

## The Stove in the Village Store

When the twilight had deepened to darkness  
They gathered from far and from near,  
Old farmers who plodded the distance  
As pilgrims their shrines to revere;  
At the shabby old store at the "corners"  
They met and they entered the door,  
For the Mecca of all these old cronies  
Was the stove in the old village store.

It was guiltless of beauty or polish,  
And its door was unskillfully hung,  
But they made a glad circle around it,  
And the genial warmth loosened each tongue;  
And they talked of the crops and the weather,  
Twin subjects to gossip most dear,  
And the smoke from their pipes, as it blended,  
Gave a tinge to the whole atmosphere.

Full many the tales they related,  
And wondrous the yarns that they spun,  
And doubtful the facts that they stated,  
And harmless the wit and the fun;  
But if ever the discussion grew heated  
It was all without tumult or din,  
And they gave their respectful attention  
When a customer chanced to come in.

When the evening was spent and the hour  
For the time of their parting had come,  
They rapped from their pipes the warm ashes,  
And reluctantly started for home;  
Agreeing to meet on the morrow  
When the day with its labors was o'er,  
For the Mecca of all the old cronies  
Was the stove in the old village store.

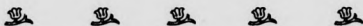
# WHEN YOU SEE



"DOUBLE A"

Remember it came from

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

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



## Franklin Dessert and Table Sugar

"ONE OF OUR BEST SELLERS"

This sugar grades between POWDERED and FINE GRANULATED, dissolves quickly, sweetens thoroughly, can be used either with spoon or shaker.

FRANKLIN DESSERT and TABLE is a fancy table sugar, made especially for sweetening cereals, berries, fruits, desserts and other foods which are sweetened at the table. Your customers will appreciate its usefulness, and if you start them buying it you'll have an increased sale of sugar. The FRANKLIN CARTONS save cost of labor, bags, twine and loss from overweight.

Packed in 2 lb. CARTONS—48 lbs. to the CONTAINER and 120 lbs. to the CASE. Other FRANKLIN CARTON SUGARS are packed in original CONTAINERS of 24, 48, 60 and 120 lbs.

*Franklin Carton Sugar is guaranteed full weight and refined CANE sugar.*

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

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

# Straight Goods



The Very  
Best  
There Is

IT PAYS to handle IT

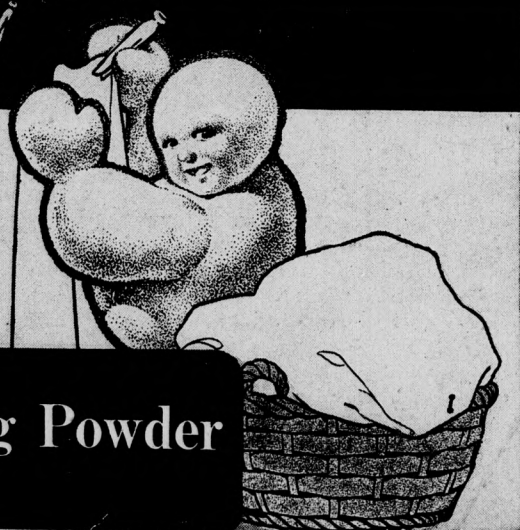
Distributed at Wholesale by  
JUDSON GROCER CO.  
Grand Rapids, Mich.

**next time**

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

Lautz **Snow Boy** Washing Powder

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





# MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 5, 1913

Number 1572

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## CHRISTMAS SHOPPING.

### An Early Selling Campaign Induces Early Buying.

Written for the Tradesman.

"A Christmas cake or pudding is the better for being kept two or three weeks, anyway."

The foregoing remark of a wise old grandmother who has kept house for close on forty years might furnish the text, along in November for some interesting grocery advertising, designed to bring out early Christmas trade.

With all its possibilities of larger sales the Christmas season isn't usually viewed with undisturbed enjoyment by the grocer and his helpers. It represents, not merely a busy time, but a very burdensome time, a time which concentrates into a few days just before Christmas a tremendous amount of business which could be far more comfortably handled if people would only think to do their shopping early and spread their Christmas buying over two or three weeks, instead of leaving it all to the last moment.

For the most part, however, the early Christmas shopping business is up to the grocer. If the trade is to be brought out early, it is for him to take the initial step toward bringing it out. This looks difficult; nevertheless, merchants who have tried the experiment state that they notice an appreciable improvement particularly where their campaign of education is carried on through a succession of Christmas seasons.

The outstanding feature of any early shopping campaign is for the merchant to "talk Christmas" a week or two ahead of time. If he starts earlier than usual, the buying will usually start ahead of time, too. Allowance should always be made for the generally recognized fact, that public response to advertising of any kind is rarely instantaneous, and that, especially in advance of the usually recognized season, it takes time to stir up interest in Christmas and the goods pertaining thereto.

The merchant who keeps a mailing list of his customers and makes

regular use of it will probably find it an advantage in connection with his Christmas campaign. Here is the modus operandi:

Prepare a carefully worded circular letter to the housewife. Start that letter, not with a vague general discussion of Christmas but with a specific talk regarding Christmas goods, and, in particular, the materials for the Christmas cake and the Christmas pudding. Cite the recognized fact that these are much the better for being made ahead of time and kept a while before being cut. Any housewife of experience knows this, but it makes a good clincher for your letter. And, in conclusion, urge an early purchase of the materials for the Christmas cake and pudding, to give them a chance to "ripen" and to enable the housewife to cook them before press of other Christmas interests prevent her from giving them proper attention.

In the same letter, incidentally, urge the early purchase of Christmas candies and nuts, and other accessories—refer to your high grade confectionery, suitable for gift boxes—call attention to the growing popularity of Christmas bells and Christmas crackers, which you handle—and close with a final word regarding the advantages of buying early, before the rush renders an unhurried selection impossible.

Such a circular letter will, if properly prepared, prove a business getter, anyway. In a good many cases it will help to bring out the business early.

Many merchants make a practice of doubling their advertising space during Christmas week. This is a recognition of the importance of the holiday business; but the results would probably be better if the same amount of space were distributed over a longer period, allowing an earlier start with the merchant's "Christmas talks."

Here, too, it is advisable to get away from vague generalities and to get right down to the specific. In the newspaper space, the arguments suggested for the circular letter, earlier referred to, could be reproduced, not in identical form, but with the same effect. And talk up the Christmas goods. The reader is far more likely to be interested in the suggestion of some definite article as a Christmas present for a friend than in the indefinite slogan, "Christmas is Coming. Do your Christmas shopping early." If the advertiser can show the reader specifically why early shopping is desirable and where he (the reader) will benefit thereby, results are likely to accrue. And a straight-forward, logical talk regarding the Christmas cake will ap-

peal to the housewife directly and immediately, conjuring up before her mind, not a vague Christmas vision but a definite picture of duties to be performed, and to the performance of which a purchase of Christmas groceries is an essential prelude.

The most direct means of appeal to many buyers is through the window and interior decorations of the store. Early buying will be stimulated by early Christmas displays. These need not be elaborate. Too often the elaborate display does not bring results commensurate with the efforts put forth; largely because these elaborate displays are usually reserved for the last few days before Christmas, when everybody in town is Christmas-mad and doesn't need to be reminded that Santa Claus is due in twenty-four or forty-eight hours.

A series of simple and easily prepared displays of seasonable goods, with a Christmasy touch in the background and in the incidental show-cards, will do a great deal to interest the public in Christmas buying. First impressions are most lasting, and the merchant who is first in the Christmas field, though he may feel lonely, is also due to reap good returns from his foresight.

The gist of the entire "early shopping" campaign, however, lies in the merchant interesting the customer in Christmas goods a week or two ahead of the usual time. To say that "You can't interest them" is beside the question. The response to your first efforts will be just as slow if you delay another week in getting started, simply because the average man needs a little warming up before he is willing to get into action. If Joshua had quit because the walls of Jericho didn't tumble the first day he marched around them, the walls of Jericho might be standing yet.

An early selling campaign is the best method of inducing early buying. It presupposes, of course, that you have stocked up with Christmas stuff well in advance, and are prepared to offer the customer a complete selection and to fill orders at once. It is an interesting fact that people who buy early quite often think of other necessary purchases which, if they left off their first buying until close in toward Christmas, would be completely overlooked.

In most localities the newspapers will be glad to help the Christmas selling campaign along more general lines. From the humanitarian point of view, early buying is in the public interest. If possible, the newspapers should be urged to refer, also, to the business advantages to the buyer of securing a better selection and avoiding the rush and disappointment inevitably resulting from postponing

Christmas purchases until the last possible moment.

In some places ladies' organizations—such as the W. C. T. U., the ladies' aid societies of the various churches and other bodies—have taken up the matter of early buying and passed resolutions and secured pledges from individual members. Their interest in the good cause will often prove far more potent than the casual observer might think. But it is usually for the merchant, looking ahead to Christmas, to set all these various influences in motion.

William Edward Park.

### Reducing the Freight Expense on Shipments.

Written for the Tradesman.

A progressive merchant told me several weeks ago that freight alone cost him 10 per cent. of his selling cost. Think of that! Three times as much as his advertising, one-third more than his cost for help, twice as much as his own salary and ten times more than the cost of heat, light and insurance. Yet he was the kind of merchant who bought small and often, had goods continually trickling into his store and also bought where the best prices were offered.

He knew everything there was to know about buying except the best way to do it and to save money on his freight.

His method consisted in buying \$10 worth of notions, paying the 100 pound freight rate on those twenty-five or thirty-five pounds of merchandise, which boosted his freight expense to a prohibitive figure.

After talking with him for a while, we convinced him that "many lines in one bill" was the solution of his difficulty and to-day he has cut his freight expense from 10 per cent to 4 per cent.

When he orders notions now he includes a number of other needed lines, until he has built up a 100 pound shipment and has his freight expense of \$1 distributed over a \$50 order.

This business of buying small and often—or, rather, too small and often—has its dangers and it is extremely advisable that everyone whose freight expenses pass the danger point find out if he isn't paying too high a rate on petty shipments.

Anderson Pace.

Every customer you have can teach you something about how customers should be treated, if you are willing to learn.

In hiring a clerk, leave nothing to his imagination. Tell him in the first place all about what you want him to do.



## BANKRUPTCY MATTERS.

## Proceedings in Western Districts of Michigan.

Grand Rapids, Oct. 20.—A voluntary petition was filed by George T. Appleyard and Charles T. Johnson, copartners as Appleyard & Johnson, building contractors of Grand Rapids, and they were adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on November 3, for the purpose of electing a trustee, proving claims, examination of the bankrupts, etc. The following assets are listed in the partnership schedules:

Real estate, purchased upon land contract, equity ..... \$ 950.00  
Tools and machinery ..... 3,000.00  
Office furniture ..... 25.00  
Accounts receivable ..... 7,838.90  
Unliquidated claim against D. W. Boyce ..... 2,500.00

The following creditors are scheduled:

Glendon A. Richards Co., (secured by chattel mortgage) ..... \$ 376.91  
Marquette Lumber Co., (secured by mechanic's lien) ..... 4,000.00  
A. Leitelt Iron Works ..... 43.73  
John Ackerman Co. .... 10.00  
M. Braudy & Sons ..... 391.73  
Fred J. Blymeir ..... 841.21  
Chas. A. Coye ..... 9.50  
Fred Clancy ..... 9.50  
Detroit Steel Products Co., Detroit ..... 273.00  
Foster, Stevens & Co. .... 493.01  
Golden & Boter ..... 33.90  
Grande Brick Co. .... 794.38  
Grand Rapids Brick Co. .... 2,342.04  
Fred Hirth ..... 488.00  
A. Himes Coal Co. .... 249.56  
Henry Knapp & Co. .... 103.25  
S. A. Morman & Co. .... 971.95  
Page Hardware Co. .... 28.69  
Marquette Lumber Co. .... 3,825.62  
Pulte Plumbing & Heating Co. .... 118.13  
Pittsburgh Plate Glass Co. .... 1,144.67  
Remps & Gallmeyer Foundry Co. .... 31.90  
Glendon A. Richards Co. .... 2,446.92  
Stonehouse Carting Co. .... 6.00  
Stiles Brothers ..... 59.02  
John Seven ..... 114.76  
Valley City Stone & Gravel Co. .... 25.20  
Van Dorst Iron Works Co., Cleveland ..... 138.00  
Universal Floor Co., Chicago ..... 242.19

Oct. 21.—In the matter of Louis Levin, bankrupt, formerly tailor at Grand Rapids, the final meeting of creditors was held. The final report and account of Don E. Minor, trustee, was considered and allowed and a final order of distribution entered. It appearing that there were not sufficient assets to pay the administration expenses in full, no dividend was declared for general creditors. No cause to the contrary being shown by creditors, it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee.

Oct. 22.—In the matter of E. C. B. Judd, Incorporated, bankrupt, of Muskegon, the first meeting of creditors was held. By unanimous vote of creditors present and represented, Edward B. Dake, of Muskegon, was elected trustee. His bond was fixed at \$10,000. The trustee was authorized to continue the business in the same limited manner as the receiver had been authorized for a period of sixty days. The inventory and report of appraisers was filed and shows the following assets:

Real estate ..... \$ 9,700.00  
Office furniture and fixtures ..... 178.50  
Machinery equipment ..... 3,782.18  
Process and finished stock ..... 5,205.04  
Trimming material ..... 234.11

The first meeting was then further adjourned to Nov. 12.

Based upon the petition of certain of his creditors, Bob H. Dillard, proprietor of the Stetson Shoe Shop, Monroe street, Grand Rapids, was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee directing the bankrupt to file schedules of his assets and liabilities on or before Nov. 3. On receipt of such schedules, the first meeting of creditors will be called.

A voluntary petition was filed by Frank Stearns, a painter of Grand Rapids, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets not claimed to be exempt and the calling of the first meeting of creditors has been delayed until money is advanced for expenses. The following creditors are scheduled:

Geo. E. Watson, Chicago ..... \$ 20.48  
Charles Wilhelm, Traverse City ..... 60.00  
Heystek & Canfield ..... 68.00  
G. R. Stationery Co. .... 35.00  
G. R. School Supply Co. .... 18.00  
Bugbee Company, Traverse City ..... 5.00  
Dr. Ted Thirby, Traverse City ..... 15.00  
John T. Beadle, Traverse City ..... 35.00  
J. C. Code ..... 32.60  
Miss Annette Pollin, Lowell ..... 55.00  
Dr. Sager ..... 12.00  
Dr. G. W. Law ..... 11.75  
Roland Douglas, Traverse City ..... 3.50  
Brosh Meat Co., Traverse City ..... 6.00  
Henry Broadhegan, Traverse City ..... 15.00  
J. W. McGarth, Traverse City ..... 5.00  
J. H. McCleary ..... 7.00  
Donovan Clothing Co. .... 20.00  
J. E. Kea ..... 12.00

Winegar Furniture Co. .... 1.50  
\$437.83

Oct. 23.—In the matter of Interchangeable Fixtures Co., bankrupt, of Grand Rapids, the first meeting of creditors was held. Francis D. Campau, of Grand Rapids, was elected trustee by the creditors. His bond was fixed at \$10,000. By vote of creditors the trustee was authorized to continue the business of the bankrupt to the extent of filling orders for material now on hand up to Nov. 13. The first meeting was then adjourned to Nov. 13, at the office of the referee, at which time and place the officers of the bankrupt company were ordered to appear for examination.

Oct. 24.—In the matter of Charley F. M. Larsen, bankrupt, of Holland, the first meeting of creditors was held. By vote of creditors Otto P. Kramer, of Holland, was elected trustee. His bond was fixed at \$100. The bankrupt was sworn and examined and the meeting then adjourned to Nov. 11.

Oct. 28.—A voluntary petition was filed by the White Lake Transportation Co., a corporation of Whitehall, and it was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee appointing Rex R. Royal, of Whitehall, as custodian, and calling the first meeting of creditors to be held at the office of the referee on Nov. 10 for the purpose of electing a trustee, proving claims, examining the officers of the bankrupt, etc. The following assets are scheduled:

Cash on hand ..... \$ 30.00  
One propeller steam vessel, called "Sylph," and her furniture and fixtures.

One warehouse frame building at Whitehall.

Accounts receivable, of about ..... 100.00

The following creditors are scheduled:

Nufer Cedar Co., Whitehall ..... \$1,784.00  
A. L. Dickinson, Whitehall ..... 5.85  
Vernon A. Chapman, Muskegon ..... 1,000.00  
Charles F. Smith, Whitehall ..... 1,000.00

\$3,789.85

A voluntary petition was filed by Ernest W. Preston, a commission dealer of Grand Rapids, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office on Nov. 11, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc. The following assets are scheduled:

Cash on hand ..... \$ 231.32  
Contract right in certain real estate ..... 120.00  
Household goods, etc. .... 150.00  
Automobile and sleigh ..... 130.00

The following creditors are listed:

Secured or Preferred.

City of Grand Rapids, taxes ..... 18.50

John W. Powers, Grand Rapids, (balance due land contract) ..... 1,703.25

Francis S. Hull, Middleville, (balance due on automobile secured by chattel mortgage) ..... 380.00

Young & Chaffee, Grand Rapids (goods purchased on reserve title contract) ..... 59.20

G. R. Gas Light Co., Grand Rapids (stove bought on contract) ..... 12.50

Rhodes Furnace Co., Grand Rapids (furnace bought on contract) ..... 50.00

Unsecured.

South Grand Rapids State Bank ..... \$150.00

Gaiser-Brummeler Co. .... 50.00

Jacob Westra ..... 100.00

Elmer Dalstrom ..... 60.00

Gaiser-Brummeler Co. .... 10.93

Standard Oil Co. .... 14.19

Jacob Homerich, Byron Center ..... 50.35

Mrs. J. S. Harris, Bailey ..... 15.60

Thomas M. Vincent, Caledonia ..... 33.64

Stanton & Co., Caledonia ..... 24.30

Jasper Norris, Walkerville ..... 86.45

Chas. H. Kinsey, Caledonia ..... 5.91

Dan McKersy, Dutton ..... 7.30

J. S. Pierce, Dutton ..... 23.48

J. C. Timm, Caledonia ..... 4.05

Dr. John M. Wright ..... 150.00

Michigan Trust Co., Receiver for Yuille-Carroll Co. .... 143.87

A. Cassabianca & Son ..... 386.78

Guarantee Vulcanizing Co. .... 28.42

W. D. Vandecar ..... 26.87

Michigan Auto Joint Co. .... 34.80

Stroup & Wiersma ..... 288.00

\$4,084.93

Bankruptcy Matters in Southwestern District of Michigan.

St. Joseph, Oct. 21.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, at the adjourned first meeting of creditors held at Grand Rapids at the District Court room, the bid of Samuel Winternitz, of Chicago, of \$225,000 for all the personal property of the bankrupt except accounts receivable, was approved by Judge Sessions. It is understood that Mr. Winternitz within the next ten days will offer the property for sale at public auction, and unless a reasonable bid is received for the assets, the same will be sold in parcel and the plant dismantled. The Commercial Buggy Co. of Kalamazoo and the former heads of the several departments and employees of the bankrupt are making a determined effort to secure the buggy, vehicle and blanket department for the purpose of keeping the same in Kalamazoo. Edward F. Gerber, of Pittsburg, head of the Pennsylvania sales corporation, made

an offer of \$265,000, including the real estate, and it is understood Mr. Gerber will be in Kalamazoo next week for the purpose of raising his bid when an auction sale is held by Mr. Winternitz.

In the matter of James Ingersoll Day, bankrupt, of Decatur, an adjourned first meeting of creditors was held at the referee's office and the trustee was instructed to settle the controversy of several secured creditors holding liens against the property of the bankrupt, preparatory of calling a final meeting of creditors for the purpose of closing the estate. From the present outlook, unsecured creditors will not receive a dividend of more than 1 or 2 per cent.

Oct. 22.—In the matter of Frank W. Flint, bankrupt, of Saugatuck, an order was entered by the referee calling a first meeting of creditors on November 4 at Allegan for the purpose of the allowance of claims, the election of trustee and other matters of business.

Oct. 24.—In the matter of The National Gas Light Co., bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held and preferred claims to the amount of some \$8,000 were ordered paid by the referee. The report and account of the trustee, showing cash on hand of \$15,289.58, was approved and allowed. A 5 per cent. dividend was declared on all unsecured claims filed to date.

Oct. 25.—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held at the referee's office, claims allowed and the meeting adjourned to October 31 at Kalamazoo for the purpose of a further examination of the bankrupt and to confirm the sale of the bankrupt's assets.

Oct. 28.—In the matter of Victor L. Palmer, bankrupt, of Kalamazoo, the first meeting of creditors was held at the latter place. The Michigan Trust Company, of Grand Rapids, was elected trustee and its bond fixed at the sum of \$1,000. No appraisers were appointed, owing to the small amount of assets. The bankrupt was sworn and examined by the attorney for the petitioning creditors and the meeting adjourned for two weeks at Kalamazoo.

Oct. 29.—In the matter of the Michigan Buggy Company, bankrupt, of Kalamazoo, the examination of the officers of the bankrupt was continued for two weeks. The petitions for reclamation of property were referred to the referee and the same will be heard at Kalamazoo after the examination has been closed.

Oct. 30.—In the matter of Elwood Lamore, Charles Lamore and Lamore & Company, bankrupt, of Eau Claire, the trustee filed his final report and account, showing cash on hand of \$225 to pay administration expenses, preferred claims and declare a dividend, which will be less than 5 per cent. from the present outlook. The referee entered an order calling the final meeting of creditors at his office Nov. 15 for the purpose of passing upon the report and account of the trustee and closing the estate.

Oct. 31.—In the matter of Isaac Shinnberg, bankrupt, of Kalamazoo, the first meeting of creditors was held at the latter place. Claims to the amount of a thousand dollars were allowed and Roscoe G. Goebel was unanimously elected trustee, his bond being fixed at \$100. Michael Kennedy, George Polasky and Carey Cole were appointed appraisers. The bankrupt was sworn and examined by the referee and attorneys present and the meeting further adjourned to November 29.

In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held and claims to the amount of \$7,000 allowed. D. J. Gruen, Sons & Co., of Cincinnati, presented a petition for the reclamation of property and the same was granted. The bankrupt was further examined by the attorneys for the trustee for the purpose of disclosing assets and the meeting adjourned to Nov. 22.

Nov. 1.—In the matter of Clarence M. Jennings, Robert Jennings and Jennings Brothers, partnership, bankrupt, of Lawrence, the trustee filed his final report and account showing total receipts of \$1,149.68 and disbursements of \$682.73, leaving a balance on hand of \$466.95. The referee entered an order calling a final meeting of creditors at his office on Nov. 17 for the purpose of declaring and ordering paid a final dividend, closing the estate and for other business.

