. The condition at primary points in the South are not such as to indicate a lower range of values and good to prime grades are quoted at 5 $\frac{1}{4}$ @5 $\frac{5}{8}$ c.

Spices are steady, with the demand showing some improvement as the season advances. Quotations are unchanged in any particular and are firmly adhered to.

Molasses is quiet. The weather has been too warm for much demand and until we have a cold wave there will be little call. Good to prime domestic, 35@40c. Syrups are in light supply and steady.

Canned goods, as a rule, are quiet either for spot or futures. Tomatoes seem to be in ample supply and standard 3s are working out at practically 70c f. o. b. Baltimore. Packers are not at all anxious to part with holdings at this price and prefer the storage warehouse, believing that better rates must prevail. The weather of the past fortnight has promoted the ripening of a good supply of late tomatoes and the quality of these is as good as any. So the pack of 1913 may, after all, not be so much below the average—a conclusion of the year not without precedent. Standard corn is firm and the tendency is toward a higher level, although the demand at the moment is not brisk. Other goods are well sustained and show some tendency to advance.

Top grades of butter are firm and show some advance. Creamery extras, 30 $\frac{1}{2}$ @31c; firsts, 27 $\frac{1}{2}$ @29 $\frac{1}{2}$ c; held stock, 30 $\frac{1}{2}$ @31c; imitation creamery, 25@26c; factory, 23 $\frac{1}{2}$ @24 $\frac{1}{2}$ c; packing stock, 22@23 $\frac{1}{2}$ c.

Cheese is quiet with top grades working out at 16 $\frac{1}{4}$ @16 $\frac{1}{2}$ c.

Eggs are steady, with best Western 30@35c and perhaps more for really desirable stock. Refrigerator stock, 25@27c.

### Honks From Auto City Council.

Lansing, Oct. 21—Mrs. F. H. Hastings is visiting at Muskegon this week and for this reason Fred is having things very much his own way.

John Hummelberger has his home on Chicago avenue nearly completed. John is bound to live on a quiet street, even if he has to build in order to do so.

John Raymond has written his company that he will report for duty November 1. It is nearly a year since he has been able to carry a grip and his many friends are pleased to know that he will soon be in the harness again.

C. E. Robertson, of the Emerson Brantingham Implement Co., is seriously ill at his home on Cedar street. His present illness has been brought about by overwork and worry in attempting to keep up with the red tape.

Evidently there is some doubt in the mind of our esteemed brother who writes Cloverland Zephyrs as to the average attendance of our Council meetings having been less than 50 per cent. We are in position to prove the statement, however, and we have always believed that Brother Moody would rather tell the truth than anything else.

No, do not attempt to connect one circumstance with another, but if the coat fits, by all means put it on.

Being unable to secure all the business in Michigan or a satisfying amount of it, the Emerson Brantingham Implement Co. will close its Lansing Warehouse Nov. 1 and ship the stock and repairs to Toledo. The Huber Manufacturing Co. has leased the building and will occupy the same as soon as vacated.

Rapid progress is being made on the new Tussing building which, when completed will be an up-to-date eight-story building, covering more ground than any other building of its kind in Lansing.

We are expecting Marquette Council to submit to the next Grand Council an amendment to the constitution allowing the use of the janitor when necessary to make a quorum.

We don't care a rap how much Bro. Laird juggles the letters in spelling our name. We have a thousand times more respect for the animal which is directly responsible for every porterhouse steak in the country than the person whose character might be indicated by juggling the letters in Laird.

H. D. Bullen.

Kalamazoo—The Lull Carriage Co. has increased its capital stock from \$75,000 to \$225,000.

## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Oct. 20—Mister Traveling Man, have you made a note of the hotel keepers who are violating the State law prohibiting the use of roller towels? State Board of Health would be pleased to hear from you if you have.

C. H. Jury, well known in Grand Rapids drug store circles, has purchased the J. Braidwood drug stock, corner of Vinewood and Porter streets, and has remodeled the store until he now has one of the finest equipped drug stores in the State. About four months ago Mr. Jury took unto himself a lovely life partner in the person of Miss E. I. Meade, of Grand Rapids, the home of lovely girls.

We were married eleven years ago—just one year before we ever saw Grand Rapids. Mrs. Goldstein says the "lovely girls" are to be congratulated on this account.

Alfred J. Secoir, the Irishman with the muskrat name who whiles away his idle time during the week selling hardware for Morley Bros., of Saginaw, is making a good reputation for himself as a salesman and good fellow. Al, with the usual Irish wit, says: "Lung power does not always denote eloquence. For instance, look at the donkey." Mr. Secoir resides in Saginaw and looks like a chap who might keep his Council and town on the map by using some of the Tradesman space.

Albert Creaser, general merchant at Middleton, and about one of the finest men an order taker ever discoursed a logical line of articulations to, says his idea of a talented salesman is one who has the ability to keep still at the right time.

The way we understand it, even a rapid firing gun has to be reloaded.

Verne Dickerson, the elongated druggist of Lakeview, took occasion to belittle the upper crust of the writer's cranium. To our friend, whom we on numerous occasions danced in the same square with at the bi-weekly granary dances, we acknowledge our defeat—there is little left on top. However, it is not what is without but what is within that earns the filthy lucre.

For which we shall look for storms of criticism. Our salary is very small.

George Steketee, who formerly ran a drug store in the village of Grand Rapids, is now in the manufacturing business in that city. Mr. Steketee manufactures a new breathlet called "Carma." He worked in Detroit in the interests of his new creation for the past month and reports a phenomenal sale through his distributing agents, the J. L. Marcero Co. Here's hoping that "Carma" does for Grand Rapids what "Pabst" did for Milwaukee.

The big booster meeting of Council No. 9 is now a matter of history and the large crowd that attended the meeting on Oct. 18 will long remember the evening as one of the most enthusiastic U. C. T. meetings they

ever attended. Although but seven candidates were initiated, about thirty applicants were voted on and approved by the Council. Many who had their application in and accepted were unable to attend the meeting to go "through the paces." To General Chairman Murray was due, in great measure, the success of the meeting from the attendance and entertainment standpoint, but George J. Loria added the greatest touch of all by placing before the hungry mob one of the finest repasts ever given by Council No. 9, and, we are told they have handed out some good ones in the past. This was to be expected from George, as it is generally understood that three-fourths of his salary is expended for edibles. This meeting is but a mark of what is to follow with a batch of applications as large as a bunch of subpoenas to the congressional inquisition, to start on, and a promise from nearly every one of the huge crowd present to put their shoulders to the wheel from now on. The U. C. T. councils of Michigan are invited to watch No. 9 grow.

W. O. Chase has moved from his old location at 264 Holden street to No. 259 on the same street, which is a brand spanking new store, besides being more spacious. Mr. Chase has added several new lines to his stock of dry goods and furnishings.

A bill will be introduced in the next Legislature prohibiting hotel keepers from charging full rates to guests where more than one occupies the same room. For example, the price of a room is \$3 per day. The hotel keeper will, under the new law, if passed, be compelled where two occupy the room to charge but \$1.50 each, or where three occupy the room, be allowed to charge but \$1 to each guest. At present if six were to occupy one room, each would be compelled to pay the same rate as though occupying the room alone. The bill was pigeon holed in the last session of the Legislature, but, as is usually the case where the U. C. T. undertake to do anything, it will be "well done" and the bill will again be brought forth, despite the ravings of a high priced hotel lobby.

Ike Krohn, the Carson City merchant—also well known throughout Michigan—says the easiest thing he knows of is for a good looking widow whose husband left her a sizable life insurance to find a husband.

When money talks not even a college professor would attempt to correct its grammar.

John Dietrich, Secretary, Treasurer, and General Manager of the G. J. Johnson Cigar Co., of Grand Rapids, visited his local representative, Guy Caverly, last week, spending the greater part of a week with him. Mr. Dietrich cast envying eyes on our hustling, wide awake, city—but then that is not news to a Detroitier. Every visitor does that. From Detroit, Mr. Dietrich left for Chicago on business before returning to Grand Rapids.

Speaking of Grand Rapids, it might be well for Teddy Roosevelt, the trapper, to get Mayor Ellis' receipt for re-elections.

C. A. Weaver, the progressive Trumbull avenue druggist, has refitted his store with new wall cases and has generally remodeled the interior until now he has without question one of the finest equipped drug stores in Michigan. It only takes a few such as Weaver to make any town show up well on the map.

To size up the candidates that were initiated at the booster meeting last Saturday night, one might be led to believe that they were a bunch of huskies awaiting an examination to become members of the police force. Besides being men of good physical proportions, they are young men who are making a name for themselves on the road. "Jack" Lahey, especially, besides his ability as a salesman, is an orator of local reputation. Every one of the new members mean much for the order of the United Commercial Travelers. Following is the list of the new members and the firms they represent:

Fred Klaffke, Burnham, Stoepel & Co.

Albert A. Rahn, A. Krolik & Co.

D. W. R. Lacy, United Collar & Shirt Co.

John F. Gaynor, United Collar & Shirt Co.

Robert E. Tyler, Burnham, Stoepel & Co.

John A. Lahey, A. Krolik & Co.

Lewis Ulanhoff, A. Krolik & Co.

Mr. Streng, of Streng & Zinn, Kalamazoo, went East, ostensibly on a buying expedition last week. There is no doubt but what Mr. Streng did purchase goods for their fine store,

but the very fact that he is an old-time traveling man leads one to believe that he was also desirous of viewing the white lights. Once a traveling man, it is pretty hard to rid the system of the wanderlust.

To any of the boys who have had occasion to go to Watervliet, we know that they will learn with pleasure that Albert Smith, who has been suffering from a run of typhoid fever, is entirely out of danger and is regaining his health very rapidly. Mr. Smith, who is manager of the Hotel Burke, is one of the most affable and accommodating hotel men to be found anywhere. What "Al" wouldn't do for the boys isn't worth doing. Speaking for those who know him and have had occasion to stay at his hotel, we wish to congratulate him on his recovery.

On the other hand, some traveling men (some only) cultivate their brains into making 'em believe they are the greatest ever.

Some of the scribes of late have been giving the names of different members of the traveling profession who are about to join the U. C. T. It might be well to remember that the U. C. T. is a fraternal order and before a man can become a member he must first be balloted on. Should one of these traveling men whose names are mentioned be refused admittance to the order, it would, indeed, prove humiliating.

Pretty darn hard for a scholar to play hookey from the school of experience.

Enders & Geisler, of Watervliet, are catching the twentieth century idea of

# Martin Broom Rack

(PATENTED)

T. J. MARTIN

Escanaba, Mich.



THIS broom rack displays 4 doz. brooms, 2 doz. large brooms, 1 doz. toy brooms and 1 doz. whisk. It can display 3 doz. large brooms and 1 doz. whisk brooms if desired. It is so constructed it revolves with a light touch of the hand, making a very convenient rack. It is made to last. It is all iron except the base, which is wood. It occupies only two feet of floor space, and being on casters, it can be moved about at will; it's

a practical display stand and a neat piece of store fixture. Brooms placed in this rack will retain their shape always, and will help materially in the sale of brooms.

I am now shipping a few racks and will soon be in shape to take care of all orders promptly, large or small. About December 1st will furnish this rack with iron base—the price will remain the same. All racks are packed one in a box and bills out at fifty pounds. Price F. O. B. Escanaba, Mich., \$7.00 or from the factory. Terms are 30 days net, 4% discount if paid in 10 days. Awaiting your valued orders, I am yours for business,

T. J. MARTIN, Escanaba, Mich.



merchandising. They are remodeling their basement into a bargain basement and will place in this department bargains of all descriptions from all departments of the store. This is an idea that is carried on with great success by many of the city department stores, thus keeping that particular class of goods by itself and not in anyway interfering with the regular stocks.

Cadillac Council, No. 143, gives its next dancing party at St. Andrews hall on Saturday night, Oct. 25. Visiting members of the U. C. T. are cordially invited. Besides the regular dancing programme, refreshments will be served.

We are quite positive that one Middleton merchant will read this week's issue of the Tradesman.

The Meisel-Knox Co., of Port Huron, besides making vast improvements in the interior of its store, has had a new front built that extends clear around the front and side of the building. The Meisel-Knox Co. is among Michigan's largest and most progressive merchants and a credit to Port Huron.

Harry Whitbeck (Burnham, Stoepel & Co.) says his idea of real economy is for a feller's wife to remodel her last year's bonnet so he won't have to cut down on his consumption of 10 cent cigars.

At the last meeting of Cadillac Council, No. 143, the following traveling men were initiated into the mysteries of the order: Meyer Ginsberg, Thomas J. Ryan and C. S. Shapiro.

Right now let it be said, in lieu of the good members who have joined the order in the past, that the "more they come the better they look." H. L. Marsh and C. A. Darwin were reinstated and many other applications were voted on and accepted.

C. P. Caswell, member of Cadillac Council, No. 143, is ill at Grace Hospital, the last reports saying he is doing nicely. The exact nature of his ailment was not learned by the writer. Mr. Caswell's home is at 224 Lincoln avenue.

Undoubtedly all members of the United Commercial Travelers are aware of the fact that there is a fund from which flowers are to be purchased for sick members. It is urgently requested that when a member hears of another member who is ill, he notify the secretary of his council.

The merchants of Adrian held a miniature Mardi-Gras in their city last week. During the week, which was a gala one in every respect, each of the stores utilized their window space to exhibit "Adrian Made" goods. Adrian has set an example that many larger cities might emulate.

B. B. Bradshaw, who succeeded Bill Freileigh as the Plantista booster for Michigan, brought with him from the wild and woolly West a reputation for being a sharpshooter par excellence. It seems that P. M. Roach challenged Bradshaw to a test of skill with the rifle and defeated him. This happened in Manistee county. Later both Bradshaw and Roach decided to go hunting and applied to the county

clerk for a license, but were refused. Later, it was learned that the county clerk had watched the shooting contest between these crack "marksmen" and decided that it would endanger too many lives if a license were granted them.

The Hotel Stearns owners at Ludington are to be congratulated on their selection of George Woodcock as manager. George needs no introduction through these columns, as there is no better known or better liked hotel man in the state. Mr. Woodcock will add much to the hotel by his pleasant and affable manners and general aggressiveness.

H. R. Patterson & Son have opened a ladies' and men's furnishing goods store at 1542 Beaubien street. While both Mr. Patterson and son are practically inexperienced in the business both are hustlers and are sure to make a success of their new venture.

If President Wilson was opposed to women's suffrage, he couldn't have done more to injure the cause than by allowing Mrs. Pankhurst to land in this country.

Henry Perry (Lee & Cady) has again taken to the cushioned seats, after a layoff of three weeks, during which time he was confined to his home by illness.

"Bill" Smith, who sells men's furnishing goods for Burnham, Stoepel & Co., says that if it weren't for the fools on this earth, how would the other fellows get rich?

Eichorn & Hogan, of Port Huron, who carry a general line of dry goods,

have moved into a beautiful new store which, with other items we read of Port Huron, leads us to believe that that city is not asleep—but very much awake.

S. J. Harris, who conducts a dry goods store at 961 Mack avenue, has added a line of men's furnishing goods to his stock.

In reply to E. B., we wish to state that we will not mention anything about wedding bells for Harry Rosenthal, the Russell street merchant. It may not be true, and anyway, we have been married too long to see any joke about wedding bells.

One disadvantage of having steam heat in the house is that a feller has to buy coal to make it.

Howard Bierwert, Ludington, says, "A true friend is one who knows you are a liar, but tries to think it isn't so." Howard, by the way, is a well educated young man—he married a school teacher.

We know a massa things about Eddie Nelson—gonna spring some next week.

Five full columns and not a word said about the Hebrew hater.

If some fellows could only size themselves up and then forget the results.

'Twould save much vanity—or regrets.

Let's look around and see what "Rocky" and Pfander have to say.

And "General" Richter.

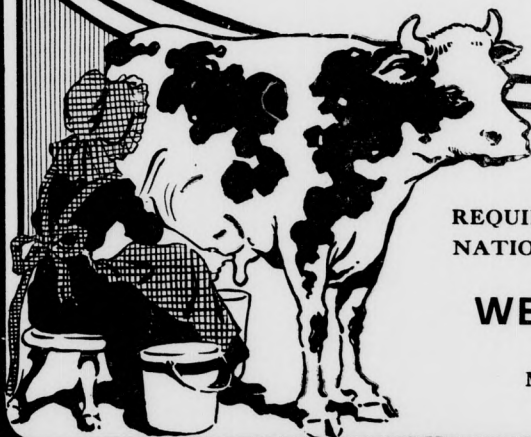
And "Major" Ganiard.

James M. Goldstein.

## The Butter Makers Demand Dandelion Brand

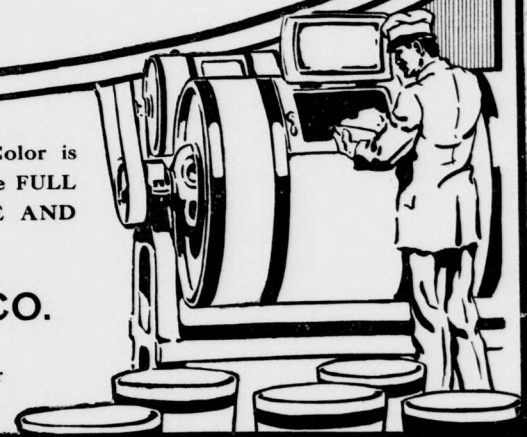
Stock the brand that 90 per cent of the professional Butter Makers use.

Stock DANDELION Brand Butter Color and make sure profits every day.



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

**WELLS & RICHARDSON CO.**  
BURLINGTON, VERMONT  
Manufacturers of Dandelion Brand Butter Color



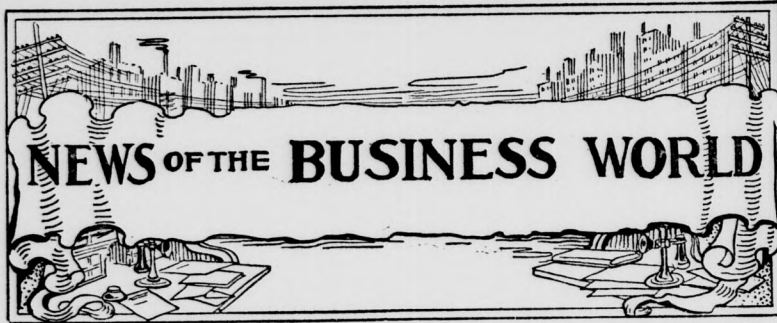
# Dandelion Brand



# Butter Color

The color with

the golden shade



#### Movements of Merchants.

Yale—John Bright succeeds L. H. Leslie in the grocery business.

Sparta—Arnock & Powers succeed M. Hass & Co. in general trade.

Elmdale—H. J. Lieffers succeeds Guy C. Longcor in general trade.

Lowell—Glenn E. Denise succeeds L. F. Chubb in the grocery business.

Cheboygan—Alex Simpson has opened a restaurant at 416 North Main street.

Sparta—Harry Brace succeeds Henry A. Zwiers in the ice and coal business.

Lansing—William F. Rouse has engaged in the meat business on East Franklin avenue.

Vassar—John Quartel, recently of Plymouth, has engaged in the undertaking business here.

Plainwell—H. Hintze has purchased the old bank building and will occupy it with his shoe repair outfit.

Kalamazoo—Louis Kosher, meat dealer on East avenue, is remodeling and enlarging his store building.

Snover—John Johnson and his son, Clare, have formed a copartnership to engage in the farm implement business here.

St. Joseph—Dr. O. A. Eaton has opened a drug store at 807 Main street, having removed his stock from Millburg here.

Vassar—N. Stilson, undertaker and furniture dealer at Reese, has removed his stock here and will continue the business.

Charlotte—Rollin C. Jones, for many years a well known dry goods merchant here, died Oct. 20, after a lingering illness of cancer.

Homestead—Voorheis Bros. have sold their general stock to G. W. Cauliflower, of Beaverton, who will continue the business at the same location.

Cloverdale—Elmer J. Kelley has purchased the Grant Dickerson store building and will occupy it with a stock of general merchandise Oct. 25.

Laurium—The Laurium Harness Co. has engaged in business with an authorized capital stock of \$1,500, all of which has been subscribed and paid in in cash.

Ironwood—The Tretheway-Darrow Fruit Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Negaunee—Hans J. Peterson is closing out his tailoring business and has sold his stock and fixtures to Peterson & Willers, who will consolidate it with their own.

Gladstone—Michael P. Foy, meat dealer, has filed a voluntary petition in bankruptcy. He schedules assets

of \$4,348.90 and liabilities of \$4,866.57. The principal creditors are Armour & Co., the Sulzberger & Sons Co., the Cornwell Beef Co. and the Escanaba Produce & Supply Co.

Munising—John W. Depew, meat dealer has been declared a bankrupt. The creditors filing are Swift & Co., \$737.63; Plankington Packing Co., \$901.36 and the Victor Co., \$100.

Hastings—Harry Brace has sold his interest in the Loppenthien Co. stock of general merchandise to his partner, Richard H. Loppenthien, who will continue the business under the same style.

Traverse City—Charles S. Johnson has purchased the interest of his brother, Fred L., in the hardware stock of Johnson Bros. and will continue the business under his own name.

Negaunee—Benjamin Arne, who conducts a department store at Hancock, has opened a similar store here and will divide his time between the two places. The Negaunee store will be under the management of A. Steier.

Gaylord—Henry Stephens has purchased the interest of the E. B. Bolton estate in Buck & Bolton, wholesale potato dealers, and the business will be continued under the style of Buck & Stephens.

Lake Odessa—The Lake Odessa Farmers' Elevator Co. has engaged in business to buy and sell grain and other merchandise, with an authorized capital stock of \$5,000, which has been subscribed and \$1,000 paid in in cash.

Eaton Rapids—The H. A. Goodrich Co. has been organized to buy, sell and ship poultry, cream, eggs and agricultural products, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Bellevue—E. J. Pierce, recently of St. Johns, has purchased the R. W. Elwood bankrupt stock of groceries, subject to the approval of the referee in bankruptcy, and will open the store as soon as the necessary legal formalities are completed.

Hastings—L. G. Scarles has purchased a half interest in the grocery business of Hugo Wunderlich. Claude Haines, who recently disposed of his interests in Mr. Wunderlich's store to Mr. Wunderlich, has purchased the Palace of Sweets, a confectionery store, of George Clarke, who will move to Indiana.

Alpena—The largest inheritance tax in the history of Alpena and one of the largest in the State was last week paid by the estate of the late Frank

W. Gilchrist, who died last spring at Memphis. The amount was \$18,856.43, or 1 per cent. of the estate of deceased minus exemptions, the statement showing the estate totaled personal property valued at \$2,060,020.68 and real estate estimated at \$61,120.13. The inheritance tax is placed against the real property alone.

Jackson—Mrs. M. L. McNaughton, proprietor of the Jackson Credit Clothing Co. and the Bay City Cash and Credit store, will have a chain of three stores, the third being located at Owosso. The latter will be known as the Model Clothing Co. G. L. Fisher, until recently of this city, has been employed as manager.

Ironwood—A dividend of 10 per cent. was paid to the creditors of the estate of Fritz Karste (Bank of Ironwood) on Oct. 22. The total disbursement amounts to \$44,000, the aggregate of the claims filed and approved in the Gogebic county probate court amounting to a few dollars under \$440,000. This is the first dividend that the estate has paid since the closing of the Bank of Ironwood on May 28, 1912.

Monroe—Safe blowers cracked the safe in the Joseph Nadeau grocery store and got away with \$300 in cash. A side door to the store was pried off with tools stolen from the Grand Trunk storeroom, and a hole was bored in the safe, through which a charge of nitro-glycerine was injected. The robbers escaped with a speeder which they abandoned at Plum creek. A man sleeping above the grocery store was not awakened by the explosion.

Crystal Falls—Jacobs Bros. recently had it "rubbed in on them" by a young Polish girl. The girl entered the store early in the day and asked to see some pocketbooks. She selected one and then called for neckpins. After examination she selected a pin and the watchmaker, who was waiting on her, put it in a pasteboard box. Later in the day Sam Jacobs went to the post-office for his mail and was handed the identical box that his clerk had given the young woman. In the box was the card on which the purchased pin had been mounted, as well as a card used to mount a pin that had not been purchased. The girl had taken off the pins and then sent the box back to the firm to let the merchants know how "easy" they were. She had stolen the second pin at some time during the inspection operations.

#### Manufacturing Matters.

Holly—Grinnell Bros., of Detroit, have taken over the Chase & Baker piano factory and will continue the business.

Owosso—A. M. Olds has sold a half interest in his cement block plant to J. C. Holden and the business will be continued under the style of Holden & Olds.

Benton Harbor—The Benton Harbor Malleable Foundry Co. has increased its capital stock from \$80,000 to \$270,000.

Grass Lake—Thieves entered the Grass Lake Creamery Oct. 19 and carried away two tubs of butter weighing 54 pounds each.

Detroit—The capital stock of the

Michigan Salt Pickle Supply Co. has been decreased from \$50,000 to \$25,000. The office has been changed to Saginaw.

Detroit—The Eclipse Welding & Cutting Works has been incorporated with an authorized capitalization of \$1,500, which has been subscribed, \$500 being paid in in cash and \$1,000 in property.

Detroit—The Sterling Detroit Motor Co. has engaged in business with an authorized capital stock of \$105,000 common and \$205,000 preferred, all of which has been subscribed and paid in in property.

Marquette—M. F. Goldberg has sold the machinery and equipment of the Marquette glove factory to W. A. Ross and M. L. Casper, who have formed a copartnership and will continue the business at 116 West Spring street.

Blue Lake—The Blue Lake Lumber Co. has just finished cutting its last stand of timber and is preparing to make a complete clean-up of its operations. Manager H. G. White estimates that the Blue Lake mill has cut over 100,000,000 feet of lumber during its twelve years of life.

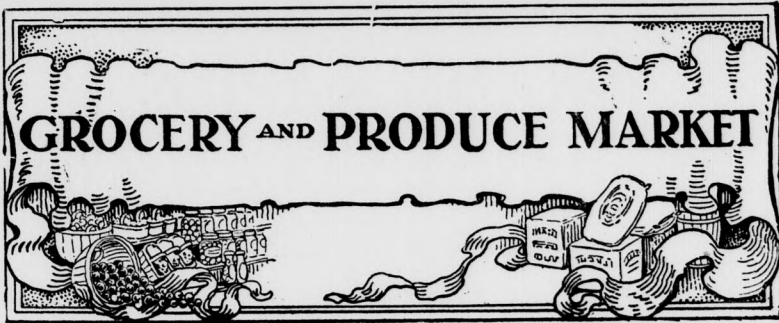
Detroit—The Motor Products Co. has engaged in business with an authorized capital stock of \$100,000 common and \$50,000 preferred, of which \$85,000 has been subscribed, \$45,000 being paid in in cash and \$40,000 in property. Operations will be carried on at Chelsea.

Detroit—The Detroit Drawn Steel Co. has engaged in business to manufacture and deal in cold drawn steel and all kinds of metals, metal products and machinery, with an authorized capital stock of \$200,000 common and \$100,000 preferred, which has been subscribed, \$20 being paid in in cash \$299,980 in property.