Nov. 3.—In the matter of August Peters, bankrupt, of Benton Harbor, the trustee filed a report showing cash on hand of \$1,185.39, all property having been disposed of except certain pledged contracts which are of doubtful value to the bankrupt's estate. The trustee was directed to ascertain their value, preparatory for calling a meeting of the creditors to declare a dividend. It is very doubtful if a dividend of more than 5 per cent. will be declared to unsecured creditors.

## What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Grand Trunk Railroad will build a new depot at Cassopolis next year. Carson City is also asking this road for a new station.

Kalamazoo business men met and took first steps toward forming a convention bureau. The Celery City hopes to land the State Teachers' Meeting next year.

The Bay City Board of Commerce is looking into the plan of establishing an experimental farm near town and expects to have the co-operation of the Federal agricultural department, the State Agricultural College and Bay county in the work.

President Linton, of the Saginaw Board of Trade, has named a committee of fifteen to promote the campaign for pure water.

Title to the Governor Blair homestead at rector of St. Mary's Roman Catholic church Jackson has passed into the hands of the and a fireproof hospital costing \$100,000 will be built on the site.

Enrollment at the night schools at Jackson is fifty ahead of last year to date and classes have been formed in sixteen branches of study. Holding is discussing public library plans. It is proposed to place the library in the city hall.

Advertising men of Saginaw are planning to organize an advertising club. takes effect in thirty days.

Pontiac has passed a curfew ordinance which The Merchants' Delivery Association of Pontiac has discontinued the 7 a. m. delivery, making four deliveries for the day.

Oceana county people will vote at the spring election on the question of a bond issue of \$100,000 to build a new court house at Hart.

The Elk Rapids Board of Trade has elected the following officers: President, Sam Goldfarb; Secretary, W. E. Olds; Treasurer, Edward Durkee; Directors, Lowell Sours, George Jackson, George Hockridge, L. W. Hooper, E. L. Pfeiffer, John Dockery, M. Hahner and C. I. Wood. Total receipts at the recent harvest home fair were \$207.45 and the balance on hand is \$64.20.

Luther will have electric lights. Poles have been set for twenty-three street lights and contracts signed for lights in business places and homes.

A large manufacturing concern of the west side, Saginaw, has notified the Arthur Hill trade school that it will pay the tuition of all its employees who attend the night school classes in any department.

Building operations are active at Menominee. Many new homes will be erected in the spring.

Ingham county's tuberculosis sanitarium opened this week at Lansing.

Prisoners in the jail at Flint may be compelled to assist in the good roads programme in Genesee county. Supervisors are working on the plan.

The contract has been awarded to an Allegan firm for building the \$10,000 Carnegie library in that city.

Nearly 3,000 people attended the recent convention of Odd Fellows held at Kalamazoo. This meeting ranks next to the teachers in size as an annual State gathering. Sixteen thousand dollars was paid the delegates per diem and most of this money was left in the city.

Mayor Connable is urging an improved garbage disposal system for Kalamazoo.

Savings accounts in St. Joseph banks have increased over \$207,000 in the past three months. This healthy increase is due in large part to the marketing of the fruit crop.

Ann Arbor is investigating the different systems of street lighting with a view to adoption of some modern system.

Edward A. Daley, a newspaper man of Cairo, Ill., has been elected Secretary of the Marquette Commercial Club.

Cattle yards are being built at Boyne City by the Boyne City, Gaylord & Alpena Railroad and that city will be made an important cattle shipping point.

The Saginaw Canoe Club is building a \$20,000 club house in Ezra Rust Park, Kalamazoo. Mr. Rust contributed \$10,000 to the building fund.

The Michigan Railway Commission has notified the Pere Marquette Railroad to get busy in the erection of a new depot at Pt. Huron. The company is given until Jan. 15 to complete the building.

Arrangements have been completed for the corn and apple show to be held under the auspices of the Battle Creek Chamber of Commerce, Nov. 11-15. Almond Griffen.

## Doings in the Buckeye State.

Written for the Tradesman.

Friday, Nov. 14, has been set apart by Governor Cox as School Day in the common schools of the State and he suggests that delegates be chosen at these meetings throughout the State to attend an Educational Congress to be held at Columbus, Dec. 26. Betterment of country schools and rural life and stopping the drainage of the rural population by cities are among the main purposes in view.

Adoption of simpler spelling is favored by a majority of the colleges and higher schools of the State. The Ohio Teachers' Association has been making an investigation.

Cleveland people are more well to do than in 1910. At least the per capita deposit in savings banks now is \$369 or \$40 greater than it was three years ago. The total money deposited in savings accounts is approximately \$232,302,000 and the city's population is placed at 629,000.

Cleveland is taking first steps toward the proposed subway terminal for surface cars in the downtown section. Four tracks will be laid in each tube.

The Youngstown Chamber of Commerce is giving a series of dinners to promote civic improvements and the first one was attended by 200 men who boosted better street lighting and the elimination of grade crossings. Almond Griffen.

## The New Age.

Of the iron age we often hear,  
And the fabled age of gold,  
But now the income tax brings near  
An age of wealth untold.



## Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 3.—In all the annals of Grand Rapids U. C. Tism, it is doubtful if a more enjoyable time was ever chronicled than the one had at the regular meeting held last Saturday evening. This is accounted for, in a large measure, by the fact that the members were accompanied by their wives, who share in no small measure the reputation long held by the traveling salesmen that they are a "jolly bunch." The fact that the ladies were invited also helped swell the attendance and, as a result, about seventy-five members responded to the roll call. At the opening of the lodge every officer was present except Senior Counselor Stark, who appeared on the scene shortly after the recess. His chair was occupied by Junior Counselor Beardsley, who added his usual dignity to the occasion. Wm. Bosman, member of the Executive Committee, was absent. Six candidates were successfully conducted over the hills and lofty mountains—and veritable heroes they proved themselves to be, for not once in the trying ordeal did one of them flinch or manifest a desire to turn back. These brave heroes and the firms they represent are as follows: Wm. E. Mersen, Herold-Bertsch Shoe Co.; Geo. A. Eggleston, Michigan general agent for the New Home Sewing Machine Co.; August Kase, Peck, Johnson & Co.; Harrison J. Kibbey, Kent Storage Co. and Sanitary Milk Co.; Fred De Cou, Rueckheim Bros. & Eckstein, manufacturers of cracker jack and kindred products. When the name of D. A. Drummond, representing Brown & Sehler Co., was read for re-instatement, a long and generous applause went up from the members, which eliminates all element of doubt, if any ever existed, that Dave occupies a high position in the esteem of his fellow salesmen. Some very useful prizes were handed out to the ladies who occupied their time playing progressive pedro. Mrs. John V. Ripberger carried off the first prize and Mrs. R. A. Waite second, she being obliged to draw cuts with Mrs. F. E. Scott. Mrs. E. A. Bottje won the consolation prize. Among the visitors were Brother Wendell S. Mills, of Dayton, Ohio, member of Croghan Council, No. 320, Fremont, Ohio. Mr. Mills makes this territory regularly in the interest of Heukel Manicure Cutlery Co. and it is hoped he may visit us often.

The many friends of Harry D. Hydorn will be interested in the following letter recently sent out to the various councils of the State:

"To the Subordinate Councils of Michigan Jurisdiction, U. C. T. of America: Grand Rapids Council No. 131 at their last regular meeting voted unanimously to place before the membership of the Grand Council of Michigan the name of Brother Harry D. Hydorn as candidate for the office of Grand Secretary for Michigan at the next regular meeting of the Grand Council, to be held at Saginaw in June, 1914. In advocating the candidacy of Brother Hydorn, we beg leave to call your attention to the fact that he is a U. C. T. booster at all times and for the past six years he has made an efficient Secretary of our Council. We, therefore, believe that, judging by his past record, he would make an excellent Grand Secretary. We earnestly solicit your support for our candidate.

Fraternally yours,

Arthur N. Borden,  
Secretary Boosters' Committee,  
730 Prince St., S. E.,  
Grand Rapids, Mich.

It is generally known that there is a bunch of mighty good fellows living at Holland who are traveling salesmen and ought to belong to the U. C. T. Therefore, at the meeting of the Boosters' Committee last Saturday afternoon, it was voted to delegate Homer Bradford and Ed. Bottje to go down to Holland with a view to rounding up a few of these gentlemen. Ye scribe knows a number of them and knows they would be excellent U. C. T. material.

Genial E. J. McMillan should be more careful of his ministerial acquaintance in the future. Ask Ed. Mr. and Mrs. E. A. Clark and son, Orlando, are going to Florida to spend the winter.

Walter Ryder was at the meeting Saturday night for the first time since his matrimonial venture in June. It is a safe bet he had to put up for a new hat before Mrs. Ryder would let him go. Brother H. C. Harper took the Consistory and Shrine work at the recent meeting held in Grand Rapids.

We were glad to see the smiling countenance of Howard Damon. Brother Damon recently moved his family to Mt. Pleasant, where they took up their residence. Howard says Mrs. Damon and Nell Jane are enjoying the best of health and Howard is looking pretty husky himself. We hope Mrs. Damon will insist on coming with him to the next meeting and take a hand at cards.

Will some enterprising druggist up state please interpret the following prose recently presented by a small boy at a nearby drug store: Hawitarquar cuar.

M. L. Evans, of Coldwater Council, fell recently and broke his leg. Mr. Evans represents the Michigan Wire Fence Co.

Anyway, they set us up in large type even if they did put us on page 109.

But then, come to think it over, soup always occupied first place on the menu

card so we don't care if we don't get on the first page.

All were present at Brother Stowe's birthday party except Ura Donald Laird. Editor Stowe says "there isn't money enough in Grand Rapids to buy that cancelled note." We think he would hesitate some if we offered him the U. C. T. football team.

We understand the proprietor of the hotel down in Detroit has recently thrown out roller towels. Congratulations, Mr. Landlord. You are doing a good work. Detroit will soon be placed on the list with other good hotel towns.

Two business changes were made at Blissfield last week. J. E. Wilson sold his stock of implements, harness and buggies to E. W. Sherman and the Geo. Palmer Furniture & Undertaking Co. was sold to Otto Tagsold.

Oscar Levy, one night last week, took his family to the Columbia theater and occupied seats on the front row. During the programme the union leader of the orchestra—in the playlet—desiring a nickel, asked Oscar for a loan, which was promptly refused, as Oscar had nothing smaller than 10 cents and didn't propose to take any chances on getting his change back, notwithstanding the fact that he and his family ate up all the peppermint drops on the stage.

We clip the following from a Greenville paper: Brother Harry Hydorn came to market one day last week with a fine outlay of "relishes" (expensive), which he sold to the Hotel Phelps.

There will be a regular meeting of the dance committee Saturday afternoon, Nov. 8, at 2 o'clock. It is hoped every member will be present, as the committee has some very important matters to discuss. Place, 15 South Ionia avenue.

H. W. Harwood one night last week entertained at Jackson, a small party of his friends, comprising R. M. Richards, Ira F. Gordon and Doak. After luncheon they had an experience meeting, at which each related hair raising reminiscences of the Halloween pranks in which he had participated in the past. We will bet it was behind closed doors and that none of the pranks are for publication.

D. M. Bodwell, at one time with the Putnam Candy Co., of this city, but more recently with the McKenzie Co., of Cleveland, selling Old Hickory candy, was recently made sales manager of the latter concern.

Why that worried look on Brother Wilcox's face, do you ask? It was because he was caught at Tustin one day last week with a string of birds on his person and no license in his pocket. It is alleged the sheriff is looking for him.

Mrs. E. F. Wyckel was called to Detroit last week on account of the serious illness of her nephew, Eddie Fitzgerald.

We think it would be well for Sentinel Tommy Driggs to keep an eye on those caps. Bill Mersen was seen last Saturday night, half way between the Council chambers and the union depot, with one in his possession, but was apprehended in the act and forced to return it to the Council chamber. As Bill is a new member he has many things to learn, among them being that we propose to protect our property at all hazards.

Bishop Quayle, of the Methodist Church, has compiled some statistics on fat and lean men. He says: "Man when he is lean, takes himself too seriously and squeaks when he walks. He is wicked and has not half the chance the fat man has of being good." Respectfully referred to the fat men of No. 131 and also our good friend, Editor Stowe.

Our Senior Counselor, O. W. Stark, was unable to get up to the meeting Saturday evening until after 9 o'clock, but Junior Counselor Fred E. Beardsley opened the meeting and presided just like an old veteran. No. 131 has some officers coming.

All hail to the largest package of coffee in Michigan! It has been several moons since Geo. K. Coffey has been with us at our meeting. Come often, Brother Coffey. We like your presence and, to be candid, the Council room looks "better filled" when you grace it with your presence.

A goodly number of the "old guard" were at the meeting Saturday night and they are always full of counsel and good advice for U. C. T. in general and No. 131 in particular.

There is a large list of names on the several "petitions for charter" that have been passed out for the Guild of "The Ancient Mystic Order of Bagmen of Bagdad," and these lists have been turned over to John D. Martin. The special dispensation has been received and it is necessary for the brothers who want to come in under this special dispensation to send check or other form of remittance to John D. Martin, payable to his order. John's address is 254 Henry avenue, and just as soon as the required number come across with the \$5, the Imperial Clerk of Records will arrange for the organization of the Guild and if all respond quickly this can be done early in January, 1914. We must have fifty. We want 100 charter members and remember when this charter closes the initiation fee will be \$10.

There is a first-class hotel in Athens, Ohio, run by a negro and negro waiters are in attendance. It is a rule in this hotel that there shall be no tips and any waiter accepting a tip is promptly dis-

missed. Some of our white landlords please take notice.

We note Traverse City Council will have a candidate for Grand Secretary. We wonder who it can be?

How times have changed! Sometime since a certain landlord was asked to take advertising space in a U. C. T. publication. He refused and the reason given was that the only profits he made was from over the bar and he got mighty little over the bar from the U. C. T. boys. Our wives please take notice.

Some landlords pride themselves on running a first-class hotel and then persist in using the condemned insanitary, germ laden, unlawful roller towel. The Wigton Hotel, at Hart, would be a favorite stopping place for the boys were it not for the roller towels found there, which we all love—nit.

Bill Ingersoll, with the Woodhouse Co., is sporting a brand new complexioned rain coat.

We wish to state, for the enlightenment of our readers, that Burnham, Stoepl & Co., so frequently referred to on the front page of the Tradesman, is a prosperous wholesale dry goods and men's furnishing goods house in Detroit.

The way Brother Hydorn stammered and blushed in his effort to read that communication last Saturday night precludes all possibility of the idea of his running for the Grand Secretaryship ever originating in his mind. If he is elected to the office he is still eligible for reelection in Grand Rapids Council in March.

Why doesn't Brother Richter out with it and give us the name of that hotel that didn't deliver the telephone call? Possibly he thought that as we gave the name in the issue of Oct. 22, it wouldn't be necessary for him to do so.

Quite a commotion was caused at the garbage reduction plant recently, when one of the pigs tried to eat a roller towel. The pig was promptly fumigated and isolated and at the last report was doing nicely.

The boys certainly appreciate the action of the Pere Marquette Railroad in not taking off the extra summer trains on the Pentwater branch.

Assessment No. 119 is now due and payable. Remit at once to Harry D. Hydorn, R. F. D. No. 5.

Only ten more days before the next U. C. T. dance in Herald Hall, Nov. 15—Detroit Detonations.

If we don't stop writing, it will be fine type for us.

Some paper, that birthday edition. May you have many more of them, Brother Stowe!

Will Brother John Schumacher kindly notify us as soon as he installs that telephone?

Read "Chirpings From the Cricket on the Hearth" by Guy Tradesman Pfander.

Paul Berns is back with his old concern selling Globe soap. At the present time he is covering Wisconsin, but the first of the year he will be transferred to Iowa. This will give him the position of State Manager for the Globe Soap Co. Paul intends to move his family over to Iowa, also.

The last Legislature passed a law providing for an inspection of hotels, but the lawmakers inserted a joker in the bill by failing to make any appropriation to carry out its provisions. The measure was drawn by a committee of traveling men and they were instrumental in its enactment. The bill provides that all hotels be equipped with fire escapes and that coils of heavy rope shall be placed near the windows ready for emergency in two-story buildings. The law provides further that an inspector be appointed at a salary of \$1,000 a year and the traveling men have petitioned the Board of State Auditors to pay the salary of the inspector. Attorney General Fellows has been asked for an opinion as to the authority of the Board of Auditors to pay the salary of the inspector. Late information is to the effect that John W. Thorne, of Owosso, has been appointed Hotel Inspector and begun his duties Nov. 1. His salary will be taken care of O. K. Now, boys, if you have any kick coming Mr. Thorne is the man. We have had the man appointed now do your duty and see that the hotel you stop at is equipped.

The Holland Interurban has completed the cut off from the main line at Jenison Park to the Saugatuck line and will soon be ready to make the change that will place Saugatuck on the main line, instead of a branch. It is expected that by the first of next week work will be commenced on moving the rails from the old line to the new and that it will not take more than two weeks to complete the entire change. In the interim the interurban cars will run as far as Knoll's Crossing and busses will take passengers to the main line.

We are very sorry indeed to report the death of Suzann Jane Carpenter, the daughter of Mr. and Mrs. Ned Carpenter, who was born April 1, and spent the first seven weeks of her little life in an incubator at St. Mary's Hospital. The baby was sick but four days of acute nephritis. Otherwise the child was in perfect health and was doing fine. Though a little late, Grand Rapids Council extends their sympathy to Mr. and Mrs. Ned Carpenter.

George W. Woodcock, former assistant manager at the Occidental Hotel in Muskegon, is now in charge of the Hotel Stearns, in Ludington. Under his management several important improvements

have been made both in general accommodations and service of the hostelry.

The Hotel Ancell, which burned in Muskegon Heights recently and from which a score of persons narrowly escaped, will be replaced by a more modern and larger hotel. While the former building was valued at \$8,000, the new structure will cost about double that amount and will have accommodations for about 75 or 100 guests.

The St. James Hotel at Middleville is now a certainty. The old St. James Hotel burned to the ground March 15, and the business men of Middleville recently held a meeting and decided they wanted a building that would be modern in every respect and a credit to the town. The business men subscribed about \$7,000. Shortly after this the hustling little village at once laid plans for the construction of the new hotel. F. P. Allen was engaged as architect and finished the plans this past week. It will be a beautiful brick structure, bearing the name of St. James Hotel, and will be 60 x 75 feet, two stories in height with a large porch across the entire front. The first floor will contain a lobby, parlor, two living rooms, sample room, barber shop, dining room, kitchen, pantry and toilet. The floors throughout will be hardwood and the front of the hotel will be plate glass.

On account of the reduction in tariff the Griswold House, in Detroit, have reduced the price of their business men's lunch from 75c to 50c.

The Dawley House, at Athens, is one of the best hotels in the State for the size of the town. Mrs. Dawley states that there has been a story circulated to the effect that there is no hotel at all in Athens, but as a matter of fact, Athens can boast of a mighty fine little hotel. Mrs. Dawley looks after the boys in person and sees that the boys go away with a full stomach and have a soft bed to sleep in.

Frank H. Blanton, 50 years old, who for the past eighteen years has been connected with the International Harvester Co. as field representative, died Saturday at his home, 145 Gold street. His death was very unexpected, as his health had been very good until a few days ago. Mr. Blanton came to Grand Rapids in 1896 and had been a resident of this city ever since. His wife and one sister, Mrs. E. E. Whitmore, of Chicago, survive. Allen F. Rockwell.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York Nov. 3.—Not for thirty years has this town been so upset by politics. For the time being even business is given over to the pros and cons of the campaign and callers at business places all around the city will be very apt to find more talk of Tammany and anti-Tammany than of dollars and cents. It has been so all this week and even for a fortnight but the "tumult and the shouting" are now over and matters will soon be moving in the usual channels.

Spot coffee is steady as to price. Sales are usually of small lots, but orders have been frequent and the total amount taken by the interior dealers has been very respectable. In an invoice value Santos 7s are worth 10½c and Rio 4s 13½@13½c. In store and afloat there are of Brazilian coffee, 1,727,183 bags, against 2,547,642 bags at the same time last year. Mills are without change in any respect. Good Cuenta, 14c.

The demand for sugar has been very light. No great change is anticipated in the near future. The trade bought pretty freely at 4.25c and are not inclined to invest at the advance since made to 4.35c.

The tea market is sluggish—decidedly so. While the statistical position of the article apparently warrants buying on present basis, there is very little snap. Not a few have expressed the opinion that general business conditions are not favorable to this market and say that no special improvement can be looked for before the end of the year.

Rice is in only moderate supply and the market is firm, but with actual business of rather small proportions. Prime to choice domestic, 5½c@5½c.

Spices are in moderate supply. Quotations well sustained and tend to a little higher level. The demand has shown some improvement and the general situation seems to be in favor of the seller.

Molasses is quiet and likely to remain so until arrivals of new crop begin to count for something. Quotations are unchanged. Syrups are steady.

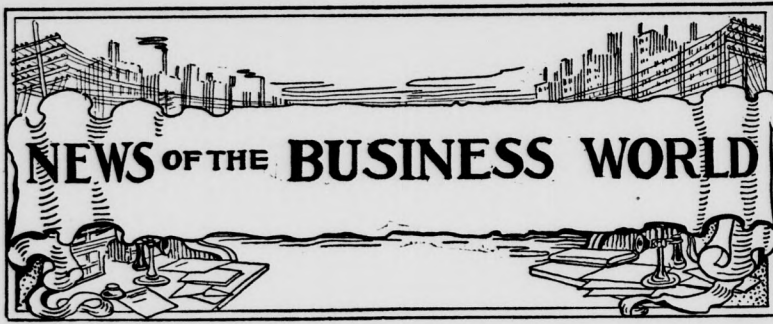
The bottom seems to have been reached in quotations for standard tomatoes at 67½c and the trend is now upward, according to good authority. At the price stated packers, of course, "lose money," but the same story is told every year. At any rate goods that are really standard are worth 70c f. o. b. factory and canners are not anxious to part with goods at this unless they must. Corn is well sustained and the better qualities are not in large supply. Peas at 80@85c seem to be in better demand than the very top-notch stock. Other lines are firm and, in fact, the whole line of canned foods is assuming a more satisfactory aspect from the packer's standpoint.

Extra creamery butter remains firm at 32½c; firsts, 27½@30c; held stock, 27@31c; imitation creamery, 25@25½c; factory, 23@24c. Except for the finest grades, the market is dull.

Cheese is steady, with top grades of New York State held at 15½@16c.

Eggs are quoted all the way from 20 to 55c per dozen. Probably a fair range for Western whites would be 33@38c.





### Movements of Merchants.

Mt. Pleasant—W. H. Carpenter has engaged in the meat business here.

Dowagiac—Frank First has engaged in the harness business here.

Whitehall—George Pappas has engaged in the fruit and confectionery business here.