Gaylord—The Saginaw Wood Products Co., the plant of which was destroyed last spring, has merged with the Eby Manufacturing Co., of Detroit, and the consolidated concern will locate here. The Eby company produced valve handles, while the Saginaw concern made baseball bats, croquet sets, tenpins, rolling pins, etc. There is an abundance of timber to stock the plant in this vicinity.

Manistique—In line with the movement for colonizing and developing land under the direction of agricultural experts, the Consolidated Lumber Co. here has given an option on 150,000 acres of land in Schoolcraft county to Chicago capitalists for development purposes. The price asked is about \$6 an acre, exclusive of the timber which the company retains. The land extends northward from Manistique almost as far as Munising. In the event that the option is not taken up the company will itself colonize and develop the property, selling tracts of 10,000 to 15,000 acres to capitalists who will have the same end in view. Considerable development work of this character is being planned in the Upper Peninsula, settlers purchasing cut-over or wild land in Michigan for the purpose of establishing homes, being exempt from taxation for five years. The settler is required to live on the land and must improve at least two acres a year.





### The Produce Market.

Apples—Wealthys, Wolf Rivers, Greenings, Baldwins, Snows and Wagners command \$3.25; Spys, \$3.50.

Butter—The consumptive demand for all grades of butter is only fair. The receipts are about normal for the season, and the average quality is good. Stocks of storage butter are larger than usual and the demand is very light. No important change in price is in sight. Fancy creamery commands 31c in tubs and 32c in cartons. Local dealers pay 25c for No. 1 dairy and 19½ for packing stock.

Cabbage—75c per bu.

Carrots—65c per bu.

Cauliflower—\$1.25 per doz.

Celery—18c per bunch.

Cocoanuts—\$4.75 per sack containing 100.

Cranberries—\$7.25 per bbl. for late Blacks.

Crab Apples—\$1 per bu. for Hyslops.

Cucumbers—\$1.25 per doz.

Eggs—Receipts of fresh have become larger and the quality has improved. The consumptive demand is only fair, and the market is steady at an advance of 2c. Storage eggs continue in good demand and the market is firm at unchanged prices. Stocks of storage eggs are lighter than a year ago. On the whole the market is healthy. Local dealers pay 26c for strictly fresh.

Egg Plant—\$1.50 per doz.

Grape Fruit—\$5 for all sizes.

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.

Potatoes—65c per bu. for home grown. Country buyers are paying around 50 @ 55c.

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

Poultry—Local dealers pay 10c for springs; 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 springs.

Radishes—15c per dozen.

Spinach—90c per bu.

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

Tomatoes—75c per bu.

Veal—Buyers pay 6 @ 12½c, according to quality.

J. J. Van Zoeren and his son, Albert, who were members of the firm of J. J. Van Zoeren & Co., dry goods dealers on Plainfield avenue, and who failed last January, have been arrested on complaint of Wm. B. Holden, Manager of the Grand Rapids Dry Goods Co., on a charge of obtaining goods under false pretenses. Sept. 24, 1912, they uttered a signed statement, setting forth that their net worth was \$15,050. Less than four months later—on Jan. 13 of this year—they filed a voluntary petition in bankruptcy, showing assets of \$9,500 and liabilities of \$25,314. As this statement showed a variation of over \$30,000, the creditors very properly felt that there should be some action taken to establish their rights in the matter. The assets, which were given as \$9,500, have been converted into cash and Trustee Holden now has \$2,106 in his hands with which to satisfy claims amounting to \$25,314. It is expected by the creditors that the liabilities will be reduced to the amount of \$3,716 by the court setting aside the claim of the wife of the senior partner, who alleges \$3,716 as due her. Suit was recently brought against Van Zoeren in the United States Court for violation of the postal law, but this case was dismissed by Judge Sessions, who clearly intimated at the time that the matter was one for the State courts to adjudicate and not for the Federal court to pass upon.

H. C. Rosenberg, operator of a lumber yard at Alto, has established another yard on Kalamazoo avenue, near the Pere Marquette Railroad, and has been granted a building permit for the erection of a planing mill.

A transportation bureau composed largely of jobbers and manufacturers will be formed by the Columbus, O., Chamber of Commerce, the aim being to obtain better shipping service.

H. R. Atwater, who was recently burned out at Austerlitz, has re-engaged in the grocery business at that place. The Judson Grocer Co. furnished the stock.

E. Baughner succeeds Mrs. R. A. Hall in the grocery business at 356 West Fulton street.

### The Grocery Market.

Sugar—The salient feature of the past week has been the renewed evidence of demoralization in the refined market, due to the keen competition for business. The fight between the Federal and Arbuckle refineries resulted in prices for granulated dropping to 4.15c, where they remained until Saturday (Oct. 18), when quotations were advanced to 4¼c all round. The inference drawn was that refiners did not care to do business for the fun of the thing, the margin at the decline being only 59 points. It was rather significant that the beet interests did not follow the move, and Michigan offerings were withdrawn from territory east of Pittsburgh and Buffalo. The American, Warner and Howell maintained their prices at 4¼c. Meltings are light, and it is expected that refiners will close down early this winter. It is interesting to note that the price of fine granulated is 64 points lower than a year ago, while raws are 63 points less than in 1912.

Tea—The market is fairly active and remains firm in all lines. Old stocks of Japans are pretty well cleaned up and the new teas are giving good satisfaction. Ceylons are particularly strong in good liquored tippy teas. Formosas hold their strong prices. China Congous are the cheapest teas on the market.

Coffee—Rio and Santos grades have advanced ½c during the week. Stocks of Brazil coffees in this country are comparatively light, and this is aiding the upward movement. The primary Brazil market is very strong and altogether the outlook is at least for a steady market. Mild coffees have also advanced during the week, probably as much as ½c. Java and Mocha are unchanged and quiet.

Canned Fruits—Apples are higher and New York gallons now rule at \$3 per dozen in a large way f. o. b. California canned goods show no change and there is a quiet demand from first hands. Small staple Eastern canned goods are mostly firm by reason of short pack.

Canned Vegetables—Tomatoes continue weak. All sorts of quotations are recorded, from 70c in a large way f. o. b. to 75c delivered. The pack is pretty sure to be large, and has even yet not been entirely ended. Corn and peas are unchanged on the same basis as last week.

Canned Fish—Domestic sardines are very scarce and firm, especially quarter oils. All imported sardines even more so. Salmon shows no change, except that red Alaska and sock-eyes are firmer and some holders of sockeye have advanced 7½c during the week.

Dried Fruits—Prunes are offered at record prices. Premiums are being paid for largest sizes, and these are the only stocks which seem to be in demand. The trade is neglecting the smaller and mixed stocks. Peaches and apricots are both unchanged and quiet. There is a weak tendency in the raisin market. Very few new raisins have been disposed of. It is freely predicted that prices will go lower in spite of the past indications that the association on the coast would maintain prices. Currents in moderate demand at unchanged prices.

Syrup and Molasses—Corn syrup shows no change for the week. Compound syrup is unchanged and dull, though there is something doing every day. Sugar syrup is quiet at ruling prices. Molasses is dull and unchanged. No prices on new crop yet.

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

Cheese—The demand is light, owing to the high prices. As cold weather approaches the demand will fall off, and if prices change they will probably decline slightly.

Salt Fish—Norway mackerel have steadily grown stronger by reason of the same scarcity which has marked the season from the beginning. Irish mackerel are also firm for the same reason. Cod, hake and haddock firm and unchanged at ruling high prices.

Nuts—Soft shell California walnuts were quoted at 19½c as an opening price. The price is about 2c above the offerings of last year. European nuts will not arrive until about the last of December. Prices on the imported stocks will be about 15 @ 17c a pound.

Provisions—Stocks of smoked meats are reported ample for immediate use, with no change in sight. Pure lard is firm and unchanged with a fair consumptive demand. Compound lard is slow and unchanged in price. Dried beef has advanced 2c per pound further during the week, barreled pork and canned meats steady and seasonably active.

### New Hands at the Helm.

At an annual meeting of the Grand Rapids Retail Grocers' Association, held last evening, the following officers were elected:

President—W. A. Wood.

First Vice-President—W. P. Workman.

Second Vice-President—Martin Decker.

Secretary—Andrew Stevenson.

Asst. Secretary—Frank Johnson.

Treasurer—A. L. Smith.

The following committee was appointed to make arrangements for the State convention, which will be held here in February: Wm. Andre, Ralph Andre, C. J. Appel, L. O. Barber, C. A. Bertch, A. Botting, Ralph DeBoer, Jas. DeBoer, F. W. Fuller, F. J. Gaskell, Geo. Hanna, J. J. Haring, J. J. Hartger, Frank Johnson, C. W. Ludewig, L. Maas, Norman Odell, L. J. Parr, C. E. Shirling, C. Smallheer, Geo. Shaw, W. P. Workman, L. J. Witters, E. J. Zevalkink, Ray Watkins, J. M. DeVries, L. Ritzema, F. L. Merrill, F. A. Franz, C. J. Seven, R. Rinveld, F. L. Soloman, Julius Bohr.

Guy Pfander, the Battle Creek grip carrier, has engaged to cover Central Michigan for J. B. Weber, the South Bend confectionery jobber. Mr. Pfander is a capable and energetic salesman.

Mrs. Wm. Kaiser has engaged in the grocery business at Holland. The Worden Grocer Co. furnished the stock.

J. W. Quinn succeeds Glenn E. Denise as city order clerk for the Worden Grocer Co.



For about six months the pending tariff bill was the more or less good excuse for the slump in the stock market. The tariff is out of the way now, but instead of showing signs of recovery the stock market sags to still lower levels. The new disturbing influence is the financial legislation now before Congress. Why this should make the business and financial world gloomy is not easily apparent, but it seems to be the fashion to be bearish in sentiment, to let things slide, to wait until there is certainty, and those who are compelled to sell their holdings find the demand light and quotations low. It is probable that few realize to what extent the slump in investment securities has gone, and the following comparative quotations will be of interest. The quotations are on a few of the standard stocks, as they are now and as they were on the corresponding day a year ago. The quotations as given are in round figures, omitting the fractions:

	1913	1912
Atchinson, com.,	91	109
Amalgated	62	87
B. & O.	92	107
Canada Pacific	223	267
Great Northern	121	139
Northern Pacific	105	126
N. Y. Central	94	115
Pennsylvania	110	124
Southern Pacific	85	111
U. S. Steel, com.	54	79
Union Pacific	147	172

The depreciation, it will be observed, ranges from 15 to 30 points and the difference in market value aggregates millions of dollars. The intrinsic value of the stockholders is as great now as a year ago and those who have their stocks paid for have only to wait for the market to turn to be as rich as ever, but the slipping away of the market value will not make inventories look good.

The slump has not been confined to the securities dealt in on the stock exchanges. The utility corporation securities, which are such favorites for investment purposes in Grand Rapids, have shared in the slide. Here are a few comparisons on the securities that are most dealt in here:

	1913	1912
Am. Light and Trac. pref.	105	109
Am. Light and Trac. com.	340	432
Commonwealth, pref.	78	91
Commonwealth, com.	55	69
United, L. & R., pref.	79	85
United L. & R., com.	81	80
Am. Public Utilities, pref.	74	89
Am. Public Utilities, com.	45	58

United Light and Railways common stock is one point higher now than it was a year ago, representing an in-

crease in the market value of \$52,875, but the preferred is off 6 points, or \$300,000 worth. American Light and Traction preferred is off 4 points on the preferred and 92 on the common, or something like \$12,000,000 in the market value. Commonwealth is off 13 points on the preferred and 14 on the common, a matter of nearly \$2,500,000 in market value. American Public Utilities is 6 points lower on the preferred and 13 on the common, as compared with a year ago, and this means around \$630,000 in the market value. The securities of these four companies have a perfect market-value of something like \$15,550,000 less than a year ago, and this it may be suggested is going some. If this loss had to be pocketed it might make some of the brethren squirm, but those who have their finances in order have no need of worry. The value will come back with the improvement in times. It may take time, but this country will not stay in the dumps any longer than necessary.

While investment and speculative securities have been going glimmering it is noticeable that the quotations on Grand Rapids bank stocks are at a higher average than a year ago, as the following comparative figures will show:

	1913	1912
Old National	205	204
G. R. National City	178	180
Fourth National	210	203
G. R. Savings	230	210
Kent State	260	263
Peoples Savings	250	250
Commercial Savings	215	183

Grand Rapids National City and Kent State are slightly below a year ago, but this is due merely to a dull market, not to any real difference in intrinsic value, and a ten share buying

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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

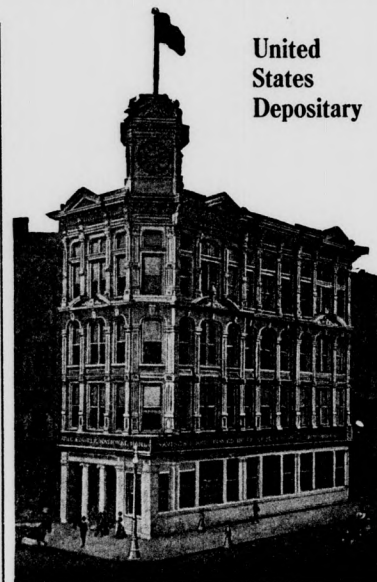
United States Depository

Commercial Deposits

3½

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000



## 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

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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.



order in either would put the figures back to the level or still higher.

The low level at which so many of the standard as well as the utility corporation stocks can be purchased it is stated has caused a large diversion of funds into these channels from the banks and from real estate and other investments. It is easy now to pick up investments that will net anywhere from 6 to 8 per cent. and they are investments that have high rank in ordinary times, too. The real estate dealers are all complaining of dull business and they are almost unanimous in ascribing it to the diversion of money into investments, either stocks or bonds. The bank statements show there has been an oozing away of the savings and certificate deposits for several month and they attribute it to the same cause. When the market turns and the old values come back it is likely that those who have been buying when good things have been cheap will take their profits and then go ahead with their original plans.

The Grand Rapids Trust Company has added six new directors to its board, making a present list of seventeen. The new members are well-known Western Michigan business men and are: Thos. F. Carroll, Grand Rapids; Jas. K. Flood, Hart; Wm. C. Grobhiser, Sturgis; Wm. Loutit, Grand Haven; Wm. H. Mann, Muskegon, and Edward J. Rankin, Kalamazoo. The directors have chosen as the executive committee A. W. Hompe, Robert D. Graham, Jos. S. Hart, H. C. Cornelius, and Jos. H. Brewer. The stockholders will pay in their 50 per cent. for the surplus account on November 10 and then the company can be regarded as completely organized according to the plans as announced at the beginning. It has been doing business for about six months now and is said to be getting nicely started. The capital stock is \$300,000 and the surplus \$150,000, instead of \$200,000 and \$100,000, respectively, as stated last week.

Stephen B. Monroe, for many years President of the Kalamazoo City Savings Bank, has resigned and Mayor A. B. Connable has been elected to succeed him. Mr. Monroe was a close friend of Victor L. Palmer, wrecker of the Michigan Buggy Company, and although not implicated or involved in any way with the wreck it was thought, owing to his social relationship, that a change in presidency would be advisable. The wreck of the Buggy Company is one of the largest that Michigan has had in recent years, with liabilities of something like \$3,000,000 and all of the Kalamazoo banks are understood to have sustained severe losses from the collapse.

The Grand Rapids Savings Bank has had preliminary sketches prepared by Osgood & Osgood, the architects, for a twelve story office building which it is proposed to build on the bank corner the coming year. Under its ninety-nine year lease it controls a

Monroe avenue frontage of eighty-two feet, extending back to the alley. It is likely a building company will be organized to take over the lease and finance the building. The Bank will occupy the first floor and the Grand Rapids Trust Company the second, and the floors above will be for office purposes. The Bank can not get possession of one of the adjoining stores until next July, owing to existing leases and nothing will be done until then beyond getting ready. The plans can be completed, the contracts awarded and material orders placed and with these preliminaries arranged in advance much time will be saved in the building.

The builders of the Pantlind Hotel are having their troubles in securing the desired foundation. The original plan contemplated sinking piers to the rock, about seventeen feet below the street level. When this rock was reached it was found to be merely a thin shell, with muck beneath and tests showed that it was not sufficient to carry the weight of the building. Then it was decided to sink caissons to real rock, such as is done in Chicago, and two were put down as tests. These went down fifty feet through muck, quick sand and other unstable material before rock was finally struck. The Pantlind will be the first building in Grand Rapids to rest on a caisson foundation. In building the old Sweets Hotel, the Pantlind of today, the contractors found the same soil conditions, but instead of trying to go down to rock, they dug as deep as they thought they could afford and then put in some heavy planking and laid the stone foundation on that. Frank Sweet, who saw the old foundations laid, thinks the plank will be found when the walls are torn down and in a good state of preservation. The plank was not put in to bear the weight of the building, but merely to hold the walls until the plaster hardened.

Most of the so-called theatrical stars are rockets.

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Million

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Surplus and Profits - \$300,000

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3½ Per Cent.

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6% Cumulative Stock

One Share Investment	Par Value	Interest Return
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WILL EARN

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Insurance Policy will help. INSURE TO-DAY.

The Preferred Life Insurance Co. of America Grand Rapids

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Resources \$2,000,000.00.

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

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Filer City, Mich.	Chicago.	Wm. Alden Smith.
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F. A. Gorham.	W. W. Mitchell.	T. Stewart White.
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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

October 22, 1913.

**NO LONGER A DREAM.**

What the Grand Rapids Park and Boulevard Association has accomplished is what can be done through persistent effort and everlastingly keeping at it. Ten years ago the boulevard to Grandville, following the natural levee along the east bank of the river, was discussed as a beautiful dream would be discussed—exceedingly desirable but unattainable. Lester J. Rindge, Wm. H. Anderson and others took this project in hand, raised some money by popular subscription and secured by purchase or donation the right of way from Grandville to within a mile of the city limits. The Pere Marquette owned a stretch of river front and the many changes in control and management in the railroad delayed progress, but the last of the obstacles were overcome this season and, as soon as a cement bridge across Plaster creek now under construction is completed, the boulevard will be open to the public. It will be a seven mile drive along the river, with beautiful scenery along the entire route and in the shade of splendid natural forest trees. In addition to the boulevard proper are the Indian mounds covering seven acres and which will always be a place of interest. What was a dream ten years ago is to-day a realization, and not money but persistent effort has brought it about.

Ten years ago a boulevard around Reed's Lake was one of the popular dreams and seemed so much a dream that nobody thought it would ever be brought about. Five years ago it was still a dream. Three years ago the intangible began to assume definite form. The first evidences of reality was the gift of Hodenpyl Woods to the Park and Boulevard Association by Anton G. Hodenpyl, with its half mile of Lake frontage. Then John H. Bonnell, owning a 240 acre farm on the south side of the Lake, indicated his willingness to give the right of way along the Lake frontage for boulevard purposes, and with it a woodland park of seventeen acres of low lands, covered with a beautiful growth of natural timber. This added nearly two miles to the boulevard. Then Chas N. Remington and Ben. E. West, owning land at the west end of the Lake, donated the right of way across

their holdings to connect up with the Hodenpyl Woods, and with it the low lands between the road and the water. The Pierces, owning the property east of Hodenpyl Woods, donated an additional half mile of right of way, carrying the boulevard to Manhattan Beach. The next owner to the east is still obdurate and when he is brought to terms, as he will be by condemnation proceedings if no other way is possible, the boulevard, will have been accomplished, so far as the right of way is concerned. Only about half a mile of right of way remains to be secured for a project which five years ago was looked upon as impossible, and thus far there has been no expense incurred for other than improvement purposes. When this boulevard is completed, as it will be in a year or two, it will be one of the show routes of the city—something the entire city will take pride in and something few other cities will have. It will be a picturesque route for the auto, for driving or walking, with beautiful woods, charming bits of scenery and any number of places for picnics and loitering. If the theory that the Reed's Lake boulevard was an impossibility had been accepted it would still be a dream, but a few earnest workers by persistently keeping at it brought it about.

The Grand Rapids Park and Boulevard Association now holds 110 acres of park and boulevard lands and when the Reed's Lake drive is completed will have more than twelve miles of boulevard for the people to enjoy. What the Grand Rapids Association has accomplished can be accomplished by similar associations in other towns if the same earnest purpose be put into the effort, backed by patience and perseverance.

Are you keeping an eye on the calendar? Thanksgiving day this year falls on November 27, and November 27 is only 36 days away. Christmas is but 64 days in the future. The careless merchant may think there is still plenty of time to get ready for these great festivals, but the hustling, up-to-date and successful merchant is getting his lines laid for the great trade opportunities which these seasons of good cheer and good will bring to the business men. The Thanksgiving specialties are mostly in supplies for the table and the day gives the grocer and the butcher their chances, but there is no reason why the dry goods folks and the dealers in clothing and crockery and silverware and other merchandise should not share in the frolic, if only they go at it in the right way. Find out who will have family reunions, who will entertain guests from out of town, who are going away for the day. Those who will entertain may want new table linen or more dishes or silver or something new to wear and those who plan to go away may want to be bearers of gifts. By keeping in touch with the social doings trade can be developed. The Christmas festival will, of course, take care of itself—up to a certain degree—but the live merchant has great opportunities to apply stimulants and now is the time to begin doing it. It is not too early to persuade the local news-

papers to drop occasional hints as to the advisability of shopping early. The early shoppers will, naturally, be after the staples, rather than the characteristically Christmas goods, and materials to be made up into fancy or useful articles, and it is these goods that should be pushed at this time. It might be suggested that there is a growing movement abroad in the land in favor of a sane Christmas, which means the elimination of a lot of the useless giving or rather the giving of articles that have no real use to anybody. It might be a good idea for the local merchant to quietly size up local sentiment on this subject and be guided somewhat by it in making the holiday preparations.

An energetic movement has been started to secure for Michigan an adequate representation at the Panama Pacific Exposition at San Francisco in 1915. A bill was introduced in the last Legislature providing an appropriation for this purpose, but the bill was defeated by a single vote on grounds of the need for economy. The present movement has been taken up by the advertisers—clubs of Detroit, Grand Rapids, Kalamazoo, Bay City and other cities—in the State. The various clubs have appointed committees who will meet in Bay City early in November to make an informal canvass as to what should be done and how to do it. The present plan is to raise a fund of \$100,000, or as much of it as possible, by popular subscription, and with this see to it that Michigan receives proper representation. The business men and manufacturers in this city have taken up the movement with commendable zeal and the same spirit is manifested elsewhere. The Panama Pacific Exposition will be a \$50,000,000 affair in celebration of the completion of the Panama Canal and will be a world function. It is certain that Michigan will send thousands of visitors to the exposition, and at the gate they will meet thousands of Michigan people who have gone to the coast to make their homes. It is certain the visitors from Michigan and the Michigan people now living in the West would be sadly disappointed if their home State showed no evidences of having a place among the states of the Union. Michigan has many resources and many products which could be shown with advantage at the exposition and it is the argument of those back of the movement that the opportunity to advertise the State should not be allowed to go by. Of the other states in the Union thirty-four have made state appropriations and with so many in line Michigan's absence would be noticeable, and unfavorably so.

The farmers up in Tyrone township, Kent county, have the right spirit—a spirit not only the farmers but the town dwellers all over the State might adopt. Kent county voted \$600,000 bonds for the building of good roads. The good road plans included a fair appropriation for Tyrone. The farmers of Tyrone want more good roads than the appropriation will provide, but instead of standing back as fault finders they are going to join hands—a hundred or more of them, with their teams and hired men

—and do something in the way of road building themselves, and no bill will be rendered to the county, the township or anybody else. It will be a free will offering of good work and good material to the cause of good roads. If this same spirit were manifested in other townships in the State, Michigan would soon be laced with good roads. It is such manifestations as this that affords the best kind of encouragement to State and county aid in local highway improvements. The usual disposition is to grumble because somebody else does not do something, but if the community knowing what should be done, will hustle out and do it, there will be no ground for fault finding, because the thing desired will have been accomplished and without loss of time. If the many small communities in the State that are practically cut off from the world in seasons of bad roads will follow the Tyrone example, instead of waiting for State or county to remedy the trouble, they could in a single season be out of the mire, and at no great expense either, if everybody will join in the effort.

In 1909 New Jersey had the distinction of being the leading state in the oilcloth and linoleum industry, reporting more than 40 per cent. of the total number of wage earners and 43 per cent. of the total value of products. Pennsylvania ranked second and New York third. The average number of persons engaged in the industry during 1909 was 5,557 and among the wage earners were only forty-seven children. The value of products was over \$23,000,000. Each of the varieties of oilcloth and linoleum in 1909 showed a considerable percentage of increase in quality and value except floor oilcloths, the output of which decreased 14 per cent. in quantity, although its value increased nearly 6 per cent. The decrease in the output is explained by the increased degree to which linoleum has been substituted for oilcloth as a floor covering.

Boys who read stories telling of deeds of heroism performed by youths no older than themselves often sigh and wish that such opportunities might come to them, forgetting that in real life there are always more acts of heroism than were ever recorded by fiction writers. A few days since a two masted schooner came into port at Boston and the captain told of a terrible storm all one day, when a 13-year-old boy lashed to the wheel steered the vessel safely. The mate was taken sick, and only the boy and the captain remained aboard. When the storm broke the captain had to leave the wheel to shorten sail, and the boy took his place. Great seas repeatedly dashed over him, but the boy worked the craft along with the skill of an old sailor, exhibiting wonderful nerve and heroism in the face of danger.

Satisfaction can never be guaranteed. After Lot's wife had been turned into a pillar of salt she probably kicked because she wasn't a marble column.



## MEN OF MARK.

## Wm. H. Anderson, President Fourth National Bank.

There are many standards of success. Such a standard may be gauged from a material, intellectual or moral standpoint. Very often it is riches which are sought. Broad acres, a big bank account, an elegant mansion in which to live, are regarded by many as the highest rung of the ladder of life which can be reached. These acquirements give leisure, comfort, social standing and influence. No wonder they are so generally coveted.

There are others whose natures thirst for prominence and power. If these men can be governors, senators or congressmen, they grasp the position with a feverish avidity, hoping it may be a step to something higher. Then we see others whose highest ambition is to lead companies, regiments, armies—to kill men. War alone stirs their nature. The devastation and suffering which follow in their wake are as nothing to them. Never having appreciated the sacredness of life they have no regard for it.

In the intellectual world there are scholars and thinkers who care little for prominence, power and wealth. The midnight oil blanches their cheeks. It may be a poem that for years they are thinking out. It may be a musical composition. It may be an argument in answer to some other argument. It may be a book that will mold opinion or drop dead as it falls from the press.

Then there is the inventor, the profit of whose life work, as a rule, goes to others. His mind is full of wheels and levers. His sleep is disturbed by possible combinations which he hopes may bring about unheard of results. He excludes himself and dreams of the unknowable and unobtainable; often in the eyes of the world he becomes a crank, doubted by friends and shunned by capitalists. In instances the almshouse or the insane asylum is kinder to him than the world has been, for it opens its doors to receive him.