Ontonagon—C. L. Marley has opened a cigar and confectionery store in the Dowd building.

Durand—Fraser & Pickell have engaged in the grocery business in the Opera House block.

Eaton Rapids—F. Rorabeck & Son succeed Ira L. McArthur in the cigar and restaurant business.

Durand—Peter De Rose has opened a retail fruit store in connection with his wholesale business.

Webberville—W. F. Patrick has removed his hardware stock to the new store building he has erected.

Bay City—Wilton J. Simmons, recently of Gaylord, has taken the position of manager of the Perkins Fruit Co.

Grand Ledge—B. B. Simons has added lines of confectionery and baked goods to his stock of groceries and meats.

Albion—The H. A. Goodrich Co., butter and egg dealers at Charlotte and Eaton Rapids, has opened a similar store here.

Battle Creek—P. Hoffmaster & Sons, dealers in general merchandise, have dissolved partnership and will retire from business.

Urbandale—Edward Coe has purchased an interest in the general stock of Jacob Weickgenant. The new firm will be known as Weickgenant & Coe.

Lyons—J. D. Hale & Sons have sold their flour and feed mill to the Commonwealth Power Co., who will take possession July 1, 1914.

Alma—Joseph E. Page, recently of Clare, has purchased the Caple Hardware Co. stock and will continue the business under his own name.

Ann Arbor—Percy L. Mack, recently of Schoolcraft, has purchased the John A. Tice Co. drug stock and will continue the business under his own name.

Detroit—The Yeomans-Diver Co., wholesale dealer in lumber and manufacturers of crates, boxes and shooks, has changed its name to the Yeomans Box Co.

Detroit—The Delray Drug Co. has engaged in business with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Charlevoix—L. S. See, who has conducted a grocery store here for the past twenty years, has sold his stock to Charles Danto, recently of Detroit,

who will continue the business at the same location under the management of Henry Jacobs. Mr. See will devote his entire attention to the wood and coal business.

Hillsdale—Fire damaged the Frank L. Farnsworth dry goods stock to the extent of several thousand dollars Oct. 30. The loss was fully covered by insurance.

Elwell—The Elwell Elevator Co. has engaged in business with an authorized capital stock of \$7,700, all of which has been subscribed and paid in in cash.

Beulah—M. Peterson and Joseph Rice have formed a copartnership under the style of Peterson & Rice and engaged in the wholesale and retail meat business here.

Parma—Julius E. Clapp has sold a half interest in his stock of shoes, hats and caps, to L. H. Godfrey and the business will be continued under the style of Clapp & Godfrey.

Kalamazoo—Thieves entered the William C. Wheelock drug store on North Rose street, Nov. 4, and carried away goods to the amount of about \$40, as well as about \$3 in cash.

Owosso—Ernest Cummins, grocer on East Main street, has sold his stock to E. D. Horne, who will continue the business at its present location as a branch to his Shiawassee street grocery store.

Chippewa Lake—Fire destroyed the general store of E. P. Forbes, H. A. Tiffany & Sons' grocery store, R. G. Abbey & Son's hardware store and one residence owned and occupied by Mrs. Scofield, Nov. 4.

Elm Hall—Thomas J. Blair, who has conducted a general store here since 1874, died at Mayo Bros. hospital, Rochester, Minn., Oct. 25, as the result of an operation. Mr. Blair was 69 years of age.

Ludington—Carl Seward has sold his interest in the Stram & Seward drug stock to his partner and the business will be continued under the style of Stram & Co. J. N. Taggart will manage the business.

Walhalla—Barnhart & Trumpower, who conduct the hotel, livery stable and general store here, have dissolved partnership and the business will be continued by Bert Barnhart, who has taken over the interest of his partner.

Conklin—M. D. Bunker has sold his hardware stock to Minor E. Lawton, for the past four years manager of the Dunham Hardware Co., of Coopersville, and will continue the business at the same location. Mr. Bunker retains the implement, vehicle, furnace, plumbing, gas engine and windmill business.

Battle Creek—Wynn & Briegel, who conduct a sporting goods store on North Jefferson avenue, have dissolved partnership and the business will be continued by Mr. Wynn under the style of the Wynn Sporting Goods Store.

Pewamo—R. J. Merrill, who conducts a clothing store at St. Johns, has formed a copartnership with Cyrus Palmer, under the style of the Pewamo Clothing Co. and opened a store here which will be under the management of Mr. Palmer.

Ironwood—The Gogebic Bank is to have a home of its own in the fall of 1914. The officers have been looking around for a site for some time, and finally have taken an option on the lots at the southeast corner of Suffolk street and McLeod avenue.

Battle Creek—Schroder Bros., large grocers, will test the State law providing that fifteen pounds of potatoes shall be given to the peck. They were arrested recently by the Sealer of Weights and Measures, charged with selling twelve pounds to the peck.

Greenville—Plynn Lyman has purchased a half interest in the Chris Hansen implement business, the new firm being known as Hansen & Lyman. Mr. Lyman plans to not only add to the present stock of vehicles and agriculture implements, but to sell motor-trucks and automobiles.

Onaway—E. J. Annibal, grocer and meat dealer, has sold his grocery stock to John McEvoy and Peter Levandoski, who have formed a copartnership under the style of McEvoy & Levandoski, and will continue the business. Mr. Annibal will devote his entire attention to the meat business.

Ontonagon—Creditors of the Ontonagon Lumber & Cedar Co. are receiving their final dividend checks in payment of the indebtedness of that company. The checks are being mailed from the office of the Michigan Trust Company. This dividend is for 9.43 per cent. and, with the previous dividends, makes a total of 91 per cent. paid.

Detroit—A new plan to aid the Saturday night closing movement has been evolved by the Retail Merchants' Association, which is now urging manufacturers and all large employers to close at noon Saturdays the year round. The employers are also asked to pay on other days than Saturday and a thorough canvass is being made to obtain co-operation.

Bessemer—The directors of the People's State Bank of Bessemer have decided to erect a fireproof building on the site now occupied by the Puritan Hotel. Besides quarters for the bank, a large storeroom will be provided. The building will be two stories high, with office rooms upstairs. The hotel will be moved to the corner opposite the Bessemer Lumber Co.'s office and remodeled into a modern hostelry. It is estimated that the bank building will cost in the neighborhood of \$35,000.

Calumet—Louis Sibilsky, a pioneer merchant of the copper country, died at Red Jacket a few days ago, after a lingering illness. Mr. Sibilsky was born at Eagle River, Keweenaw county, and he lived all of his

life in this district. He was the son of Mr. and Mrs. Anton Sibilsky, early residents of the Keweenaw peninsula. For a number of years he worked in the Sibilsky store at Eagle River and about eighteen years ago came to Calumet and engaged in business, conducting it until about five years ago. Since that time he had been a commission merchant.

Reed City—Nathan A. Stoddard, an honored citizen and pioneer business man, of this place, died suddenly last week of heart failure. He had been ailing but two days, and had attempted to arise and dress, when death overtook him. Mr. Stoddard was born in Detroit sixty-eight years ago, and had been a resident of this place since 1873, when he became a member of the well-known hardware firm of Stoddard Bros., which continued until 1905. Since that time Mr. Stoddard was engaged in the furniture retail trade. Mr. Stoddard was prominently identified with Masonry, having been a member of every degree of the ancient fraternity from the Fellowcraft degree of the blue lodge to the thirty-third degree of the Scottish Rite, in most of them being chosen to the highest places of honor.

### Manufacturing Matters.

Detroit—The Michigan Optical Co. has increased its capital stock from \$120,000 to \$180,000.

Frankenmuth—The Frankenmuth Milling Co. has increased its capital stock from \$40,000 to \$50,000.

Oscoda—Fire destroyed the plant of the Youngstown Turpentine Co., Nov. 3, entailing a loss of \$50,000.

Detroit—The capital stock of the Michigan Machine Co. has been decreased from \$150,000 to \$100,000.

Lake Odessa—R. J. Stahelin has engaged in the canning business in connection with his apply drying.

Traverse City—The Acme Tie Company of Michigan has increased its capital stock from \$5,000 to \$10,000.

St. Joseph—Percy Maynard succeeds Walker & Schneider in the blacksmith and wagon manufacturing business.

Big Rapids—W. W. Mann has sold his hat factory and retail hat stock to B. J. Montague, who will continue the business.

Detroit—The Morse-Beauregard Manufacturing Co., manufacturer of motorcycles, has decreased its capital stock from \$100,000 to \$20,000.

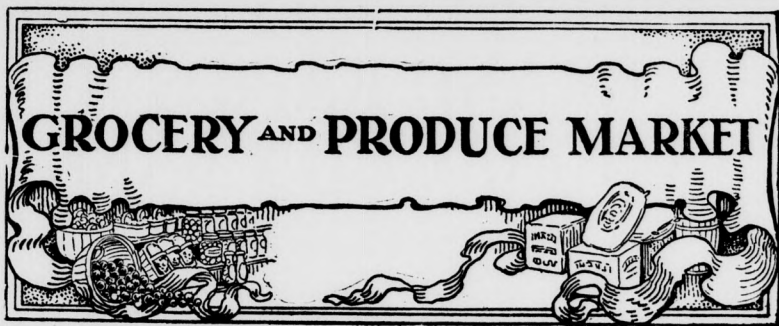
Detroit—The Conway-McLeod Foundry Co. has changed its name to the Conway-McLeod Co. and increased its capital stock from \$5,000 to \$50,000.

Frankfort—E. A. Field has sold his interest in the Frankfort Flour & Feed Mill to J. B. Trowbridge, who will continue the business under the same style.

Durand—The Durand Creamery Co. has been incorporated under the same style, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Jackson—The Jackson Gas Engine Co. has been organized with authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$300 paid in in cash and \$2,400 in property.





### Review of the Grand Rapids Produce Market.

Apples—Wealthys, Wolf Rivers, Greenings, Baldwins, Snows and Wagners command \$3.25; Spys, \$3.50 @3.75.

Butter—Receipts are fairly liberal for the season, but due to the good consumptive demand the market is firm and unchanged. The quality of the receipts is about up to the average of the season. Withdrawals from storage are reported light and unchanged and no radical change is in sight. Fancy creamery commands 32½¢ in tubs and 33½¢ in cartons. Local dealers pay 25¢ for No. 1 dairy and 19¢ for packing stock.

Cabbage—75¢ per bu.

Carrots—65¢ per bu.

Cauliflower—\$1.25 per doz.

Celery—18¢ per bunch.

Cocoanuts—\$4.75 per sack containing 100.

Cranberries—\$8 for late Blacks; \$8.75 for late Howes.

Cucumbers—\$1.25 per doz.

Eggs—There is a continued good consumptive demand, both for fresh and storage eggs, and the market is firm at an advance of 1¢@2¢. No increase in receipts seems likely soon. Local dealers pay 28¢@29¢ 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; Emperor, \$1.90 per 20 lb. crate.

Green Onions—20¢ per dozen.

Honey—18¢ per lb. for white clover, and 16¢ for dark.

Lemons—Verdellis, \$5.50 per box.

Lettuce—Eastern head, \$2.50 per bu.; hot house leaf, 12¢ per lb.

Onions—The market is strong on the basis of \$1.10 for red and yellow and \$1.25 for white; Spanish, \$1.40 per crate.

Oranges—\$3.75 for all sizes of Floridas; \$5.50 for Valencias.

Peppers—Green, \$2 per bu.

Pickling Stock—Onions, \$1.35 per box.

Potatoes—75¢ per bu. for home grown. Country buyers are paying around 60¢@65¢.

Pop Corn—\$1.75 per bu. for ear; 5¢ per lb. for shelled.

Poultry—Local dealers pay 10¢ for spring and fowls; 6¢ for old roosters; 8¢ for geese; 10¢ for ducks; 15¢ for No. 1 turkeys and 13¢ for old toms. These prices are liveweight.

Radishes—25¢ per dozen.

Spinach—90¢ per bu.

Sweet Potatoes—Virginias command 75¢ per bu. and \$1.80 per bbl. Jerseys command \$3 per bbl.

Tomatoes—\$2.50 per 6 basket crate of California.

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

### From Association Work to Banking.

Martin Charles Huggett, for two years past Secretary of the Association of Commerce, has been elected Vice-President and Ira Blaine Dalrymple for some time past Paying Teller and a week ago elected Assistant Cashier of the Grand Rapids Savings Bank, has been elected Cashier of the City Trust and Savings Bank and will enter upon their duties, Mr. Huggett as soon as he can arrange Association of Commerce matters and Mr. Dalrymple when he returns from his wedding trip. The new officials, it is expected, will add new blood to the City Trust and Savings Bank and make its pursuit for business more active and aggressive. Mr. Huggett has been Secretary of the Association of Commerce since its re-organization, two years ago, and has a wide acquaintance among business men and manufacturers. Before taking up association work he was secretary to Senator William Alden Smith and still further back was engaged in business here. He is a genial, a good mixer and a diplomat, but has not had previous experience in banking. Mr. Dalrymple came here from Washington about a year ago to become Paying Teller of the Grand Rapids Savings Bank and last week was advanced to Assistant Cashier. He is a young man with experience in the Washington banks, being cashier of the Washington Southern Bank before coming here. Although here only a year he has succeeded in winning the heart of a popular Grand Rapids girl, daughter of Mr. and Mrs. Frank Jewell, to whom he was married Tuesday evening. His record in this respect is equalled only by that of Heber A. Curtis, of the Kent State, who won his wife in less than a year after coming down from Petoskey. Mr. Dalrymple will take the place of Frank Welton, who resigned a few months ago to go West. Mr. Huggett will hold a Vice-Presidency that the directors created for him.

The secretaryship of the Association of Commerce, made vacant by Mr. Huggett's retirement, has not yet been canvassed, but the office is likely to go to Lee H. Bierce, who has been Assistant Secretary for the past two years and who had several years' experience in such work in Iowa before coming here. As Assistant Secretary he has had special charge of the retailers and wholesalers activities and has been very efficient.

### The Grocery Market.

Sugar—All the New York refiners have advanced the price of granulated to 4.35¢, f. o. b. New York, and the market is steady on that basis. The prospects favor stability for the immediate future, for the refiners have several weeks' orders on the books. Then, too, there is the fact that the price of raws does not permit a profit on much lower quotations for granulated. Meltings are light, and it is expected that some of the plants will close down in a few weeks, thus eliminating some of the keen competition for business. Beet refined is held at 4.25¢ east of the Mississippi and 10 points lower west of that point. There is still no pressure from the Michigan manufacturers, although this will come later when stock accumulates.

Tea—The Japan market is strong and all first crop teas are picked up from first hands. The shortage is already having its effect and prices are fully up to last year, with still further advances expected in the very near future. Summer crop Formosa Oolongs are unusually high. The quality is the best in years. The tea crops of China were larger than the average this year, the green tea shipments to the United States having more than doubled over 1911 and are conforming to the American standards in purity. The black tea trade, with this country has suffered a decline which is attributed to the increased demand here for India, Ceylon and Java teas.

Coffee—Rio and Santos grades are higher. Future of Brazil coffees is very uncertain. Rumors from Brazil are strong. The demand is fair. Mild coffees are steady to firm and show no change for the week. Mocha and Java are both firm by reason of small supply, this being especially true of Mocha.

Canned Fruits—Apples are somewhat easier, but the demand is light. California canned goods are dull at ruling prices. Small Eastern staple canned goods are quiet but steady to firm.

Canned Vegetables—The tomato market is the lowest it has been for a long time and is unquestionably below actual cost of packing. The reason for it is the pressing need of certain packers to sell some of their goods to raise money. There is no certainty that the market will not go even lower, as buyers are apparently not interested no matter what the price is. Corn is unchanged in all respects from a week ago. Low and medium grade peas, which constituted the bulk of the pack, and which have been easy on that account, have stiffened up by reason of scarcity and prices can be said to be around 5¢ higher.

Canned Fish—Domestic sardines are scarce, firm and high. Imported sardines are all this and more. Salmon of all grades is unchanged and dull.

Dried Fruits—Table raisins, figs and dates are offered at fair prices considering the shortage of stocks that obtain in some localities and the tendency of the raisin association to maintain a strong market. Stocks

of the table varieties have been received earlier than usual and jobbers are having brisk demands for goods. Prunes have weakened a small fraction during the week, due to lack of demand. This applies especially to large sizes. Peaches and apricots are exactly as they were a week ago. Currants and citron are unchanged and dull.

Rice—Advices from the South, along the Atlantic Coast, note fair demand with no material accumulation, so that prices hold firm. At New Orleans, the demand keeps close up to the output and therefore prices remain strong.

Cheese—Prices remain unchanged and steady on the basis of the last two or three weeks. Stocks are reported somewhat lighter than usual.

Provisions—Smoked meats are ½¢ lower. Pure lard is steady and unchanged, with a good consumptive demand. Compound demand is only moderately wanted, prices unchanged. Barreled pork is unchanged and firm. Dried beef is very scarce and very high. Canned meats are quiet at ruling prices.

Salt Fish—It is probable that prices for Holland herring will soon be at the level which obtained in former years. Since the high opening there have been declines and it is predicted that further decreases will be in order before long. Norway mackerel is still very scarce and high, there being almost no offerings from the other side. Prices are very firm. Irish mackerel are neglected, and despite the small supply are inclined to be easy.

### "Most Successful and Purposeful."

The Michigan Tradesman of Grand Rapids is this week celebrating the completion of its thirtieth year with an edition of 120 pages. The Tradesman is one of the most successful and purposeful trade journals published in the country. The Herald takes especial and personal interest in its success and high standing, for it is the journalistic alma mater of the Herald publisher, who holds in pleasant memory the years of his association, which were the days of that journal's struggle for existence and recognition. When the writer first received employment in the office, which now occupies three floors of a large building, it was housed in one small room on the third floor, off a dark hall, the room affording but two windows which opened onto an alley. There were half a dozen newspaper enterprises in the building and this the youngest and least known, but through the energy and foresight of its directing genius, Mr. E. A. Stowe, it has outstripped them all. Some, indeed, including what was then the city's most prosperous daily, have passed out of existence and from the memory of many.—Shelby Herald.

C. Thornton, who has been covering the Upper Peninsula five years for the Johnson Candy Co., of Milwaukee, is confined to the Delta hospital at Escanaba, where he submitted to an operation a few days ago.



The new income tax law is not likely to prove immensely popular except, perhaps, to that class of citizenship which has nothing or which has incomes safely within the exemptions. Mere popularity is not a good standard by which to judge laws, however, and that phase of the new income tax need not be discussed, because there are other phases of it that can be talked about to better purpose. That provision of the new law which provides for the "collection at the source" is one of these other phases, and the first to be given practical application. The interest on bonds falling due November 1 was subject to the income tax, although it is not easy to see how in justice this could be done. It is true the interest may be paid on November 1, but this interest represents the earnings on the investment for six months, while the income tax law has been in effect less than a month. This is making the tax retroactive, but this is a detail for the lawyers to pass upon. Before the law went into effect persons owning bonds clipped the coupons and passed them in to the bank with their checks and drafts for deposit, or forwarded them to the source of issue for remittance. This was easy, expeditious and satisfactory. Under the income tax law persons holding bonds must accompany the coupons when presented with a statement of ownership, and a declaration of whether the owner is subject to the income tax or can claim exemption, as the case may be. The banks will not accept the coupons as deposits any more, but will take them for collection only, and the cash returns will be delayed a week or a month, according to the time it takes to get returns. The red tape involved and the delay will be irritating to those who own bonds, and to most people to be annoyed is almost as bad as being mulcted. To be compelled to make any sort of an income disclosure to other than Government officials bound to secrecy will be unpleasant to most people. This provision of the tax law, as it relates to bond interest, was apparently inspired by a desire to make the banks, trust companies and bond issuing corporations agencies for the collection of a portion of the income tax without cost to the Government, but it is certain to cause such widespread dissatisfaction that there will be no economy in it.

It is a mistaken idea that all the bonds issued are held by persons of wealth. In recent years there has been a very wide distribution of

bonds among people of limited means. Modern finance has discovered that "many a mickle make a muckle." Bond issues are now very often, in whole or part, in denominations of \$100, \$250 and \$500, instead of being in the old standard denomination of \$1,000. These small denominations—baby bonds, they are called—are for the benefit of the small investors, and there is every reason to believe that the small investors have responded very liberally to the appeals made to them. The big railroad and industrial corporations and the public utility corporations have many issues of baby bonds. Timber, building, real estate and other forms of bonds are often in small denominations. Municipalities, when in trouble in marketing bond issues, often put them out in small denominations and sell them over the counter to the ordinary citizenship. The Government itself issues small bonds. These small denominations have been taken by small investors—by widows, women who work, but those who have saved a little money and want returns better than the savings bank allows. These bonds represent high grade security, easy convertibility in the event of need, income return of 5 to 6 per cent., and it has been good public policy to encourage their sale,

Ask for our Coupon Certificates of Deposit  
Assets Over Three and One-half  
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First Preferred,  
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Cheaper money will mean a higher price for this stock, and every dollar of gain in price means a dollar of profit to the holder of the stock.

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

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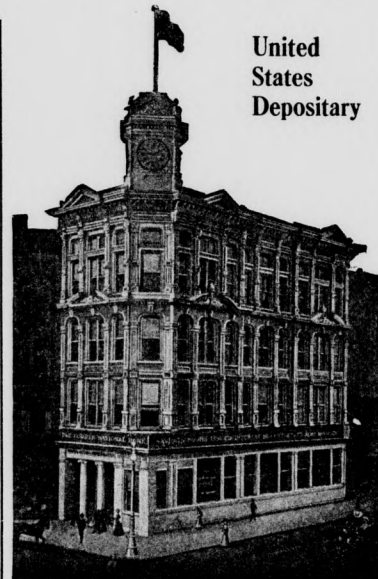
**Savings  
Deposits**

**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**

**3 1/2**

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
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\$580,000

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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 3 1/2 % if left a year.



instead of leaving persons of small means open to the temptations of the blue sky promoters. Under the income tax law all these small holders of bond investment, whether liable to the tax or exempt, must go through the same vexatious formalities to get their interest money as the capitalist. This will not tend to popularize the law.

In matters of income from trade, industry, ability, dividends from stocks and other sources, the Government depends upon its own resources to collect the tax, and it ought to do the same in the matter of income from bond investments. The law, as it stands, is so complicated and perplexing that no two of those who should be regarded as authorities upon it agree exactly as to what it means or how it should be applied. In view of this the repeal of the "collection at the source" provision might well be regarded as the course of wisdom and good policy.

The Michigan Trust Company has put on an additional clerk to handle the income tax problem for the estates the company represents and the trusteeships it holds, and a second clerk may be necessary. The banks are handling the coupons that come in the best way they can with their present forces, but it is adding greatly to the work to be done.