The writer of this once sat by the side of an astronomer in his observatory. While others slept this man was recording what his great glass revealed. At that time he was in search of a star—a star that in astronomical circles would be called new, yet which had been giving forth its light for millions of years. To tell the world something about the wonders of the universe was this man's ambition. Society with its artificial ways, politics with its intrigues and shattered hopes, war with its carnage, creeds with their sophistry, did not attract him. Cold, exact science was the stimulant on which he lived.

We tip our hats to all these phases and conditions of men. They are necessary else they would not exist, yet at the same time we must record the protest that none of them is the highest standard by which a life can be gauged. That man who is charitable, who is hopeful, who is patient, who is full of courage at all times and a tower of strength in emergencies, who never swerves from his ideas of duty

and responsibility and knows no such word as defeat—he is the king among men, although the world at large may see no gems in his crown which glitter. He may not be known outside his own township, no telegraphic notices of death may be flashed here and there, no monument may mark his final resting place, but the perfume of his life spreads and sweetens other lives, fitting the soil for flowers where before weeds grew. It is far wide from the intention of the writer to ascribe to any man those characteristics which he does not possess or to throw around him any glamour, but there are a thousand men who will say that the qualities enumerated in this paragraph are those which make up the character of Wm. H. Anderson.

was its Cashier for six years and since then has been its President. Aside from his position with this institution, Mr. Anderson has many other interests. He is a director in the Peoples Savings Bank, Commercial Savings Bank, South Grand Rapids State Bank, Grand Rapids Railway Company, Bissell Carpet Sweeper Co., Anti-Kalsomine Co. and is interested in many other financial institutions and manufacturing establishments.

Mr. Anderson has for nearly thirty years been identified with the good roads movement and is a practical and successful road builder. He was manager for four of the corporations which built gravel roads out from the city of Grand Rapids and which were a great factor in the progress of the

efficiency. He retained the Presidency ten years, leaving behind him a most enviable record.

After moving to Grand Rapids, Mr. Anderson quickly became interested in all civic movements looking towards the betterment of the city. While in no sense an offensive partisan, he has taken an active part in politics, acting upon the well-grounded belief that it is every citizen's duty to do his part in making the political history of the city and State.

Some years ago Mr. Anderson again invested in farm property, and owns at present a highly improved farm of several hundred acres in Sparta township, which is the wonder and admiration of his friends and neighbors.

Mr. Anderson has developed a spirit of philanthropy which is as broad as the world. He has given liberally to every cause which appealed to him as worthy of support. Among his benefactions is the presentation of a farm on Bostwick Lake as a summer camp to the young people of St. Mark's church, of which religious organization he has long been a consistent adherent.

If there is one characteristic, more than another, which appeals to Mr. Anderson's friends, it is his courage. He makes loans which would stagger some of his neighbors in finance, but he seldom makes a loss, because his judgment is unerring, due to his ability to read men. He has such a comprehensive grasp of things that he is master of every situation and wins where others fail by reason of his remarkable capacity to calculate conditions and predicate results.

The financial success which has crowned his efforts Mr. Anderson attributes to his determination to keep out of debt. He never speaks ill of his neighbors or competitors. The strictness with which he observes this rule of life accounts for his popularity and ability to make and hold friends everywhere. He is pre-eminently a man of affairs as well as a keen observer of men. To this may be attributed in large measure the success of his enterprises. His intimate connection with financial undertakings, the executive work of his Bank and his close attention to business have all aided in giving him that fund of information essential to the expression of intelligent opinion—and no one who knows him will doubt his conservatism.

In person Mr. Anderson has an admirable physique and enjoys the good health which induces a spirit of optimism and courage. These attributes, together with his untiring energy, fit him for large enterprises and an easy dispatch of business so essential in the career of an active and successful man.

## The Ingenious Neighbor.

"Have you examined my piano?" asked the young lady.

"Yes, ma'am," answered the pianotuner.

"What's the reason it won't make a sound?"

"Some one has lowered the soft pedal and nailed it down."



Wm. H. Anderson.

the subject of this sketch. By common consent of all who know him they are his.

William H. Anderson was born in Plymouth, Michigan, on September 6, 1853, and two years later came to Kent county with his parents and located on a farm in Sparta township. His early education was obtained in the village and country schools and he was brought up as a farmer's boy. He followed farming until 1883, liked the vocation and was successful in its pursuit and managed to accumulate considerable property. But he saw opportunities in the city for more rapid advancement, sold his farm property, moved to Grand Rapids during that year and engaged in the real estate and loan business. Since this removal he has been identified with some of the city's most substantial interests.

Mr. Anderson became interested in the Fourth National Bank in 1891,

city. His long experience in the building and maintenance of turnpikes has made him an authority on all matters of road management in this part of the State. He directed the work of constructing the Grand River boulevard and has had charge of the creation of the beautiful roads in Hodenpyl Woods.

Mr. Anderson was prominently identified with the Grand Rapids Board of Trade for a number of years and three years was the executive officer of that body. In the organization of the Grand Rapids Clearing House he was very prominent, and his counsel in perfecting this organization so as to bring all of the banks into harmony with each other in their methods and movements was of great value.

Mr. Anderson assumed the management of the West Michigan State Fair when its affairs and finances were in a deplorable condition and brought the organization up to a high state of

### Chirpings From the Crickets.

Battle Creek, Oct. 20—A news item wired to a local newspaper, states that John Thorne, of Owosso, has been made hotel inspector. Mr. Thorne will find lots to report to his superior officers and we hope he is the man who will do it. Success to Mr. Thorne and if he was not all tied up with red tape, he could pocket some nice commissions selling individual towels (from sample) to many landlords he is going to call on and if he held his job he would, in a year, make himself eligible to membership in Owosso Council. That connection would be as much to his credit as his political connections and he would find the boys willing assistants. As he now stands, he can look to the boys to make out a trip sheet for him which will show up a lot of roller towels. This is not a slam at the hotels which are living up to the law. If the coat fits, put it on.

In a recently compiled mortality table, commercial travelers are listed among the men living the longest lives. This statement can be taken several ways. Figures show that they live to a good old age. Facts show they put several years of living into one year. Where will you find a happier family group than the traveler home from a long trip, ready to enjoy the week end with his wife and children? Distance makes the heart grow fonder and the few days each month that a traveler spends with his family is more dear and sacred to him than the regular three times a day and the evening at home.

The daughter of Bro. Ed. McGee is laid up at home with a severe cut in her limb, caused by glass.

Chas. Bronaugh, now of Detroit, was in our city shaking hands with his many friends Saturday.

L. J. Hale, one of the star performers for Hibbard, Spencer & Bartlett, Chicago, and now a resident of Urbandale, still keeps his card with Kalamazoo Council. Bro. Hale and family made their home in Kalamazoo for a number of years and he is loyal to his old Council. We admire this loyalty, for we have boys who now live hundreds, yes thousands of miles away from Battle Creek, who still retain their name with No. 253.

We have a brother selling threshing machinery in South America who belongs to No. 253. I suppose he wears the button and the natives think it is a charm against mountain fever or that it is a symbol of civilization. Civilization is right. Pertaining to its higher branches.

Rufus Brooks attended our meeting Saturday. This brother was ill for several months and the boys were all glad to see him out to our meeting.

Please turn back to your September Sample Case and note the blue sheets, printed and placed in the issue. There is a personal letter for you there, so look it up at once.

We find some of our boys are not receiving their copy of the Sample Case. If you are not getting your copy regularly, report same to your local Secretary, who will take care of the matter for you. Or else drop

a post card to Sample Case, Columbus, Ohio. If you have not received the September issue, a copy will be mailed you from the office of publication upon receipt of your request.

Carl W. Scott, traveler out of Milwaukee for sash and doors, took the degree Saturday and is now one of No. 253's boosters. He is armed with a blank application sheet. Carl has a L. L. L. after his name, signifying long, lean and lanky. Carl is sure some boy will make the Council a good member.

Did the thought ever strike you, as you sat in your Council chamber with the boys, the capital they represented and varied lines they handled? I picked out fourteen men Saturday night and they represented millions of capital and carried and dealt in the following lines: Sash and doors, paper, meat, lumber, stocks and bonds, groceries, crackers, candy, coal, paint, thread, cigars, machinery and drugs.

Mr. Stowe had on the cover of his last issue a beautiful poem by James Whitcomb Riley, entitled A Dream of Autumn, a beautiful thing, but at this stage of the game the average man has to think of the more serious and expensive side of life. The coming months will make it necessary for us to pay out our hard earned coin for the comforts of the winter season. I think a man must have a well-stocked cellar and larder and safety deposit vault to see and enjoy the golden autumn, without getting a glimpse of the cold, unproductive months that must necessarily follow. No! I am not selling automobiles and have a case of sour grapes. Fact is, I have goods that are now in demand and "I should worry."

Probably the amateur poets who have given vent to their passions in these columns in the past have had a tendency to sour me on the poems, good, bad and indifferent.

"Slim," from Muskegon, was on the job last week. Don't let the Tradesman readers think you got your name from your contributions to this journal.

A daily newspaper at Jackson seems to take a great delight in harping about Kalamazoo's recent industrial failure. This spirit is unfair and not worthy of a reader's consideration. Jackson has had failures in the past and will probably have some in the future. Jackson's newspaper should be big enough to be above such petty articles and to the outsider, it looks as though at heart, Kalamazoo had something on Jackson. Persistent M. C. rumors may be the cause. Both are good business centers and they need each other. Little old Battle Creek is between the two and is pegging along, trying to mind her own business, which, by the way, has reached some proportions, thank you. The free spirit of the press is O. K., but the little glass house in the immediate foreground should not be overlooked by the local editors who seem pleased to throw stones at their larger neighbors.

In the columns of this journal last week a news item appeared that a small city not a thousand miles from here had landed a new auto concern

which was going to build and market a new \$3,500 machine. Dollars to doughnuts, they will build more than they will market. Every stockholder probably has the biography of Henry Ford committed to memory and the only thing that makes them anxious is that they will be unable to make one thousand cars a day. History repeats itself. Hundreds of Battle Creek people, some years back, thought if C. W. Post and others could make millions out of cereals they could. Lots of those would-be capitalists are now working for C. W. Post or would like to. The same thing is true in any line of endeavor. Where there are big, brilliant successes, there are dismal failures. The survival of the fittest and the scientific placing of the natural talented

man in the position that nature intended he should hold down is the secret of corporation success.

As you have read some time back, our Secretary lost a purse containing \$250. Norm Riste was in Leslie the other day, when a clerk in a grocery store told Norm that Geo. Steele was going to call on them the next day and he (the clerk) had an old purse filled with goodlooking counterfeit bills which he was going to hand George. Norm penciled a short note and put it in the purse and went his way. Next day George arrived and was handed the purse, read Norm's little joke, emptied the worthless bills, filled the purse with sugar, put in cardboard and addressed it to Norm at his residence in this city. George marked the package "first-

## 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.)

## We Make Clarehose of Such Certain Quality

That the brand will remain in the mind of the customer. That's why every sale may be regarded as an advertisement for the store which makes the transaction.

Our best efforts are spent in producing a reliable grade of hosiery, and we stand the full responsibility for the quality of goods bearing the Clarehose trade mark.

Woolen, worsted, cashmere, and lisle hose for men, ladies and children—all weights, colors and prices.

YARN GLOVES AND MITTENS

Write us for samples

**CLARE KNITTING MILLS**  
SAGINAW, MICH.



*Clarehose*  
The  
Kind You Have  
Been Looking For



class," put on a 2 cent stamp and mailed it. Mrs. Riste got the mail and had to put up 22 cents postage due. Now Norm tells that George's joke was on Mrs. Riste and not himself.

Our Council put on a dandy supper Saturday night, which was enjoyed by seventy-five of the boys and their families. Afterwards Chas. R. Foster and Robt. Longman entertained the company with some clever recitations. We played progressive pedro and in the smoking room some "rum." Dandy time and a repeater in the near future. Herb. has planned some fine dope for the next meeting. Details later.

Regards to all.

Read the Tradesman.

Guy Pfander.

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

**October.**  
Michigan State Teachers' Association, Ann Arbor, 30-31.

**November.**  
Michigan Association of Commercial Secretaries, Bay City, 6-7.  
Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids, 11-12-13.

National Baptist Congress, Grand Rapids, 11-12-13.  
Michigan State Sunday School Association, Benton Harbor, 12-13-14.  
Michigan Bee Keepers' Association, Detroit.

**December.**  
Michigan State Grange, Flint.  
Michigan Knights of the Grip, Grand Rapids.  
Michigan Branch of the National Bee Keepers' Association, Detroit.

**January.**  
Michigan Hardwood Lumber Dealers' Association, Detroit, 4-6.  
West Michigan State Poultry Association, Grand Rapids, 6-9.  
Modern Maccabees of the United States, Bay City, 11-15.  
Retail Walk-Over Association, Grand Rapids.  
Michigan Poultry Breeders' Association, Detroit, 26-Feb. 2.

**February.**  
Michigan Dairyman's Association, Grand Rapids, 10-14.  
Retail Grocers and General Merchants Association, Grand Rapids.  
Michigan Association of County Drain Commissioners, Grand Rapids.  
Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.

**March.**  
Michigan Association of Master Plumbers, Grand Rapids.  
United Brotherhood of Carpenters and Joiners, Saginaw.

**April.**  
State Bowling Tournament, Detroit.  
Michigan Cost Congress, Saginaw.

**May.**  
Michigan Congregational Conference, Grand Rapids.  
Michigan Letter Carriers' Association, Detroit, 30.  
Degree of Honor, Flint.

**June.**  
Michigan Dental Society, Detroit.  
Knights of Columbus of Michigan, Detroit, 10.  
National Association Chiefs of Police, Grand Rapids.  
B. P. O. E., Petoskey.  
G. A. R., Jackson.  
Michigan State Bankers' Association, Alpena.  
Michigan Unincorporated Bankers' Association, Alpena.

**July.**  
Michigan State Barbers' Association, Flint.  
Michigan Retail Jewelers' Association, Grand Rapids.  
Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.

**August.**  
Michigan Postmasters' Association, Grand Rapids.  
Fifth Michigan Veteran Volunteer Infantry Association, Saginaw, 26.

**September.**  
International Association for the Prevention of Smoke, Grand Rapids.  
Michigan Association of County Superintendents of the Poor, Grand Rapids.  
Michigan Association of Local Fire Insurance Agents, Grand Rapids.

**October.**  
Order Eastern Star, Grand Rapids.

#### The Big Item.

"Does it take much money to send a boy to college?" asked the Boob.  
"No," replied the Cheerful Idiot.  
"It's keeping him there that takes the coin."

#### Increased Annual Sales From \$15,000 to \$50,000.

Written for the Tradesman.

My father has run a general store in a country town as long as I can remember. I know I began to clerk in it as soon as I could handle the goods and make change and, naturally, I got to be as much a part of the store as a counter or a shelf. Up to the time when I was 24 years old I believed our store to be an ideal establishment and then I changed my mind. We were selling about \$15,000 worth of goods a year and when I began to cut my wisdom teeth, I discovered that \$15,000 was being produced by a \$12,000 stock. Really we were just barely moving. The country was thickly settled, farmers were prosperous, but most of their money went to the mail order houses.

Father couldn't see things the way I did and all my argument couldn't move him. At 26 years of age I owned a half interest in the store and began to take some things into my own hands. Unknown to the senior member of the family I contracted for a store paper and began, one day, to change gradually, from a credit business to a cash basis. My plans were opposed in every possible way, but the store paper contract was signed and we couldn't get out of it. Before the end of six months father had come around to my side and grudgingly approved the move I had made.

Sales began to increase a little and we began to dig hard. About this time, I readily began to study the mail order house catalogues and by careful study I discovered that certain items were not played up very strongly in the big books. It seemed to me that

the valued lines were groceries, furniture, clothing and other bulky lines and that popular priced goods were used largely as leaders. This gave me an idea and I began to "fight fire with fire." I built me what is now called a three decked display table and filled it with an assortment of 5, 10 and 25 cent goods. I am free to confess that I didn't advertise these goods at first and that customers had to find them for themselves. It wasn't long before women and men, too, come around for 5, 10 and 25 cent goods, picking up an item here and one there and the department's popularity increased.

To make a long story short, the original lines that occupied one single three decked table have now spread all over the north side of our store, which by the way, has been enlarged and we really have a very sizable stock of 5, 10 and 25 cent goods. The increase in their popularity marked an increase in our trade and to-day we have no more fear of mail order

houses or of our competitor next door. He's an old foggy and the only thing he does to fight mail order competition is to pick out a certain line, cut the prices a little and then point it out to customers when they come into his store. That his method has not been as successful as ours will not have to be proven to anyone who has seen the two stores. He still occupies the ramshackle building that was built for him twenty-five years ago, while we have a modern glass front concrete establishment 100x110 feet. That is all I have to tell except that we are now selling about \$50,000 worth of goods a year.

Frank Stowell.

#### The Woman of It.

"Judge," said the forewoman of the jury of ladies, "we want to speak to you about that sealed verdict we just rendered."

"Well, ladies?"

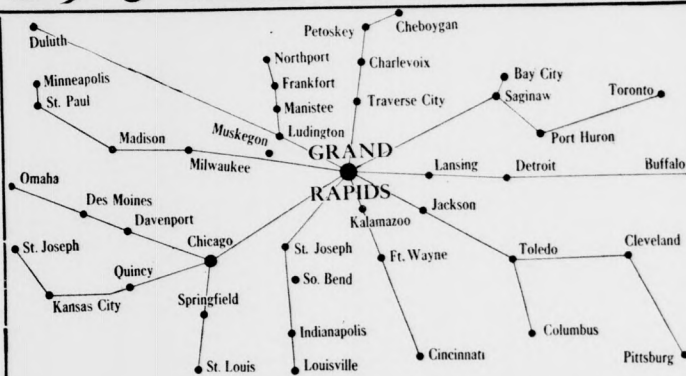
"Can we unseal it and add a postscript?"

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

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



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

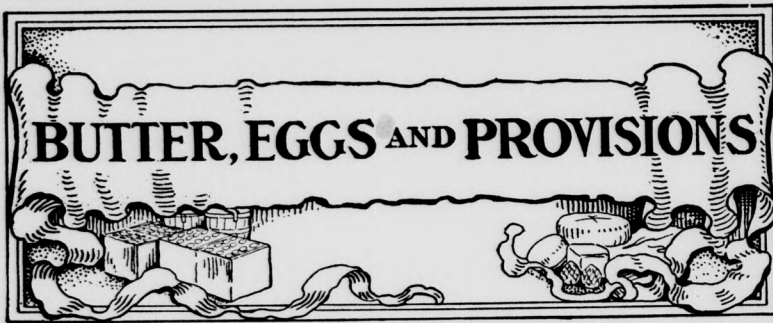


Accessible to the largest fruit producing territory on earth. Consignments forwarded by 5 Lines of Railroad. 2 through Lines of Electric Roads and by Lake Steamship Lines to Duluth or Buffalo and Intermediate Points.

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

MANUFACTURED  
By

**Carpenter-Udell Chemical Co.**  
GRAND RAPIDS, MICHIGAN



#### Michigan 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.

#### Status of Refrigerating Industry in America.

In a glance at the present status of the refrigerating industry in America one is struck at once by two points of salient interest to those engaged in industries utilizing artificial refrigeration. One is the gradual and, during the past few years, rapid extension of the ice manufacturing industry northward into the domain heretofore thought to be the prerogative of natural ice, so that to-day we find great ice manufacturing establishments being erected in Portland, Me., Boston, Mass., and in Montreal, Toronto, Winnipeg, Calgary and other cities in Canada. In New York City, where in 1904 less than 20 per cent. of the total amount of ice consumed was manufactured ice, by 1913 the ice machines furnished practically 65 per cent. of the total amount of ice consumed, and when plants now under construction or planned for erection during the coming winter, are completed, the proportion will be nearer 75 per cent. manufactured to 25 per cent. natural ice. In cities like Dubuque and Sioux City, Ia., and Minneapolis and St. Paul, Minn., where natural ice is abundant, easily obtained and cheap, ice-making plants have been or are being erected. In many cities throughout the North dealers in natural ice are considering the propriety of installing ice factories instead of depending wholly upon the natural product.

The other general outlook to awaken interest in the steady increase in the demand for artificial refrigeration, as evidenced by the rapidly increasing output of existing ice machine manufacturing establishments and the starting up of quite a number of new establishments for the manufacture of refrigerating machinery. As the export trade in such machinery is small, the above stated fact is satisfactory evidence that the home field for refrigeration is extending, and this is true not only of the enlargement of the field already exploited, but of the opening of new fields, which heretofore were supposed to offer no opportunity for the introduction of refrigerating machinery.

Another instance of interest in the development of the field of refrigeration is the large number of inventions of small refrigerating machines on both the compression and absorption

systems, intended primarily for the use of small stores, shops and for household use.

In regard to the opening of new fields for the use of refrigerating machinery, we need but to point out such interesting discoveries as that of the use of refrigerating machinery in the laundry to cool the starched collars and cuffs after leaving the mangle and before they are passed through the shaper. It was found that linens not only preserved their shape much better in winter than in summer, but are less liable to become frayed at the edges; in short, would stand more washings in winter than in summer. What was more natural than to create an artificial winter during that part of the laundry operation which proved to be most trying to the goods after the washing. When put to the test of actual service, practice verified theory. Collars and cuffs laundered with the aid of the refrigerating machine proved to be more comfortable for the wearer, presented a smoother surface, did not crack or fray, and lasted longer than those laundered in the usual way.

Another instance of new use for refrigerating machinery is found in the mining and metallurgical industries. In the process of treating ores with chlorine gas on a large scale, the recovery and condensation or liquefaction of the chlorine becomes essential. The liquefaction of chlorine gas at atmospheric pressure takes place at—29 degrees F. (—34 degrees C.), and the recent installation of refrigerating plant capable of liquefying 850 pounds of chlorine gas per hour is reported from a Western mining field.

Again, it was found that with the aid of refrigeration it is possible to extract gasoline from natural gas. Not all natural gas contains gasoline, but where it does its extraction yields gasoline without incurring cost of manufacture.

In the paper-making industry refrigerating apparatus is being used to some extent—at one end in the sulphite mills, where it is used to control temperatures during the treatment of the pulp, and at the other end in such operation as the manufacture of wax paper from plain tissue paper. In this process the tissue paper is run over rolls, first over a hot roll in melted paraffine and thence over a cold roll, which must be cold enough to prevent the layers of treated paper from sticking together. To secure this and maintain the speed of operation necessary for economical manufacture, cold brine from the re-

## The Vinkemulder Company

JOBBER AND SHIPPERS OF EVERYTHING IN

### FRUITS AND PRODUCE

Grand Rapids, Mich.

## M. Piowaty & Sons

Receivers and Shippers of all Kinds of

### Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

If You Can Load

## POTATOES

APPLES OR KEIFFER PEARS

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

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

H. E. MOSELEY CO.

F. T. MILLER, Gen. Manager

30 IONIA AVENUE

GRAND RAPIDS

## Loveland & Hinyan Co.

GRAND RAPIDS, MICH.

We are in the market for car lots

APPLES AND POTATOES

BEANS

CAR LOTS AND LESS

Get in touch with us when you have anything to offer.



frigerating plant is used in the cold roll.

The use of refrigerating machinery in testing delicate machinery, such as automobile parts, gasoline motors, or complete motor cars, has been tried recently with valuable results. A room is provided where temperatures of zero Fahr. (-18 degrees C.) or below, can be readily maintained, and here the performance of the machine is tested under the equivalent of most severe winter conditions and with different grades and kinds of fuel, in order to determine beforehand what particular combination produces the greatest efficiency.

S. S. Van Der Vaart.

#### Retail Butchers' Remedies for the Meat Shortage.\*

At the present time this country is confronted with a great shortage of livestock. This condition was foretold some years ago by the United Master Butchers' Association. We were laughed at by some of the "wise men" and cattle raisers when we tried to have legislation enacted to restrict the slaughter of calves and breeding cows, and every obstacle possible was used to prevent it. Columns were printed in the newspapers blaming the retailer for overcharging the consumer, but the truth of our assertion has materialized to a greater extent than was predicted.

The worst is yet to come. We have a steady increase in our urban population, and a constant decrease in livestock. This means that the price of meat will be prohibitive to the meat consuming public of moderate means. They are paying their maximum price now, and any further advance in prices means restricted consumption.

You men assembled here to-day, representing one of the greatest industries in the United States, must assist in devising ways and means whereby your supplies can be increased. It is true the good range lands of the West and Southwest are gone, and the big herds of range cattle a thing of the past. This has been gradually going on for years, and practically nothing has been done to offset it. The exports of meats have diminished to a mere handful. Other countries are reaping the benefit of that trade now. Your home trade will follow along the same line if the price of meat is increased much more.

What we want in this country is cheap meat, and plenty of it. The working man must have it, the mothers and the children must have it, if you want to sustain the vitality of the Nation.

The resources of this country are not gone for the raising of livestock. The New England hills, where good grass grows and there is everlasting spring water, and where plenty of shade prevails, can feed thousands of cattle and sheep. The Southern states, with the eradication of the tick, could take care of and feed an unlimited number of cattle and hogs. The growing of corn is an assured

crop there, and would soon take the place of cotton if they had cattle to feed it to. The worn-out farms in the Eastern states could be brought back to fertility again if livestock was placed on them. The Middle West, the West, Southwest and Northwest farms could lend a big assistance in replenishing the meat supply.

We then would have better bred and better fed animals, and more pounds of the bullock than in the past. A great many of the cattle that were raised on ranges were bred for speed instead of food. They ate more, and the expense of marketing them was as much as a good "critter."

All this cannot be done in a day. It should have been started years ago, when the ranges showed the first signs of depletion.

I believe the Government should subsidize the raising of livestock where farmers do not have the means to purchase stock to begin with. New ideas in feeding material are being invented every day, and are proving to be very successful, so that it will not be necessary to have a large amount of land to raise stock on, as was the case formerly. New ideas and a system of education should be invoked in the raising and feeding of livestock. The necessity is upon us now, the invention must follow.

Your own experience has taught you the value of improvements in the manufacture and marketing of your products. A few years ago you were letting gold run down the sewers, or you went to the expense of hauling it to the dump pile. But you woke up. That's what the farmer and stock raiser will have to do.

Caution should be used not to discourage the raising of livestock. Every effort and assistance that is possible should be given to reduce the cost of production. A ready and steady market should prevail, with a reasonable profit to the producer. Let supply and demand rule the market.

I hope that the farmers will commence raising stock at once of their own volition. The necessity of it is apparent in every direction to prevent a famine in meat foods. If the present conditions are allowed to continue, National Legislation will have to be enacted to compel the resources of this country to be used for the benefit of the people.

There will be a bill introduced in Congress in the near future to stop the slaughter of calves and breeding cows.

The United Master Butchers' Association, through its officers, wrote letters to every Congressman and United States Senator, asking them to vote for the removal of the tariff on cattle. We also had our representatives appear before the Ways and Means Committee, urging the same issue. While this may only give us temporary relief, it may serve the purpose to partially replenish our depleted condition. It has always been our object to try and increase the supply when a shortage exists.

Hope is a pneumatic tire that is frequently punctured.

#### What Life Means.

It makes very little difference what you do, so long as you do it with intensity and enthusiasm. You must work hard, think hard, love hard.

Make up your mind that your whole life will be a struggle, a struggle against weakness and temptation, against sickness and misery, against shams and falseness of all sorts.

Every time you allow yourself to be beaten, every time you fail to accomplish the thing you set out to do, another step has been taken toward that bourn where the incompetent wither and shrivel up.

All life, as far as we know, means strife.

Don't count on winning any very valuable medals by the waiting method. The thing that most certainly comes to the merchant who does nothing but wait is a failure.

#### FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

**Crabb & Hunter Floral Co.**

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

#### We want Butter, Eggs, Veal and Poultry

**STROUP & WIERSUM**

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

#### Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

**WYKES & CO.** Grand Rapids, Mich.

Michigan Sales Agents

## Want to Buy Winter Apples

Write us what you expect to have

**M. O. BAKER & CO.**

:-:

**TOLEDO, OHIO**

## Potato Bags

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

Quick Shipments Our Pride

**ROY BAKER**

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

#### ASK FOR

## "WINDMILL" GRAPEFRUIT

Heavy - juicy - best eating

**A. CASABIANCA & SON**

The "House of Quality"

Grand Rapids, Mich.

When in market to buy or sell

## Clover Seed, Potatoes, Apples

call or write

Both Phones 1217

**MOSELEY BROTHERS**

Grand Rapids, Mich.

#### Satisfy and Multiply

Flour Trade with

#### "Purity Patent" Flour

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

## HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

#### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids

:-: Michigan

## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

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

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

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

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

\*Annual address by John T. Russell, President United Master Butchers of America.



### Why Customers Prefer a Daylight Store.

Written for the Tradesman.

Some four or five years ago a lady bought for a much-used room an inexpensive rug of the kind that is popularly called Smyrna. Her purchase proved to have most excellent wearing qualities, and, despite a great deal of hard service, is quite a rug yet; but its coloring, a gaudy expanse of inharmonious reds and greens and yellows that the brightest sunlight has failed to fade, has made it somewhat of an eyesore to members of her family who are artistically inclined. When these suffering ones have rubbed it in a little on this lady for making so tawdry a selection, her reply always has been, "Well, I bought that rug in a poor light. At Carson's, where I got that, they keep that class of rugs toward the back of the carpet room, where the light is very dim. I think the salesman turned on the electric bulb, but of course no artificial light could bring out the vividness of those reds and yellows. After it was sent out here and I had unrolled it and spread it on the floor I saw my mistake; but the rug was so firm and thick and cost so little that I didn't like to make any fuss and decided to keep it—to my sorrow, it seems," she whimsically adds.

This lady is not one to take adverse criticism without defending herself. "Look at the rug in the reception hall," she says, referring to one of the beautiful oriental pattern of tans and browns in combination with soft dull blues. "I selected that rug and it is a joy forever, but I had a chance to see what I was doing. I bought that at Barker's. Their carpet room is on the second floor in the front of the building, where you get the daylight on the goods."

There is nothing like daylight for showing colors and shades as they actually are. A skillful buyer, in selecting wool dress goods, silks, suits and wraps, colored drapery goods, carpets, rugs, and materials for fancy-work, always wants to get the daylight on the article under consideration before coming to a decision. Barring pictures and the like, the goods mentioned are the chief ones for the satisfactory selection of which good natural light is a necessity, although many others will suggest themselves for which it is very desirable.

For expensive colored fabrics that are cut before going out of the store, it is imperative that the customer have the opportunity to see just what she is getting before her purchase is taken off the bolt. A black that is a little rusty when it is supposed to be

a good jet, a navy that inclines somewhat to a purplish shade, or any other peculiarity or defect in coloring that will cause goods when opened up at home to look otherwise than they did in the dim light of the store, is bound to cause dissatisfaction and trouble.

The remedy is not to have a dim light in the store, to have the light under which goods are sold as strong as that to which they are likely to be subjected afterward. This is more easily said than done, especially in these fall days, which are already short, and fast becoming shorter. Artificial light, although better than semidarkness, will not show up niceties of shade like daylight.

The daylight in many stores is very limited. Particularly is this true in those of the old-fashioned long and narrow shape with windows only in front and much of the light from those impeded by the display backings. Daylight must be conserved in every possible way, and in the arrangement of the stock, goods that demand daylight for their proper selection should be placed where it is readily accessible.

A store on a corner or otherwise situated so that it can have extra good light may do well to make a talking point of it and advertise as a daylight store. Windows should not needlessly be obscured by shades and draperies. Those that transmit a tinted light are especially objectionable and confusing to the customer. The direct glare of the sun must be modified, both on account of eyesight and the fading of colors, but otherwise let daylight have sway.

Being correct and fashionable in color adds to the value and selling quality of goods. It often is to be observed that great cuts in prices have to be made to move out "off" shades.

Merchants who are careless in the selection of stock or who make a specialty of buying up job lots of undesirables may prefer to sell their wares in a dim light. Such are pursuing a mistaken policy. The practice of any deception destroys confidence and prevents the building up of the reputation for reliability which should be every merchant's honorable ambition. There is nothing morally wrong nor contrary to good business usage in selling a faded or ill-colored article at a low price, provided it is done in a way that does not mislead the customer into supposing she is getting something better than she really is getting. Ugly and out-of-date articles will sell in broad daylight if priced low enough. When all is open

and aboveboard there can be no reasonable ground for complaint.

Surprising schemes occasionally are resorted to to sell colors that are stickers. A merchant from a small town in Michigan was in Chicago buying goods. Passing a large retail store he saw displayed outside near a doorway a piece of silk of a fairly salable shade of red priced 29 cents a yard. He considered it a great bargain and decided to buy twenty-five or thirty yards, believing he could sell it readily for at least 50 cents. Upon going in and asking for the goods, he was shown a piece that even in the rather dull light he could see was a sort of orange color that he could not use at any price. The salesman insisted that it was the identical shade of that on display, but would not consent to making a comparison of the two pieces. Of course the merchant did not buy, but doubtless some careless or partially color blind persons were taken in by the little ruse, and, until they had gotten their purchases home did not know of the contemptible trick that had been played upon them. It is needless to say that any such practice is suicidal to the growth and prosperity of a business. Fabrix.

### Doings in the Hosier State.

Written for the Tradesman.

The Meeks Hardware Co. has opened a retail store in South Bend. W. C. Meeks, formerly of Bridgeport, Ill, is manager.

Evansville is talking of a guarantee

fund for the purpose of bringing factories to the city.

Terre Haute's second annual corn show will be held during the week of Nov. 10, with larger prizes offered than last year. Farmers in Vigo and adjoining counties are taking a lively interest in the show.

The Evansville Furniture Co. has paid its creditors 70 cents on the dollar and the company has been absorbed by the Globe-Bosse-World Co., of that city, with an increase of capital stock of \$150,000. The plant will operate full time under the new management.

Purdue University is conducting a better seed corn crusade among farmers. Almond Griffen.

### A Long Wait.

"Johnny, I don't believe you've studied your geography."

"No, mum; I heard pa say the map of the world was changing every day, an' I thought I'd wait a few years until things got settled."

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.



## DOLLS! DOLLS!

All Kinds All Prices

Bisque Dolls, 40 and 75 cents dozen.  
China Head Dolls, 40 and 75 cents dozen.  
Kid Body Dolls, \$2, \$4.25, \$6, \$8.50 dozen.  
Jointed Penny Dolls, 90 cents and \$1 gross.

### Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

# 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.**



### Little Lapses in the Store Service.

Written for the Tradesman.

You've heard the old saw about little foxes playing hob with the vineyard. And it's a pretty good old saw, too. Teaches a valuable lesson. Little leaks make enormous waste, if allowed to continue; and too many lapses in your store policy queer you. Keep a sharp outlook for lapses in the service.

#### Cases in Point.

In order to illustrate what I mean, I will cite some recent cases that have come under my notice. I knew the parties concerned, and the establishments in which the shopping was done.

Case one is a young matron who bought twenty-four yards of ingrain carpet at 49 cents a yard from a large department store handling extensive lines of medium and popular priced goods. The lady had often traded at the store, and was personally acquainted with several of the salespeople. She had a charge account at the store, her husband remitting promptly on receipt of monthly statement, and her trade during the year amounted to an item worth while.

After selecting her carpet, which she desired to use for runners in her upper hall, she instructed the salesman to charge it and send it around on the first delivery. She explained to him that she was in a hurry to get the carpet laid as she was expecting company the following morning. The carpet came on the first delivery all right, but it came C. O. D. As the little woman didn't have as much as \$14 in the house at the time, and as she had no phone, and as the driver was obdurate, the carpet had to go back. You can imagine her peeve. Two employees of the store were at fault. First, the salesman who drolly wrote C. O. D. when the little lady plainly said charge; second, the delivery man, who should have gone to the nearest store and called up the head of the carpet department, the credit man, the shipping clerk, or anybody who could have helped him adjust the matter before he left the neighborhood. He should have explained to the store that the little lady wanted her carpet. As it was he just stood out on the walk and looked unperturbed.

Can you blame her for being sore?

Case two is a lady who bought a gas range from a furniture store and was promised that it would be installed on the afternoon of the same day. She needed it badly, for she had removed in a new flat the day before and hadn't any means of preparing food for the table. The family had been eating temporarily at a neighborhood boarding house. Relying on the furniture people from whom she made her purchase, she ordered a thick steak for dinner, milk, butter, groceries, fruit, etc., and had her heart set on surprising and delighting her husband with a good home dinner that evening when he got in from the office.

The afternoon shadows lengthened, but the range didn't come. She was a little uneasy, and if there had

been a phone handy, would have called up to see about the matter, but rather than bother the neighbors, she took a chance on their keeping their promise.

The range didn't come. Along about half past five, when the little woman's patience was quite exhausted, she did go across to one of the neighbors and call up; and the salesman explained to her that the men had been so busy that day installing ranges they simply couldn't get around to her until the next day. "But they'll be around the first thing in the morning," said the clerk.

Do you blame her for cancelling the order?

Of course an absolutely letter-perfect, uniformly infallible store service is an impossible achievement where our employees are mere human beings, but it is highly important to keep the service just as perfect as we possibly can, for good service creates good will.

Frank Fenwick.

### What Some Michigan Cities Are Doing.

Written for the Tradesman.

The new electric line connecting Saginaw and Bay City is nearly completed. Material for the loop at Bay City has arrived.

Retail merchants of Jackson have organized, with eighteen charter members, and will affiliate with the Chamber of Commerce.

Bellevue will hold a corn and apple show Nov. 4 to 7, in charge of merchants of the town and farmers.

The Commercial Club of Kalamazoo will issue a monthly magazine for the benefit of its members, the first number to appear Nov. 1.

Kalamazoo's new armory will be dedicated Nov. 19, with Gov. Ferris as the principal speaker.

Owosso has been given title to eight acres of land for park purposes by A. M. Bentley.

A big corn show open to St. Clair county will be held at Port Huron Nov. 7 and 8.

Building operations are uncommonly brisk in Bronson.

Pontiac authorities, including the sheriff and court officials, are urging a curfew ordinance that will keep children off the street nights.

Completion of the extension branch of the Holland interurban road puts Saugatuck on the main line, instead of a branch, with through car service to Grand Rapids.

The Benton Harbor Malleable Co. has voted an increase of capital from \$80,000 to \$270,000 and the plant will be enlarged.

The office of the U. S. Weather Bureau at Saginaw has been moved to new and permanent quarters in the Arthur Hill trade school.

Three extensions have been ordered in Kalamazoo's ornamental street lights, and lights will also be placed around Bronson Park.

A feature of the Kalamazoo Commercial Club's library is the directories of different cities that are kept for reference and they are being freely used by the public.

The Kalamazoo Advertising League will hold meetings fortnightly during

the winter. The next meeting will be held Oct. 29.

Frankfort is assured a new warehouse and passenger station this winter by the Northern Michigan Transportation Co. The Royal Frontenac Hotel will also be rebuilt and will be a modern, fireproof structure.

Mt. Pleasant officials visited Grand Rapids recently to learn about chemical filtration of water. Installation of a similar plant for the treatment of Chippewa river water is being considered.

Hudson is getting ready for free mail delivery.

While many towns are putting in hitching posts for farmers' teams, others are taking them out. Caro removed her posts in a night recently and Lapeer is thinking of taking like action.

A Flint ordinance prohibits the planting of poplar or willow trees but excepts Carolina poplars, which are declared by contractors to be the worst tree in the category to clog sewers with roots.

Vassar has secured three new industries and has three more in tow.

Plainwell school men are inspecting model high school buildings about the State, preliminary to erection of a new school there.

Adrian has secured a new manufacturing industry—the Hobbs Concrete Machine Co., of Detroit.

The new city directory of Cadillac contains 6,000 names and indicates a population of at least 10,500.

The Manistique Commercial Club has engaged a paid secretary and is going right after a canning factory, a commission warehouse, woodworking industries, etc.

The Commercial Club of Menominee is urging the Chicago & Northwestern road to build a new depot there.

Menominee's industrial pay roll for the year will exceed two millions dollars—an increase over 1912 of about \$200,000.

Landscape gardeners are at work on Wilson Park, Flint's new beauty spot, and about 2,000 shrubs and perennials are being planted.

The Clinton county fair at St. Johns was a complete success, with receipts of \$5,400.

"Never think of burning your leaves, rake them up in a heap and let them rot. They make the best fertilizer in the world." This is the economy message that a prominent florist of Battle Creek is preaching to his home city.

Cars are running over the new South Burdick street extension at Kalamazoo.

A system of combining school work and practical work in shops and offices will be tried this year in Bay City. Boys and girls showing special aptitude for any class of work will be employed at that work afternoons and Saturdays, with remuneration for same.

Secretary Chambers, of the Menominee Commercial Club, names four fundamental things that are necessary to make a real city, namely: to organize for efficiency; work for the common good, realizing that the

growth of the community is more important than the growth of the individual; to build up the physical plan; to develop the agricultural growth.

Dirt is actually being turned in construction of the Grand Rapids & Northwestern Railroad, grading operations having begun at Crystal Valley.

The Weston-Mott Co.'s new factory at Flint, is declared to be one of the finest buildings of its kind in the world.

Almond Griffen.

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

**Mayer**  
**HONORBILT SHOES**  
Well known among consumers. The line that's easy to sell.

**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.

### 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.

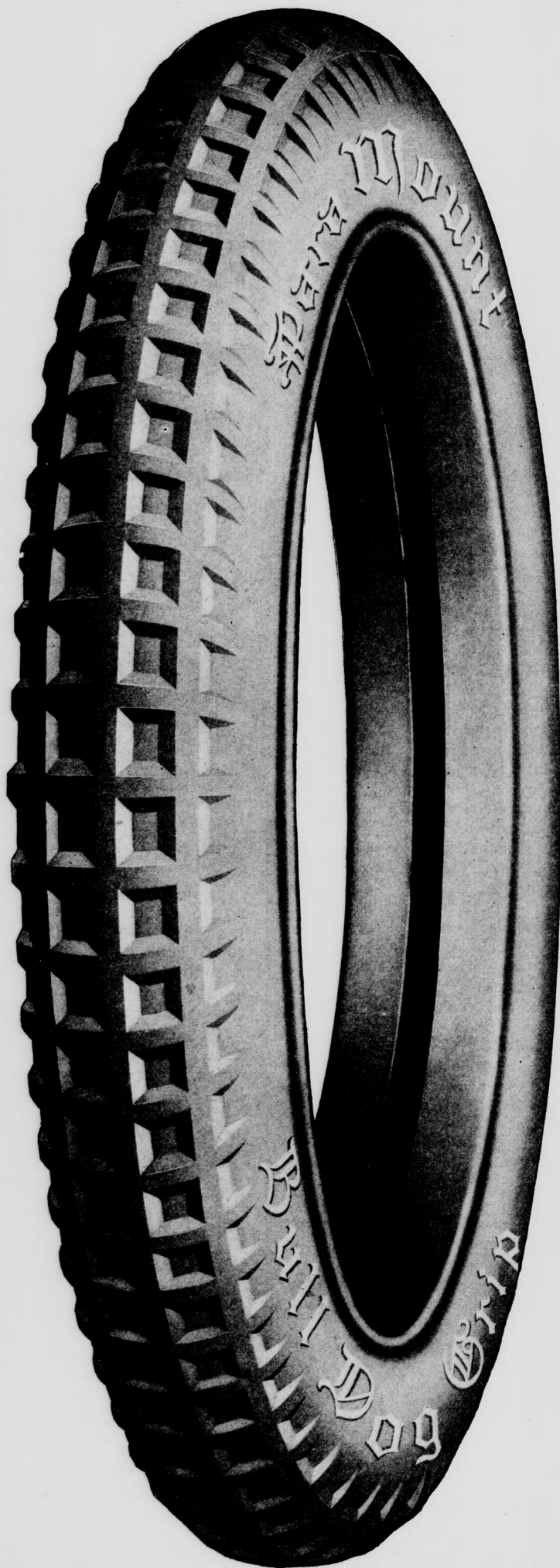
### Inks

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.



# "PARAMOUNT"

## 3500 Mile Guarantee AUTO

### Special Introductory Price

Paramount tires contain ONE MORE ply than make good everywhere—all the time. To introduce them at a low price, we are *splitting the difference* between the cost of the tire and the cost of the guarantee.

### ➔ "Bull Dog Grip" Oversize Casings

Embody very latest ideas in anti-skid construction, combining the principles of the Vacuum Cling and the Tire Chain, giving a perfect non-skid Tire.

#### Regular Size and Corresponding Oversize

##### Bull Dog Grip Regular Clincher

No.	Reg. Size	Price	No.	Corresp. Oversize	Price	Special Price
K3517	—30x3	\$11.50	K3519	—31x3½	\$16.95	\$14.23
K3518	—30x3½	16.50	K3523	—31x4	24.95	20.73
K3519	—31x3½	See Oversize Special Price	K3524	—32x4	25.50	21.23
K3520	—32x3½	17.85	K3525	—33x4	26.50	22.18
K3525	—33x4	See Oversize Special Price	K3528	—34x4½	30.00	28.25
K3526	—34x4	27.50	K3529	—35x4½	32.00	29.75

##### Bull Dog Grip Quick Detachable Clincher

No.	Reg. Size	Price	No.	Corresp. Oversize	Price
K3500	—30x3½	\$16.50	K3505	—31x4	\$24.95
				<b>Special Price, 20.73</b>	
K3501	—31x3½	16.95	K3506	—32x4	25.50
				<b>Special Price, 21.23</b>	
K3502	—32x3½	17.85	K3507	—33x4	26.50
				<b>Special Price, 22.18</b>	
K3503	—34x3½	18.50	K4213	—35x4	28.00
				<b>Special Price, 23.25</b>	
K3507	—33x4	See Oversize Special Price	K3510	—34x4½	30.00
				<b>Special Price, 28.25</b>	
K3508	—34x4	27.50	K3511	—35x4½	32.00
				<b>Special Price, 29.75</b>	
K3509	—36x4	28.50	K4200	—37x4½	34.00
				<b>Special Price, 31.25</b>	



Trademark of the famous "Bull Dog" brand.

WRITE FOR DETAILS OF OUR INTERESTING

## GUARANTEE

EVERY "PARAMOUNT" TIRE IS GUARANTEED ABSOLUTELY GUARANTEED

Terms—1 per cent 20 days

# BUTLER BROS.

WHOLESALE ONLY



# PARAMOUNT

## Guaranteed TIRES

### Prices on OVERSIZE Tires

ply than any other 3500 mile guaranteed tire. They  
o introduce the oversizes that ordinarily seem too  
the difference in cost during October.

### Smooth Tread Oversize Casings

Finest smooth tread casings on the market. Made in  
regular clincher and quick detachable clincher as  
specified below. Guaranteed for 3500 miles.

#### Regular Size and Corresponding Oversize

##### Smooth Tread Regular Clincher

Price	No.	Reg. Size	Price	No.	Corresp. Oversize	Price	Special Price
14.23	K3651	30x3	\$10.25	K3654	31x3 1/2	\$15.80	\$13.03
20.73	K3653	30x3 1/2	15.20	K3659	31x4	21.75	18.48
21.23	K3654	31x3 1/2	See Oversize Special Price	K3660	32x4	22.25	19.03
22.18	K3655	32x3 1/2	16.25	K3661	33x4	22.60	19.43
28.25	K3657	34x3 1/2	17.75	K3663	35x4	24.25	21.00
29.75	K3661	33x4	See Oversize Special Price	K3669	34x4 1/2	29.80	26.20
	K3662	34x4	23.75	K3670	35x4 1/2	30.25	27.00

##### Smooth Tread Quick Detachable Clincher

No.	Reg. Size	Price	No.	Corresp. Oversize	Price
K3753	30x3 1/2	\$15.20	K3759	31x4	\$21.75
					Special Price, 18.48
K3754	31x3 1/2	15.80	K3760	32x4	22.25
					Special Price, 19.03
K3755	32x3 1/2	16.25	K3761	33x4	22.60
					Special Price, 19.43
K3757	34x3 1/2	17.75	K3763	35x4	24.25
					Special Price, 21.00
K3761	33x4	See Oversize Special Price	K3769	34x4 1/2	29.80
					Special Price, 26.20
K3762	34x4	23.75	K3770	35x4 1/2	30.25
					Special Price, 27.00
K3764	36x4	25.50	K3772	37x4 1/2	32.10
					Special Price, 28.80



of the famous "Bull Dog Grip," Tire

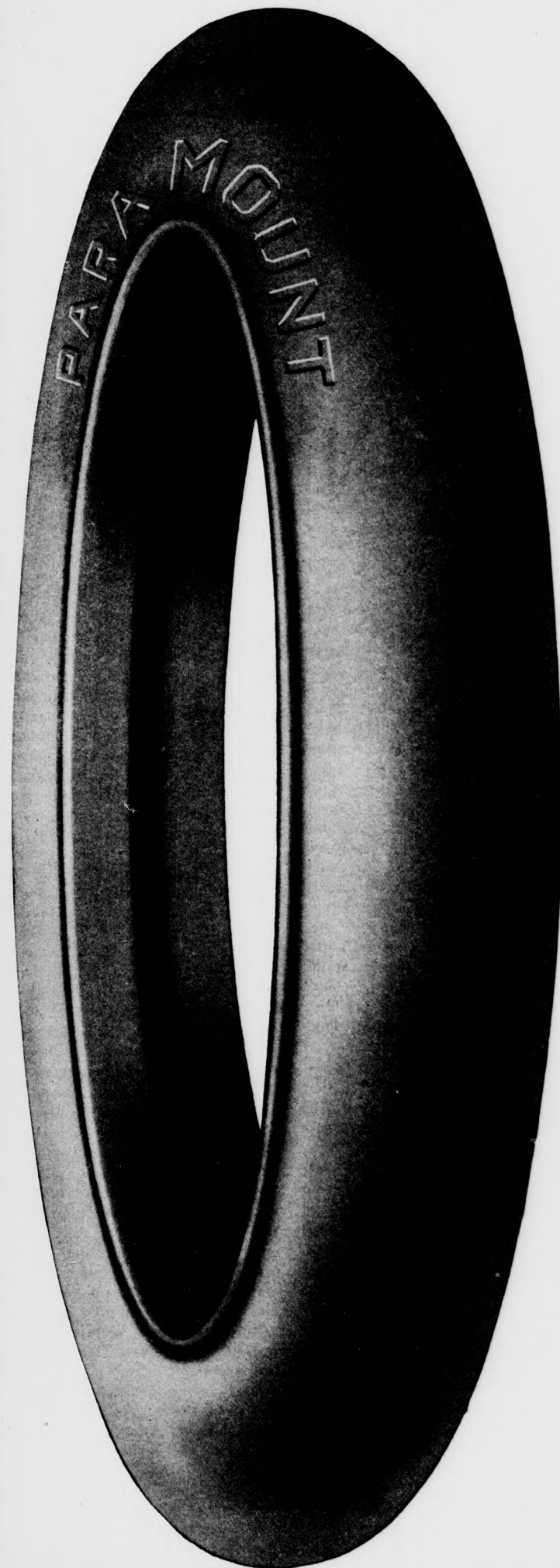
INTERESTING OFFER ON REGULAR SIZE TIRES.

"PARAMOUNT" TIRE IS  
FULLY GUARANTEED FOR  
per cent 20 days. net 60 days

## 3500 MILES

# BROTHERS

RANDOLPH BRIDGE, CHICAGO





### Get Ready for the Holiday Shoe Trade.

Written for the Tradesman.

From all indications the holiday trade in footwear and allied merchandise now commonly carried by alert shoe dealers is going to be exceptionally good during the holiday season of 1913.

In spite of a few occasional sporadic complaints that have come up from isolated sections, the fact remains that the whole country is inundated with prosperity, and almost everywhere the delectable swashings of it may be heard. And country-wide prosperity, you know, is only another way of saying the holiday selling is going to be good.

The important thing for you, the boss of a fairly husky retail shoe business, to do is to sit down with yourself, in a quiet nook, and ask yourself this question: "Things being as they are, am I likely to get my share of this big and lucrative holiday trade in footwear and footwear accessories?" Don't say the game isn't worth the candle; for it is. The profits on holiday specials are ever so much larger than they are on regular and staple lines. And there's no use saying your trade won't fall for such things for your customers are, I dare say very much like other normal and naturally acquisitive persons the world over. And that means only that they are charmingly susceptible to the beauties and allurements of our modern footwear specials, latter day footwear adornments, and current footwear accessories.

Not to go into tedious details anent a large and many-sided matter, but merely by way of casually hitting the high spots, I will venture to say that the manufacturers of holiday footwear specials have this season easily surpassed their own best previous records. In the matter of variety of holiday wares that may be purchased, in the goodness and showiness of them—in their sheer giftableness—they are simply fetching.

Gone are the seasons of necessary prosiness when everybody's windows sparkled but the shoe dealer's; when the Christmas shopper's fancy ran to anything and everything rather than prosaic and matter-of-fact foot-toggery, and Christmas shoppers seldom darkened the shoe merchant's door; when the holly and the tinsel, the festoons and the ribbons, the holiday merchandise, the holiday spirit and the holiday shoppers, were monopolized by dealers in other lines. The retail shoe dealer or the merchant who handles footwear and footwear accessories in conjunction with other

lines should now realize that the holidays may be made to mean as much to him as they long have meant to certain other merchandisers. Therefore aggressive shoe dealers are getting in the game and going after this holiday business.

#### Preparation Time.

If you are not already engaged in making ready for the holiday trade it is time you were getting busy. Just five weeks now until Thanksgiving, and four weeks from Thanksgiving until Christmas! The time is short. And much depends on your being ready.