The Grand Rapids Trust Company is gradually getting under way. The recently issued statement shows that it has \$267,504.94 of its resources at work, \$95,077.36 in collateral and real estate mortgage loans and \$172,437.58 in bonds. Assuming that the loans are at 6 per cent. and that the bonds will average 5 per cent., this indicates a present earning capacity of about \$14,300 from investments. The company has accumulated deposits of about \$15,000 in trust and other funds. Getting a new trust company under way in the face of long-established competition is not the work of a single day, but the Grand Rapids Trust seems to be doing very nicely. It has at least one advantage and that is good bonds just now are cheap.

For several weeks past systematic efforts to "knock" Commonwealth securities have been made by interests which a few months ago were foremost in boosting these same securities. The Commonwealth common stock has been especially subject to the bear movement. The reason for this is not apparent, unless to satisfy a few personal grievances. The Commonwealth earnings make an excellent showing and are steadily increasing, as compared with a year ago. It is true the company has a large programme of construction and development work which will call for large amounts of new capital, but the increase in earnings have been more

than keeping pace with the increase in interest charges. The more or less personally conducted bear raid has brought the common stock from around 58 down to 52, but at the same time American Light and Traction common, which these same interests have been boosting, has dropped from 360 to 330. It is possible those who have been exerting themselves to depress Commonwealth may have been doing so with a view to getting in again at a lower level, having sold out when the quotation was still high.

American Light and Traction is still depressed. Large interests in the East, it is stated, have been letting go and, although Grand Rapids has been a good buyer, its buying capacity has not been large enough to absorb all the offerings. That this stock should be dumped is not necessarily a sign of weakness. When a man needs money he usually disposes of what he can sell easiest and quickest and which will bring in the most money. American Light and Traction comes in the class of easy sellers, with large returns, and those who are letting go at even so low a figure as 330 are turning a substantial profit. Only five or six years ago the stock was knocking around at par or thereabouts and the stock dividends have added probably 50 per cent. to its volume.

#### Its Deepest Meaning.

"What does autosuggestion mean?" asked Binks.

"That's when your wife begins to figure out how much you would save in car fare if you had your own machine," replied Jinks.

We always feel like taking off our hat to the man who minds his own business.

## ONE HUNDRED DOLLARS

WILL EARN

6%

If invested in a collateral trust bond of the

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successfully operating public utility properties in fourteen prosperous cities in the United States.

Bonds amply secured by underlying liens. Any bank will pay the interest—March 1st and September 1st.

We recommend the investment.

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## YOUR FAMILY NEEDS YOU

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

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## STOCK OF THE National Automatic Music Company

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Under the New So Called

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

Deposits

7 Million Dollars

3½ Per Cent.

Paid on Certificates

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

We Offer High-Grade

## Municipal and Timber Bonds

NETTING 4½ to 6%

## GRAND RAPIDS TRUST COMPANY

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E. A. STOWE, Editor.

November 5, 1913.

**OMIT THE JOKING.**

The dinner and lunch meeting season has opened, and right at the beginning of the season it might be suggested that there be a large elimination of the funny story from the speaking programmes. In the past it has been customary for the toastmaster or presiding genius to follow the coffee with a funny story or two as an opener, and then to relate a "good one" on the speaker. The speaker, following traditional methods, rejoins with a "good one" on the toastmaster, and then any where from two to half a dozen more "good ones" on other people before getting down to brass tacks on the subject assigned him. All this is very amusing and it is pleasant to hear the laughter, but it wastes a wonderful amount of valuable time. Most of these dinner and lunch meetings are of business men assembled to discuss topics of a sober business nature. It may help to mingle a little nonsense with the serious discussion, but too often the little nonsense is carried to such an extreme that the regular programme has to be curtailed or the last speaker has only empty chairs to talk to. Business men to keep their heads clear and their health good feel the need of getting home and to bed at a reasonable hour, and it is an imposition upon them to fill an evening with nonsense when they have come to learn something that may help them in their business. The lunch meetings are held at noon and the business man in a hurry to get back to his desk is again imposed upon if the speaker instead of talking right off the bat wastes a lot of time in "kidding." At the beginning of the new season somebody should set the example of talking business right from the start. Those who want a few laughs thrown in can get them by bringing along a comic section of some of the metropolitan dailies, and helping themselves between courses.

**THE WANING STRIKE.**

The strike in the copper country is still in progress, with recognition of the union as the sole issue, now as at the beginning of the trouble last June. Not much of it is left, however, except the power and willingness to follow the usual tactics of unionism on

the part of a reckless few last ditchers who may have other than patriotic motives back of them. The sober and industrious and the men of family have returned to work and outside workers have come in to take the places still vacant, but there still remains enough of the true blue union men to beat up the helpless, terrorize the families of those who break away and to shoot from ambush at those who feel the responsibilities of families to support. The strike has lasted about five months, and holding steadfast to their determination not to recognize the union in the slightest degree, the mine managers are winning at every point. Why they have been so determined in their stand against unionism can be understood by reading the dispatches that are now filling the newspapers of what is going on in Colorado. The Colorado mines are under the domination of the western federation, and Colorado to-day is in a state of civil war, with the entire militia called in to service and with no safety for life or property in the disturbed districts. Unionism to-day is only another name for riot and law breaking. This is illustrated by the criminal statistics of the copper strike in Michigan. In connection with the copper strike there have been three murders, twenty assaults with intent to murder, eighteen assaults with intent to do great bodily harm, fifty riot cases, twenty assault and battery cases, seventy-five cases of intimidation and several cases growing out of the dynamiting of railroad trains. These are only the cases that have received official recognition in the form of arrests made. There have been innumerable cases under all these classifications, except absolute murder, in which no arrests have been made and which therefore do not go on the books. And all this bloodshed and riot has been not to right any wrong, not to remedy any evil, not to gain improved conditions for the miners or to win for them more money, but solely to secure recognition for the union.

Irving J. Bissell has thrown up his hand and quit as a "fancy farmer." Three years ago he purchased a farm of 160 acres just west of town and it was his ambition to make it a model dairy farm. He bought high grade and registered Holsteins. He built the latest model barns and buildings and installed the most modern equipment and methods. He went in also for fine poultry and pigs of pedigree. He is now selling out his stock and when he has disposed of the farm he will have shaken off the last of the enterprise. It is variously stated that his "back to the land" experiment has cost him from \$15,000 to \$25,000, but, fortunately, he has an income that makes the loss incidental to his general prosperity. He attributes his failure to the impossibility of securing competent help to run the farm. Having a city residence he was compelled to depend on hired help to run the farm and, with only a salary interest in the enterprise, the hired help neglected those details so important to its success

Of course Mr. Bissell, paid the bills. No doubt the young man made his mistakes, but this matter of competent farm help is no joke. It is, in fact, one of the most serious problems which confronts the farmers to-day. The scarcity of competent help is one of the important factors in the growing cost of living. Farmers are paying more and more in wages, but they all say that as the wages go up the efficiency is coming down. Such help as is available either does not know how or does not care. The reason given for this is that the young, ambitious and energetic men of the farm are coming to town, leaving only the shiftless and the ne'er do wells to do the work. This may be too broad a statement for absolute accuracy, but it is the tendency and the farm is suffering in consequence. The help problem on the farm is one that has yet to be solved, and with each year it is becoming more and more acute. It is not confined to any one location, but seems to be general, in the East and the West, the South and the Middle States alike.

Wisconsin has actually begun the experiment of State life insurance in this country. The law providing for it was passed in 1911. It issues seven different kinds of policies, but at present they are limited to a maximum of \$1,000. When two thousand policies have been issued, the amount will be raised to \$2,000; and when three thousand have been issued, it will be increased to \$3,000, which is the limit under the law as it stands. Premiums may be paid monthly, and profits are eventually to be returned to policy holders. Care has been taken to keep down the cost of operating the system. No paid agents are employed, but applications will be received by city, town, and county clerks and treasurers, officials in banks that receive State deposits, and State factory inspectors. No new offices have been created in connection with the plan. State insurance is not a new thing for Wisconsin, as it began to insure its public buildings, including those of the University, in 1903. The burning of the Capitol in 1905 left a deficit in the insurance fund of \$190,000, but the State stuck to the system, and the accumulation in the fund since then have wiped out the deficit.

San Francisco should hang her head in shame over her treatment of the Japanese. The celebration of the 400th anniversary of Balboa's discovery of the Pacific brought out displays of civic spirit unequalled since the earthquake. Yet not the Merchants' Associations, or the ship-owners, or the public utilities companies contributed so generously as the local Japanese-American Association. It gave \$6,000 for the royal ship used in the ceremonies, and employed thirty Japanese decorators for ten days in beautifying the city. But it was of two well-known Japanese artists to whom the decoration of Union Square was entrusted that the hundreds of thousands who took part in the celebration manifested a striking sense of appreciation. If the cele

bration did nothing else, it demonstrated the worth of the contribution that the Japanese can make to American art, and the good sense with which even Californians can show that they know what it means.

The value of fertilizer has been shown by a series of experiments made on a Western New York farm. The crop raised was onions. One plot treated with muriate of potash per acre, the complete fertilizer plot yielded at the rate of 1,020 bushels per acre, an incomplete fertilizer plot yielded at the rate of 912 bushels per acre, and a plot where no fertilizer was used yielded at the rate of 600 bushels per acre. The onions on the potash plot ripened more evenly and earliest, and were the best. The complete fertilizer seemed to delay the ripening of the bulbs, and there were many "scullions" on the incomplete fertilizer plot. Where no fertilizer was used the onions averaged very much smaller in size.

After forty-four years a strange man has relieved the prickings of his conscience and paid a debt of \$1 with interest. He states that forty-four years ago he drove through a toll gate on the Penn Yan and Branchport highways. The toll was 4 cents. He tendered a bill, and in giving change the toll gate keeper gave him \$1 too much, which he kept. Ever since his conscience has pricked. The man figured that the \$1 with compound interest for forty-four years amounts to \$14.53, and he has paid this sum to the widow of the son of the toll gate keeper in Penn Yan. The lady is glad to receive the money, and the stranger will be happier for having settled with his conscience.

Postmaster General Burleson is making a bid for fame, for he is the author of what he believes will turn out to be at least one of the six "best sellers" of the coming year, if not the very "best seller." His book, too, will cost only 73 cents. The title will be "24: 1c-2c." The reading matter will be limited, but the steel engravings illustrating the volume will be the finest made. They will consist of twenty-four 2-cent stamps and twenty-four 1-cent stamps, all bound round, not with a woolen string, but with a neat cover. The new book will soon be on sale, but purchasers eager to secure a copy of the new publication should apply at the post-office instead of the book stores.

**The big men dare and the big men do; they dream great dreams, which they make come true; they bridge the rivers and link the plains, and gird the land with their railway trains; they make the desert break forth in bloom, they send the cataract through a flume to turn the wheels of a thousand mills and bring the coin to a nation's tills; the big men work, and the big men plan, and helping themselves, help their fellow man.—Walt Whitman.**

Every time you have to say to a customer "We're just out of that," you do a good turn for the other merchant who has the goods.



## MERCANTILE CRISIS.

## Anti-Trust Doctrine Arouses Manufacturers and Merchants.

The formation of three associations in one week recently is about as significant a sign of the times as it would be possible to find. Coupled with the "Sanatogen" case decision of the United States Supreme Court and the Federal proceedings against the Quaker Oats Company, at the same general time, it would seem to indicate not only that the evolution of popular sentiment on mercantile questions is developing fast—whether wisely or unwisely may be debatable—but that the lot of the merchant nowadays is not a happy one.

In the formation of the "National Fair Competition League" by thirty or forty of the leading manufacturers of proprietary brands in the country, not confined to the food trades at all, there is a note of desperation; an apparent determination to stand and fight for what manufacturers believe to be their legitimate rights, which they feel have been trampled upon. In the formation of the National Co-operative Society, advertised widely of late, there is evidence of an unrest among consumers, or at least an attempt on the part of the promoters to float their enterprise on the strength of a popular discontent they profess to believe exists. As to its prospects of success, opinions may differ, but so far as its prospectus proves anything, it is not unlike scores of similar, though less ambitious enterprises, based on a belief that elimination spells profits saved, without any too incisive study and analysis of contrary claims.

When the Sherman law was enacted, probably not one of its sponsors had the slightest idea it would ever be made to accomplish the effect it is accomplishing on legitimate business. The recently unearthed opinion which Senator Hoar (who drafted the law in committee) gave his client within a year after its enactment, clearly shows that he, at least, believed its purpose was to aid business, even to the extent of permitting "prudent" agreement among competitors, as to restriction of output and agreement on prices. In fact, he expressed surprise that anyone should ever think of enacting a law which would challenge such "legitimate and necessary" practices. In his own words, the common law, on which the Sherman law was based, "did not prohibit such arrangements as were made upon good consideration and were necessary to the reasonable protection of healthy and legitimate business."

The average business man always understood, until quite recently, that the purpose of the Sherman law was to protect the small merchant from the crushing power of the monopolist. It was, to his mind, a sort of motherly wing, under which the helpless small dealers could gather for mutual protection. Now, when manufacturers, acting in behalf of the small merchants in suppressing the unfair advantages which accrue from the great buying power of big antagonists, seek to enforce equal opportunity among

distributors and enforce uniform selling prices—not for raising prices unfairly but to prevent big price cutters from depressing them unfairly to the point of their becoming profitless—they are assailed as violators of the law.

From the standpoint of the manufacturer and owner of proprietary brands there is no desire to restrain the free movement of goods in trade, but to promote widespread distribution by making the goods profitable and protecting the small merchant in his recompense for distributing them. The manufacturer's whole success in trade rests on having every merchant possible carry his goods, and, since the distributors cannot legally agree among themselves, he makes himself the "competitor," assumes the direction of the goods and takes the chances of their competing with other brands of similar goods. If he cannot do this, much of the incentive for his creating a brand and giving it an advertised reputation ceases. And, if he has already expended millions in trade marks introduction, he claims the right to protect himself from the "piracy" of price cutters, who would use his reputation for their own ends. But the Supreme Court has said this is illegal—at least, so far as the patent law grants the owner any rights.

It is such considerations as this which have roused the manufacturers to realize the menace to their fondest ideals and has brought them into the "Fair Competition League." As to its being "oppressive" and "tyrannical" toward the subjugated merchant, it is somewhat significant that every representative trade association of wholesalers and retailers is in sympathy with the manufacturers in the matter.

The plans of the new association are as yet incomplete, but it is understood that they propose to start a "backfire" against this unexpected interpretation of the supposed "reasonable restraint" of the Sherman law. They will probably seek to influence the administration leaders in the fairness of their position and urge upon the leaders the fairness of the recently enacted New Jersey "fair trading" statute. This, it will be recalled, forbade a merchant, "for the purpose of attracting trade for other goods, to appropriate for his own ends, a name, brand, trademark, reputation or good will of any maker in whose product said merchant deals," except in case of forced sales.

This subject of the oppression to legitimate practices—or at least practices which are intended for the better prosperity of the trade at large—is arousing much attention of late, and many of the country's brightest minds are coming to take sides with the merchant. In the case of the "Fair Competition League" it is understood that Louis D. Brandeis, the well known reformer, has voluntarily taken up the cudgel of the manufacturers, because he believes they are right and that the time has come to check the socialistic use which is being made of the Sherman law to protect legitimate competitors from "illegitimate cut-throats." It is said that the asso-

ciation has resources not only within itself but outside, which will make some very lively times shortly.

The movement for the organization of the National Co-operative Company, with capital (expected to be raised) of \$50,000,000, to combat the high cost of living by being "controlled and operated by the people of the United States" and eliminating the unspeakable "middlemen," is hardly worth discussing very analytically, because it is not strikingly unlike many other ambitious reforms of the same sort and rests on no more stable considerations than those did until the weakness of their economic foundations were proven by collapse.

Like most of the others, this one is floated under the names of a number of well known men as an "advisory committee," among them John D. Crimmins, Rev. Dr. Charles H. Parkhurst, Colonel G. N. Whistler (U. S. A., retired), L. H. Healey, of Connecticut; N. P. Hull, of Michigan, and J. Arthur Sherwood (the three latter chiefly famous from one time having been past-masters of state granges of farmers), and with Col. Whistler as "treasurer pro tem." Without passing on the ability of these gentlemen, it is the opinion of the men who have most carefully studied merchandising that the economical distribution of food is a full-sized job for a business man, and it does not necessarily follow that because one man may be a good preacher or moral reformer, another an honored soldier, and others good leaders among the agrarian contingent, that they measure up assuringly as a coterie likely to put to flight the logical and natural evolutionary commercial growths of generations of legitimate competition. Reformers have a way of forgetting that our present mercantile and distributive methods are born of experience and necessity and competitive fitness. If they are to be swept aside it will require a programme rich in something other than theory.

One cannot read the prospectus of the new company without being struck with its superficiality. It proposes a hundred cold storage plants, 2,000 retail stores, 2,000 refrigerator cars, 2,000 live stock cars and a few such items—laughable to the man who now finds it hard to effectively supply the Nation with many times this equipment. Just how far these 2,000 retail stores, for instance, can take the place of the existing 350,000 grocery stores fed by 3,000 wholesalers is not altogether assured by a capital of \$23,000,000, even when backed by "working capital" of \$22,000,000.

The grocer is bound to smile when he learns that it is "proposed" to pay dividends from the "surplus earned available for dividends"—7 per cent. per year to stockholders, 15 per cent. of the balance to employees and one-half the remainder to share-holders on their purchases, and the other half on stock; a snug little total of \$15,000,000 to be distributed. Surely, there is some reason to congratulate the promoters that there is a whistler in the outfit, even if not further than "pro tem."

The formation of another associa-

tion at Atlantic City last week—the "National Food Law Conference"—is perhaps the pinnacle of co-operative effort on the part of the trade, in harmony with the officials, for furthering the effectiveness of food laws. Embracing, as it does, delegates from practically all the great food trade organizations—producing, processing, marketing and advertising—it is completely representative and, when brought into harmony with the public authorities, can make tremendously effective the efforts of the Government to give the public safe, sane and economical foods.

The reason for the combination of all these food associations is the necessity for uniform food laws. Manufacturers really have little ground for opposing reasonable food laws; it is less important to them what the laws are than that they know what they are and that they be the same in all parts of the country. Manufacturers can adopt their methods of preparing labelling and marketing foods to the law, but when goods, once packed, may be shipped into any of the 48 states, it is of vital importance that what one state permits or prohibits may not be treated absolutely the contrary by some other state. The great trouble in the past has been that "cranks" have a way of getting into office as state food officials and each thinks his own pet hobbies are far better than those of his neighboring state or of Congress. Uniformity requires that overnice hobbies be discarded in the interest of uniform essentials; anything else being almost confiscatory of any National manufacturer's goods.

The whole nub of the story was well expressed in the opening address of Chairman Louis Runkel, when he said:

"The enactment and enforcement of the pure food laws protect and aid the honest manufacturer equally with the consumer. Wholesome and honest competition is the life of trade, but we are all opposed to that competition which is based upon cheap imitation clothed in standard garb. We are engaged in a necessary and legitimate business. Regulation and control of the manufacture and distribution of food products is necessary and beneficial, but unduly burdensome regulation is beneficial neither to the consumer nor to the manufacturer.

"The public will receive the greatest possible benefit from such laws as accomplish their purpose—i. e. protect the consumer with the least possible interference with the machinery of manufacture and distribution. The expense of necessary and proper regulation by law is a necessary element in the total cost of manufacture and distribution, and undue and unnecessary expense arbitrarily added tends against economy and facility of commerce, and so tends to increase the cost at retail. Any increase in that cost is to be deplored and guarded against and elements tending to facilitate commerce and lessen the cost of production should be earnestly welcomed by the trade and the public."



### Chirpings From the Crickets.

Battle Creek, Nov. 3—Hill & Flint, of Galesburg, have placed on the market a fender for autos and commercial trucks. These gentlemen have a patent pending on their fender and large manufacturers of commercial and pleasure cars have endorsed their product. Harvey Hill is well known to the travelers who make Galesburg regularly and we all hope his invention will prove very profitable to him and Mr. Flint. Experienced road salesmen looking for a good proposition will find it to their interest to see Mr. Hill and his product. The field is large and in many of the Eastern cities the common councils are passing ordinances, making it necessary for owners of commercial trucks to equip with a fender.

Considerable interest is being shown in Eaton county over the wet or dry election in the spring. Hotel interests think now it will go wet.

Louis E. Zacharias, traveler for O. P. DeWitt & Son, St. Johns, starts north on a hunting trip this week. Lou works hard and is entitled to the rest.

As you know, Battle Creek is one of the classiest, enterprising and progressive little cities of its size in the country. Hallowe'en was a big night here and some two thousand of its people turned out for a small Mardi gras. Masked figures, dressed fit to kill, paraded the streets and bands played, horns tooted and everybody went in for a good time. This downtown celebration kept the young people entertained and the loss of fences, gates, etc., was away under the figures of former years.

In Brother Goldstein's newsy letter he speaks of Claud Hiser and Ann Hiser. We wonder if Claud used a Goldstein.

Brother Goldstein features the credit man in last week's issue. The credit man and his duties are often misunderstood and it is a position that the average salesman could not hold down successfully. The salesman is out to scratch his book and, while he does not aim to sell people his house can not collect from, he solicits and books business that the credit man will not ship. It pays to be conservative on the road and in the office, but just how and where to draw the line is a puzzler. Many salesmen in the smaller lines carry statements and collect as they sell. Many people who have no rating are prompt pay and many people who have the coin and good rating are slow pay. It is all up to the salesman and I think, as a class, they will get money a credit man and his letters will not collect and leave a better feeling and sell an order on the next trip. I am strong for the boys who call on the trade and, by square dealing and gentlemanly treatment, win the confidence and good will of the patron. This patron will protect the salesman by paying his invoices and be no trouble for a credit man. As for the credit man, I have not much to say, but I have known several who have spoiled more trade than an army of salesmen could get back. There are "demons" in all departments, but the credit man has more of a chance to develop into one than some of the other executive men.

Mr. Stowe can well be proud of the issue of Oct. 29. Grand Rapids should be proud of the issue last week which carried the story of the city's growth to all parts of the country. It was a "Greater Grand Rapids" edition and a credit to all who had a line between its two covers. Mr. Stowe has always been a friend to the traveling man and I am sorry to see that none of the friendly and complimentary letters that were published, as they were written by his friends and patrons, did not speak of this quality in his make-up. If Mr. Stowe had only told his traveler reporters about his special edition, we would have been pleased to have made a special effort to have had some special article that would have been appropriate for the edition.

Guy Pfander.

### Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, Nov. 3—The Secretary has plenty of enlistment blanks for those who are about to engage in the army for the securing of a larger membership for our Council and the order as a whole and he will be very glad to furnish these as fast as they can be used. Sign your enlistment blank and forward to Claude Duval, Supreme Counselor, 430 West 35th street, Kansas City, Mo. Then, after you have secured your new member or secured the renewal of a former member, and have been honorably discharged, re-enlist and get another and as many more as you can. Let us all get a hustle on and double our membership before the next meeting of our Grand Council. The Secretary can afford to urge you on, for he has his new member voted in and he will be initiated at the November meeting. Receiving his honorable discharge, he will forward another enlistment blank and go for the next one who is already lined up.

Assessment No. 119, the last one for this year, is now levied and in order to keep yourself in good standing, this must be paid to your Secretary before Nov. 24. Failure to do this may cause you loss of indemnity in case of accident after that date. The Secretary has to attest to the fact in every claim that the member was in good standing when

he received the accident. If your assessment is not paid Nov. 24 you are not in good standing and will be suspended at the next regular meeting unless some good friend comes forward and pays for you. This brings a burden on your good friends which they should not be called on to assume. You have thirty days in which to get this paid and don't overlook it.

C. B. Whipple and wife, of Battle Creek, spent Saturday evening and Sunday in Kalamazoo, the guests of their cousins, the Secretary and his family. In the afternoon Sunday they drove out to Texas, Schoolcraft and Portage, returning to Battle Creek on the evening train.

Last week Tuesday, the representative of the General Electric Co. took a ride over the South Haven division of the Michigan Central in conference with some of the officials of the road with reference to the use of electric equipment on this division. While a more frequent passenger schedule would be appreciated by the traveling men who work this section of the Michigan Central, it is a question whether the travel would increase enough to warrant the placing of extra trains and also the advisability of substituting electric driven locomotives for the present steam equipment.

Our Past Senior Counselor C. C. De France has handed the Secretary his subscription to the Tradesman and it is being forwarded to the editor to-day. Let the good work go on. The boys are getting more and more interested in the U. C. T. news and are recognizing the fact that we have been granting a great favor by Mr. Stowe in the use of his paper for our letters. Do it now. Don't forget it, boys. Send in your subscription at once and keep in touch through the columns of the Tradesman with the boys all over the State.

Brother Pollis recently told the Secretary that the only thing that the Committee on Railroads and Transportation had to complain about was that they were not furnished material on which to devote their efforts. If you have any matters pertaining to passenger or freight service of the transportation companies of the State, drop this information to Brother P. E. Pollis, Marquette, and he will guarantee you the matter will have prompt attention.

One of the members of our Executive Committee, returning from Battle Creek via the Michigan United Railway, did not receive his transfer to the Kalamazoo City line and took the matter up shortly with the conductor. The result was that an argument took place, the brother receiving a transfer only after threatening to report the number of the conductor. The conductor then threatened the brother before witnesses that if he reported him he, the conductor, would get him, as he knew the brother, where he lived, etc. This transfer matter is a continual bone of contention between passengers and interurban conductors entering Kalamazoo. Taking this matter up with the local superintendent, we find that he has taken it up with the authorities at Jackson and it rests with them to adjust the matter satisfactorily. The conductors evidently have some reason to try and issue as few transfers as possible from interurbans and we are waiting the answer. Here's hoping it may be favorable to the users of the M. U. T. lines!

Brother Jennings, of Cadillac Council, No. 143, was on the train en route to South Haven to-day and was very proud over the possession of a special U. C. T. button showing his enlistment in the army at Detroit. If the other brothers are as earnest and enthusiastic in securing new members as he is, Detroit will certainly secure a large addition to their membership. We were very glad to make the acquaintanceship of Brother Jennings and hope to see him again soon.

R. S. Hopkins.

### Honks From Auto City Council.

Lansing, Nov. 3—Miss M. Paradise, of Detroit, is a guest of Mr. and Mrs. F. H. Hastings this week.

Brother Flack, of Saginaw Council, was a welcome visitor at our Council meeting last Saturday night. Brother Flack expects to move to our city within a short time and has expressed his willingness to transfer to Auto City Council, provided we can fix it with Saginaw Council. We have promised to have Brown, Mercer and Ranney committed to some insane asylum, if necessary, to bring about the transfer.

M. E. Sherwood has just returned from a successful hunting trip in the Northern part of the State and is closely followed by a story as to how he tricked \$10 out of a deputy game warden who, to all appearances, was an ordinary unsuccessful hunter and wanted to buy some birds of which Morris had plenty and to spare. The matter of violation of the law in selling birds was discussed to some extent and it was finally agreed that the warden was to buy some birds for \$10, but delivery was to be made after dark at a certain place on the cross road, and the birds were to be enclosed in a grain bag. Instead of paying \$10 for a chance to make an arrest the warden found that he had bought some quarter grown chickens which had been purchased of a nearby settler and it is said became somewhat angry because of the deception. Morris will

select other grounds for his next hunting trip.

Hotel Steel, at St. Johns, still retains the roller towel.

H. L. Alschuler, of Grand Rapids Council, paid our Council a visit last Saturday night and when called upon, spoke optimistically of the order in general and Grand Rapids Council in particular. Brother Alschuler has been a member of the order for four months only, but during this time has secured six new members. Wish he would transfer to Lansing.

Brother and Mrs. D. J. Riordan will take their baby to Ann Arbor this week for an operation on one of its hands, which was seriously burned last summer while visiting at Chicago.

Last Saturday night was a record breaker in the way of combined social event and business meeting of our Council. Nearly a hundred of our members, their wives and sweethearts sat down to an elaborate Bohemian supper prepared by our Ladies Auxiliary, at 6:30 p. m. Much of the Hallowe'en spirit was present and the table decorations were thoughtfully planned and fitted the occasion. After the supper was over, a business session of the Council was held, which overlapped the time limit as announced, but closed within an hour and the balance of the evening was spent in dancing and other amusements. Much credit is due our Ladies Auxiliary, for this enjoyable event and it is hoped they will come again in the near future.

H. D. Finley, one of the members of our Council, living at Howell, is a candidate for United States Marshal for the Eastern district of Michigan. Brother Finley has the unanimous endorsement of our Council and it is hoped he will receive the appointment.

H. D. Bullen.

### Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

### Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.

### FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

Crabb & Hunter Floral Co.

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"The New Stationery House"

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Sells More Than  
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Be the Cushion Shoe dealer in your locality. Get the trade to regard your store as the only place to purchase Cushion Shoes.

You can create this situation if you handle Yerma Cushion Shoes. The demand for Cushion Shoes in your neighborhood is large and there are reasons why this line will help you get the business.

Send for our Yerma Cushion Booklet, telling of the line and of the special advertising and special selling plans back of it. Write for catalogue or to have salesman call.

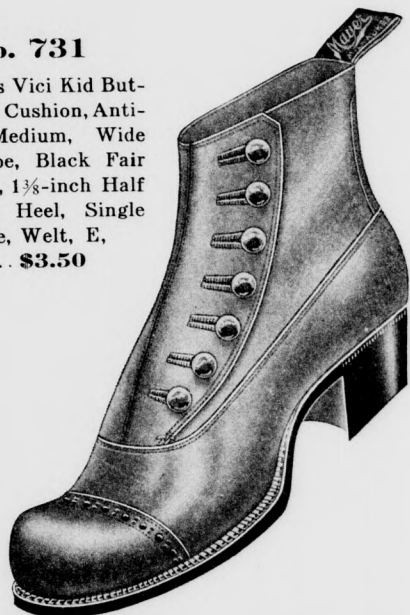
**Yerma Cushion Shoes belong  
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**F. MAYER BOOT & SHOE COMPANY, MILWAUKEE, WIS.**

**Largest Manufacturers of  
Full Vamp Shoes in the World**

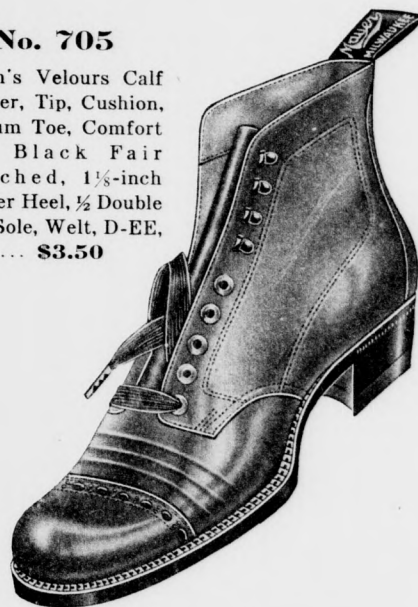
### No. 731

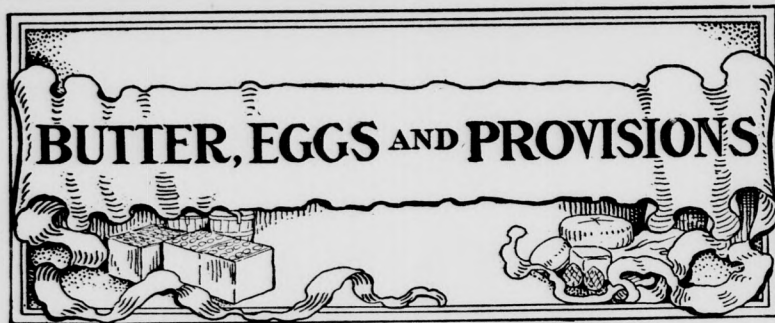
Men's Vici Kid Button, Tip, Cushion, Anti-Wet, Medium, Wide High Toe, Black Fair Stitched, 1 3/8-inch Half Military Heel, Single Oak Sole, Welt, E, 5-11..... **\$3.50**



### No. 705

Men's Velours Calf Blucher, Tip, Cushion, Medium Toe, Comfort Last, Black Fair Stitched, 1 3/8-inch Rubber Heel, 1/2 Double Oak Sole, Welt, D-EE, 6-11..... **\$3.50**





#### 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.

#### Working an Improvement in Farm Eggs.

The great egg and poultry producing territories of the United States can be divided according to the geographical location and the character of the industry into three quite distinct sections. The first of these comprises the Northeastern states, including New England, New York, Pennsylvania, New Jersey and Maryland. This is a section in which the poultry industry is one of importance and where many large and specialized poultry farms are located. Inasmuch as it also happens to be the greatest consuming section of poultry products, the local production of eggs does not supply the demand, and large quantities are brought in from other parts of the country. The proximity of the poultry farms of this section to the large markets enables the poultrymen to dispose of their products readily, and it is natural that they should cater to the discriminating trade demanding a fine quality of fresh eggs. The whole tendency, therefore, is for the eggs to be shipped in small lots by express or fast freight, so as to reach the market in a short time after they are produced. These are consumed in a relatively brief time, and comparatively few eggs in this section find their way into cold storage.

The second egg-producing section comprises the states bordering the Pacific. Here the conditions are in many respects identical with those of the first section. The eggs produced all find a market in the cities of those states and the quantity is not sufficient to supply the demand. Here, also, many large poultry farms are located.

The third section comprises principally states lying in the Mississippi Valley. It is in this great section that the vast majority of the eggs of the country are produced. Yet the character of the poultry keeping is quite different from that in the other two sections discussed. There are in this whole stretch of country few farms which can be termed "poultry farms" or where poultry raising can be considered to be one of the main branches of the farm work. The great bulk of the eggs is the product of the flocks of hens which are kept on practically every general farm throughout the whole area. These farms are devoted mainly to grain

growing and live stock, principally cattle and hogs, so that the poultry kept is incidental, and the eggs produced are really in the nature a by-product of the farm.

Not much systematic care is given to the hens on the farms, and, as a result, the great majority of the eggs come in the spring and summer. Also, this section is not one of heavy consumption, and in consequence, during the summer and spring, many more eggs are produced than needed locally. Only a few years ago this great surplus production resulted in such a glut and lowering of prices that in many instances it did not pay to take the eggs to town during the spring and summer, while in the fall and winter eggs were scarce and very high. With the cold storage of eggs the conditions have changed. During the spring, when production is heavy, the eggs are brought up and placed in storage, to be taken out when the period of scarcity comes in the fall and winter. As a result of storage, there has been a greater equalization of supply and demand throughout the year, and, what is of most importance to the farmer, the majority of whose eggs are produced in the spring, a maintenance of prices during that period much above what they were before the days of storage.

#### Loss Due to Faulty Methods.

In spite of the fact that prices are better than they were formerly the producers are not receiving as much for their eggs as they should, considering the ultimate prices paid by the consumers of these eggs. This is not the result of any combination on the part of the buyers to keep prices down, for competition is usually sharp enough to cause as much to be paid as the buyers can afford. The real reason lies in the fact that the system of marketing and buying eggs in this section is faulty and causes a good deal of preventable loss and deterioration. This is mainly because no incentive is offered for care and expeditious handling of the product. In other words, the careful farmer who markets good eggs as a rule gets no more for them than his careless neighbor who markets poor ones. As a result of this loss, prices paid to producers must be depressed to cover it, and this accounts for the difference between the prices paid for these eggs and the prices charged the consumers.

At first glance it might be thought that this loss and deterioration were slight and of minor importance. Quite the contrary, however, is the case. From a careful study made of the

situation, it appears that the annual loss resulting from these sources in the egg trade of the country totals about 15 per cent. of the value of the product, or \$45,000,000. In the State of Kansas alone, where the investigations of the department have been principally carried on, the annual loss is estimated at more than \$1,000,000.

#### Common Method of Marketing.

To explain the reason for this loss and deterioration it is necessary to outline briefly the usual method of marketing eggs in this section.

The eggs, as previously stated, are produced on the general farm. The income from these is considerable and very welcome, but is, after all, incidental. The care and attention given

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We are in the market for car lots  
**APPLES AND POTATOES**  
**BEANS**  
CAR LOTS AND LESS

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Receivers and Shippers of all Kinds of

## Fruits and Vegetables

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Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

If You Can Load

## POTATOES

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, glad to quote you delivered prices in car lots.

## H. E. MOSELEY CO.

F. T. MILLER, Gen. Manager

30 IONIA AVENUE

GRAND RAPIDS

## 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.



the fowls and the products are therefore usually incidental also. The farmer gathers the eggs whenever convenient; sometimes each day, sometimes two or three times a week. The eggs are brought to the house and kept until there is a sufficient number to take to the village, or until the farmer makes a trip to the village for some other purpose and takes the eggs along. No particular attention is given to the conditions under which the eggs are kept in the meantime. They may be kept in a pantry or cupboard of the kitchen, where the temperature is comparatively high and where the eggs are bound to undergo considerable deterioration in quality or to reach a more or less advanced stage of actual spoiling. Even in those cases where the importance is realized and an effort made to secure this by placing the eggs in the cellar, there is a likelihood that the cellar may be damp, and the eggs in consequence become moldy. Likewise, no particular effort is made to obtain clean eggs by proper attention to the nests and by frequent gathering, or to separate the clean from the soiled eggs when taking them to market.

As a result the farmer may start to town with a basket of eggs, part of which are fresh and wholesome, part of them dirty or smeared and part of them shrunken or stale, or even wholly spoiled. During the drive to town, it is a common occurrence for the eggs to be exposed to the direct rays of the sun for an hour or two and subjected therefore to a temperature greater than the normal temperature of incubation, 103 degrees F. These eggs the farmer takes to the village store and receives for them a certain price per dozen, which is usually given in trade. The village storekeeper is not a dealer in eggs from choice but rather because he feels it necessary to take the eggs in order to keep the trade of the farmer. If he does not take the eggs he fears that the farmer will offer them to one of his competitors and will in consequence be likely to give that competitor the bulk of his trade. For the same reason, the merchant believes that he must accept the eggs as they run—good or bad, fresh or stale, clean or dirty—for if he does not his competitors will. This system of buying by the storekeeper is known as the case-count system.

The merchant holds the eggs until he has enough to make a shipment to some egg dealer or shipper from whom he gets regular quotations. The delay here may be anywhere from two days to a week or even two weeks. Usually the conditions attendant upon the shipment of these eggs up to the time they reach the packing-house are such as to cause a still further deterioration in the eggs. After they reach the packing-house they are assembled in great enough numbers so that more attention and care is given their handling, and although the eggs go through one or more sets of hands from this point before they are plac-

ed in storage or reach the consumer, the deterioration which they undergo is not so great proportionately.

#### Delay in Moving Eggs.

It will be observed that the one unfavorable factor which stands out most prominently in this system of marketing is the delay in moving the eggs. There is delay in gathering the eggs, delay in taking them to town, and delay on the part of the storekeeper. When these delays are coincident with high temperature, serious loss and deterioration result. This is evidenced by the poor quality of summer eggs.

The spoiled and deteriorated eggs compose several well recognized classes, most common among which are the following: Heated eggs, those caused by the development of the embryo in fertile eggs; shrunken eggs, those in which a part of the water has evaporated from the white, causing a large air cell; rots, those which are totally spoiled; spots, those with localized areas of bacterial or mold infection; dirty eggs, those soiled with mud, droppings or the contents of broken eggs; and checks, those slightly cracked.

While there is some deliberate delay in the fall, caused by the farmers holding their eggs on a rising market, the majority of the delays are due simply to indifference and consequently are preventable. The country stores are directly responsible for the delay, because of the case-count system of buying which they employ. This system has nothing to recommend it aside from the fact that it is a little less trouble to the storekeeper. On the other hand it encourages carelessness and delay on the part of the farmer, because it inflicts no penalty for poor or bad eggs. It has even bred in some farmers (who would not expect to sell damaged vegetables or grain for full value) a feeling that an injustice is being worked on them if a buyer candles the eggs and refuses to pay for those which are rotten.

As a result, therefore, of the delays and carelessness, coupled with high temperatures, there is in connection with the handling and marketing of eggs in the Middle West, a great loss, which because preventable in a great measure, is a wanton waste. This loss is borne both by the producer and consumer, but falls mainly on the former. The consumer suffers in being unable to secure good palatable eggs in sufficient quantity, and in consequence, there is a curtailment of consumption. It is only fair to state, also, that these inferior eggs which find their way to the tables of city consumers are often mistaken for a cold-storage product, and the storage industry is thus unjustly discredited.

Harry M. Lamon.

#### No Use at All.

O'Grady—An' why do you want to sell your night shirt?

Finnegan—Sure an' what use have I for it now that I'm a noight watchman and slape in the daytoimes?

We can't see ourselves as others see us by looking in a mirror.

#### An Essay on Men.

A little girl wrote the following composition on men:

"Men are what women marry. They drink and smoke and swear, but don't go to church. Perhaps if they wore bonnets they would. They are more logical than women and also more zoological. Both men and women sprung from monkeys, but the women sprung farther than the men."

It's tough on the airship chauffeur when he takes a drop too much.

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

STROUP & WIERSUM

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

#### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

#### Satisfy and Multiply

Flour Trade with

#### "Purity Patent" Flour

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

#### Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

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

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

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

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

#### HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

#### Match Price List

NON-POISONOUS

Strike Anywhere Safety Matches

	Price for 5 cases and over per case	Price for less than 5 cases per case
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#### SAFE HOME

No. 5 size—5 boxes to package, 20 packages, (100 boxes) to case	\$3.50	\$3.60
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#### BIRD'S-EYE

No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.40	3.50
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#### BLACK DIAMOND

No. 5 size—packed 5 boxes in package, 20 packages (100 boxes) in case	3.25	3.40
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#### MARGUERITE

No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.40	4.65
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#### SEARCH LIGHT

No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.40	4.65
--	------	------

#### BLUE BIRD

No. 5 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case	4.10	4.35
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#### CRESCENT

No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	4.00	4.25
--	------	------

#### SWIFT & COURTNEY

No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.85	4.10
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#### BLACK SWAN

No. 5 size—packed 12 boxes in package, 12 packages (144 boxes) in case	3.70	3.85
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#### BEST AND CHEAPEST

No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
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#### RED DIAMOND

No. 2 size—packed 12 boxes in package, 12 packages (144 boxes) in case	1.60	1.70
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#### ANCHOR

No. 2 size—packed 1 doz. boxes in package, 12 packages (144 boxes) in case		
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#### GLOBE

No. 1 size—packed 12 boxes in package, 36 packages (432 boxes) in case	2.70	2.85
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#### STRIKE ON BOX MATCHES

#### RED TOP

B Size—12 boxes to package, 60 packages (720 boxes) to case	\$2.50	\$2.75
---	--------	--------

#### ALUMINUM

AL Size box—12 boxes in packages, 60 packages (720 boxes) in case. Per case	1.90	2.00
boxes) in case	1.40	1.50

#### Hickorynuts, Walnuts, Butternuts

Ship us, correspond with us. We pay top prices.

M. O. BAKER & CO.

:::

TOLEDO, OHIO



## HAMMOND

### DAIRY FEED

A LIVE PROPOSITION FOR LIVE DEALERS

Wykes & Co., Mich. Sales Agt., Godfrey Bldg., Grand Rapids



When in market to buy or sell  
**Clover Seed, Potatoes, Apples**

call or write

Both Phones 1217

MOSELEY BROTHERS

Grand Rapids, Mich.

### Jaunty Jottings From Jackson.

Jackson, Nov. 3—The "Strenuous Life," Theodore Roosevelt; the "Wine of Work," E. A. Stowe. We like the latter expression best.

Correspondent Goldstein asks who put the first four letters in the signature below. We are not authority on orthography, but when it comes to putting those first four letters into the life and not into the word we might say that there are many forces playing their part, among them being the word made up of the first four letters of his own name, of which we do not possess very much.

A monument to a life, a credit to Grand Rapids, an asset to Michigan and an influence reaching far into the future—last week's issue of the Tradesman!

The committee completed its plan for the next combination meeting of Jackson Council, No. 57, last Saturday afternoon. It will be held Saturday evening, Nov. 8.

Our Senior Counselor, Ray G. Pringle, will only use one room of his home this winter and that all alone. Mrs. Pringle and son start this week for Jacksonville, Florida, to remain until next May.

Jay Cox, Greenwood avenue, is rapidly recovering from a run of typhoid fever. His many friends will be glad to see him back at his old place of business.

Michigan is showing up well in the campaign for new members and this is bound to be a big year for the United Commercial Travelers.

One of the important factors in the grocery business of Ann Arbor is the firm of Lamb & Spencer, located on State street. They have had a successful career, covering a period of over sixteen years and every year one of progress and growth. Here is another partnership based on method and system. Mr. Fred Lamb looks after the details of the office, paying every bill every Monday and not forgetting that essential part of looking after bills receivable. Mr. Lew Spencer is buyer for the concern and his success in this capacity is due to the fact that he constantly studies his trade and knows their fads and fancies as well as necessities.

After all, it is a great thing to be a grocer, in the big sense of the word. Surgeon.

### Merry Musings From Muskegon.

Muskegon, Nov. 3—As soon as the new turn tables are put in at Ashley and Muskegon, the new ninety foot car will be put on that run. We hope the venture will be profitable, as the traveling public will be greatly benefited by it.

N. C. Lulofs left on his trip to Cadillac and vicinity Monday. Nick seems to think it is not fair to tell about his being sleepy, but if you could see him you could not help it.