Have you supplied yourself with sufficient quantities of Christmas specials? Are you sufficiently stocked with traveling, comfy and bath slippers, bootees for "the gentleman" and automobile boots for milady? Have you a few of those new, high grade, ultra smart and altogether desirable footwear creations for dress and occasional wear for grown-ups, and some of the season's decidedly charming footwear showings for little people? Is your findings department strong on those new and serviceable commodities that ought to move lively during pre-holiday times? Have you an ample assortment of those new and dainty things in lisle thread and silk hosiery for adult wear? Have you laid in a supply of cut steel and rhinestone buckles—and, perhaps, a few heel ornaments and few "tango" sets? Have you an attractive line of pump bows, pom-poms for slippers, and such other footwear jewels and decorations, and seasonable shoe store accessories as, in your judgment, local conditions warrant your having?

Have you any time recently taken an inventory of your Christmas decorations? Some of the bunting, ribbons, and special window accessories may need to be brightened up or discarded; for dingy Christmas decorations aren't conducive. And you will, most likely, require quite a bit of fresh decorative material. Think the matter over and decide what you want so you can supply your needs before all the best materials and the warmest colors have been picked out by others.

In order to deflect the stream of Christmas shoppers passing your doors it is simply up to you to throw out some decidedly bright and attractive inducements in the way of window trims. Your windows should fairly bulge with the Christmas spirit. And your interior trims and decorations should be in perfect accord with the occasion. Make your little old shoe shop one of the brightest places on the street. Let your reds

be the warmest and richest reds obtainable, and your greens the softest and most restful greens that ever rested mortal eyes.

I think the main trouble with so many shoe dealers in other seasons lies in the fact that they have gone after the holiday trade rather tardily. Too often their decorations look as if they were an after-thought—so hastily

they were they assembled, so crudely put together. It is as if many of them had actually forgotten that Christmas was coming until they were reminded of its approach by the increasing streams of shoppers on their way to other stores. Take time by the forelock. Set your heart on securing the biggest and most profitable holiday trade you ever had. Cid McKay.



Have You Ordered Your

## "Bear Brands"

Yet?

If not, would it not be the wisest of business policy to order them now, so you will have them when needed?

## The Wales Goodyear

(Bear Brand)

Rubbers are the undisputed standard of quality, and if you are not handling them you are not getting all you should in the way of quality.

Order to-day or send card for price list.

Herold-Bertsch Shoe Co. (Distributors)

Manufacturers "H. B. Hard Pan" and "Bertsch" Shoe Lines

Grand Rapids, Mich.

## A Strong Shoe at a Low Price

SOLID AS A ROCK

The MICHIGAN DAIRYMAN'S Shoe



This shoe will make you many friends among the men who work.

Just the shoe for fall and winter weather.

No. 2340 with tip @ \$2.00  
No. 2341 without tip @ \$2.00  
Less 10% in 10 days

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



**Get Ready to Report Your Income.**

The attention of Collectors of Internal Revenue is being directed by the Treasury Department at Washington, to the administration of the personal income tax feature of the new tariff law. George Clapperton, Collector for the Fourth District of Michigan, estimates that, at least 3,000 persons in this district will be subject to this income tax, although a much larger number will naturally be called upon for reports under the law. It will be necessary for citizens amenable to the law relating to personal income to get busy with their income tax accounts. They can hardly sit still and wait for the tax collector to come around. The first burden rests with the citizen himself and a penalty is attached to his failure to report his income.

In figuring net income the amount of \$3,000 is exempt for a single man and \$4,000 for a married man. In addition to this fixed exemption he will have a right to claim additional exemptions, as follows:

Necessary expenses of carrying on business, not including personal, living or family expenses.

Interest paid out on indebtedness.

National, state, county, school or municipal taxes paid within the year.

Trade losses, or storm or fire losses, not covered by insurance.

Worthless debts charged off during the year.

A reasonable allowance for the depreciation of property.

Dividends from companies whose income has already been taxed.

Interest from state, municipal or Government bonds.

The taxable person, however, must make a return to the Internal Revenue Collector for the entire amount of his net income and the exemptions claimed under the law must be submitted with his report for due consideration.

The feature of the law particularly emphasized by the Department at this time is that designated as "Withholding taxes at the source." It is provided that all persons including trustees, or companies having control, receipt or payment of taxes, rent, salaries or other fixed or determinable annual gains, profits and income of another person exceeding \$3,000 for any taxable year, other than dividends on capital stock, are authorized and required to deduct and withhold from such income such sum as will be sufficient to pay the normal tax (1 per cent) imposed and are required to pay the sum to the officer of the United States Government authorized to receive it and are made personally liable for such tax.

It is also provided that the normal tax imposed by the law shall be deducted and withheld from fixed and determinable annual gains, profits and income derived from interest upon bonds and mortgages, deeds of trust or other obligations of companies although such interest does not amount to \$2,000 subject to the provisions requiring the tax to be withheld at the source and deducted from annual income and paid to the Government; and the tax in each such case it to be withheld and deducted in behalf of any persons subject to this tax although the

amount upon which tax is withheld does not exceed \$3,000.

These provisions relate to the collection of the normal tax of 1 per cent. Parties liable for withholding this tax are held liable for the amount in case they fail to withhold it. The law does not specify the particular manner in which such taxes shall be withheld, but information and instructions will be furnished by the Department covering all these features. It is simply desired at this time to call the attention of the public to this law and particularly to the features referred to so that all interested may familiarize themselves with its provisions and be prepared to carry out the instructions that will be given with respect to the administration of the law.

Incomes are divided into different classes for the application of this law. The lowest class and most general one consists of those whose incomes range from \$3,000 to \$20,000. It is estimated that 2,500 to 3,000 or more will be subject to this tax in this district. Probably the highest class in this district will be those whose incomes exceed \$100,000 and less than \$250,000. It is estimated that the number will probably be from twenty-five to forty.

**The Charms of Autumn.**

Written for the Tradesman.

What is more delightful than a perfect autumnal day! And we have had an unusual succession of them so far this fall, and the promise of more to come.

Spring is the season of beginnings—a busy time when mother Nature is starting all manner of important enterprises in the garden of the Out-of-Doors. In the summertime stupendous projects are going unceasingly forward day and night. But in autumn all nature seems to pause, breathe deep, and enjoy to the full the sheer gladness of life. And after the hot, dusty, gasping, growing days of mid-summer, how good it is to relax a bit!

Fall is the season of the golden mean in temperature: neither the blinding glare and the sweltering heat of torrid days nor the nipping cold and swirling snow of violent winter. Just peaceful days and sleepful nights.

To fare forth into the open country on a perfect autumnal day—having time and inclination to look upon external charms with a seeing eye, and bring one's spirit into fine inner harmony with Nature in her golden autumnal mood—ah, this is to banquet with the gods!

How rich and fortifying all things both visible and audible now are! It is as if the music of the universe were now pitched on a minor key, sweetly elusive and strangely entrancing. The very sky is filled with a soft, almost imperceptible, haze. The playful breezes that murmur among the leaves invite to tranquil meditation, and the gay, variegated foliage of distant shrubs and trees is a source of delight to the eye and stimulus to the imagination. Frank Fenwick.

The mail order houses get trade simply by asking people to buy from them and by asking them often. You can do the same.

# 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.



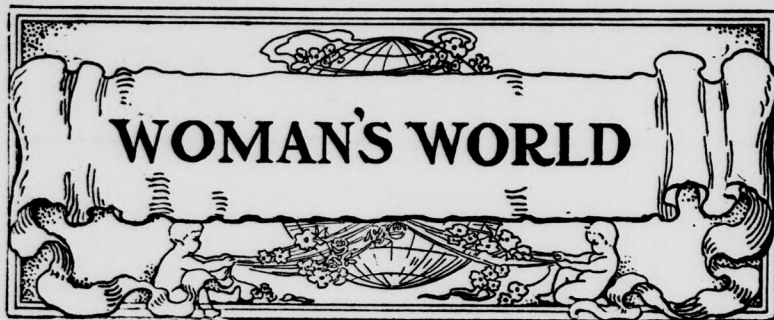
## The Hunting Season Is On

Whether you want six pairs or thirty-six we can supply the height that will surely satisfy your most particular patrons.

Write us about it.



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



### Some Suggestions About Naming the Baby.

Written for the Tradesman.

"God hath blessed you with a good name" is an expression found in the writings of that epitomizer of all wisdom, Shakespeare. So widespread and firm is the belief that a good name is a great blessing and acts as a potent send-off in life, that parents are wont to ransack every possible source to find a suitable cognomen for each tiny newcomer.

Much is depending upon the taste and wisdom exercised in the selection. When it is considered that the name bestowed now upon the lately arrived little wayfarer will be the designation by which publicly and privately he will be known during life, that it will serve as the handle by which he will be introduced into society and business, and finally in sepulchral inscription will stand on his tombstone to remind an unremembering world that he has been, something of the moment of the issues involved is realized, and it is seen that naming a baby is not a task to be entered upon lightly and unadvisedly.

Speaking of tombstones, I lately saw a freshly chiseled marker holding up to an irreverent and fun-loving humanity this inscription—Miss Missouri Simpkins, 1859—1911. What, oh what, could that poor creature ever have done to deserve in life and in death so absurd an appellation?

Just as for any manufactured article a name that will take well has an almost unlimited commercial value, so with the individual, a name pleasing, euphonious, and possessing character and distinctive individuality is a priceless personal asset; while an ill-sounding name or one of displeasing significance is a serious handicap.

The choice of a name that will prove satisfactory to its now helpless and speechless little recipient, is made much more difficult by the fact that the patronymic or surname, except in the rare cases where it may be so obnoxious as to demand change by legislative enactment, is fixed and practically unalterable. Consequently something must be selected that will go well with it, and this in many cases is by no means easy to do.

No less a personage than President Wilson is credited with saying that, other things being equal, a man whose name consists of a dactyl and a spondee—that is, of a word of three syllables with accent on the first, followed by a word of two syllables—stands the best chance for success in public life. His idea is that popular favor is more readily accorded to such a name as Abraham Lincoln or Theo-

dore Roosevelt than to one like George Washington or Andrew Jackson.

A little study of celebrities soon convinces one that many men manage to arrive whose names are not of the favored dactyl-spondee composition. That combination, however, is unquestionably very good.

This brings up the whole subject of the euphony of names. Run over the list of our Presidents and see what a fine sounding lot they are. There surely is much in just the right kind of a name. A man with such a name as Grover Cleveland, for instance, could hardly have failed to amount to something beyond the ordinary.

In this matter of euphony, many thoroughly well-meaning parents err sadly. They choose given names the farthest possible removed from harmonizing and blending in sound with the family name.

The ancient Greeks had very nicely attuned ears. Many auditory atrocities that we moderns endure right along they wouldn't stand for. A succession of two vowel sounds, one at the end of one word and one at the beginning of another, was especially displeasing to them and was called an hiatus, a gaping—it kept the mouth open too long. They had ways of avoiding the hated hiatus, by contraction, by elision—dropping out the first of the two vowels—or, in some cases, by slipping in the movable consonant.

The Greeks never would have allowed a boy to be called Alvah Arthur nor a girl Elsie Irene; nor is such a succession of vowel sounds, either in two given names or a given name and the family name, pleasing in our tongue.

Space forbids any full treatment of this phase of our subject. Just enough has been said to warn against harsh

and barbaric successions and combinations. A Christian or baptismal name that is very good with one family name may be entirely wrong with another. Ward McAllister is most pleasing to the ear. Not so Ward Dunlap. Mark Antony can hardly be improved; while Mark Kempton is difficult to speak and has little to recommend it.

The widely prevailing practice of naming children after famous men is responsible for some very illustrious names being attached to very commonplace persons.

If you must name your boy after a great man, you would better choose one who is dead; then you know his whole career. Otherwise you may find yourself in the position of that father who had fondly bestowed upon his son the name of the popular idol of the hour, and who, when that idol's fame took a sudden tumble, frankly expressed himself as wishing he had named his youthful heir Anything Else!

The custom of giving to a son the mother's family name, or that other of bestowing upon him the Christian name of the paternal or the maternal grandfather or the names of both, has much to commend it; as has also that of the oldest son's taking the father's name and passing it down from generation to generation, although this last is open to the senior and junior objection. However, no one of these practices ever should be followed unless it will result in giving to the child a desirable name. The main thing is not to honor well-loved ancestors, nor to pay for past nor to curry future favors, but to give the baby a good title.

As to nicknames and pet names, there is much to be said for and against. No one would want to deprive the Scotch of their Sandys nor the Irish of their Pats and Biddys; and other pet names seem a fitting part of the warmth and familiarity of home life. But names suited only to infancy and childhood often cling with bur-like tenacity. When a man has to go through life known to outsiders as well as to his own folks as Willie or Eddie, or a young gentleman or a young lady is greeted everywhere as Babe, good taste is offended.

The name given to the tiny baby should have enough of dignity for the

mature man or woman. A childish name is a humiliation in middle age and later life. The mite of humanity that now tips the beam at only seven or eight pounds may some day serve on committees and be a member of executive boards, and possibly run for office.

An item recently going the rounds of the newspapers tells how a Mrs. Nannie Somebody won out over her opponent in a hotly contested recall election. She succeeded in spite of her name. Her supporters must have been very loyal, for it certainly would go against the grain to whoop it up very hard for a candidate named Nannie.

Virtues and abstract qualities are risky as names. Your Faith may prove an agnostic, your Prudence, reckless, your Grace, clumsy and awkward. Blanche may turn out a brunette and Ivy or Fairy develop into a person of the dreadnaught type.

There are fads and fashions in names as in other things. Two or three decades ago, in some sections it was believed that about the only square deal toward a promising boy baby was to name him Earl. Of late years Dorothy has been a great favorite for girls.

Some names have a staple quality and we do not tire of them. There can hardly be too many Roberts or Walters, Emmas or Helens. There are other names that seem to be novelties; they are pleasing at first but do not wear well. A few Beulahs in a neighborhood and the name becomes hackneyed.

There has been within the last twenty-five or thirty years a decided change for the better in the selection of names, particularly those of girls. Weak diminutives are not nearly so

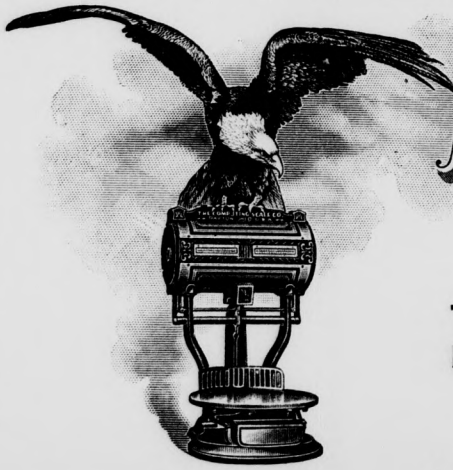


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THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.  
Barlow Bros. Grand Rapids, Mich.



## MONEYWEIGHT Scale Co.

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

### THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE  
**165 N. STATE ST., CHICAGO**  
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



popular as they once were. There are fewer Maties and Millies and Dollies than formerly and more Marys and Margarets and Katherines.

Taste has improved but the means for its exercise has not kept pace. Whoever is charged with the important duty of naming a baby soon finds that in good appropriate, euphonious names the range of choice is woefully limited. We never have originated any names of our own, we always have borrowed from other races, and it seems to have been a long time since we have negotiated any new loans.

Our nicknames change from generation to generation—some showing great originality and freshness. Not so with the names that can be given to a child as its formal title. To these we have made few additions since the times of our grandfathers. While we have coined technical and scientific terms and names for contrivances and inventions by the thousand, our repertoire of names for a baby is almost as limited as in the days of stage coaches. New names are needed for the new babies—names not borrowed nor begged from other nations, but names of our own, expressive of the live of genius of this country and these times. Quillo.

#### Have Specialty Salesmen Been Overdeveloped?

Kalamazoo, Oct. 21—It is a self-evident fact that the specialty salesman has been over-developed, and the result of his activities is frequently seen among susceptible dealers who have been overloaded, in conditions of unprofitable competition to get rid of slow or surplus stock at any price.

The average retail grocer in good credit has ten to fourteen salesmen a day calling upon him. If the dealer is an observer he may extract much valuable information from these ubiquitous visitors, but this is the exception, however, rather than the rule. They come to sell by hook or by crook, not to instruct. The sales manager demands results from his field force; must have them, in fact, to justify his own existence to his principals, an inevitable frenzy for orders possesses the unit salesman, he knows no speed limit; discretion is thrown to the winds; the commercial safety of the dealer is no element of consideration, so that stuffing and overloading become the rule rather than the exception. As a consequence most dealers find themselves carrying an excess of dead stock, which sooner or later must find its way to the bargain counter.

More than 50 per cent. of the average retail grocer's stock is sold at a gross profit of 8 per cent.; the remainder must earn a margin of 50 to 60 per cent. in order to pull out a living in the finals, as it costs the retailer 20 to 25 per cent. to do business in Michigan. Mercantile agency statistics show that less than 10 per cent. of those who engage in the retail grocery trade succeed. The survivors who are capable enough to strive for volume on a cash basis win out. Those who do a promiscuous credit business fail.

The specialty salesman is generally

an adventurer who floats around from one manufacturer to another. He rarely knows anything intrinsically about the goods which he sells, but as he is operating on a salary and commission basis, he is going to get the orders somehow. He plays one dealer against another, working shrewdly upon the cupidity of all and taking every chance of cancellations, rejections and returns. On Saturday morning, when he is on the carpet before the sales manager, his week's result must show that he has made good. He is the slave of system, and gets to the end of his rope in due course, for, on forced sales the repeats come slowly if ever. Meanwhile the jobber who is made the clearing house for all this business is having his troubles trying to collect, or holding the bag between the dealer and the manufacturer on disputed orders, returns and accrued cartages, with all the incidental correspondence and irritation involved.

Before the wave of specialization and publicity which now envelops grocery interests struck us a commission salesman was a safe and sane proposition. He conservatively built up the units in his trade, selling the dealer his wants and growing with the expansion and success of his customers. He was invariably a shrewd judge of merchandise and studied market conditions. His strength was largely in the advisory relation, which he judiciously took to his client. They believed in him; were guided by him, and their confidence was rarely abused. He perceived the folly of dumping unprofitable or slow goods upon his customers merely to unload and make a showing. In other words, he was a merchant, whereas the specialty man as we now find him is merely an order taker, a bird of passage, here to-day, away to-morrow. Missionary work among customers is rarely dependable. The class of men who canvass from door to door for orders are chiefly derelicts who as a last resort find refuge in the advertising department, which supervises this distributive auxiliary. A large percentage of orders taken in this manner are obviously faked and promptly repudiated, and meanwhile the dealer has been strenuously worked; stocked up to fill missionary orders, and loaded to the limit to "keep the other fellow out."

These methods can have—do have—only one result—the demoralization of the retailer and his eventual failure, with substantial losses to jobbers, through whom his orders have been cleared. Deals and futures are alike systems of unsound merchandizing. Retailers become speculators, instead of being always in the market and buying for their wants as they go. The dealer who is known to regularly discount his bills has bargains thrown at him ad libitum, which his overloaded and long-winded competitor cannot take advantage of, as he is "behind" with his jobber and "collections are slow." The logical inference of the whole situation is that the commission salesman has outlived his usefulness. The man who sell goods profitably must hereafter enjoy a fix-

ed salary, giving all his time and the best that is in him to his principals and to his customers. His success will be of the slow growth which mutual confidence, cemented by tried and trusted relations alone produces. He must study his business with patience and industry and stand as the honest broker between his principals and his clients.

There is too much brazen superficiality in current specialization. This is being trimmed, however, by new conditions which demand at least a return to sound stable fundamentals, which in the frenzy of modern methods may have been temporarily obscured, but were never really shaken. Railroading and merchandising run hand in hand; both have been tempted to travel a little too fast, and each is learning over again the parable of the hare and the turtle. But meanwhile a terrific price has been paid for knowledge thus obtained.

Make of the specialty salesman a stable, intelligent and reliable factor in distribution, and as you sow so shall you reap. The over-zealous specialty man, in his wild rush to produce, and the commission salesman, in his necessity to obtain orders, create a condition of inside competition which in no small degree explains the trials and tribulations to which contracts and trade agreements on limited goods have been of late subjected. Besides, the small jobber who is unencumbered by an elaborate and costly organization, owns most of his goods and buys as cheap as the big fellow, is in a position to advantageously divide profits and split rebates, which temporarily turns trade to him, at least until the commission salesman for the large house finds it out and proceeds at once to do likewise, as he must hold his business. Better methods, better merchants and better salesmen are the only visible remedy, and it is encouraging to know that we are surely if slowly working to this much desired end.—Retail Grocer.

#### Valor of Ignorance.

Mr. Snibbles got out of bed and slipped on his shoes.

"This must stop," he muttered irritably to his wife. "I'm going downstairs to teach that young man to keep away from my house in the future."

"John," cried his wife, "stop! Don't go—"

But before she could say more he had slipped out of the door. She heard him steal down-stairs to the drawing-room; she heard sounds of a struggle and of the breaking of glass; she heard him drag his adversary to the hall and kick him down the front steps. Then when he returned she flung herself upon him and clung to him admiringly.

"What's the matter?" he demanded.

"Don't you know?" she answered.

"That was a burglar!"

"Great Scott!" he gasped, turning pale. "Why didn't you tell me before? I thought it was Ethel's sweet-heart."

The best customers are the live customers. If you want live customers you must be a live merchant.



IT'S PURE!

Tell the Trade

**Mapleine**

Is listed in  
Westfield's Book of  
Pure Foods

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

Crescent Mfg. Co., Seattle, Wash.

## IMPORTANT

### Retail Grocers



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

**Baker's  
Cocoa and  
Chocolate**

with the trade-mark  
on the packages.

Registered  
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They are staple goods, the  
standards of the world for purity  
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MADE ONLY BY

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

## LAMSON



Since 1879

Lamson Carriers have met every demand of advancing requirements of modern store service until to-day they are found indispensable in more than eighty thousand American stores, ranging from the three-clerk shop all up the line, to the world's most celebrated and palatial establishments, from Dawson to Mexico City, from New York to Manila.

Ask Your Neighbor!

Wire, Cable, Tube and Belt Carriers

**THE LAMSON COMPANY**  
BOSTON, U. S. A.

**SERVICE**

## MEN OF MARK.

**O. A. Fanckboner, Secretary of Will P. Canaan Co.**

Orin A. Fanckboner was born in Schoolcraft, Michigan, February 12, 1858. His father was a farmer, and in the same occupation he passed his boyhood, obtaining meanwhile a good common school education. Farm work becoming distasteful he studied telegraphy and obtained a position as an operator in Chicago. He was called home in a few months by his father's illness, and for one year managed the farm. At the expiration of that time he was free to return to telegraphy, but the salaries paid were too meager for the skill required, so for two years he clerked in the grocery store of his uncle. He then accepted a position in a drug store, which he held for two years, studying with great assiduity during his leisure time. He then decided to go West and take up land. He settled at Ree Heights, Dakota, in the fall of 1882, and soon after opened a small drug store in the town, which he continued eight years. He then came to Grand Rapids and engaged in the retail drug business on East Bridge street, near the corner of Union street. In 1891 he removed to the corner of Clancy street, where he continued business twelve years, selling out in December of last year to Tanner & Matthews, who continue the business at the same location.

Mr. Fanckboner was married May 12, 1887, to Miss Florence Townsend, of Randolph, Wis. They have two boys, who are now grown to manhood. Charles, the elder son, is located on a farm near Grandville, and Harry, the younger son, is connected with the Michigan Insurance Bureau. The family reside in their own home at 417 Prospect avenue, north.

Previous to engaging in the drug business, Mr. Fanckboner took a course of study at the National Institute of Pharmacy in Chicago, in which he distinguished himself by his zeal, enthusiasm, systematic methods and promptness in recitation. At the conclusion of his course he received the highest average standing in pharmacy that had been granted by that institution up to that time.

Mr. Fanckboner is a member of the Masonic order, being affiliated with Valley City Lodge No. 86, Grand Rapids Chapter and Tyre Council. He is also a member of Kent Camp, Modern Woodmen.

Mr. Fanckboner is a stockholder in the Commercial Savings Bank of Grand Rapids, the First National Bank of Franklin, Texas, and a director in the Herrick Piano Co. of Grand Rapids and the Standard Orchard Co. of Texas, which owns the largest peach orchard in that State, having 165,000 trees under cultivation.

Mr. Fanckboner attributes his success to being everlastingly on the job, which is probably as good a reason to give as any other. Aside from this, however, he is endowed with a degree of shrewdness and a capacity for good judgment which will enable him to make his mark in any field in which he might enter.

Mr. Fanckboner has joined forces with the Will P. Canaan Co. in the confident belief that he can assist in building up a large and profitable business and the best wishes of the trade go with him in his new undertaking.

**Gabby Gleanings From Grand Rapids.**

Grand Rapids, Oct. 20—Many favorable comments have reached the ears of "ye scribe" from among the traveling men on the editorial in last week's Tradesman headed Double Dealing Rebuked. The part of it referring to the compact among business men and one of our leading dailies is very forceful. In reference to the policy of said daily in the publishing of erroneous and seemingly misleading statements and its failure

a comment as Double Dealing Rebuked.

L. E. Janney, who has been confined to his home for four weeks, is now well again and able to resume his duties.

The Hotel Wright, at Alma, is surely adopting pretty poor tactics in securing business, judging from the experience related by a traveling man, who recently stopped there. It seems a telephone call was received by the clerk at 5:30 a. m. and another later and the answer was that no such man was in the house, whereas he was there and had been since 6 o'clock the night before. As a result, the guest, knowing nothing about the call, went to the next town, where he finally received the call, announc-



Orin A. Fanckboner.

to correct same with equal prominence and display as to space, we believe it often tends to destroy public confidence in the power of the press. While discussing the policy of this paper, we are led to believe that its high handed tactics are used by all papers under the Scripps-McRae-Booth control. This we ascertain through the comments of the trade in several cities having papers published by this combination. Contrary to the general idea that the newspapers try to be reasonably fair, the continuance of this policy by these papers makes us believe they have copyrighted unfairness and propose to protect the copyright and we greatly regret that the Michigan Tradesman does not go to every person in Michigan, in order that a larger number of the readers of these syndicate papers throughout the State might have an opportunity to read so frank

ing serious illness in his family. He was compelled to drive back to Alma in an automobile to catch the train at an expense of \$7. Hotels of this kind need the boycott treatment.

We feel an irresistible impulse to write a few words about our elephantine brother, G. K. Coffey, in this week's issue of the Tradesman. We tried to get his photograph, but he tells us he has not had one taken since adding the last 200 pounds of avoirdupois and we don't want a skinny picture. Mr. Coffey affiliated himself with the Crown Baking Powder Co. in 1896 and has been with it continuously ever since, which makes it unnecessary for us to state that he "delivers the goods." As G. K. sells an unadvertised piece of merchandise against strong competition, this is no easy task, but his success is explained by the fact that he is the greatest living contradiction to the phrase,

"nobody loves a fat man." Bro. Coffey has a host of friends, both among the merchants and "the boys," whom he has acquired by close application, integrity and agreeableness. He is getting a little advertising at present by the fact that his son, Glen K., is one of the star players on the Central High foot ball team of this city. The boy is a chip of the old block for, although but 17 years of age, he is six feet, two inches high, weighs 180 pounds. Rather a large chip. We all unite in wishing you continued prosperity, Bro. Coffey.

Bro. Keane says it wasn't absent-mindedness at all. He just didn't want to address these envelopes that night, anyway.

Well, did you attend the dancing party last Saturday evening? If so, you are saying it was some party. If not, you missed a rare treat, for those who were there never will stop talking about it. Honestly, now, wasn't it a record smasher? About sixty-five couple were in attendance and the best part of it is they were all live ones. Everyone entered into the spirit of the occasion with a vim and enthusiasm that made the three hours seem like about twenty minutes and those gowns! Well, we are not going to try to describe them. They had to be seen to be appreciated. Tuller's orchestra was in attendance with its usually rich and varied selections—both instrumental and vocal. And the refreshments—well, we don't know just what was put into that punch bowl, but its bacchanalian influence on some of the men was such as to make it impossible for them to keep to their feet. They claimed it was the slippery floor, but then we have our opinions about it. The whole evening, from every angle, was a most pleasant one and everyone present was thanking his lucky stars that he was a member of the U. C. T. or a friend of a member. We notice quite a few of our members bring an extra lady and also notice the absence of our members. Come up, boys, we will assure you a partner for every dance.

We note from Associated Press Dispatcher from Lansing that Bro. John W. Thorne, of Owosso Council, has been appointed State hotel inspector. His duties, as we understand them, are to be the enforcement of the regulations prescribed for the proper conduct of hotels, as set forth in the Henry law, enacted by the last Legislature. We are very glad to note that something is being done with reference to improving the conditions of health and comfort of those who are obliged to spend a greater part of their time away from home. We extend to Brother Thorne hearty congratulations upon his appointment and assure him our earnest co-operation. In a future issue we plan to deal at length and in detail with this question, giving credit where credit is due and frank criticisms where negligence is apparent.

The next dancing party will be held Nov. 15.

Bro. Hambleton, of Jackson Council, No. 57, has gone into the meat business at Albion.

E. A. Clark and wife spent last



week in Detroit visiting friends.

Mrs. G. K. Coffey has been confined to the house for some time under the care of a doctor and nurse. Mr. Coffey says it is the first time he ever returned from his trip and found her unable to meet him at the door with the glad hand. We are pleased to report that she is convalescing.

Trainer C. D. Lawton desires us to announce that he wishes to meet the members of the foot ball squad at Island Park Saturday night at 11:45 for secret practice. In the meantime the players are under positive orders not to eat any meat or starchy foods, but must subsist on a diet of breakfast foods, floating island, salted wafers and eggs. No player who expects to join the team will be allowed to smoke, drink or play rum. These orders will be strictly enforced. Coffey, Beardsley and McConnell, please take notice.

The "Banana Kid," who, for some time has been expatiating on the virtues of the products sold by A. Casibianca, is now with the Quaker Oats Co., P. S. The "Banana Kid" is sometimes known as E. A. Clark.

Mr. and Mrs. E. F. Wykkel, who have been taking a two months' trip to British Columbia, returned last Friday and report a good time. They visited the Canadian Rockies and, on their return, stopped over at the Grand Canon, petrified forests and other points of interest. Ed., who has considerable reputation locally at catching blue gills in Reed's Lake, has some real fish stories now to tell about salmon fishing at Vancouver.

Among the visitors at the dancing party Saturday night were Bro. L. Fogelson's father and mother.

The new dining room at the Post Tavern, Battle Creek, was opened to the public last week. This is said to be the best and most elaborate dining room in the State. The old dining room will be used for serving meals to small parties.

The last seen of E. F. Scott after the dance Saturday night he was hanging onto a hot dog wagon. Mr. and Mrs. Jas. Albert Keane were also seen chasing a street car the length of Monroe avenue and missed it. Mrs. Keane says if Jim could half sprint they could have caught it.

The following hotels stick to the roller towel: The Ryland, at Standish, Dalton, at Jackson and Republic, at Bay City.

Mr. and Mrs. Jas. Bolen and Mr. and Mrs. W. S. Cain were in such good spirits after the dance that they decided to have a "spread," which was held at the home of Mr. and Mrs. Cain.

Grand Rapids Council, No. 131, earnestly requests all members to notify the Council in case of any misfortune befalling them. Unless you tell us you are sick or hurt or in hard luck, it is impossible for us to extend you the glad hand of good fellowship to which you are entitled.

Mr. and Mrs. Hall, of Lansing, attended the dancing party last Saturday evening. Bro. Hall is a member of Auto City Council, but is about to transfer to No. 131.

Mr. and Mrs. R. J. Ellwanger have

been making a two weeks' visit among friends and relatives at DeWitt and Muskegon.

H. W. Bradley, formerly with the American Tobacco Co., is now with the National Liquid Soap Co., of Grand Rapids. He says he is going to see that the boys get clean soap, if they do have to wipe on roller towels.

Art. Borden left his compass at home last Monday morning and the result was that he boarded a train for Chicago instead of Lansing.

John Schumacher is requested to install a Citizens telephone in his house.

Only twenty-four days left before the next dancing party.

And now we have to buy more coal.  
Allen F. Rockwell.

#### Doings in the Buckeye State.

Written for the Tradesman.

Ohio will undertake to raise sufficient stuff on its valuable lands to feed the 10,000 inmates of its eighteen State institutions.

Prospective extension of the city limits of Youngstown means an increase in population of over 5,000.

Dayton will motorize its fire department and also part of the service branch of the city, the sum of \$119,000 having been set aside for the purpose.

Youngstown is taking steps toward securing a lower fire insurance rate.

Judge Rogers, in the Common Pleas Court, Columbus, decided that the law passed by the last general assembly restricting the sale of groceries and food stuffs to weight is unconstitutional. H. H. Steube, grocerman, was arrested under the new law and fined \$10 and costs in justice court. He was ordered committed to jail until he should pay the fine, but filed habeas corpus proceedings to question the validity of the law. The court held that the State constitution and bill of rights give a citizen an inherent and inalienable right to dispose of property in whatever way he may see fit and that the Legislature has no right to infringe upon these privileges.  
Almond Griffen.

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.



**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

## Foster, Stevens & Co.

### Wholesale Hardware



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

Grand Rapids, Mich.



## 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  
Saginaw  
Lansing  
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Kalamazoo  
Battle Creek  
Flint  
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Columbus  
Cleveland  
Cincinnati  
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And NEW YORK CITY

Youngstown  
Buffalo  
Rochester  
Syracuse

Utica  
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Milwaukee  
St. Paul  
Lincoln, Neb.  
Chicago

**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



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

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

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

#### Wafted Down From Grand Traverse Bay.

Traverse City, Oct. 20—Traverse City U. C. T. Council will hold its next regular meeting next Saturday evening and we have every assurance of a large class to be initiated. All members, as well as visiting brothers, are cordially invited to attend.

Fred L. McKnight who has been covering this territory for the Standard-Simmons Hardware Co., of Toledo, will take up an inside position with the house for a short time, after which he will cover Ohio territory. Fred has been on this territory for some time and has made a host of friends and we wish him all the success there is due him. He will be succeeded by Percy Louch, of Cadillac, on this territory. Mr. Louch has been with Buhl Sons Co. in the past and we wish him success.

John M. Shields, of Petoskey, the popular salesman for the Worden Grocer Co., attended the world's series at the Polo Grounds, New York and it is needless to state that John had a good time.

Have you enlisted in the Grand Commercial Army and pledged yourself to get at least one member for our order? One of our largest councils has already a record of fifty-five enlistments which sure displays a good U. C. T. spirit and we would be pleased to receive more such reports.

Chas. Van Riper, of our city, came home the other day a little under the weather, but from reports is on the gain.

Jack Arata, Armour's salesman who

headquarters at Petoskey, is enjoying a much-needed vacation, spending same with friends in Chicago. Jack pulls down some big orders in the summer time up here and the rest will do him good.

C. J. Ayers and family are now living in Cadillac, having recently moved there from Grand Rapids.

E. C. Knowlton lays down the following rule to be a successful salesman: "Go from train in the evening to the hotel, write your letters to the firm, go to bed and in the morning go to work for the firm again until evening, and then there is nothing to do until to-morrow.

Some of our boys attended the barbecue at Petoskey, also Rufus Boer, of Grand Rapids. Rufus desires to express hearty thanks for the hospitalities of the resort city.

Plans are being consummated by our Council to visit Cadillac Saturday Nov. 1, where a large class is to be initiated into the mysteries of our order in our sister city. The meeting will be called promptly at 1 o'clock to enable our boys to return on the evening train. Cadillac has a number of boys who wish to become affiliated with our noble order.

Joe Oberlin, manager of the Whiting Hotel, of our city, is deserving of a lot of credit, for Joe is renovating the hotel throughout, papering, painting and installing hot and cold running water in every room. The rate will remain the same. Joe is there to give the boys their money's worth every time.

W. H. Leonard called in a few of his friends the other evening and entertained with card playing and music. B. J. Reynolds favored the guests with the following selection, accompanied on the piano by his wife:

I once had a dog and his name was Fido, owned him since he was a pup, he would stand upon his hind legs, if you'd hold his front legs up. The Leonards are sure some entertainers.

We might suggest that if Wm. E. Smith and his brother, Jay, of Buckley, placed a teaspoonful of salt on the goose's tail, they would be liable to catch it. This was not the blue goose either.

The P. M. is sure getting to be an accommodating road since it furnishes "kissing-bug brakemen" on their regular passenger trains. She was sure some doll. The above is for the attention of the lady patrons of the road only.

Dick Benway, of Saginaw, was seen in our city, boosting the Paul Revere cigars. This is a new brand with quality supreme and Dick is meeting with great success.

Mike Carroll, our accommodating P. M. ticket agent, is once more wearing the smile that don't come off, all because his family is expected home soon. Mike has had his shoes shined to put on a good appearance.

W. F. Murphy, our Senior Counselor, advises us that we will go to Cadillac with a goodly number of our members and that the officers will be prepared to deliver the ritualistic work in fine style. He is desirous of making this our banner year and the manner in which new applicants are coming in we will not be disappointed. Traverse City Council is boosting every minute.

Traverse City Council will have a candidate for Grand Secretary next year.

Geo. W. Bidwell has been confined to his home with an accident, but at present is on the mend.

Adrian Oole has returned from a motor trip to Grand Rapids and reports that the family had the time of their lives. Adrian thinks some of making a trip to the Pacific coast next year.

Otto Carlson, of Cadillac, has disposed of his automobile and laid in a supply of winter coal.

The price of the Tradesman remains the same, \$1 per year, and is sure a welcome edition to most of our homes. After it once becomes a member of the family, it is appreciated about as much as a good wife.

Kent. Butters paid his home at Northport a visit the past week, and it is no more than natural that K. C. should claim this to be the garden spot of the world.

Only nine more weeks before Christmas. Better commence to save your change and make some one happy.

B. J. Reynolds has a \$2 interest in the world's series, but has not come across yet. Better settle.

Every council in the State has had a net membership gain the past quarter, excepting one, and it is only one short. Something stirring in U. C. T. circles this year.

Come to the meeting next Saturday evening. Fred C. Richter.

#### Richter and Wendle in a New Role.

Traverse City, Oct. 20—The successful traveling salesman of to-day must be a man of tact and resources, knowing that many of the buyers take some time for relaxation by attending the picture shows in the afternoon, Fred Richter and Wallie Wendle have a clever team stunt they put on in their customers' stores to entertain them while they are getting orders. Last week their most entertaining number was the Little Dog song, which made a tremendous hit. The spectacular part of the show is successfully pulled off by Fred and a loaded cigar which induced the buyer to order asbestos. Richter was called on for so many encores at Boyne City that a brother U. C. T. saved the county some expense by paying his hotel bill. Fred caught the train as it slowed up for a curve about a mile out of town. Kean Observer.

#### The Story of a Man Who Was Stung.

Written for the Tradesman.  
 Not so very long ago a number of merchants who should have known better took on a widely advertised premium scheme. Each one had his fingers badly burned. Below is the tale of it "The Merchant From Indiana."

He came to me while his burns still hurt and told me a story that I take pleasure in repeating here.

The salesman of the premium company came to him with details of the gold mine which a merchant might have for the asking and painted such a rosy picture that Mr. Retailer finally put his signature at the bottom of a contract which for comprehensiveness and complexity had a fire insurance policy beaten to death. Like so many of his brethren, Mr. Retailer failed to study the contract before he signed. He also failed to study his contract after he signed and went merrily onto his doom. The goods he contracted for finally came and he began the advertising campaign which the premium people had planned for him. Customers were interested and lots of them took chances on the merchandise. Things went on serenely and business seemed to be booming. Then troubles came.

Only one premium was to be given, and the conditions named in the contract were so displeasing to the people that they complained to Mr. Retailer in no uncertain terms. He was powerless, the contract bound him and so he had to sit and suffer.

The contract guaranteed him against loss and also guaranteed a certain increase in his business, but this latter guarantee was qualified by several conditions which never could have been fulfilled. When the contest ended and the results guaranteed failed to show up, the retailer demanded the forfeit from the premium company and then received a letter from their lawyer which stated that "Mr. Merchant" failed to live up to all the agreements of the contract.

Now, too late, he began to study that contract and saw that he was cornered. All told, the premium contest lost him the good will of about fifty customers and an amount of money approximately \$325.

Anderson Pace.

#### How the Minister Is Treated.

Once upon a time a manager asked George Ade if he had ever been taken for a minister. "No," replied Ade, "but I have been treated like one."

"How was that?"

"I have been kept waiting for my salary six or seven months."

#### HOTEL CODY

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

#### G. J. Johnson Cigar Co.

S. C. W. El Portana  
 Evening Press Exemplar  
 These Be Our Leaders



## CLOVERLAND.

## Zephyrs From the Upper Peninsula of Michigan.

Marquette, Oct. 20—We expect to report a most pleasant session for our next regular meeting Saturday evening, Oct. 25. We expect two or three candidates and when the business is over we expect our lady friends to call on us and entertain us with luncheon and a musical and literary programme. You bet we'll be there when the eats are on and when the ladies will be there. If we don't have a 50 per cent. attendance I will miss my guess. How's that, H. D.?

Announcement has been made that the Stack Lumber Co. has been organized at Escanaba and will take over all the property of the Escanaba Lumber Co. for the manufacture of timber in all of its branches. The personnel of the company will be pretty much the same as that of the old company, being as follows: John K. Stack, Sr., President; John K. Stack, Jr., Vice-President; R. B. Stack, Treasurer, and H. M. Stack, Secretary. The senior Mr. Stack will be General Manager, J. K. Stack, Jr., will superintend the timber and land departments, R. B. Stack will superintend the railway and logging departments and H. M. Stack will superintend the manufacturing and sales departments. The organization is capitalized at \$1,500,000, entirely paid in. The company owns 90,000 acres of hardwood lands in Mackinac, Luce, Schoolcraft and Delta counties. A large and modern mill, with two band saws, two re-saws, a planing mill, tie, shingle and lath mills will be erected in the early spring, either at Masonville or at Pike Lake, the site of which is to be determined within a week or two. The present plan is to operate this mill entirely by electricity which will be generated by the company, arranged in unit system. This mill will be the first electrically operated plant of its kind in this portion of Cloverland and the plant in its entirety will represent in its construction and equipment the last and latest idea in modern sawmill construction. The company already owns a completely equipped railroad fifty-five miles long, which penetrates the heart of its immense tract of timber connecting the Soo Line at Pike Lake with the D., S. S. & A. at Seney, affording ideal transportation facilities in getting logs to the mill and in shipping the finished products.

Brad Webb, of Crystal Falls, the veteran hardware man, just found out that he is altogether too sociable. The other day he visited at Marquette and left town on the 5:30 train for home, by way on the C., M. & St. P. All went well until he got to Ishpeming, when he thought he had a little more time than he had and visited with some friends on the sleeper going by the C., & N. W. to Chicago. Brad became interested and he warmed up to his subject so that he lost sight of the fact that his coach was moving. He thought lightly of it, thinking it was only switching, but after some kind friend told him that he was "on the way" he woke up and found him-

self going back to Negaunee on the C., & N. W. and his suit case and grip were conscientiously wending their way undirected toward Chicago on the St. Paul. Half an hour later he found himself back at Marquette, working like a Trojan to locate his grips, but at last accounts his grips were "going yet," while he muses in his up-to-date Crystal Falls hardware store, as he smokes his corn cob, "When it comes to leaving my sleeping car, never again old boy, never again."

Jim Campbell, of the Dunham House, St. Ignace, is making ready for the quiet winter season, after one of the most prosperous summer tourist season he has enjoyed for many years. Nobody need have any fears that Jim will close his hotel during the winter months this or any other winter, and only did so last winter in order to give Mrs. Campbell a much needed rest and the first one of any account she has had for eighteen years. Mr. Campbell very aptly calls this refreshing, country homelike hotel the "My Wife and I" hotel and it is hard to tell which of them runs it the best. Since the burning of the Hotel Cadillac, the tourist trade has come to the Dunham, so far as he could accommodate them in a much smaller house, but he persistently looked to the commercial men's interest and would never allow his tourist trade to inconvenience his regular trade among the boys on the road. Jim stays by us and we will stay by him.

Taking it all in all, we have a pretty decent bunch of fellows representing the hardware trade in Upper Peninsula territory, with one exception, and it is with a good deal of humiliation that we are forced to confess that one of our number was recently seen on a railroad track not only intoxicated, but dishing up whisky from a quart bottle to several lumber jacks and others of his own stripe. We are grieved that the general standard of respectability should be thus lowered and disgraced and we utter a Macedonian cry for a universally decent personality in our profession that will do credit to the houses we represent and to the organization with which we are connected.

We are all watching with the deepest of interest to see what is going to drop at Escanaba when the new Hotel Delta, now nearing completion, is thrown open to the public.

It is with a great deal of pleasure that we can report that Wm. Anguilm has just about completed a fine three-story, twenty-four-room hotel at Rexton, on the Soo line, which is modern and up-to-date in every particular, being furnished throughout with electric lights, steam heat and rooms with or without bath. The second floor will be used exclusively for the transient trade, whose every comfort will be carefully safeguarded. This will be pleasing news to all the boys on the road who operate on the Soo line, as it will be a convenient point to work from, both east and west, there being no hotel of any consequence nearer than Manistique on the west and the Soo on the east.

An Irishman recently went before

a judge to be naturalized. "Have you read the Declaration of Independence?" "I have not" said Pat. "Have you read the Constitution of the United States?" "I have not, yer Honor." The Judge looked sternly at the applicant and asked: "What have you read?" And Pat replied, "Faith, I have red hairs on me neck, yer Honor."

The cut of logs at the sawmill of Chas. Hebard & Son, of Pequaming, this year will be the largest in the history of the company. The cut was started on April 10 and will continue, in all probability, until Christmas eve. The logging is mostly done in the summer and Fred Hebard has brought that work up to such a degree of efficiency that a log going through the saw in the mill at a given hour was standing in the woods unattacked by the woodman's axe only twenty-four hours previous.

The C., M. & St. P. Railroad has commenced work on a new passenger station at Iron Mountain. It will be 100 feet long by 35 feet wide and will be surrounded by roomy pavilions. It will be constructed of concrete and brick.

The modern and beautiful farm of Louis Vanwinkle, at Van's Harbor, has just been sold to Isaac Bonifas for \$27,000. The farm consists of 10,000 acres of which nearly 1,000 acres are under cultivation. This is probably the largest single farm transfer that has ever taken place in this vicinity. It is Mr. Bonifas' intention to engage in the horse and stock raising business. He has unlimited faith in the possibilities of Cloverland as a stock raising and farming region and regards this purchase as the most important investment of his entire business life.

The receivership over the Marquette City & Presque Isle Railway, our local street car system, is about to be ended, but it is not stated in just what manner. Two courses are said to be open—one a foreclosure by the bondholders and the other placing the affairs of the railroad company in the hands of the old company. We hope it may be the former and not the latter. Then we may hope for something, as we now have nothing at all adequate to the needs of a city of the size and importance of Marquette. The system starts in the middle of the city, makes a loop around the wealthy residence district and goes around the Island. So far as population goes, it serves not to exceed one-fifth of our 12,000 people. About the same is true of the area of territory it serves. Negaunee and Ishpeming have long desired an interurban service with us, but no satisfactory arrangements could be made here. There is a very large population at South Marquette, at the western and northwestern sides of the town, who are not served by the car service at all and its management has a sort of childish hobby that its great and only gold mine is to be found at Presque Isle, our summer resort. We hope that some more enterprising company may operate the road along more modern lines.

Iron River is all worked up over a

hard problem. It appears that a naughty bad man kissed a school teacher, either right in front of the school house or right on the mouth. What is racking Iron River is, whether or which? If that naughty bad man should come to Marquette I'll wager he would run his legs off to get away when he saw the proposition he had to tackle and there would be no dispute.

It may be surprising to some below the straits to know that Marquette produced this year, not only fine eating peaches, but that several of our citizens are successfully growing as fine an article in grapes as has ever been tasted. Ed. Quarters, North Fourth street, Arthur Jacobs, also of North Fourth street and Chris Nelson, of Crescent street, have some splendid exhibits in the show windows of the electric shop. Mr. Quarters gathered almost two bushels and says that he has never taken any particular care of his vines whatever. They have been growing in his yard ever since he moved to the place, twelve years ago, and he thinks the vines are about twenty years old. Mr. Jacobs planted his Concord grapevine twenty-five years ago and it has been yielding fine grapes for about twenty years. He, too, pays but little attention to his vines. Mr. Nelson gathered two and one-half bushels this year. His vines are twenty years old, but have been transplanted several times.

The Kelly Hardware Co., this city, has, in order to meet the growing demands of its business been obliged to lease the vacant store adjoining its store, formerly occupied by the Decorating Co. This doubles its floor space. It is now busily engaged in making the necessary alterations and will add a new line of Warren fixtures, show cases and other furnishings and will increase its stock considerably when the alterations are made. The Kelly Hardware Co. store will be as fine a hardware store as will be found north of the straits.

What has become of Honks from Auto City Council? We missed you last week.

However, Sunny Jim is ever and anon on the job with his usual full page.  
Ura Donald Laird.

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

Buffalo, Oct. 22—Creamery butter, fresh, 26@32c; dairy, 25@27c; poor to good, all kinds, 20@22c.

Cheese—New fancy 16@17½c; choice 15½@16c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 32@35c; cold storage, 25@26c.

Poultry (live)—Turkeys, 15@22c; cox, 11@11½c; fowls, 13@16c; springs, 14@16c; ducks, 14@16c.

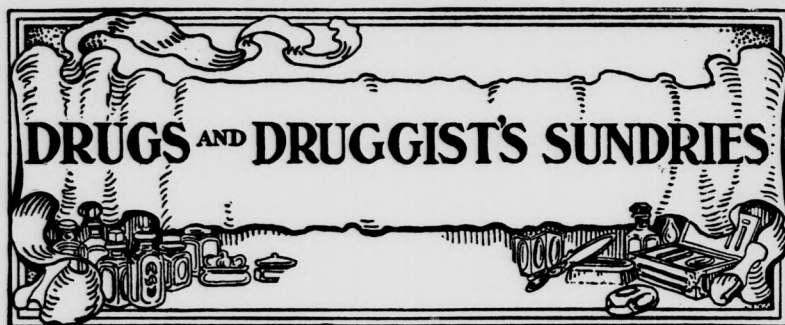
Beans—Marrow, \$3.75; medium \$2.40; pea, \$2.35@2.40; white kidney, \$3.50@3.75.

Potatoes—70@75c per bu.

Rea & Witzig.

The installing of modern store fixtures makes it possible for clerks to do more work in less time. It reduces the number of clerks needed. It saves you money in the end.





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

**Michigan State Pharmaceutical Association.**  
 President—D. G. Look, Lowell.  
 Vice-Presidents—E. E. Miller, Traverse  
 City; C. A. Weaver, Detroit.  
 Secretary—Von W. Furniss, Nashville.  
 Treasurer—Ed. Varnum, Jonesville.  
 Executive Committee—D. P. 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.

#### How to Make Hot Soda Pay.

Buy an apparatus that can handle the business if business comes your way. Buy good stock. If you are feeling your way, buy in small packages at first, so that there will be no danger of spoiled goods. Buy neat cups, mugs, and accessories. Keep the cold apparatus going, either partially or in full blast, according to your location. Hot soda will help you sell more cold soda, and vice versa. Give hot soda a little care in mixing; sloppy cold soda will sell where sloppy hot soda will not. Read up on the subject.

Don't go into the business expecting to give it a month's trial and then throw it out. Give it at least a season's trial. Keep tab on your sales; if your business is growing steadily, you are on the right track. Let people know you are running hot soda. If it has never been tried in your neighborhood before, play up on the advertising strong. Keep the counter clean and inviting. Have crackers, wafers, and napkins on hand. Taste your own soda from time to time. Remember that business of this kind is business that you were not getting before. Remember that a successful new department not only makes money itself, but increases your general business and stamps you as a live man.

Get an early start; don't wait until your competitor takes the field. If your customers are unacquainted with hot soda, hand out a free glass here and there where it will do the most good. Talk hot soda. Believe in hot soda. Drink hot soda. Get accustomed to the idea that hot soda will pay your rent. It will do it. And if it does nothing more, what better proposition do you want?

#### Reasons for Running Hot Soda.

1. It adds nothing to cost for rent, light, heat and help.
2. You use the same space and practically the same equipment.
3. Your hot soda equipment will cost less than one-tenth of your cold soda equipment.
4. Your hot soda stock, beef tea, bouillons, seasonings, etc., will be less than one-tenth of your cold soda stock.
5. Your hot soda profits will be double your cold soda profits and your investment much smaller. A 5-cent hot soda will show a profit of 3 to 3½ cents and a 10-cent hot soda will show a profit of 6 to 8 cents.
6. Serving hot soda in the winter months you save greatly on ice cream, also on electric fans, cracked ice, etc.
7. By serving hot soda you open up the possibilities of a winter lunch at the fountain and these two will help to keep your winter sales up nearly even with the summer sales.
8. Serving hot soda will keep alive your demand for cold soda and ice cream throughout the winter months even in zero weather.

#### New Era in Pharmacy.

Along with other changes that are taking place in present-day pharmacy, there is a growing tendency in the direction of centralization of authority where the regulation of the business is concerned, and pharmacists in the State of New York, particularly, appear to be gradually but surely parting with their control over the purely administrative features of the pharmacy law. The quack "reform" doctrinaires at Albany and elsewhere have the whip hand and are apparently determined to drive the rank and file along paths of their own devising. No attention is any longer paid to the wishes or behests of the leaders in the State Pharmaceutical Association, and the regulation of pharmacy affairs by pharmacists has given place to the exercise of their time-honored privileges and rights by officials of the Education Department, who are always prone to high-falutin methods in the administration of the law.

It is time that a halt be called and pharmacists take more direct control of affairs pertaining to the practice of their calling. They should exert themselves to regain some of their lost authority, if they do not wish to see themselves regulated completely out of business by rules and regulations, laws, etc., of the public nostrum order which have been framed by outsiders.