Anybody wishing to know all about the fun of a punctured tire on a rainy night, just ask John F. Charles, of Young & Chaffee Co. He can tell you all about it.

The Dr. J. O. Bates drug store will be moved from 17 Arthur street to 261 South Terrace street.

We are pleased to learn that Wm. D. Keiper, of Fremont, is again able to be out on his trip, after being laid up by an accident for some days.

E. G. Hentschel, who went to Europe some months ago in quest of good health, is reported to be on his way home very much improved. Bro. Hentschel was always a very active U. C. T. member and the news of his restoration is gladly received.

We are informed that the wash room of the Pacific Hotel, at Baldwin, is in a very filthy condition; also that the only towels supplied are the unlawful roller kind.

We are indebted to A. N. Stevenson for a greater part of our brief notes.

We hear that A. H. Withey, of Sparta, has resigned his position with the McClure Co., of Saginaw. Mr. Withey is well known by his wit and repartee and will be missed by the boys on the road.

The writer had the pleasure of getting home at 2:30 a. m. Sunday morning on the T., S. & M. The Ann Arbor had a freight wreck and was only eleven hours getting one car on the track; hence the delay.

We understand that the bonus fund for the Muskegon & Manistee interurban is being paid. We hope one year from date cars will be running. E. P. Monroe.

### Doings in the Buckeye State.

Written for the Tradesman.

The trade expansion committee of the Columbus Chamber of Commerce, in conference with Western railroads to decide on a route to the Panama-Pacific exposition in San Francisco in 1915, decided to make the trip early in the year, probably in April, the time not to exceed thirty days. A route will be picked out later.

The United States, Cuyahoga, Cleveland and Central Union telephone companies of Cleveland deny that they are attempting a consolidation, this answer being filed with the public utilities commission in response to the complaint of a Cleveland citizen. It is asserted that all negotiations have ceased since Attorney General Wickersham ordered the American Telephone and Telegraph Co not to acquire either the Cuyahoga or the United States companies.

Not only road building but maintenance of good roads is now recognized as a big problem and State highway officials are visiting Eastern states in quest of useful information on the subject. In many places neglected highways have had to be built over and counties are staggering with debt.

The Ohio State University is preparing to do more extension work in carrying education to all the people and the work that is being done along these lines at the universities of Michigan, Illinois and Wisconsin is being investigated.

The city of Canton has passed an ordinance issuing bonds for \$260,000 for a sewage disposal plant.

Almond Griffen.

God always gives us strength to bear the troubles of each day; but He never calculated on our piling the troubles past, and those to come, on top of those of to-day.

### Ten-Cent Store for Negroes.

What is reported to be one of the largest commercial ventures of the Negro race in the South is a four-story, 10-cent store owned and operated by colored people. This is the outgrowth of a small company that started years ago, and by dollar subscriptions raised \$20,000. Recently, it has enlarged its space, and is now covering four floors.

The store is patronized by both races and gives employment to twenty-five colored persons, and two white girls, who have been employed in other 10-cent stores and who act as managers in the different departments.

The store is well kept, and the grade of merchandise sold is equal to any for the money. It is not only the largest but the only store of its kind in America.

There is no rose-strewn path for the coward who cannot hide his yellow streak.

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

**OFFICE OUTFITTERS**  
LOOSE LEAF SPECIALISTS

**THE Tisch-Hine Co.**

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

**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**

## Supposing To-night FIRE

### Destroys Your Store

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

What would you do TO-MORROW?

WHAT COULD YOU DO?

The "CHAMPION"

Complete Accountant is

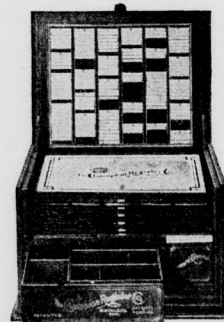
## FIREPROOF

We back this statement with a

\$500

Guaranty Gold Bond

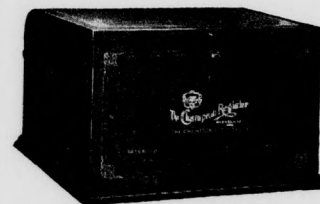
to the merchant. No insurance company will protect your accounts—WE WILL.



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

You are not only protected against fire, but also:

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



Closed—A Substantial, Fire-proof Safe.

**Champion Register Company**

403-412 Society Savings Bldg.

CLEVELAND, OHIO

Use the coupon today—be protected

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

Name .....

Address .....

Business .....

No. Accts.....



**Be Sure to Get Enough Profit.**

Some years ago two young Minnesota retailers came into my office. They were going into business in a small town in the Southern part of the State and wanted information about an advertising service that the organization with which I was then connected sold to retailers.

They had learned the business in a large general or department store, knew values fairly well and had "ideas."

One of these ideas was that goods ought to be sold at a straight margin of profit. They figured that by doing this they would be able to outsell every competitor in town, because ever so many of the articles would be priced below what the other retailers charged for them, and it proved useless to persuade them not to start that way. They had made their decision.

A couple of years later I was in their section of the State and, remembering our conversation, stopped off to call on them.

Their store was inviting. Modern show windows with attractively arranged displays suggested, that inside the looker-on could secure things for ornament or comfort, good things to eat, handy things for the housewife. Each item was ticketed with a neat price card.

The interior was just as attractive. The stocks were well kept. The ledges were nicely trimmed, and there was an air of cleanliness, comfort and cordiality about the place which tended to induce the right condition of mind on the part of the visitor.

The proprietors remembered me, and when I asked them how they were getting along and how the straight margin plan was turning out, Henning turned to Nelson with a smile and said: "John, how long did it take us to find out our mistake?" "Just six months," said John.

"In fact, it didn't take us that long, for we noticed in less than three months, that certain lines didn't move as fast as others, nor as fast as we thought they ought. To make them move we had to reduce the price and besides, when we had a special sale, of course, we must reduce on other items, so that when we took inventory for the first six months' business we found that we had barely paid expenses—in spite of the fact that we had only drawn \$15.00 a week for our own salaries.

"The inventory showed us where we had been wrong, for many of the staple items we found had not been selling in the quantity or rather proportion, that we knew they ought to, so the only remedy we could apply was to reduce the margin. And many of the more fancy articles had also failed to move at the proper rate—thus proving to us that customers did not appreciate the lower prices at which we offered them—because they could not judge as to their actual value. Many of these we advanced in price, and to cap the climax, we made special provision in figuring our "laid-down cost" for a certain percentage, in order to make up for "mark-downs" during special sales.

"The result is that our business has not only grown considerably, but we have been able to show a fine profit balance each season—not in unseasonable goods, but in actual cash in the bank." A. George Pederson.

**Moving Dead Stock Off the Shelves.**

John Clements, who had a little capital and some experience as a clerk, bought a bankrupt grocery in a small Eastern city. It was a somewhat pretentious establishment on a corner in the business district. The owner had worked into a rut and trade had fallen off woefully.

Soon as he had caught his bearings Clements cleaned and inspected the stock carefully. It consisted, he found, of fancy goods and "off brands." His problem was to move this undesirable merchandise, put life into the business, and build up a trade what would stay with him. For two days he hunted for an idea which would launch his venture with the smallest possible advertising expenditure. It happened that he wore a plain band ring. As he glanced absently at the circlet it supplied the wished-for idea. The slogan "Watch the Circle," popped into his mind.

He called a sign painter and ordered painted on his window a bright red circle eight feet in diameter and six inches wide. Above were lettered the words, "Watch It." Over his door, in red also, went the sign, "The Circle Store." With reading notices in the papers, he addressed "The Woman Who Wants to Buy Groceries Cheaper," and begged her to "Watch the Circle" in the window of "The Circle Store."

Each morning Clements announced some "special" for that day in the big red ring. For the most part, it was old stuff on which he cut price, but occasionally a staple article in a standard amount would be featured—sugar, flour, bread, eggs, butter. Attracted by the novelty, people did begin to "Watch the Circle." The idea caught on. Clements backed up the "Circle" with good service and honest weight. He enjoys a splendid trade to-day and his stock has been entirely cleared of the shelf-worn articles which supplied the ammunition for the first campaign. He keeps the "Circle," however, and his townmen get a fresh buying message every morning.

# 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

## MACAULEY SAID

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

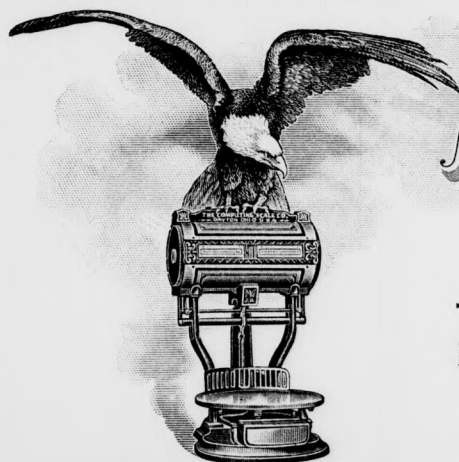
## USE THE BELL

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

## AT ONCE

Your personality is miles away.

Every Bell Telephone is a long distance station.



**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



### Find the Weak Point—Then Apply the Remedy.

Written for the Tradesman.

In the Drawer of Harper's Magazine for August is an amusing narrative called "The Quest of the Ribband." It is told in ancient ballad style and concerns a very modern couple who lived "on the eighteenth floor" and are called by the writer Lord Ronald and the Beauteous Lady Jane.

Lady Jane having read the advertisement sends off her devoted spouse, directing him to bring her a "ribband" (ribbon) band. She specified it was to be "the width of my hand, and its shade like the sample, here!" (She hands him the sample).

Having arrived at the store Lord Ronald experienced considerable difficulty in finding the desired department and several times had to make enquiries. Finally he got onto the right track and

"Right onward he pressed to a counter, dressed

"Wi' ribbands of every shade," but his troubles were not over. The young woman in charge, whom he called "the Damsel of Cold Disdain," was so busily engaged telling another saleslady of a quarrel which she, the ribbon girl, had been having with her lover, that Lord Ronald could not secure her attention at all and was compelled to vault the counter and measure off the goods himself. Having laid down the money for his purchase he went on his way, presumably to his office.

The poem concludes by saying that Lord Ronald and the Beauteous Lady Jane lived happily ever afterward; but it does not say that he ever revisited that store, and the impression left on the mind of the reader is that he never would go back there if he could avoid doing so.

From this deliciously funny story a serious and profitable moral may be drawn. Here was a huge store fully stocked with fashionable and attractive goods and spending large sums for advertising, employing a saleswoman so inattentive to her duties as not even to notice a customer.

Some time ago doctors called attention to the fact that a human being is physically no stronger than his weakest point. A man with diseased lungs or disordered digestion or a poor heart is really good for only what the debilitated portion of his anatomy will stand up to.

A store, like the human body, consists of different parts, each performing its special function and all mutually dependent upon one another. Also like the body it is no stronger than its weakest point.

In the store described in the ballad, the weakest point, at least as exemplified at the ribbon counter, was an inattentive, discourteous selling force. The girl whose duty it was to sell ribbons was so absorbed in her own affairs as to be a fit subject for the rhymers' ludicrous description.

The points of a store may be designated somewhat in this way:

1. Location—Good or Poor.
2. Building—Light, Airy, Modern, Well-Arranged; or the Reverse of all these.
3. Equipment (Counters, Shelving, Furniture, Fixtures, Mechanical Contrivances, etc.)—Neat, Tasteful, Up-to-Date and suited to making the best possible display of goods and facilitating the work of the store; or Ill-Devised, Cumbersome, and Labor-Making instead of Labor-Saving.
4. Stock—Right in Amount, Well-Selected, and Adapted to Requirements of the Patronage; or Too Full or Too Scant, Carelessly Bought, Too Expensive or Too Cheap for the Trade.
5. Advertising—To the Point, Resultful, Sure to Bring Customers; or Loose, General, Not Calculated to Gain or Hold Reader's Attention.
6. Selling Force—Well-Trained, Courteous, Attentive, Apt in discerning the desires and requirements of a customer; or Untrained, Ill-Mannered, Inattentive, Heedless.
7. Business Methods—Prompt and Efficient; or Dilatory and Slack.

A store may be strong at six of these points and the effect be largely annulled by weakness at some one of the seven.

A good building, an excellent stock, a superb selling force, and ideally perfect equipment may be rendered of almost no avail by a disadvantageous location. Or the location may be all that can be desired, the stock and equipment of the best, and much good money spent in effective advertising, and still the yearly balance sheet be unsatisfactory—all because of a poor selling force.

It is not necessary to elaborate on all the possible combinations of strength and weakness in stores and store management. Enough has been said to make clear the main issue, which is that the different parts of a store organism should be well balanced with one another. It is most unwise to make a great expenditure at one point unless all the other main features of the establishment can be brought somewhere near to the same level.

As to dealing with weak points, the famous Deacon who built the Won-

## For the Holiday Trade

We are showing a new line of  
Table Linens, Napkins, Tray Cloths  
Side Board Scarfs  
Lunch Cloths, Doylies  
Shams and Fancy Towels

Also a good assortment of  
Art Linen, Handkerchief Linen  
Pillow Case Linen, Butcher's Linen  
Plain and Fancy Linen Huck  
Toweling

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan

# Ha-Ka-Rac

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

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

**The Perry Glove and Mitten Co. Perry, Mich.**

## Now is the Time

To keep up your stock of underwear. We can help you do it.

Our line is comprised of quality merchandise at right prices.

Your mail orders will be promptly and carefully filled.

**Paul Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.



derful "One-Hoss Shay" made a special study of the subject as applied to chaise construction and arrived at a very wise conclusion:

"Fur," said the Deacon, "t's mighty plain

Thut the weakes' place mus' stan' the strain,

'N' the way t' fix it, uz I maintain Is only jest

To make that place uz strong uz the rest."

The thing for each merchant to do is to find the weak point in his store or in his system of store keeping and then apply the remedy, which is just to make that place as strong as the rest. Fabrix.

#### Get Ready, for Winter Is Coming.

Written for the Tradesman.  
To-day there is a sweet balminess in the air, and the sky is flecked with wind-driven cirrus, and people on the street do not require any wraps. But that doesn't mean that the god of the calendar has relinquished all idea of winter. Nix. Winter, like taxes and some other reliables, is coming. And the storekeeper who is wise will prepare for winter.

If there is a leak in the roof, better get it repaired before cold weather sets in. If your store front needs painting, why put it off until next spring? Winter is trying on unprotected woodwork. With the prospect of several weeks of fairly open weather before us, you can surely get any outside painting done that requires doing. And there is a double-barreled advantage in so doing: it protects your property (an economical consideration), and it helps appearances about your store (thus making your place more inviting to actual and prospective customers). So, anyhow you look at it, it's a good investment.

If there's any interior decorating or re-arranging to do, it's a mighty good plan to get at while the weather is good. If you need any new shelving, counters, cases, or other store fixtures, get 'em before the mercury takes a drop.

#### Preventing Frosted Windows.

Sweating or frosted windows are a perennial bugbear to many storekeepers. And it is a good plan to begin right now to avoid this ancient and vexatious difficulty.

If you have no enclosed space back of them, you are simply up against it. With a plate of glass separating the warm air of your store from the cold air outside, your windows will sweat and frost in spite of anything you can do.

Even where the windows are provided with a back and top, thus making an intervening compartment between the cold air outside and the warm air inside, your store room you are likely to have troubles enough.

In general the more air-tight this compartment is in back and on top, the less difficulty you will have. If you equalize, as nearly as you can, the temperature on both sides of the glass, you minimize your troubles. This is done, of course, by ventilating the window. Provide openings

in the lower part of the window or in the floor of the window so the cold air from the outside can get in. That is far better than using electric fans—and besides people who have the most trouble with frosted windows haven't the current.

Every store ought to be provided with properly constructed windows. They should have sufficient depth for the display of the merchandise, and they should have well built back and top, as nearly air-tight as your builder can make them. When properly built and properly ventilated you've done about all that can be done to prevent sweating and frosting.

#### Good Ventilation.

Speaking about ventilation reminds me of something a bright woman said to me not so long ago.

"Why," she began, "do so many of the merchants in this town deny their customers the privilege of enjoying one of God's greatest gifts to man?"

"I pass!" I said, "I never was good at conundrums."

"That isn't a conundrum."

"Well," I demurred, "tell me 'God's greatest gift to man,' and I'll make a stagger at the 'why' business."

"Fresh air!" she explained, and I saw a light.

"The answer," I began, "is that the merchants who are guilty are simply unmindful. They don't realize—"

"Too mild!" she interrupted. "It's far worse than that. They simply don't know the value of fresh, pure air. If they did they wouldn't make us breathe this foul, germ-infected air that's been bottled up and breathed I know not how many times!" And she went on in the same strain making still more picturesque talk.

But the thing that got my goat—speaking from a purely masculine point of view—is that there was a lot of truth in what she said. Some of our stores are a bit short on fresh air. How about yours? Are you guilty of denying your customers the privilege of one of God's best gifts to man? If so, you'd better quit; for this lady who held me with conversation travels quite a bit, and she may make your town.

Bad ventilation produces drowsy salespeople. Nobody can breathe foul air and be one hundred per cent efficient. People coming out of cold, pure air outside into a warm, stuffy room, filled with foul air, can detect the difference immediately; and the effect upon them is anything but pleasant. With all your getting, get good ventilation. Eli Elkins.

#### To-day.

Write it on your heart that every day is the best day in the year. No man has learned anything rightly until he knows that every day is doomsday. To-day is a king in disguise. To-day always looks mean to the thoughtless, in the face of a uniform experience that all good and great and happy actions made up precisely of these blank to-days. Let us not be so deceived, let us unmask the king as he passes.—Emerson.

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.

## 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.



## 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

# Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

## Butler Brothers

New York Chicago

St. Louis Minneapolis

Dallas

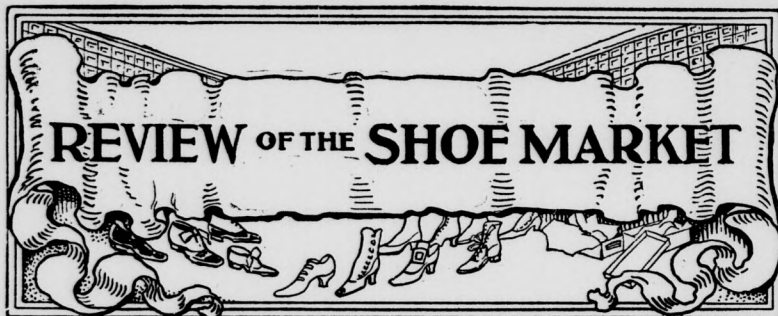
## TRY

# THE BARLOW WAY

## In Billing Your Goods In Shipping Your Goods In Tracing Your Goods

Our Billing System is comparatively new. Is simple. Saves time, saves mistakes. Use your regular typewriter. Use the carbon copy as your sales book. Send for free sample and description.

**BARLOW BROS.**  
GRAND RAPIDS, MICHIGAN



### Some Neglected Features of Shoe Retailing.

Written for the Tradesman.

What does your customer get when he (or she) buys a pair of shoes at your store? No; this isn't a conundrum. Really, it's a serious and intelligible enquiry, and there is a wholly rational answer.

Of course he (or she) gets a pair of shoes. That's taken for granted. And, as you are an honest and serious-minded dealer, we'll further assume that the shoes your customer selects are fair values at the price; that, insofar as material, workmanship, style, comfort and wear qualities are concerned, they are all that you claim for them. This is surely generous enough as assumptions go. But this much we willingly allow just to convince you that the spirit of this enquiry is determined to be strictly on the level.

Does your customer get only a pair of shoes, at such and such a price, marked up on the sales slip "cash" or "charge," as the case may be, when he (or she) visits your store, makes a selection and goes out with the merchandise? If so, then your customer has not received enough. If this be so, then you have not given your customer all that he (or she) has a right to expect. As a dealer you have been remiss. You have neglected certain duties that are now conceded to belong to, and constitute a part of, the business of efficient shoe distribution. And not only so, but you have surely failed to avail yourself of a splendid opportunity.

Pretty serious indictment, eh? Well stay with me to the end of the story and see if I am not talking facts.

There is such a thing as "store service." You'll admit that. And the "service" of a store may be of almost any grade of worth or worthlessness.

Some shoe stores are noted for the excellence of their "service," and some are known to hand out a very unsavory brand of "service." Perhaps the average person who patronizes retail shoe establishments sometimes would wear a look of innocent wonder, if he were suddenly yanked up and asked to define, analyze or describe "store service." But without postulating a sixth sense, this average person knows very well when he's getting just shoes for his money, and when he gets shoes with a plus something.

This plus something is "service." The customer is entitled to it.

And it is highly important for you,

as a shoe dealer, to get this fact thoroughly domesticated in your mental climate.

But what are the requirements of "service" insofar as the retail shoe dealer is concerned? These things, at the very least: a, fitting your customers' feet; b, causing them to know something of materials, lasts, shoemaking, and shoe values; c, substantial information upon the care of leather, and (in cases of foot ailments) the care of their feet.

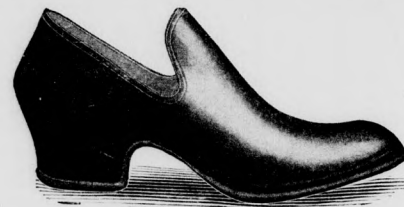
Now it's generally easy enough to get the money without imparting all, or any part, of this information. But is it wisest and best to take the short cut? Is the simpler process of hurrying up the sale, ringing up the cash and dexterously closing the incident, the really business-like method? If you think so, I beg to differ from you. I believe this short cut, speed-'em-up sales method is unwise, inexpert and ruinous. It doesn't supply, along with the commodity bought, the knowledge of the commodity and its use, which the customer ought really to have in order to get the maximum of value out of the thing purchased. Take issue with me, if you like; but don't say right off the bat, "bosh! there's nothing in it!" Think it over a bit—and besides, I'm not through yet.

Careful Fitting is Worth While.

Long before we began to read in our trade papers anything about such topics as conscientious fitting room service, fitting feet a near-science, and the like, I knew of a shoe dealer in a fine Western city who built up a whopping business principally on the excellence of his fitting room methods.

In letters of gold upon both of his windows appeared this direct, clean-cut, unhalting affirmation: "We Fit Your Feet." He played it up good and strong as a store slogan. On the inside of the store there also appeared a large, beautifully lettered sign, reading: "Don't Ask for Your Size; Let Us Get Your Measure and Give You a Perfect Fit."

The clerks in that store were taught how to use the measuring stick. And they were instructed to take time to study the peculiarities of each pair of feet. They didn't put a narrow last on a wide foot, neither did they make the mistake of fitting them short. They never let up until the customer admitted that the shoe fit perfectly—that there was plenty of room, but not too much room. And every man or woman who left that store, went away with the impression that every expedient had been resorted to, and every pre-



## A Profitable Rubber Trade

Such a trade can be built on the sale of honest rubber footwear, and on no other kind.

### Glove Brand Rubbers

Are made just right for such a business. Years of experimenting has resulted in the production of just such a compound as to make a rubber which fully meets the demands made upon it, and Glove Brand Rubbers are sold at rock bottom prices.

You can get rubbers for less money, but to produce a rubber for less than Glove Rubbers, more of the compound and less of the pure gum must be used, and while the appearance is little changed, and the lower price may help you make extra profits this year, the service is not there, and next year it will be realized that the foundation of your rubber trade was a false one.

An investment in first class merchandise is equivalent to an insurance policy on your business. Buy Glove Rubbers.



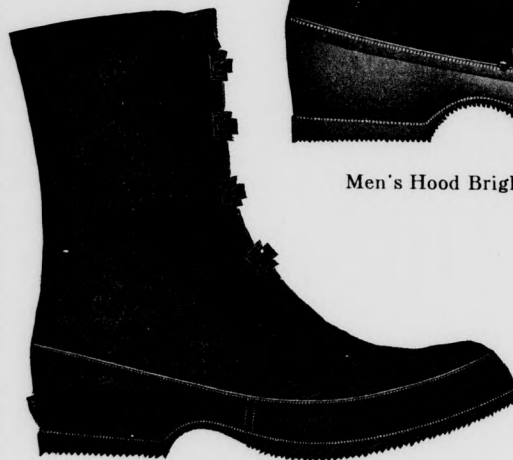
HIRTH-KRAUSE COMPANY  
GRAND RAPIDS, MICH.

## Get Hood Rubbers and Arctics

QUICK from the QUICK SERVICE HOUSE

Michigan's Largest Rubber Dealers

The "Weston" is  
Old Colony Grade  
at \$1.18.



Men's Hood Portland at \$2.15

Save that 5% discount.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



Men's Hood Brighton Arctic at \$1.34

The "Bangor" is  
Old Colony Grade  
at \$1.89.



caution taken, to insure as perfect a fit as could possibly be had.

Now I cite this case for a purpose—and it's one I know about from first hand sources; for I traveled across the country just to study this man and his methods. I talked with the salesmen and I hobnobbed with the proprietor; and there was nothing in the way of stock, display and arrangement, advertising, and service, that escaped me. And the only distinguishing thing about this dealer and his store was the evident care with which he tried to fit his patrons. But this one thing made him a tremendous amount of good will in that Western city, and easily put him in the lead. Other dealers were giving, for the money, just the shoes represented by the purchase price. This man gave shoes plus careful, expert, conscientious, pains-taking fitting.

#### Timely Suggestions.

A good many years have passed since that Western shoe dealer sprang into the limelight and gained local prestige through the emphasis he placed upon a particular feature of his service. Now perhaps it would not be quite so easy and simple to acquire local prominence anywhere. Shoe service, broadly speaking, has graded up.

But good store service is good store service; and though it is admittedly more complex and difficult than it used to be, it is still attainable. And it pays.

Time would fail me to elaborate upon the various elements that go to produce service—this plus something that should go with every pair of shoes you sell. But whatever you may give or withhold from the customer, over and above the actual merchandise that you wrap up and hand to him, it would certainly appear that he is entitled to a bit of counsel, information or advice, if he is minded to receive it. Without making yourself a bore, without delivering a lecture on any particular phase or phases of shoes and shoemaking, you can suggest things of practical value. If, through the ideas you suggest to him about the care of his shoes, you help him to derive greater comfort and more service out of them, you've done something to strengthen his good will and cinch his patronage. You've given him something more than a pair of shoes at a certain price. He can get just shoes anywhere; but he can't get a high grade of this plus somewhat anywhere. You give it to him, and he'll keep coming to your store.

Cid McKay.

#### Made Six Moves in Thirty-Six Years.

It was back in 1877 when Barlow Brothers started in two little back rooms over the then Democrat newspaper office. M. H. Clark was editor of the paper and Tom Fletcher, the veteran newspaper man of to-day, was then the chief reporter. We remembered Tom as he frequently lounged into our little shop and, with his heels hooked into the lower rung of our only extra chair, leaned back

against the wall and gassed about the world in general.

We only stayed in these quarters about a month, when we moved to larger quarters on the third floor of the Ledyard block. Perched up on a bank eight to ten feet high, where the Michigan Trust now stands, stood the private residence of Wm. Haldane, with the old bell tower directly on the corner, to which came trotting daily the beautiful white faced little mare of Gen. I. C. Smith, then Chief of our Fire Department, afterwards Chief of Police. The General would often send the little mare alone to this corner from wherever he might be, and it was a common sight to see her come trotting down Monroe street with a bridle loose and swing around the corner of Monroe and Ottawa at E. R. Wilson's drug store (afterwards Muir's, now Schrouder's), and trot quietly into her open stall in the base of the bell tower.

From the third floor we moved in a few years into larger rooms at the store 101 Ottawa, where Frank Quinn holds forth to-day. At this time we purchased the Grand Rapids Paper Box Co., and, needing still more room, rented double floors in the buildings facing Monroe street and occupied later by the Baxter Co.

Our next move was into the store and basement of the Houseman building, occupied to-day by Roseberry & Henry, and next door to us on the north was our old friend, the Democrat. Old residents may remember the sign which we found it necessary to hang in our front door—"No, this is not the Democrat." The public seemed determined to mistake our door for the newspaper, which was controlled at that time by Frank Ball with Harvey O. Carr—our present efficient Chief of Police—as foreman of the job department. Tom Fletcher was still on the staff. It was a morning paper and the writer remembers running into the office one night along about 12:00 o'clock. Tom was alone for the time being and seemed to have more than fourteen things to do in twelve seconds, while to help him concentrate his mind, the telephone on the wall was keeping up a constant jingle. Tom danced around the room from one thing to another and, suddenly straightening up his big six foot length, he shook his fist at the jingling phone on the opposite wall and shouted "Yes—damn you! I hear you!"

We moved down the river—still on Pearl street—in the Wilmarth & Morman building, now occupied by our friends in similar business lines, the Tisch-Hine Co. We had sold our paper box department before this to W. W. Huelster, the business being known to-day as the Grand Rapids Paper Box Co.

Next, we moved back to our former neighborhood at the upper end of Pearl street, this time taking the fifth floor of the then Weatherly & Pulte Building—afterwards the building being sold to the Board of Trade—and now comes our final move from this point to our new quarters in the Campau building. John B. Barlow.

#### Red Bottles for Milk.

The discovery is said to have been made that milk kept in red bottles will remain sweet and pure longer than when kept in plain glass or other colored bottles.

Experiments have been made with the spectrum to determine which of the rays of light affect milk, and it has been found that it is the rays

toward the violet end of the spectrum that do the mischief.

The red ray is stronger and more penetrating, and probably has some neutralizing effect upon the lacteal microbe. If experiments confirm the theory that the red bottle preserves the milk better than the bottle now in use the red bottle should be adopted generally.



**Strenuous Wear  
Efficiency**

We build into our Boys' shoes the Strenuous Wear Efficiency that pleases the boy and gratifies the long suffering parent's purse.

See us for boys' shoes.

Rindge, Kalmbach, Logie Co.

Grand Rapids, Mich.



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)

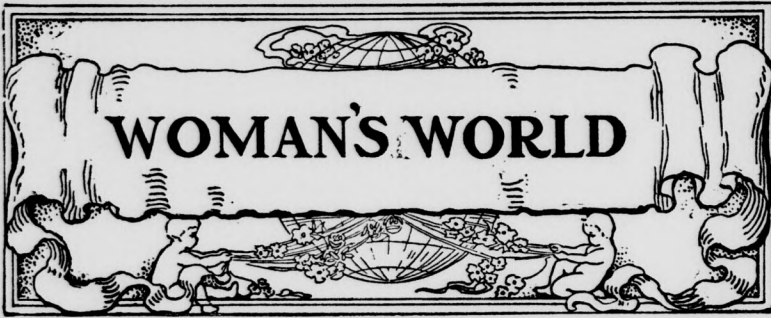
Rubbers are the undisputed standard of quality, and if you are not handling them you are not getting all you should in the way of quality.

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.**



### Some Things Men Might Learn From Women.

Written for the Tradesman.

This title is worded advisedly. It is not "Some Things Men Are Likely to Learn from Women." There is an implied condition. When it comes to being taught by the sex that through long tradition they regard as inferior to their own, most men will not take kindly to the idea. Only such as are exceptionally far advanced morally and spiritually will be willing to assume that docile attitude of mind that is the first requisite of learning anything. It is only because the readers of the Tradesman are largely made up of this very superior class, that I am encouraged to believe that this little sermon will not fail of its purpose as it would be likely to were it directed to men generally.

In further explanation of the title, let me say that it is not to be taken as conveying the idea that women have any monopoly of good and desirable knowledge. Far from it. Nor are all the dominant traits of the sex worthy of praise and imitation. Indeed those who have followed these pages closely will recall that some time ago I wrote for this department an article entitled "Some Things Women May Learn from Men." As in that I spoke of certain things regarding which men have saner, healthier, and more practical ideas than women have, so in this I shall speak of certain other things that are seen with clearer, truer vision from the feminine viewpoint than from the masculine.

Economically speaking, the great lesson to be learned from woman-kind is that of conservation. By nature man is destructive, reckless, prodigal, extravagant; woman is cautious, careful, saving, preservative.

This difference is pronounced even in infancy. The boy baby is far harder upon playthings than the girl baby. Indeed very often the chief delight the young manikin finds in the toys given him for his amusement, is a wild joy in smashing them.

In one of her delightful humorous poems Carolyn Wells describes a dolls' party. With a single exception all the guests at this unique function were beautifully attired and evidenced elaborate care and attention. That one, dirty, scantily clad, bereft of all hair, and with eye and cheek battered in, gave metrical explanation of its forlorn and unkempt condition in the following lines:

"I do not wish to tell my griefs  
To any living toy;  
But—dwell upon your mercies!—I  
Was given to a boy."

The passion for destruction, for demolition, so manifest in the young boy, increases rather than lessens with the years and strength of manhood. The savage takes to the hunt and the chase as the means of livelihood. The civilized man, when he can do so, pursues these same barbaric activities as diversion from his regular toil. Or, if he manages to content himself without annihilating life, he must for his amusement make way with something, and do it on a large scale. It may be gasoline and not gunpowder that he employs as the means of his recreation, but it must be something of value, something that has cost either money or effort.

Endowed with splendid physical prowess and endurance, a man is wont to risk life and limb in reckless and needless hazards, and to waste health and strength in dissipation and excesses.

He can achieve much, but how foolishly he squanders the results of his toil! A young man often has twice or thrice the earning capacity of his sister, and more frequently will be "broke" for ready money. Is it

not the exception rather than the rule for a young fellow, even though splendidly educated and equipped for getting on in life, and unhampered by any responsibility save taking care of his lone self, to accumulate much of anything before he marries and settles down?

Man despises the small frugalities in which woman fairly delights; he has none of that faculty for making the most of things, for extracting the full measure of enjoyment and content from the merest trifles, that is so much a part of the normal womanly nature.

That strange masculine trait of lightly and thoughtlessly letting go of what has been bought with the highest price is fraught with gravest consequences. To obtain our political liberties our forefathers poured out their blood and treasure like water. The system of suffrage adopted committed the trust which they left to men. How has that charge been fulfilled? Ever ready to spring with the sword to the defense of the Government, as to that vigilance which is the price of liberty in times of peace, men have been so remiss as to bestow the ballot upon ignorant negroes and foreigners of the most objectionable types, and have allowed corruption to flourish until our boasted freedom sometimes has seemed little better than a farce.

Men often accuse women of being spendthrifts. Some women are foolishly and wickedly wasteful and extravagant—that is extravagant as compared with the normal frugal, economical type of woman. Very few women—that is very few in proportion to the whole number—can just-

ly be accused of being extravagant as compared with men.

A woman in moderate circumstances pays say twenty-five dollars for just the sweetest little hat. Of course she has no business to do it and her men friends read her some strictures upon her extravagance. But how far will a paltry twenty-five dollars go in meeting the upkeep of a machine, or in paying dues at a fashionable club, or in just being out a little with the boys? When you think of the base ball outlay, the automobile expense, the stupendous annual tobacco and cigar bill, and the still more appalling drink bill, doesn't it seem a little queer that any man ever dares prate of the extravagance of women?

Ethically speaking, the great lesson men might learn from women is a certain fine consistency in conduct. The average woman doesn't have one set of principles and another and an entirely different set of practices. She lives up to her light.

By a strange inconsistency of his nature, a man often has a very clear perception of right, a great respect and admiration for rectitude in others, and at the same time a great aversion to keeping in the straight and narrow path himself. Many a tippler can deliver a most excellent screed on temperance, while the libertine often is equally good at descanting upon the beauties of chastity.

This incongruity between what men preach and what they practice has a most lamentable effect upon youth. The average boy wants to do just as "dad" does, or just as the other grown men of the community do, and the great trouble with very many boys

## CARPENTER'S

### IMPERIAL BRAND

EXCLUSIVE

PURVEYORS

### SPRAYING COMPOUNDS

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



of the present day is that they are following in their father's footsteps.

Most men are willing to do anything in reason for his children except—set them a good example in the matter of personal habits.

So we not infrequently witness the pitiful spectacle of a father trying to keep his young sons from stunting their bodies and weakening their minds with cigarettes, while he himself is hopelessly tied to his pipe or cigar; admonishing the boys to keep straight and steady, while he takes his daily nips and perhaps indulges in even more reprehensible vices.

Whatever may be the shortcomings of the average mother, she is at least a living exponent of the principles she is trying to inculcate. There is no yawning gap between the standards she sets up for her children and those of her own conduct.

In so brief an exposition as this it is of course impossible even to mention all the things men might profitably learn from women; but perhaps enough have been suggested to answer for one lesson. Quillo.

#### Cheerfulness as an Asset.

Written for the Tradesman.

A merry heart doeth good like a medicine; but a sour countenance driveth away trade. Not only will one's digestion be better, but the annual net profits of the business will be larger, if one consistently cultivates the habit of cheerfulness.

Yes, cheerfulness is a habit. All fruitful moods are subject to control. We can deliberately induce, and we can voluntarily terminate them. We can make up our minds to overlook the minor ills incident to the day's work, or we can exaggerate molehills of annoyance into mountains of provocation. We can just smile and let it pass, or we can develop symptoms of violence.

Cheerfulness is one of those simple, elemental things that aren't very analyzable or definable. Sort o' like sunlight and love and truth. All you got to do is to say the word, and we get you.

Of course you don't have to smirk and giggle to be cheerful. Cheerful dispositions aren't being worn that way this season. For synonyms of cheerfulness, both plain and fancy, the reader is respectfully referred to Peter Mark Roget and D. Webster.

Negatively considered, cheerfulness is like unto charity—doth not behave itself unseemly; and on its positive side, cheerfulness also parallels charity in that it beareth all things, hopeth all things, endureth all things. But there the parallel ends.

Misguided cheerfulness is facetiousness, and acute cheerfulness is hilarity. But, under most circumstances, it's better to be moderately cheerful. When a man gets boozed up on cheerfulness, he's temporarily disqualified for business. Also there's apt to be a reaction.

Cheerfulness is a lense through which dark days appear bright and bright days radiant. Cheerfulness is a tonic for tired bodies and jangling nerves. Cheerfulness is infectious. When you've got a real case of cheerfulness, everybody about you—hope-

less immunes excepted—is going to catch it.

Cheerfulness makes customers tractable and enables them to disannex from the coin with less pain.

Chas. L. Garrison.

#### Golden Wedding of Pioneer Merchant.

On Monday, September 15, Mr. and Mrs. G. H. Walbrink celebrated their golden wedding at their home in Allendale. There were present all their eight children, with their respective wives and husbands, twenty-three grand children and two great grand children, also Mrs. Westfall and Mrs. H. D. Walbrink, sisters-in-law of the groom, and Mrs. Jenkins, sister of the bride. The honored couple were the recipients of many cards bearing congratulations for the past and good wishes for the future; also a number of presents consisting chiefly of cash. The happy family partook of dinner, after which Mr. Walbrink expressed his gratitude to those present for their kind thoughts and further gave a brief but interesting account of his life since his wedding. Much amusement was caused in the afternoon when the brothers and sisters vied with the brothers- and sisters-in-law as to which party would make the best picture. Ice cream and cake was served on the lawn after which the guests departed, all agreeing that a most enjoyable day had been spent.

Mr. Walbrink has passed his 77th birthday, while Mrs. Walbrink is 70.

#### Dogs Barred From Food Stores.

Dogs are no longer allowed in grocery stores and meat markets in Denver, Colo. The commission of public welfare in that city has ordered the following notice to be displayed in every grocer's establishment:

"Notice! Dogs are not allowed inside the store. By order of Commissioner of Public Welfare."

Whoever said that there is a remedy for every ill never was a dancer and lost a leg.

### IMPORTANT Retail Grocers



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

**Baker's  
Cocoa and  
Chocolate**

Registered  
U.S. Pat. off

with the trade-mark  
on the packages.

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

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

## The Best Light for Any Home



Any authority on "eye-matters" will tell you that kerosene lamps are best for reading and studying. And the Rayo is the best of Oil Lamps.

**Rayo  
Lamps**

now light three million American homes—the best evidence of their superiority. Let your dealer demonstrate and explain. Illustrated booklet free on request.

For best results use Perfection Oil

**Standard Oil Company, Chicago**

(AN INDIANA CORPORATION)

**Clarehose**  
The  
Kind You Have  
Been Looking For

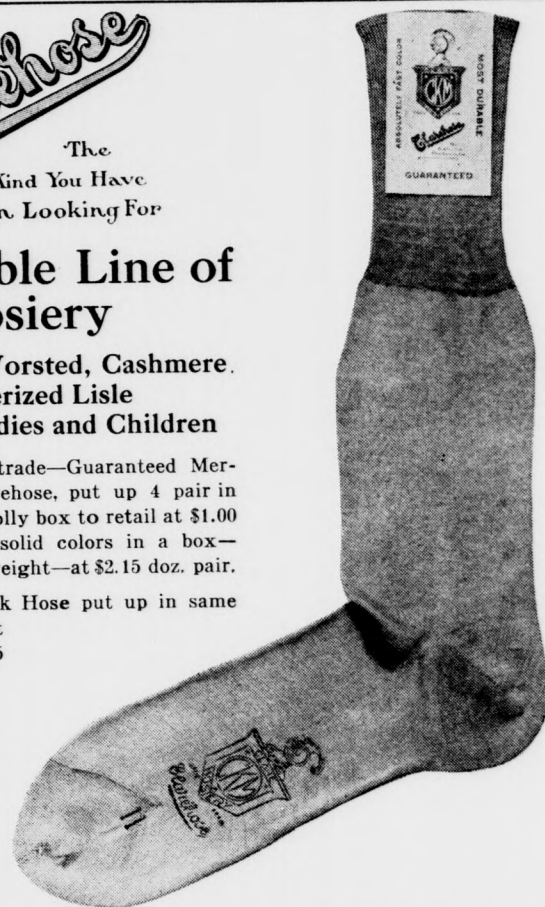
### A Reliable Line of Hosiery

In Woolen, Worsted, Cashmere.  
Mercerized Lisle  
For Men, Ladies and Children

For Christmas trade—Guaranteed Mercerized Lisle Clarehose, put up 4 pair in neat Christmas Holly box to retail at \$1.00 box—assorted or solid colors in a box—light or medium weight—at \$2.15 doz. pair.

Pure Thread Silk Hose put up in same way—retailing at \$2.00 box—at \$4.25 doz. pair.

Order  
Your  
Requirements  
Now



**CLARE KNITTING MILLS**  
SAGINAW, MICH.



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

#### Developing New Sources of Hardware Trade.

Written for the Tradesman.

First of Five Papers.

I live in a city of approximately five hundred thousand people. And we have, as you may well imagine, hardware dealers of many sorts and hardware establishments from the least aspiring to the most aggressive types.

But among them there are two or three that are conspicuous for the extensiveness of their lines, excellence of service, methods of going after business, and the volume of business that they are doing. And I have taken it upon me during the last few weeks to cultivate the men back of several of these successful hardware establishments in order to discover, if possible, the methods that they have used with such evident results in conducting their businesses.

In writing up these articles for the Tradesman I am going to refrain from mentioning names; for the men I have interviewed and the concerns whose policies I propose to describe would rather I wouldn't. Neither am I going to describe methods that are accidental, or for evident reasons incapable of adoption by others. Such excursions might be interesting and amusing, but it is not my purpose in these articles merely to provide entertainment. I want to get down to vital facts and factors. And whether you are an exclusive hardware dealer or merely carry hardware along with other lines; whether you are located in Oshkosh, Kalamazoo, Keokuk, Kankakee,—the things that are recorded in these articles are meant for you.

"I think the secret of my success, if you will pardon me the egotism of that remark," observed a hardware dealer from whom I learned a good many things, "lies mainly in the fact that I have made it a rule to develop new sources of trade rather than just try to get my competitors' customers. Years ago when I was clerking for my first boss this idea came to me. If I've done anything out of the ordinary in selling hardware, it's because I have consistently clung to, and worked along, that idea.

"I was 19 at the time, through high school, and had been with my boss less than a year. But I took to hardware like a duck to water. And I was fairly itching to make good.

"My employer had a first class stock of goods for a town of six

thousand. We carried high grade tools and cutlery, builders' hardware, paints, oils and varnishes, stoves and ranges, farm implements, and such other lines as were customary in the general run of hardware establishments of our class. And we had a fine class of people to deal with—principally well-to-do farmers who owned their farms, and operated them chiefly through tenants.

"But my boss was an easy-going merchandiser of the old school—a shrewd buyer (you couldn't fool him on anything made of metal), but lax in many things that go to make a real merchant. He could chew as much tobacco during the course of the day as any man I ever knew, and chew it neater; and he could discuss the weather, politics and local happenings with real finesse; but when it came to turnovers, cost accounting, advertising and such other matters that enter into successful hardware merchandising, he simply wasn't there with the goods. He hadn't been brought up that way.

"He couldn't have told you what his overhead expenses were, actually; he couldn't have computed his net profits on anything he sold; and, if it didn't move this season, he wasn't particularly disturbed about it, for he figured it was pretty apt to move next season. His advertising was limited to church and lodge programmes and our two country papers; and the so-called advertisements were business cards, giving his name, location and lines. You can imagine about how the old stereotyped announcement read. You will find similar ones in some of the little country weeklies even to-day.

"My boss was making a comfortable living out of the business, and had been for years, but the business wasn't growing. All in the world that was needed to put him out of the running in short order was just one wide-awake competitor. But his competitors, fortunately for my boss, were of the same sort—geared low.