#### Bankruptcy Matters in Southwestern District of Michigan.

St. Joseph, Oct. 14—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo the inventory and report of appraisers was filed and shows a total appraisement of \$28,914.82, of which amount \$27,076.82 is for stock and fixtures, \$600 for real estate, \$750 open accounts, \$293 cash and the balance of \$195 in tools. The referee has entered an order for the trustee to sell the entire assets, except cash, at public sale.

Oct. 15—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, the trustee has completed the sale of the bankrupt's assets to Charles B. Hays of the same place, and it is understood that the company will continue business under the old name at Kalamazoo, but its officers will be changed for the purpose of securing additional capital.

Oct. 16—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, after a three day session at the latter place, Referee Banyon further continued the examination of the bankrupt and its officers until October 29. The hearings before the referee have now continued for several weeks and many interesting and startling disclosures, as to the business of the bankrupt, have been revealed. It is now believed that the total liabilities of the bankrupt will exceed \$3,500,000 with assets at the most not to exceed \$600,000.

Oct. 17—In the matter of Victor L. Palmer, bankrupt, former Secretary and Treasurer of the Michigan Buggy Co., bankrupt, the schedules of Mr. Palmer have been filed with the referee. An order has been entered by the referee, calling the first meeting of creditors at Kalamazoo on October 28, for the examination of the bankrupt, filing claims, the election of a trustee and such other business as may properly come before the meeting. The schedules of the bankrupt disclose the following assets and liabilities:

Creditors holding securities.  
 National City Bank, Chicago .. \$4,000.00  
 S. B. Monroe Kalamazoo .. 4000.00  
 Kalamazoo City Savings Bank,  
 Kalamazoo .. 1,402.00  
**Total .. \$9,402.00**

Unsecured creditors.  
 Kalamazoo National Bank, Kalamazoo .. \$2,500.00  
 Creditors holding securities endorsed by other parties.  
 Bryant Park Bank, New York .. \$19,458.17  
 Dominion Trust Co., Pittsburg .. 70,000.00  
 Muskegon Sav. Bank, Muskegon .. 5,000.00  
 Old Detroit Nat. Bk., Detroit .. 17,443.94  
 Real Estate Sav. & Trust Co.,  
 Pittsburg .. 18,000.00  
 Kalamazoo Nat. Bk., Kalamazoo .. 20,219.97  
 Home Sav. Bank, Kalamazoo .. 10,000.00  
 Continental Com. Nat. Bank,  
 Chicago .. 30,000.00  
 Citizens Central Nat. Bank,  
 New York .. 10,000.00  
 Kalamazoo City Sav. Bank,  
 Kalamazoo .. 47,500.00  
 National Bank of Commerce, De-  
 troit .. 21,478.81  
 Columbia National Bank, N. Y. .. 25,000.00  
 National City Bank, Chicago .. 45,000.00  
 W. T. Rickards Co., Chicago .. 259,000.00  
 National Park Bank, N. Y. .. 90,000.00  
 Bond & Goodwin, New York .. 42,000.00  
 First State Bank, Tekonsha .. 5,000.00  
 Citizens State Bank, Duluth .. 2,500.00  
**Total .. \$737,600.89**

Accommodation Paper.  
 Bryant Park Bank, New York .. \$ 10,426.57  
 Old Detroit Nat. Bk., Detroit .. 31,148.21  
 Kalamazoo Nat. Bk., Kalamazoo .. 40,795.57  
 Continental Com'l Nat. Bank,  
 Chicago .. 69,851.41  
 Citizens Central Nat. Bk., N. Y. .. 47,538.88  
 Kalamazoo City Savings Bank,  
 Kalamazoo .. 240,000.00  
 National Bank of Commerce,  
 Detroit .. 47,313.11  
 National City Bank, Chicago .. 127,241.02  
 National Park Bank, New York .. 10,000.00  
 First National Bank, Allegan .. 4,086.82  
 E. F. Gerber Co., Pittsburg .. 3,213.57  
 Allegan State Savings Bank,  
 Allegan .. 10,000.00  
 First Nat. Bank, Cleveland .. 152,453.94  
 Old National Bk., Battle Creek .. 32,000.00  
 Central Nat. Bk., Battle Creek .. 40,000.00  
 First National Bank, Petoskey .. 5,197.46  
 Old National Bank Detroit .. 25,459.52  
**Total .. \$896,726.08**

Liability on bond.  
 Commissioner of Banking, Lan-  
 sing .. \$ 10,000.00  
**Grand total of all liabilities 1,656,228.97**

Assets.  
 Cash on hand .. \$ 103.00  
 Check for dividend, Citizens State  
 Savings Bank, Plainwell .. 18.75  
 Interest in Mich. Motor Car Co. .. 62.50  
 Stock in Citizens State Savings  
 Bank, Plainwell .. 2,000.00  
 Stock in Kalamazoo City Savings  
 Bank, Kalamazoo .. 12,700.00  
 Unpaid dividend on above stock .. 132.50  
 Stock in Kalamazoo Park Club .. 100.00  
 Stock in Kalamazoo Country  
 Club Realty Co. .... 25.00  
 Stock of Kalamazoo Pythian  
 Realty Co. .... 100.00  
 Bonds of A. M. Todd Co., Ltd. .. 1,000.00  
 Bonds of Village of So. Haven .. 1,300.00  
 Bonds of Bryant Paper Co. .... 1,000.00  
 Bonds of McSinbar Paper Co. .... 1,000.00  
 Bonds of King Paper Co. .... 500.00  
 Bonds of Illinois Envelope Co. .... 500.00

Deposits in Kalamazoo Nat. Bk. .. 23.50  
 Deposits in Kalamazoo City Sav-  
 ings Bank .. 27.00  
 Deposits in Kalamazoo Nat. Bk. .. 280.00

**Total .. \$20,872.28**  
 Property claimed as exempt.  
 Household goods .. 120.00  
 Wearing apparel .. 120.00  
 Watch .. 10.00

**Total .. \$250.00**

Oct. 18—A voluntary petition was filed by Frank W. Flint, a merchant, doing business at Saugatuck, and he was adjudged bankrupt and the matter referred to Referee Banyon, who was appointed receiver of the bankrupt's assets. The referee entered an order appointing Otis Hauke, of Saugatuck, custodian, until the election of a trustee. The schedules of the bankrupt disclose the following liabilities and assets:

Creditors whose claims are unsecured.  
 F. Mayer Shoe Co., Milwaukee .. \$354.72  
 Apsley Rubber Co., Chicago .. 215.09  
 Herold-Bertsch Shoe Co., Grand

Rapids .. 99.34  
 Thomas Crooker Shoe Co., Boston .. 59.60  
 Guthman, Carpenter & Telling,  
 Chicago .. 82.42  
 Wilson Brothers, Chicago .. 110.80  
 Bush Hat Co., Chicago .. 37.10  
 Hartman Trunk Co., Racine .. 23.15  
 Durant-Dort Carriage Co., Flint .. 141.49  
 Church, Hill and Alden, Campello .. 144.90  
 Sawyer Boot and Shoe Co., Ban-  
 gor, Me. .... 55.85

Rindge-Kalmbach-Logie Co., Grand  
 Rapids .. 82.68  
 Mohl Leather Co., Chicago .. 28.00  
 Doty Bennett Shoe Co., Chicago .. 60.00  
 Agnes Book, Manville, Tex. .... 100.00  
 Noyes Carriage Co., Elkhart .. 53.50  
 Ralston Health Shoe Co., Lynn .. 362.43  
 Faunce & Spinney Shoe Co., Chicago .. 65.95  
 Rice & Hutchins Shoe Co., Chicago .. 71.54  
 Hirth-Krause Co., Grand Rapids .. 39.95  
 Brown & Sehler Co., Grand Rapids .. 40.07

A. Ortmayer & Son Harness Co.,  
 Chicago .. 97.63  
 Grand Rapids Shoe & Rubber  
 Co., Grand Rapids .. 21.67

Standard Grocer & Milling Co.,  
 Holland .. 100.00  
 Van Eyck-Weurding Milling Co.,  
 Holland .. 100.00

Racin Trunk Co., Racine .. 72.14  
 A. A. Putnam Chicago .. 65.40  
 C. W. Marks, Chicago .. 66.55  
 Wallace Smith Harness Co., Mil-  
 waukee .. 25.90

Jacob Meyer & Bros., Chicago .. 20.75  
 Smith-Wallace Shoe Co., Chicago .. 11.05  
 Sherwood Hall & Co., Grand

Rapids .. 29.60  
 Cluett Peabody Co., Chicago .. 215.00  
 Voigt Milling Co., Grand Rapids .. 120.50  
 Ayers & Son Blanket Co., Phila. .. 52.00  
 Hofstand & Robinson, Toledo .. 134.00  
 Thomas Hayden, Chicago .. 118.00

Goldstein & Kaplan, Chicago .. 29.00  
 Rose Bros., New York .. 61.25  
 Gerrit Wedemer, Holland .. 187.19  
 Mishawaka Woolen Co., Mishawaka .. 10.00

United Shoe Repairing Machine  
 Co., Boston .. 23.04  
 Henry Klein & Co. Chicago .. 13.00  
 Bannigan Rubber Co., Chicago .. 23.50

**Total .. \$4,325.75**

Assets.  
 Cash on hand .. \$ 400.00  
 Stock in trade .. 800.00  
 Fixtures .. 100.00  
 Buildings .. 75.00  
 Open accounts .. 800.00

**Total .. \$2,175.00**

Property claimed as exempt.  
 House and lot in village Saugatuck  
 held jointly with petitioner's  
 wife .. \$1,400.00

Tools and machinery to carry on  
 business .. 75.00  
 Books and pictures .. 50.00  
 Household furniture .. 250.00

Stock in trade, to be deducted from  
 assets to enable petitioner to  
 carry on business .. 175.00

**Total .. \$1,950.00**

Oct. 20—In the matter of Isaac Shin-  
 berg, bankrupt, of Kalamazoo, an order  
 has been entered by the referee calling  
 the first meeting of creditors at the  
 latter place for the election of a trustee,  
 proving claims and the examination of  
 the bankrupt on October 31. From the  
 schedules filed there are no assets except  
 those claimed exempt by the bankrupt  
 and, unless more assets are discovered,  
 no dividends will be declared to the  
 bankrupt's creditors and no further  
 meetings held.

#### Because

Because of her looks she looks  
 In vain to find a mate;  
 Because of her size she sighs;  
 She waits because of her weight.

Because of her figure she figures  
 The way to win a man;  
 Because of her waist she wastes  
 Long years with plot and plan.

Because of her face she faces  
 A sad and lonesome life;  
 Because of her nose she knows  
 No man will call her wife.

Bachelors are "women's rights," and  
 widowers are women's lefts.



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



# GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
	Beans Flour Rolled Oats

## Index to Markets

### By Columns

Col.	1	2
<b>A</b>	<b>AMMONIA</b>	<b>Beans</b>
Ammonia	12 oz. ovals 2 doz. box	Baked ..... 85@1 30
Axle Grease	1 lb. wood boxes, 4 doz. 3 00	Red Kidney ..... 85@ 95
	1 lb. tin boxes, 2 doz. 2 35	String ..... 70@1 15
<b>B</b>	<b>AXLE GREASE</b>	Wax ..... 75@1 25
Baked Beans	1 lb. pails, per doz. 6 00	<b>Blueberries</b>
Bath Brick	15 lb. pails, per doz. 7 20	Standard ..... 1 80
Bluing	25 lb. pails, per doz. 12 00	Gallon ..... 7 00
Breakfast Food	<b>BAKED BEANS</b>	<b>Clams</b>
Brooms	No. 1, per doz. 45@ 90	Little Neck, 1 lb. .... @1 00
Brushes	No. 2, per doz. 75@1 40	Little Neck, 2 lb. .... @1 50
Butter Color	No. 3, per doz. 85@1 75	<b>Clam Bouillon</b>
	<b>BATH BRICK</b>	Burnham's 1/2 pt. .... 2 25
	English ..... 95	Burnham's pts. .... 3 75
<b>C</b>	<b>BLUING</b>	Burnham's qts. .... 7 50
Candles	Jennings'	<b>Corn</b>
Canned Goods	Condensed Pearl Bluing	Fair ..... 65@ 70
Carbon Oils	Small C P Bluing, doz. 45	Good ..... 90@1 00
Catsup	Large C P Bluing, doz. 75	Fancy ..... @1 30
Cheese	<b>BREAKFAST FOODS</b>	<b>French Peas</b>
Chewing Gum	Apetizo, Biscuits ..... 3 00	Monbadon (Natural)
Chicory	Bear Food, Pettijohns 1 95	per doz. .... 1 75
Chocolate	Cracked Wheat, 24-2 2 50	<b>Gooseberries</b>
Clothes Lines	Cream of Wheat, 36-2 4 50	No. 2, Fair ..... 1 50
Cocoa	Cream of Rye, 24-2 3 00	No. 2, Fancy ..... 2 35
Cocoanut	Posts Toasties, T. .... 2 80	<b>Hominy</b>
Coffee	Posts Toasties, T. .... 2 80	Standard ..... 85
Confections	No. 3 ..... 2 80	<b>Lobster</b>
Cracked Wheat	Farinose, 24-2 ..... 2 70	1/4 lb. .... 1 85
Crackers	Grape Nuts ..... 2 70	1/2 lb. .... 3 15
Cream Tartar	Grape Sugar Flakes ..... 2 50	<b>Mackerel</b>
	Sugar Corn Flakes ..... 2 50	Mustard, 1 lb. .... 1 80
	Hardy Wheat Food ..... 2 25	Mustard, 2 lb. .... 2 80
	Postma's Dutch Cook 2 75	Soused, 1 1/2 lb. .... 1 60
	Holland Rusk ..... 3 20	Soused, 2 lb. .... 2 75
	Kellogg's Toasted Rice	Tomato, 1 lb. .... 1 50
	Biscuit ..... 3 30	Tomato, 2 lb. .... 2 80
	Kellogg's Toasted Rice	<b>Mushrooms</b>
	Flakes ..... 2 80	Hotels ..... @ 15
	Kellogg's Toasted Wheat	Buttons, 1/2s ..... @ 14
	Biscuit ..... 3 30	Buttons, 1s ..... @ 25
	Krinkle Corn Flake ..... 1 75	<b>Oysters</b>
	Maple-Wheat Flakes, 2 doz. .... 2 70	Cove, 1 lb. .... @ 95
	Maple-Wheat Flakes, 3 doz. .... 2 80	Cove, 2 lb. .... @1 75
	Maple-Corn Flakes ..... 2 80	<b>Plums</b>
	Minn. Wheat Cereal 3 75	Plums ..... 90@1 35
	Algrain Food ..... 4 25	<b>Pears in Syrup</b>
	Ralston Wheat Food 4 50	No. 3 cans, per doz. .... 1 50
	Ralston Whl Food 10c 1 45	<b>Peas</b>
	Saxon Wheat Food ..... 2 60	Marowfat ..... 90@1 00
	Shred Wheat Biscuit 3 60	Early June ..... 1 10@1 25
	Triscuit, 18 ..... 1 80	Early June siftd 1 45@1 55
	Pillsbury's Best Cerl 4 25	<b>Peaches</b>
	Post Tavern Special ..... 2 80	Pie ..... 1 00@1 25
	Quaker Puffed Rice ..... 4 25	No. 10 size can pie @3 25
	Quaker Puffed Wheat 2 85	<b>Pineapple</b>
	Quaker Brkfst Biscuit 1 90	Grated ..... 1 75@2 10
	Quaker Corn Flakes ..... 1 75	Sliced ..... 95@2 60
	Victor Corn Flakes ..... 2 20	<b>Pumpkin</b>
	Washington Crisps ..... 1 85	Fair ..... 80
	Wheat Hearts ..... 1 90	Good ..... 90
	Wheatena ..... 4 50	Fancy ..... 1 00
	Evapor'd Sugar Corn 90	Gallon ..... 2 15
	<b>BROOMS</b>	<b>Raspberries</b>
	Fancy Parlor, 25 lb. 4 50	Standard ..... @
	Parlor, 4 String, 25 lb. 4 25	<b>Salmon</b>
	Standard Parlor 23 lb. 3 75	Warrens, 1 lb. Tall ..... 2 30
	Common, 23 lb. .... 3 25	Warrens, 1 lb. Flat ..... 2 40
	Special, 23 lb. .... 3 00	Red Alaska ..... 1 45@1 50
	Warehouse, 33 lb. 4 75	Med. Red Alaska 1 25@1 35
	Common Whisk ..... 1 00	Pink Alaska ..... @ 90
	Fancy Whisk ..... 1 25	<b>Sardines</b>
	<b>BRUSHES</b>	Domestic, 1/4s ..... 3 25
	Scrub	Domestic, 1/2 Mustard 3 00
	Solid Back, 8 in. .... 75	Domestic, 3/4 Mustard 2 75
	Solid Back, 11 in. .... 95	French, 1/4s ..... 7@14
	Pointed Ends ..... 85	French, 1/2s ..... 13@23
	<b>Stove</b>	<b>Saur Kraut</b>
	No. 3 ..... 90	No. 3, cans ..... 90
	No. 2 ..... 1 25	No. 10, cans ..... 2 40
	No. 1 ..... 1 75	<b>Shrimps</b>
	<b>Shoe</b>	Dunbar, 1st doz. .... 1 30
	No. 3 ..... 1 00	Dunbar, 1 1/2 doz. .... 2 35
	No. 7 ..... 1 30	<b>Succotash</b>
	No. 4 ..... 1 70	Fair ..... 90
	No. 3 ..... 1 90	Good ..... 1 20
	<b>BUTTER COLOR</b>	Fancy ..... 1 25@1 40
	Dandelion, 25c size ..... 2 00	<b>Strawberries</b>
	<b>CANDLES</b>	Standard ..... 95
	Paraffine, 6s ..... 7 1/2	Fancy ..... 2 25
	Paraffine, 12s ..... 8	<b>Tomatoes</b>
	Wicking ..... 20	Good ..... 1 05
	<b>CANNED GOODS</b>	Fancy ..... 1 35
	<b>Apples</b>	No. 10 ..... 3 25
	3 lb. Standards ..... @ 90	<b>CARBON OILS</b>
	Gallon ..... 2 75@2 85	Perfection ..... @11 1/2
	<b>Blackberries</b>	D. S. Gasoline ..... @19
	2 lb. .... 1 50@1 90	Gas Machine ..... @26 1/2
	Standard gallons ..... @5 00	Deodor'd Nap'a ..... @18 1/2
	<b>CATSUP</b>	Cylinder ..... 29
	Snider's pints ..... 2 35	Engine ..... 16
	Snider's 1/2 pints ..... 1 35	Black, winter ..... 8

3	4	5
<b>CHEESE</b>	<b>Mocha</b>	<b>Shelled</b>
Acme ..... @17 1/2	Short Bean ..... 25@27	No. 1 Spanish Shelled
Bloomington ..... @17 1/2	Long Bean ..... 24@25	Peanuts ..... 12 1/2@13
Carson City ..... @17 1/2	H. L. O. G. .... 26@28	Peanut Halves ..... @60
Hopkins ..... @18	<b>Bogota</b>	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	<b>Peanuts</b>
Edam ..... @85	<b>Package</b>	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
	Lion ..... 23 50	Roasted ..... @9
<b>CHEWING GUM</b>	McLaughlin's XXXX	<b>CRACKED WHEAT</b>
Adams Black Jack ..... 55	McLaughlin's XXXX sold	Bulk ..... 3 1/2
Adams Sappota ..... 55	to retailers only. Mail all	24 2lb. pkgs. .... 2 50
Beeman's Pepsin ..... 55	orders direct to W. F.	<b>CRACKERS</b>
Beechnut ..... 60	McLaughlin & Co., Chicago	National Biscuit Company
Chiclets ..... 1 25	<b>Extracts</b>	Brands
Colgan Violet Chips ..... 60	Holland, 1/2 gro boxes 95	<b>Butter</b>
Colgan Mint Chips ..... 60	Felix, 1/2 gross ..... 1 15	Excelsior Butters ..... 8
Dentyne ..... 1 10	Hummel's foil, 1/2 gro. 85	NBC Square Butters ..... 6 1/2
Flag Spruce ..... 55	Hummel's tin, 1/2 gro. 1 43	Seymour Round ..... 6 1/2
Juicy Fruit ..... 55	<b>CONFECTIONERY</b>	<b>Soda</b>
Red Robin ..... 55	Stick Candy	NBC Sodas ..... 6 1/2
Sen Sen (Jars 80 pkgs, \$2.20) ..... 55	Sticks	Premium Sodas ..... 7 1/2
Spearment, Wrigleys ..... 55	Horehound ..... 8	Select Sodas ..... 8 1/2
Spearment, 5 box jars 2 75	Standard ..... 8	Saratoga Flakes ..... 13
Spearment, 3 box jars 1 65	Standard, small ..... 8 1/2	Saltines ..... 13
Trunk Spruce ..... 55	Twist, small ..... 9	<b>Oyster</b>
Yucatan ..... 55	<b>Cases</b>	NBC Picnic Oysters ..... 6 1/2
Zeno ..... 55	Jumbo ..... 8	Gem Oysters ..... 6 1/2
<b>CHICORY</b>	Jumbo, small ..... 8 1/2	Shell ..... 8
Bulk ..... 5	Big Stick ..... 8 1/2	<b>Sweet Goods</b>
Red ..... 7	Boston Cream ..... 13	Cans and boxes
Eagle ..... 5	<b>Mixed Candy</b>	Animals ..... 10
Frank's ..... 7	Broken ..... 8	Atlantics Also Asstd. .... 12
Scheuer's ..... 6	Cameo ..... 12	Avena Fruit Cakes ..... 12
Red Standards ..... 1 60	Cut Loaf ..... 9	Bonnie Doon Cookies ..... 10
White ..... 1 60	Fancy ..... 10 1/2	Bonnie Lassies ..... 10
<b>CHOCOLATE</b>	French Cream ..... 9	Brittle Fingers ..... 10
Walter Baker & Co.	Grocers ..... 6 1/2	Cameo Biscuit Choc. (cans) ..... 25
German's Sweet ..... 22	Kindergarten ..... 11	Cameo Biscuit Asstd. (cans) ..... 25
Premium ..... 32	Leader ..... 8 1/2	Cartwheels Asstd. .... 8 1/2
Caracas ..... 23	Majestic ..... 8 1/2	Cecelia Biscuit ..... 16
Walter M. Lowney Co.	Monarch ..... 9	Chocolate Bar (cans) 18
Premium, 1/4s ..... 29	Novelty ..... 10	Chocolate Drops ..... 17
Premium, 1/2s ..... 29	Paris Creams ..... 10	Chocolate Drop Cen- ters ..... 16
<b>CLOTHES LINE</b>	Premio Creams ..... 14	Choc. Rosettes (cans) 20
Per doz.	Royal ..... 7 1/2	Cracknels ..... 18
No. 40 Twisted Cotton 95	Special ..... 8 1/2	Cocoonut Taffy Bar ..... 13
No. 50 Twisted Cotton 1 30	X L O ..... 7	Cocoonut Drops ..... 12
No. 60 Twisted Cotton 1 70	<b>Specialties</b>	Cocoonut Macaroons ..... 18
No. 80 Twisted Cotton 2 00	Auto Kisses (baskets) 13	Cocoonut Honey Fingers 12
No. 60 Braided Cotton 1 00	Bonnie Butter Bites .16	Cocnt Honey Jumbles 12
No. 80 Braided Cotton 1 25	Butter Cream Corn .16	Coffee Cakes Iced ..... 12
No. 60 Braided Cotton 1 85	Candy Crackers (bskt) 15	Eventide Fingers ..... 16
No. 80 Braided Cotton 2 25	Caramel Dice ..... 13	Family Cookies ..... 8 1/2
No. 50 Sash Cord ..... 1 75	Cocoonut Kraut ..... 14	Fig Cakes Asstd. .... 12
No. 60 Sash Cord ..... 2 00	Cocoonut Waffles ..... 14	Frosted Creams ..... 8 1/2
No. 60 Jute ..... 90	Coco Macaroons ..... 16	Frosted Ginger Cookies 8 1/2
No. 72 Jute ..... 1 00	Coffy Toffy ..... 14	Fruit Lunch Iced ..... 10
No. 60 Sisal ..... 85	Cream Marshmallows 16	Ginger Gems Plain ..... 8 1/2
<b>Galvanized Wire</b>	Dainty Mints 7 lb. tin 15	Ginger Gems Iced ..... 9 1/2
No. 20, each 100ft. long 1 90	Empire Fudge ..... 14	Graham Crackers ..... 8
No. 19, each 100ft. long 2 10	Fudge, Pineapple ..... 13	Ginger Snaps Family ..... 8 1/2
No. 20, each 100ft. long 1 90	Fudge, Walnut ..... 13	Ginger Snaps NBC
No. 19, each 100ft. long 2 10	Fudge, Filbert ..... 13	Round ..... 8
<b>COCOA</b>	Fudge, Choco. Peanut 12	Household Cookies ..... 8
Baker's ..... 37	Fudge, Honey Moon .13	Household Cks. Iced ..... 9
Cleveland ..... 41	Fudge, Toasted Cocoa- nut ..... 13	Hippodrome Bar ..... 12
Colonial, 1/4s ..... 35	Fudge, Cherry ..... 14	Honey Jumbles ..... 12
Colonial, 1/2s ..... 33	Fudge, Cocoonut ..... 14	Imperial ..... 8 1/2
Epps ..... 42	Honeycomb Candy ..... 15	Jubilee Mixed ..... 10
Hershey's, 1/4s ..... 30	Kokays ..... 14	Lady Fingers Sponge .30
Hershey's, 1/2s ..... 23	Iced Maroons ..... 14	Leap Year Jumbles ..... 18
Huyler ..... 36	Iced Gems ..... 15	Lemon Biscuit Square 8 1/2
Lowney, 1/4s ..... 33	Iced Orange Jellies .13	Lemon Wafers ..... 17
Lowney, 1/2s ..... 33	Italian Bon Bons ..... 13	Lemona ..... 8 1/2
Lowney, 1/4s ..... 33	Manchus ..... 15	Mace Cakes ..... 8
Lowney, 5 lb. cans ..... 33	Molasses Kisses, 10 lb. box ..... 13	Mary Ann ..... 8 1/2
Van Houten, 1/4s ..... 12	Nut Butter Puffs ..... 13	Marshmallow Cfe. Ck. 13
Van Houten, 1/2s ..... 18	Salted Peanuts ..... 15	Marshmallow Walnuts 18
Van Houten, 1/4s ..... 36	<b>Chocolates</b>	Medora ..... 8
Van Houten, 1s ..... 65	Assorted Choc. .... 15	Mottled Squares ..... 8
Wan-Eta ..... 36	Amazon Caramels ..... 15	NBC Honey Cakes ..... 12
Webb ..... 33	Champion ..... 12	Oatmeal Crackers ..... 8
Wilber, 1/4s ..... 33	Choc. Chips, Eureka .18	Orange Gems ..... 8 1/2
Wilber, 1/2s ..... 22	Climax ..... 13	Penny Assorted ..... 8 1/2
<b>COCOANUT</b>	Eclipse, Assorted ..... 15	Peanut Gems ..... 9
Dunham's per lb.	Eureka Chocolates ..... 16	Pineapple Cakes ..... 16
1/4s, 5lb. case ..... 30	Favorite ..... 16	Raisin Gems ..... 11
1/4s, 5lb. case ..... 29	Ideal Chocolates ..... 13	Reveres Asstd. .... 15
1/4s, 15lb. case ..... 29	Klondike Chocolates .18	Spiced Ginger Cakes .9
1/2s, 15lb. case ..... 28	Nabobs ..... 18	Spiced Ginger Cakes 10
1/4s & 1/2s 15lb. case 28	Nibble Sticks ..... 25	Sugar Fingers ..... 12
Scalloped Gems ..... 10	Nut Wafers ..... 18	Sugar Crimp ..... 1 1/2
1/4s & 1/2s pails ..... 16	Occo Choc. Caramels 17	Sultana Fruit Biscuit 16
Bulk, pails ..... 14 1/2	Peanut Clusters ..... 22	Triumph Cakes ..... 16
Bulk, barrels ..... 13 1/2	Pyramids ..... 14	Vanilla Wafers ..... 17
Baker's Brazil Shredded 16	Quintette ..... 16	Waverley ..... 10
10 5c pkgs., per case 2 60	Regina ..... 11	<b>In-er-Seal Trade Mark Goods</b>
25 10c pkgs., per case 2 60	Star Chocolates ..... 13	per doz.
16 10c and 33 5c pkgs., per case ..... 2 60	Superior Choc. (light) 18	Baronet Biscuit ..... \$1 00
<b>COFFEES ROASTED</b>	<b>Pop Corn Goods</b>	Bremmers Btr Wafs. 1 00
Rio	Without prizes.	Cameo Biscuit ..... 1 00
Common ..... 19	Cracker Jack ..... 3 25	Cheese Sandwich ..... 1 50
Fair ..... 19 1/2	Giggles, 5c pkg. cs. 3 50	Chocolate Wafers ..... 1 00
Choice ..... 20	Oh My 100s ..... 3 50	Excelsior Butters ..... 1 00
Fancy ..... 21	<b>Cough Drops</b>	Fig Newton ..... 1 00
Peaberry ..... 23	Putnam Mental ..... 1 00	Five O'Clock Tea Bect. 1 00
<b>Santos</b>	Smith Bros. .... 1 25	Ginger Snaps NBC ..... 1 00
Common ..... 20	<b>NUTS—Whole</b>	
Fair ..... 20 1/2	Almonds, Tarragona 20	
Choice ..... 21	Almonds, Drake ..... 18	
Fancy ..... 23	Almonds, California soft shell ..... 16	
Peaberry ..... 23	Brazils ..... @16	
<b>Maracaibo</b>	Filberts ..... @15	
Fair ..... 24	Cal. No. 1 ..... @15	
Choice ..... 25	Walnuts soft shell ..... @16	
<b>Mexican</b>	Walnuts, Chilli ..... @16	
Choice ..... 25	Table nuts, fancy ..... @16	
Fancy ..... 26	Pecans, medium ..... @15	
<b>Guatemala</b>	Pecans, ex. large ..... @16	
Fair ..... 25	Hickory Nuts, per bu. Ohio ..... @16	
Fancy ..... 28	Cocoonuts ..... @26@30	
<b>Java</b>	Chestnuts, New York State, per bu. ....	
Private Growth ..... 26@30		
Mandling ..... 31@35		
Aukola ..... 30@32		



6

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

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

In Special Tin Packages	
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	
Corselean	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

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

Raisins	
Cluster, 20 cartons	6 1/2
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	12 25
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
Macaroni and Vermicelli	60
Domestic, 10 lb. box	2 50
Imported, 25 lb. box	2 50

Pearl Barley	
Chester	3 00
Empire	3 00

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.	4 1/2

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	
Terpeneless Extract Lemon	75
No. 1 F box, per doz.	90
No. 2 F box, per doz.	90
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 10
Light Loaf	4 60
Graham	2 10
Granena Health	2 00
Gran. Meal	2 00
Bolted Med.	1 90

Voigt Milling Co.	
Graham	4 30
Voigt's Crescent	5 10
Voigt's Flour	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 00
Tip Top Flour	4 60
Golden Sheaf Flour	4 10
Marshall's Best Flour	4 65

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

Kansas Hard Wheat	
Warden Grocer Co.	
American Eagle, 1/2s	5 10
American Eagle, 3/4s	5 00
American Eagle, 1/4s	4 90

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

Judson Grocer Co.	
Ceresota, 1/2s	5 40
Ceresota, 1/4s	5 50
Ceresota, 3/4s	5 60

Warden Grocer Co.	
Wingold, 1/2s cloth	5 40
Wingold, 1/4s cloth	5 30
Wingold, 3/4s cloth	5 20
Wingold, 1/2s paper	5 25
Wingold, 1/4s paper	5 20
Wingold, 3/4s paper	5 05

Wykes & Co.	
Sleepy Eye, 1/2s cloth	5 40
Sleepy Eye, 1/4s cloth	5 30
Sleepy Eye, 3/4s cloth	5 20
Sleepy Eye, 1/2s paper	5 20
Sleepy Eye, 1/4s paper	5 20

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 Acid'd doz.	1 25
Nelson's	1 50
Oxford	1 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	11 1/2
Calfskin, cured, No. 2	14 1/2

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

Tallow	
No. 1	@ 5
No. 2	@ 4

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

HORSE RADISH	
Per doz.	90

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

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls.	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 70
Kurl Cuts, 25 lb. pails	1 37
Kurl Cuts, 50 lb. pails	2 40
Egg Noodles, 24 10c	1 80

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

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

MINCE MEAT	
Per case	2 85

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

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

MUSTARD	
1/4 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 00@1 15	
Bulk, 2 gal. kegs 95@1 10	
Bulk, 5 gal. kegs 90@1 10	

Stuffed, 5 oz.	
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	14 oz.
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25

Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	oz.
oz.	5 75
Olive Chow, 2 doz. cs.	per doz.
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	3 50

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 Tourn't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Barreled Pork	
Clear Back	21 00@21 50
Short Cut Clear	18 50@19 00
Bean	17 00@17 50
Brisket, Clear	24 00@24 50
Pig	23 00
Clear Family	26 00



## SPECIAL PRICE CURRENT

12

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

## Smoking

All Leaf, 2 1/4 & 7 oz. 30  
 BB, 3 1/2 oz. .... 6 00  
 BB, 7 oz. .... 12 00  
 BB, 14 oz. .... 24 00  
 Bagdad, 10c tins .... 11 52  
 Badger, 3 oz. .... 5 04  
 Badger, 7 oz. .... 11 52  
 Banner, 5c .... 5 76  
 Banner, 20c .... 1 60  
 Banner, 40c .... 3 20  
 Belwood, Mixture, 10c 94  
 Big Chief, 2 1/4 oz. .... 6 00  
 Big Chief, 16 oz. .... 30  
 Bull Durham, 5c .... 8 85  
 Bull Durham, 10c .... 11 52  
 Bull Durham, 15c .... 17 28  
 Bull Durham, 8 oz. .... 3 60  
 Bull Durham, 16 oz. .... 6 72  
 Buck Horn, 5c .... 5 76  
 Buck Horn, 10c .... 11 52  
 Briar Pipe, 5c .... 6 00  
 Briar Pipe, 10c .... 12 00  
 Black Swan, 5c .... 5 76  
 Black Swan, 14 oz. .... 3 50  
 Bob White, 5c .... 6 00  
 Brotherhood, 5c .... 6 00  
 Brotherhood, 10c .... 11 52  
 Brotherhood, 16 oz. .... 5 05  
 Carnival, 5c .... 5 76  
 Carnival, 1/2 oz. .... 39  
 Carnival, 16 oz. .... 40  
 Cigar Clip'g. Johnson 30  
 Cigar Clip'g. Seymour 30  
 Identity, 3 & 16 oz. .... 30  
 Darby Cigar Cuttings 4 50  
 Continental Cubes, 10c 90  
 Corn Cake, 14 oz. .... 2 55  
 Corn Cake, 7 oz. .... 1 45  
 Corn Cake, 5c .... 5 76  
 Cream, 50c pails .... 4 70  
 Cuban Star, 5c foil .... 5 76  
 Cuban Star, 16 oz pails 3 72  
 Chips, 10c .... 10 30  
 Dills Best, 1 1/2 oz. .... 79  
 Dills Best, 3 1/2 oz. .... 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. .... 25  
 F O B 10c .... 11 52  
 Four Roses, 10c .... 95  
 Full Dress, 1 1/2 oz. .... 72  
 Glad Hand, 5c .... 48  
 Gold Block, 10c .... 12 00  
 Gold Star, 50c pail .... 4 70  
 Gail & AX Navy, 5c 5 76  
 Growler, 5c .... 42  
 Growler, 10c .... 94  
 Growler, 20c .... 1 80  
 Giant, 5c .... 5 76  
 Giant, 40c .... 3 96  
 Hand Made, 2 1/4 oz. .... 5 76  
 Hazel Nut, 5c .... 5 76  
 Honey Dew, 10c .... 12 00  
 Hunting, 5c .... 38  
 I X L, 5c .... 6 10  
 I X L, in pails .... 3 90  
 Just Suits, 5c .... 6 00  
 Just Suits, 10c .... 12 00  
 Kiln Dried, 25c .... 2 45  
 King Bird, 7 oz. .... 2 16  
 King Bird, 10c .... 11 52  
 King Bird, 5c .... 5 76  
 La Turka, 5c .... 5 76  
 Little Giant, 1 lb. .... 28  
 Lucky Strike, 10c .... 96  
 Le Redo, 3 oz. .... 10 80  
 Le Redo, 8 & 16 oz. .... 38  
 Myrtle Navy, 10c .... 11 52  
 Myrtle Navy, 5c .... 5 76  
 Maryland Club, 5c .... 50  
 Mayflower, 5c .... 5 76  
 Mayflower, 10c .... 96  
 Mayflower, 20c .... 1 92  
 Nigger Hair, 5c .... 6 00  
 Nigger Hair, 10c .... 10 70  
 Nigger Head, 5c .... 5 40  
 Nigger Head, 10c .... 10 56  
 Noon Hour, 5c .... 48  
 Old Colony, 1-12 gro. 11 52  
 Old Mill, 5c .... 5 76  
 Old English Curve 1 1/2 oz. 96  
 Old Crop 5c .... 5 76  
 Old Crop, 25c .... 20  
 P. S., 8 oz. 30 lb. cs. 19  
 P. S., 3 oz., per gro. 5 70  
 Pat Hand, 1 oz. .... 63  
 Patterson Seal, 1 1/2 oz. 48  
 Patterson Seal, 3 oz. .... 96  
 Patterson Seal, 16 oz. 5 00  
 Peerless, 5c .... 5 76  
 Peerless, 10c cloth .... 11 52  
 Peerless, 10c paper .... 10 80  
 Peerless, 20c .... 2 04  
 Peerless, 40c .... 4 08  
 Plaza, 2 gro. cs. .... 5 76  
 Plow Boy, 5c .... 5 76  
 Plow Boy, 10c .... 11 40  
 Plow Boy, 14 oz. .... 4 70  
 Pedro, 10c .... 11 93  
 Pride of Virginia, 1 1/2 77  
 Pilot, 5c .... 5 76

13

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

## 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, mem 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  
 Butcher's Manila .... 2 1/2  
 Wax Butter, short cut 10  
 Wax Butter, full count 15  
 Wax Butter, rolls .... 12

## YEAST CAKE

Magie, 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  
 Dwinnell-Wright Co's B'ds



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

16

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



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

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

## 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. &amp; Co.

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

Proctor &amp; Gamble Co.

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

Tradesman Co.'s Brand

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

A. B. Wrisley

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

## Soap Powders

Snow Boy, 24s family size ..... 3 75  
 Snow Boy, 60 5s ..... 2 40  
 Snow Boy, 100 5c ..... 3 75  
 Gold Dust, 24 large ..... 4 50  
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 Kirkoline, 24 4lb. .... 2 80  
 Pearlina ..... 3 75  
 Soapine ..... 4 00  
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 Roseline ..... 3 50  
 Armour's ..... 3 70  
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 Sapolio, half gro. lots 4 85  
 Sapolio, single boxes 2 40  
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 Scourine Manufacturing Co. Scourine, 50 cakes .... 1 80  
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**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

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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.

Can furnish retired business men, clerks, book-keepers and others fine farms, 5 acres and up to 1,000, near railway stations and good markets cheaply and on easy payments. Write for particulars to Stephenson Land & Lumber Co., Oconto, Wis. 549

Drug Salesmen Wanted—In a few states we have openings for experienced, first-class men to sell to physicians and druggists. Unusual high commission paid. Permanent position for good men. Hensel Chemical Works, Dept. 11, Sioux City, Iowa. 556

A farm in Oklahoma, 730 acres fine bottom land. No overflow, grows alfalfa and corn. Big bargain. Black land. Sure investment. W. P. Poland, Ardmore, Okla. 555

For Sale—Harness shop, Landis sewing machine and Singer shoe machine. All small tools and other goods. Cheap, must sell. G. E. Anderson, Evart, Mich. 553

To Rent—Thirty room, steam heated, brick building, fine location for good hotel or rooming house. J. Hanselman, Manistee, Mich. 551

For Sale—Old established stock of general hardware, furniture and implements, located in as good agricultural and fruit country as lies outdoors; will inventory about \$3,000. This is a bargain and will be sold on any reasonable terms. Address Jas. Sharp, Grant, Mich. 550

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

For Sale—Farm bargains near Fruitport, Mich., 40 acres improved, others with stock; cheap, terms; write for description. L. Dwell, Box 43, Fruitport, Muskegon Co., Mich. 559

For Sale—Grocery stock and bakery. Old established business. Located in city of 25,000 people in Northern Indiana. Did \$68,000 business last year. Reason for selling, want to retire. Address No. 548, care Michigan Tradesman. 548

For Sale—200 acres, Newaygo county, Michigan, at a bargain. J. D. Dittenbaugh, Monmouth, Ill. 545

For Sale—First-class shoe store in city of 40,000; established twenty years; has best class of patronage. None but bona fide buyers will be considered. Address Box 246, Lima, Ohio. 546

Wanted—To rent country store building good location. J. B., 2220 Clybourn Ave., Chicago. 547

For Rent—Store with basement, 35x100, modern throughout, steam heat, located on principal retail street, suitable for any business. Sam Grossman, South Bend, Ind. 544

For Sale—Four lamp inverted burner, Yale special, gasoline, hollow wire lighting system, nearly new. For particulars write to G. B. Nichols, 1315 Portage St., Kalamazoo, Mich. 543

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher Auctioneer, 384 Indiana Ave., Toledo, Ohio. 557

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

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

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

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

For Sale—\$10,000 stock dry goods, shoes, men's furnishings Central Michigan population 2500. Cash business. Address 532 care Michigan Tradesman. 532

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, Malcom, 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—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

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

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

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

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

\$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

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

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

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

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

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

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

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. Kafer, 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

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

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

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

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

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

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

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—A registered assistant, or young man with several years' drug experience. Give references from last two employers. Address No. 558, care Tradesman. 558

Wanted—At once an experienced clerk for general store one who can handle German trade and take charge of advertising preferred. W. A. Hauck, 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 groceryman. Must have experience, give references. Salary \$60 start with, good chance for advancement to right party. E. A. Phillips, Anacortes, Wash. 507

## SITUATIONS WANTED.

Wanted—Position by experienced traveling salesman, any line but drugs, with house of good reputation. Must be Michigan territory. References. Address No. 554, care Tradesman. 554

Wanted—By experienced man and wife, position as traveling salesman and demonstrator. Address Man, care Tradesman. 552

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

## 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.



## GOOD ROADS.

### Their Relation to Home, School and Prosperity.

This relation is very close and important. In fact, good roads are the parents of home, school and social prosperity. The reason that we are not better off socially is due to transportation, distribution and marketing. We hear much nowadays about making two blades of grass grow where one grew. This is rather of a green proposition. A better proposition is to distribute the necessities of life so two persons shall get them where only one has been getting them. This means better transportation at the grower's point and better marketing at the consumer's point. The solution to a better distribution hinges upon better transportation and marketing. When you have solved this question you will hear less about over-production.

So long as tens of thousands of God's children hunger and starve for the products of the farm there can be no over-production. The trouble is, there is an under-consumption. Under-consumption is due to an inadequate distribution and distribution is governed by transportation and marketing. Why should a bushel of potatoes sell in Michigan villages for 25 cents and in New York city for 10 cents a pound? Why should hundreds of thousands of men, women and children starve for apples and potatoes in New York and Chicago, while these farm commodities cumber the ground in Michigan?

There are three reasons: transportation, distribution and marketing. We have been 129 years trying to settle the tariff question and it is still unsettled. Suppose we had spent the same time and money on the good roads question. We would be a great deal nearer Heaven if we had.

If the people of Michigan spent as much time making good roads as they do cursing bad roads, they would save their souls and mend their ways. Job once asked: "If a man die shall he live again?" If all the men on earth were really alive the living habit would become so strong Job's question would answer itself. Not live again, but live right on.

In the age of the Caesars out from the Forum at Rome proceeded the great highways north, south, east, west, to the center of every province of the empire, making each market town of Persia, Spain and Britain accessible to the soldiers of the capital. Good roads and good mothers kept Rome on the map of the world for a thousand years.

A great Roman general, through spite, was reduced to a path-master by the Roman senate. It was a mark of servility. This Roman general accepted the office and did the work so well that, thereafter, preferment commenced with supervisor of roads. That is large, broad-gauged politics in relation to road-making. That is somewhat different from our railroad history wherein a man was given a railroad and stole a system. The economic loss annually to Michigan is millions of dollars because of impos-

sible and impassable roads, to say nothing of divorces caused thereby.

The average pathmaster in Michigan is about as well posted in road making as the unspeakable Turk in home-making.

You cannot have good homes and good schools without good roads. With these you can have prosperity that goes all the way round. Prosperity and bad roads are as incompatible as smallpox and good health. The relation of good roads to home, school and prosperity; you cannot have social prosperity without good roads any more than you can have an all around social prosperity with a tariff for big business only. Social prosperity is for all, not for the few. "Social prosperity means the man happy, the citizen free, the nation great." Good roads lead to prosperity, bad roads lead to—well, perhaps I hadn't better tell. The trouble with the road question is that we are paying too much for bad roads.

Every community should be a social community. From the home to the school there should be a good road that the school may be a social center of community life. A socialized community provides for frequent meetings of all its members. A community that does not make such provision has about as much humor and joyousness in it as the multiplication table. Such a community is like the country sausage you get in some city hotels. This sausage left for the good of the country. Boys and girls won't live in such a community. They flock to the city and become travelers on the great "easy way." Let us confess that the relation of home and school are jeopardized by our indifference to socializing entertainments for our boys and girls.

The home is the parent of government and school.

In the earlier history of humanity the home was the seat of authority. A union of tribes through clanship and for protection was common. A multiplication of tribes made states and a union of states made a nation governed by the great central authority. Thus from the home came government. Our schools came about in like manner. In early times a person called a pedagogue was hired to go from house to house and teach the children. After a time it was found more convenient for the children to meet at some central place for school purposes. It was found that certain pupils could be classified in their studies. From this classification came the grade and from the grade the graded school of to-day. So government and school came from the home and government depends upon the socialized home.

The school of the twentieth century must be a social center to meet the requirements of community life and the connecting link of the home and the social center is a good road. The home, school and good road are the prime factors of progressive community life. Take any one of these out of a community and you destroy the progress and prosperity of that community.

Let me draw a picture that will

show you the relation between good roads, home, school and prosperity. Some time ago I was asked to give an address in a distant state capital on "The Social Center." After delivering my address I was invited to spend a day or two with a county superintendent in a county near the capital city. In this county there was a township in which the five schools had been consolidated into a central township school of ten grades. I visited this school with the county superintendent. I found a splendid school house provided with a large social center audience room. This was used for lectures, entertainments, grange rallies, commencements, class entertainments. It was a township social center school. Now, every road in the township led to this school or intersected one that led to the school and they were all good roads. I discovered that the community all met at the social center school room to listen to lectures—that the community was united in a lecture course. In this township were prosperous homes, a social center school connected by good roads. This picture will illustrate the relation of good roads to home, school and prosperity.

D. E. McClure.

### Second Concert Course of Mary Free Bed Guild.

Shall Grand Rapids become a musical city, a center where the great artists of the world will come? This is the ideal of all music lovers in Western Michigan. The question is, How may this be accomplished? There is only one way and that is by patronizing all the great musical events which come to our city and giving the artists such a cordial and enthusiastic reception that they will desire to again visit Grand Rapids.

The second concert course of the Mary Free Bed Guild opens Friday of this week at Powers Theater. The first attraction will be that most charming little opera, "Il Maestro di Cappella" or "The Choir Leader." Pini-Corsi, the principal basso-buffo of the Metropolitan Opera Co., New York, also known as the "divine clown," will have the leading role.

December 11, Mme. Alda, one of the leading sopranos of the Metropolitan Opera Co., who has been most royally welcomed at every performance in New York, Boston and other Eastern cities, will make her first appearance in Grand Rapids. With her will be the young cellist, Gutia Cassini, and that incomparable accompanist, Frank La Forge.

Jean Gerardy, the world-famous cellist, will be heard on January 12. With this celebrated virtuoso will appear Miss Alice Nielson, the prima-donna soprano, and Mme. Rosa Olitzka, the Russian contralto. This programme will include duets by these two great Metropolitan stars, accompanied by the celebrated cellist, Jean Gerardy.

The Kneisel Quartet will visit the city January 28. This quartet has been most enthusiastically received in every large city in the country. It is a rare opportunity for Western Michigan to hear them, especially when in the same evening they will be able to hear the

great Hungarian pianist, Yolanda Mero.

This course will close on March 18 with an evening of Irish music. John McCormack, the silver voiced Irish tenor and the idol of the entire United States, will be assisted by Melville Clark, the Irish harpist.

The profits from this course will be expended in caring for any unfortunate ones who are ill and unable to have the proper nursing and food. Such patients will be placed in the Mary Free Bed in the U. B. A. Hospital and will receive the same care as the most fortunate patients.

Please remember the dates.

Oct. 24—Pini-Corsi & Co.

Dec. 11—Mme. Frances Alda & Co.

Jan. 12—Jean Gerardy, Alice Neilson and Rosa Olitzka.

Jan. 28—Kneisel Quartet and Yolanda Mero.

March 18—John McCormack and Melville Clark.

### Manufacturing Matters.

Detroit—The Michigan Foundry & Supply Co. has increased its capital stock from \$2,000 to \$15,000.

Benton Harbor—A. O. Duncombe succeeds Elmer E. Rouse in the ice cream manufacturing business.

Petoskey—The Petoskey Block & Manufacturing Co.'s mill, which was burned in 1908, rebuilt and again burned in January, 1912, has been rebuilt, this time with larger quarters and more modern machinery than before. The new mill, including the 130,000-foot-capacity dry kiln, is 450 by 60 feet, located on a tract of 9½ acres.

Cadillac—The Williams Bros. Company's plant, which has been shut down for several weeks to make repairs, has started its winter run and will receive a large part of its logs from Elmira, 68 miles north. The Cadillac Veneer Works is enjoying an unprecedented business this fall and orders are coming in from new territory, indicating an enlargement of their business. The Cummer Manufacturing Co. is running full time and can not manufacture enough crates to take care of the heavy demand during the apple and potato season. Work on the Cummer-Diggins new boiler house is being rushed as fast as possible in order to get the building under cover before the bad weather sets in. Sawmill No. 1 and flooring plant of Cobbs & Mitchell (Inc.) have been closed down for the installation of new boilers. The Mitchell Bros. Co.'s sawmill, flooring plant and planing mill, at Jennings, are also undergoing repairs to have machinery ready for the winter's run. The Cadillac Manufacturing Co. is rushed with orders for barrels and is operating at full capacity.

### BUSINESS CHANCES.

Flour mill for sale. Only mill in Midland county. Must be sold at once. Big sacrifice. Easy terms. Esley & Son, Midland, Mich. 560

Salesmen Wanted—We have several open territories for enterprising men of good selling ability to represent us. Young men with experience in retail stores and a fair knowledge of the methods used in the conduct of a general store business are especially qualified to succeed in our line. Those men who would improve their condition and increase their earnings should write for particulars to the Sales Department of The Simple Account Sales Book Co., Fremont, Ohio. 562

If you want spot cash for your stock of merchandise, address R. E. Thompson, Bartlesville, Okla. 561



# Williams Beans are Best Just That!

**The Williams Bros. Co.  
of Detroit**

Buy "Lincoln Mills"  
Underwear and Hosiery  
now for Spring. The  
early buyer has the goods  
when the consumer  
wants them. :: :: ::

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan

## Use Your Head Instead of Your Shoulders

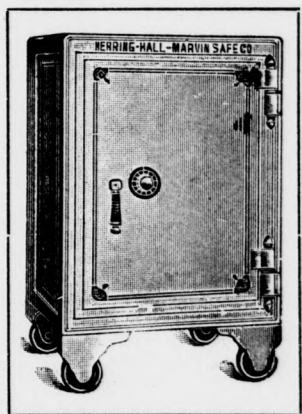


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—*W. L. Brownell.*

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

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

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



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



## FRANKLIN CARTON SUGAR

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

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

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

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

## Stock up on Guns and Ammunition

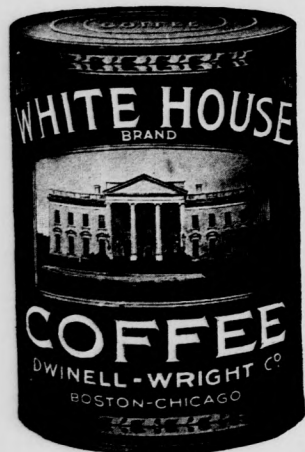
Be prepared for  
**Hunting Season**

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.

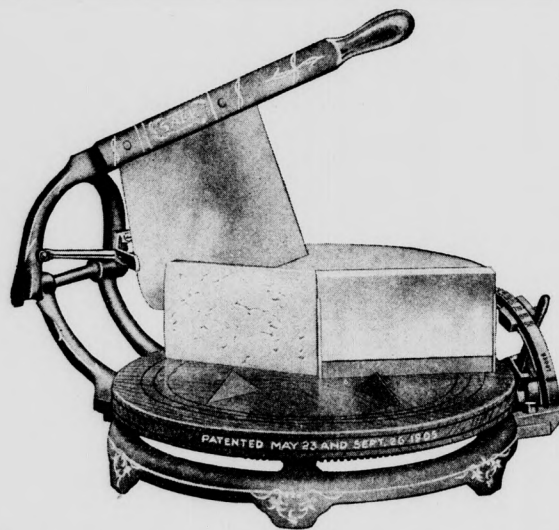
## Straight Goods



The Very  
Best  
There Is

IT PAYS to handle IT

Distributed at Wholesale by  
**JUDSON GROCER CO.**  
Grand Rapids, Mich.



## 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.