#### A Fling at Paints.

"One day along about the middle of September, when I had been with my boss some three months, I was dusting and re-arranging some paint cans, when I accidentally ran across a batch of folders and booklets on paints and painting, supplied by one of the concerns from which the boss bought mixed paints. This 'dealer literature' had gone the way of much dealer literature of those days. It was put effectually out of the way of any possible reader, and forgotten by the one who hid it. It was thickly coated with dust.

## Foster, Stevens & Co.

### Wholesale Hardware



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

Grand Rapids, Mich.

## Stock up on Guns and Ammunition

Be prepared for  
Hunting Season

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

## Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth

GRAND RAPIDS, MICH.

## H. Eikenhout & Sons

### Jobbers of Roofing Material

GRAND RAPIDS, MICH.

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

## Use Tradesman Coupons



'Being of an acquisitive turn, I got to reading it. The booklet was good reading. It told about the ingredients of good paint, how the minerals are ground up by machinery, and mixed by people who know how, and all that sort of thing. It was all new to me, for I didn't know beans about paint. But the thing that got me most was the little human-interest element that the advertising man had injected into his story. It gave a little sketch of the man back of the business—the president of the company. Told of his big ambition as a young man—to produce a tip top mixed paint; how he struggled on to ultimate success etc.

"Then it came to me we weren't selling enough mixed paints. And I got to wondering why. The solution was simple—we weren't pushing paints. We merely supplied people with paint who came in our store and asked for paint. So I got to wondering if something couldn't be done to make people want more paint—in other words, to create a bigger local demand for paint. When I had thought the matter over a couple of days went to the boss with my plan. He smiled at my enthusiasm; but as the scheme didn't contemplate much outlay, he told me to pitch in and sell all the paint I blamed please. And I sure sold some paint.

"The first thing I did was to fix up a new window trim, using mixed paint as the big feature, with a series of window cards, fourteen by twenty-eight inches (I changed the cards daily), in which I gave free play to my fancy and got a lot of exercise with my hating pens. The boss let me prepare copy for the weekly papers, and you can take it from me I talked paint. I told the farmers they'd save big money by painting their houses, barns, fences and out-buildings; and I told them they'd miss it not to buy our paint; and finally I ventured to prophesy that we were going to have an open fall, the best time on earth for painting.

"There was nothing so clever in anything I did or said, but I was awfully enthusiastic about selling paint, and I got farmers, and town folks as well, interested in paint. And that fall barns and out buildings that had long needed painting, got painted. We sold everything in the paint line we have in stock, and 300 gallons of fresh stock—more paint than my boss had sold in three years! After that my boss let me have pretty much my own way in putting on sales and trying out schemes."

Chas. L. Phillips.

#### Programme Prepared for the Implement Dealers.

The tenth annual convention of the Michigan Retail Implement and Vehicle Dealers' Association will be held in this city Nov. 18, 19 and 20. The business sessions will be held in the city hall and the banquet in the Furniture Exchange. The programme arranged for the meeting is as follows:

Tuesday Afternoon—Open Session. Opening song—America.

Annual Address—President W. L. C. Reid.

Reading minutes of the last convention.

Completing committee arrangements.

Introduction of questions for discussion.

Short addresses on association topics.

Discussion until 5:30.

Adjournment.

Question box at the door.

Wednesday Morning—Open Session.

Song—Special.

Report of Secretary—F. M. Witbeck.

Report of Treasurer—C. A. Slayton.

Report of Insurance—Isaac Van Dyke.

Discussion of same.

National Federation—J. F. Folmer.

Address—"Cost, education and value of local clubs" as recommended by the Manufacturers' Association—E. W. McCullough.

General discussion.

Adjournment for dinner.

Wednesday Afternoon—Closed Session.

Song—Michigan, My Michigan.

Report Complaint Committee—F. M. Witbeck.

Report of Legislative Committee—Hon. C. L. Glasgow, chairman.

Discussion of same.

Address "Out of Business"—Hon. C. L. Glasgow.

Discussion of all question.

Wednesday Evening.

Banquet at the Furniture Exchange at 6:30 p. m.

Geo. G. Whitworth will act as toastmaster and responses will be made as follows:

Waste—Hon. C. L. Glasgow.

New Thought on an Old Subject—Hon. Horatio Earle.

The New Spirit in Business—Rev. A. W. Wishart.

Ladies theater party in the afternoon under the auspices of Ladies' Reception Committee.

Thursday Morning—Open Session.

Song—We'll plant our standard everywhere.

Discussion of the following questions:

Fire insurance.

Co-operative buying.

Dealers' openings. Do they pay?

Notes vs. Contracts.

Will co-operation with farmers make local clubs successful?

Opening of question box by appointee of the President and general discussion of any subject of interest to the dealers.

The National Federation of Retail Merchants explained by Wm. A. Decker, of Grand Rapids.

New business.

Adjournment for dinner.

Thursday Evening—Open Session.

Song—Rally round the flag, boys.

Report Auditing Committee.

Report on necrology.

Report of Resolutions Committee.

Report of Nominating Committee.

Election of officers.

Selection of next meeting place.

Unfinished business.

Adjournment.

Meeting of the new Board immediately after adjournment.

When this year's convention meets in Grand Rapids, ten annual meetings will have been held by the organization, as follows:

1. Lansing.
2. Lansing.
3. Grand Rapids.
4. Jackson.
5. Flint.
6. Saginaw.
7. Jackson.
8. Lansing.
9. Saginaw.
10. Grand Rapids.

Representative Mann proposes to introduce a bill in the House for the regulation of interstate trade in bichloride of mercury. He suggests a blue bottle with a red label and a rough neck on the inside, which will make it difficult to remove a cork.

The accidental use of bichloride of mercury has caused many deaths within the last few months, and if Legislation will be effective in preventing these accidents it should be forthcoming.

No man ever learned it all. No man ever knew too much about his business. There is always plenty more yet to be learned. Study!

Established in 1873

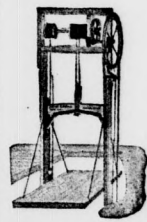
BEST EQUIPPED FIRM IN THE STATE

**Steam and Water Heating  
Iron Pipe  
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Galvanized Iron Work**

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.

## ELEVATORS



Hand and Power  
For All Purposes

Also Dumbwaiters  
Sidewalk Hoists

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

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

Up-To-Now Grocers

Sell Up-to-the-Minute  
Delicacies

**Mapleine**

is one of the good ones  
How's your stock?

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

Crescent Mfg. Co., Seattle, Wash.

## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed

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

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Saginaw  
Lansing  
Jackson

Kalamazoo  
Battle Creek  
Flint  
Toledo

Columbus  
Cleveland  
Cincinnati  
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Youngstown  
Buffalo  
Rochester  
Syracuse

And NEW YORK CITY

Utica  
Scranton  
Boston  
Worcester

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

Original Manufacturer, 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.

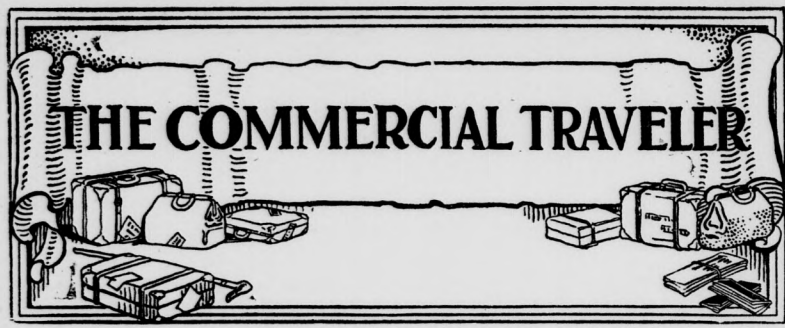
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**Brown & Sehler Co.**

Home of "Sun-Beam" Goods

Grand Rapids, Mich.





#### Grand Council of Michigan U. C. T.

Grand Counselor—E. A. Welch, Kalamazoo.

Past Grand Counselor—John Q. Adams, Battle Creek.

Grand Junior Counselor—M. S. Brown, Saginaw.

Grand Secretary—Fred C. Richter, Traverse City.

Grand Treasurer—Henry E. Perry, Detroit.

Grand Conductor—W. S. Lawton, Grand Rapids.

Grand Page—F. J. Moutier, Detroit.

Grand Sentinel—John A. Hach, Jr., Coldwater.

Grand Chaplain—T. J. Hanlon, Jackson.

Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompson, Jackson.

#### Michigan Knights of the Grip.

President—Frank L. Day, Jackson.

Secretary and Treasurer—Wm. J. Devreux, Port Huron.

Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

#### Michigan Division, T. P. A.

President—Fred H. Locke.

First Vice-President—C. M. Emerson.

Second Vice-President—H. C. Corneliussen.

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.

#### Zephyrs From the Upper Peninsula of Michigan.

Marquette, Nov. 3.—A secret which has been carefully safeguarded for the past nine years, of special interest to commercial travelers who make the town of Manistique and who stay at the Ossawinamakee, has just leaked out. The reputation of the "Ossa" hotel for producing an article in white fish, both for quality and style of cooking, has for all these years elicited the most favorable comment among travelers, so that the reputation of the "Ossa" in this matter is far greater than state wide and which has worried many a jealous minded competitor landlord elsewhere as to what Lou's secret was, but now that Lou has been "caught with the goods" and that the secret is no longer a secret, Lou does not mind giving the whole snap away. It seems that some years ago, while he was engaged in the hotel business at Cheboygan, he had a Swedish chef who was a strange sort of a character and who had the earmarks of a man of noble, if not royal birth, but who got into reduced circumstances and had some secret in his life. During his engagement with Lou he many times told him that in Sweden the most of the delicacies in fish were not caught with a net, as the process by which they met death did not tend to the best results as a savory dish and that in the families of the nobility and royalty the fish served were killed by fish hounds, a species of dog that was very rare in Sweden and almost unknown in other part of the civilized world. Lou became deeply interested in the subject and was always a true friend to his chef and assisted him in a substantial way to return to his homeland so as to lay claim to a share of a valuable estate. Soon after Mr. Mallette came to Manistique and took over the Ossa Hotel! and behold! his grateful friend in Sweden one day sent Lou a pair of Swedish fish hound pups. This was about nine years ago. Mr. Mallette took upon himself the task of training the dogs to their work, which proved to be comparatively easy, and for many years it was a matter of guesswork to locate Lou and the dogs between 5:30 and 9 o'clock each day, but for the past two years he has entrusted this work to his hired man, who is just as expert now as Mr. Mallette is in getting the best results from his fish hounds. All that is necessary is to throw a chip into the water from a dock built for the purpose about two miles from the town and the dog dives and brings up a white fish alive. If it is any other fish the dog drops it in the water again, but if it is the desired white fish, the dog enjoys himself simply by teasing and worrying the fish almost to death and then mercifully takes the fish by the

throat and shakes it much as a terrier would shake a rat and in that way scientifically puts it to the best death for the production of a most palatable dish and then goes after another one in the same way. About three years ago one of these most valuable dogs died, but the remaining one is still actively engaged in its odd and novel duties.

There is a great deal of misunderstanding as to the origin of the names Ishpeming and Negaunee and as to their meaning in the aboriginal language whence they came, a great many claiming positively that Ishpeming means heaven and that Negaunee means hell. Negaunee is too good a town to deserve this sulphurous appellation and we promise our readers that in the near future we will locate the exact distance of Ishpeming from heaven and of Negaunee from hell and while we are at it we might tell how near purgatory Marquette is and how we look to the commission form of government to keep us in our final struggle to enter the millennium.

John Chambers and Pat O'Donnell made an automobile trip through Dickinson county recently in quest for business and such pleasure as they could get out of the trip. They bagged a few birds while within the limits of their own county, but soon after invading Dickinson county they sighted three fine specimens of deer. It was the first time John had ever seen a deer running wild in the woods and he was immediately seized with the worst attack of buck fever that ever happened and which all but resulted in the wrecking of his automobile. This is the first case on record of a chauffeur being attacked with buck fever.

We met the ever happy Jay P. Pearce the other day on the train coming from the copper country to Marquette. The only thing we could see to criticize was the company he was in. He was traveling with Con Sullivan, but while Con and a few more good fellows were whiling away the hours playing "rummie," Jay was writing up orders for the Duluth Universal Flour. He sent in that day twelve orders for carloads, representing six days' work—and yet they say business is rotten in the copper country. I guess it is Jay's smile that gets them across.

Teddy Thorson, representing Robert A. Johnston Co., Milwaukee, is fast gaining a reputation as a versatile comedian. He entered a store at Marquette last week only to be informed that his competitor Harry Annen had got the order, after having brought him out and treated him liberally one evening to a month's supply of Pabst Blue Ribbon, to which Ted replied simply "so?" Then his customer swung back and said that his competitor, Harry Work, had only the day before invited him down to the Hotel Marquette and dished him up a duck dinner and that, of course, he had to give him an order, to which Ted replied with a puzzled look, "Is that really so?" The unrelenting customer, with no feeling of regard for poor Ted's agonized look, once more came back and said that his competitor, Sunshine Smith, came across last night with a fine touring car and a brace of beautiful "beachs," dressed up with slit skirts and all the other fine frills and took him for a joy ride that lasted until midnight, when Ted, with a look of almost utter despair, said, "Well, I guess that I will have to drop around next Sunday and take you to church." He got an order bigger than the three competitors put together.

Say, Sunny and other correspondents, don't tell Editor Stowe, but I tried him out last week with a real nice classy piece of poetry, but he didn't fall for it. He wrote me a nice letter, smoothing me over fine with a little salve and a little bunk, but I could read plainly between the lines that Editor Stowe is "nix on the poetry stuff" finally and irrevocably.

U. P. Council, No. 186, had a most enthusiastic business meeting on Saturday evening, Oct. 25. We had a considerably larger attendance than 50 per cent., as all were present except our special European representative, A. L. Cahne, who is at present located at Paris, France, his principal mission there being to represent U. P. Council. He is also representing the E. C. Atkins Saw Co., of Indianapolis, merely as a sideline. This meeting was called at 7 p. m. in order that the business might be concluded at 8:30, it being arranged that our ladies and their families should join

us in a social session. A very nice musical and literary programme had been arranged, after which we enjoyed a light supper, consisting of sandwiches, doughnuts, coffee, salads, pickles, etc. The supper being over, we engaged in some games and in social intercourse and the better development of acquaintance among our members, our wives and our families. The meeting was opened by a short address by our Senior Counselor, Brother T. F. Folis, which was in part as follows: "Ladies and gentlemen, especially ladies—Great as would be my personal pleasure to do so, I will refrain from giving you a formal address of welcome. We are indeed delighted to welcome you for the first time in my connection with the organization to our inner chambers and we hope that your visit to us may be enjoyed by you to the fullest extent. We want you to enjoy yourselves and we hope you may feel at ease while with us and indeed you should, because you are our wives and our sons and our daughters and, perhaps, taking a peep into the possible future, our sons-in-law and our daughters-in-law. Our great order is built upon the strong and enduring foundation of love, not only the one toward the other as members in common of a great fraternity, but toward you, our wives and our loved ones. You are taken into consideration as one of the fundamentals of our organization and the solicitude of our founders was directed toward your happiness and comfort after we have passed to the Great Beyond and joined the Eternal Council. We have a fine musical and literary program arranged for your entertainment, after which we will give you a part of our initiatory work, known as the "Ray of Hope." The following programme was then most faultlessly rendered:

Violin solo—Alex. Finley.

Reading—Miss Gili.

Vocal solo—Rev. P. T. Amstutz.

Instrumental solo—Miss Schabach.

Vocal solo—Rev. Amstutz.

The Ray of Hope lecture was delivered by our Chaplain, James Burtless. This concluded the formal part of the entertainment and the remainder of the evening until midnight was spent in games and social intercourse. The men were delighted to see the ladies present and the ladies seemed to be very happy while with us and we found the experiment so satisfactory and pleasing that we will have the ladies again. The inimitable Bunny Goodman, during the supper and the card games, told some original dialect stories, both in Swedish and French, and he almost killed the Presbyterian preacher and some of the ladies with his jokes.

Our old friend and former Past Counselor, Pat Moloney, dropped in on us at our Council meeting and, whether we wanted it or not, insisted upon making a speech. He made a dandy, during which several of our members were excused. It may be said that John Chambers wasn't present.

Charlie Wheeler tried hard to sell Joe Neidhardt a bill of cutlery recently, but he, like all the rest of us, found Joe a hard proposition and Charlie, becoming desperate, resorted to the trump card that always brings them across—that of making a speech—and he began, "Mr. Neidhardt, my house has a hard and fast price on these knives, of \$4 per dozen, but they give me a judgment I may exercise at my discretion to my most select and my most beloved customers which, purely and simply, means a cutting of the price." Mr. Neidhardt then and there rudely interrupted the spell by saying, "Charlie, do you ever lose that judgment?" "Yes, indeed I do, whenever I visit the Elks club," quoth Charlie.

In Honks from Auto City Council, we again note two references to the truth and veracity of all we may be called upon to read in Honks and the writer especially comes to the relief of his friend, Brother Moody. I mean D-L (not Dwight Lyman). It should be remembered that Honks from Auto City Council come from Lansing—that Lansing is our State capital. That all our State capitals are hotbeds and incubators for politicians and that no man can be a politician of a desirable quality until he becomes a past master in the Royal and Accepted Order of Noble Prevaricators. Of course, we except Jim Hammell and our friend Bullen, but then they are not good politicians.

Ura Donald Laird.

#### Wafted Down From Grand Traverse Bay.

Traverse City, Nov. 3.—A number of our officers and members visited Cadillac last Saturday afternoon and conferred the degrees of our order on four candidates—Frank Cornwell, D. A. Anderson, and Cavanaugh, of Cadillac, and Alva Blossom, of Traverse City—making our membership now 135. A number of our Cadillac brothers attended the meeting. After the meeting all attended the vaudeville and the boys report a fine time.

Six more weeks before Christmas. Rumors have been afloat that the Hotel Elston, of Charlevoix, would close during the winter months, but we are advised by Mrs. Noble that such will not be the case, as they will keep open all the entire year.

Assessment No. 119 is called and did you notice the Grand Commercial Army

volunteer blank enclosed with same? Get busy now and fill it out and send it in, by so doing you will give your council a boost and demonstrate that you are a live one. The effort is not so great, but it all helps to build up this Grand Commercial Army and you will be granting a favor on our Supreme Counselor, after you have filled it out, got a new member and got your honorable discharge. Let every member in Michigan boost.

John W. Thorpe, a member of Owosso Council, has been appointed hotel inspector. Now get busy, boys, and get your grievances to him. It might also be well for some of the hotels to take notice before he pays them a visit, for we note that some of them are still clinging to the roller towel.

It has been reported that we will be favored with a new P. M. time table, effective Nov. 16. We will have a morning train north through to Petoskey and one in the evening. Nothing north in the afternoon. Trains from the north will run about the same as now; also all trains leaving here for the south and those arriving from the same direction.

Mr. Buttermore, of the firm of Willison & Buttermore, of Falmouth, is conferring a great favor upon the boys by opening his home to them for meals since the hotel has been closed there. From all reports the homelike meal that Mrs. Buttermore serves is second to none and surely all the boys appreciate her kindness.

Chas. Van Riper is able to be out again, after being confined to his home for a period of about three weeks. While Charlie is not looking his best yet, we all hope that he will be himself again soon.

We note in last week's Tradesman an article written by our friend, Ernest A. Stowe, which is headed, "The Wine of Work," and we must suggest that the Tradesman surely makes a nice little drink for anyone. After thirty years of work it has become the leading commercial edition of this country and Mr. Stowe is deserving of a lot of credit for his untiring efforts. Let's all boost for the Tradesman in the future, as we have in the past, and extend to Mr. Stowe a hearty vote of thanks for his long-time kindness to the traveling man.

Mrs. I. K. Jacobs is spending a few weeks in Buffalo, visiting relatives and friends. I. K. claims the reason she presented him with that straight handled umbrella was so that he would not leave it hanging on some church pew.

Mrs. John Cheney visited friends at Kingsley, which accounts for John dining with Jack Arata.

The Walton Inn, at Walton, is undergoing some changes, papering, painting, etc., under the management of Mr. and Mrs. Kinney. These people are there to please the public and they come as near to it as any one we know of. Let others follow.

Now we presume some of the boys will complain on the new P. M. train schedule, but do you realize, boys, that the managers of this road are a bunch of business men trying to do just the same as you would do if you were placed in their positions? They want to do all they can for the public and have a little left at the end of the year to show for their efforts. Did you ever realize that this road pays out monthly in Traverse City about \$25,000 to its employees and that this same amount is spent with the merchants of our city and these same goods are sold by the traveling men? Now suppose for some reason or another this road would change its headquarters to some other point, would this not cut off the sales of our merchants more than \$300,000 per year? This would surely cut off the traveling men's sales also. Think it over and if you have any grievances to offer, go to the right parties and we are sure you will be given the proper attention. Boost, a knock never got any one anything.

Have you enlisted in the Grand Commercial Army? Fred C. Richter.

## Assignee Sale

Notice is hereby given, that the stock of men's and boys' clothing and furnishing goods, hats, caps, trunks, valises, umbrellas, shoes, rubbers, etc., contained in the store of B. E. Black, and amounting to the sum of two thousand dollars and upwards, will be sold in bulk, at public sale, to the highest bidder, at the store in Bellaire, Mich., on or after Tuesday, December 2, 1913, at two o'clock P. M.

Bids by mail accepted and correspondence solicited.

AUSTIN B. WOOTON.

Assignee.

Bellaire, Mich.

## HOTEL CODY

EUROPEAN  
GRAND RAPIDS, MICH.

Best Beds That Money Can Buy



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 3.—Playing too much rum at night will have almost as bad an effect on a traveling man the next day as a certain drink which bears the same name.

Ed. Collins has again resumed his duties on the road, after a few weeks' lay off, caused by illness. Impossible to keep a good fellow down.

D. K. Smith, merchant in Royal Oak, a small town adjacent to Detroit and accessible by street cars, deserves special mention for his progressiveness. Mr. Smith runs an advertisement in Detroit's high-priced advertising mediums, the daily papers, every Thursday, calling attention to the cheap rents, etc., in his town and offers to refund the difference between city fares and the fare to Royal Oak to all purchasers and quotes special prices on merchandise. That Mr. Smith's methods have proved successful can be seen by the rapid growth of his business during the past few years. He owns a large motor truck and makes deliveries once a week into the city. This shows the possibilities open for the live, up-to-date merchant, regardless of the fact that they are situated close to a great city.

Harry Herzberg, who a few years ago "de-generated" from a merchant to a traveling man, does not believe in the slaughter of birds for women's hats—especially if it is an edible bird. Says Harry: "A bird on the plate is worth two on the bonnet." Harry represents Kahn Bros. Co., of Chicago, and makes his headquarters in Manistee.

The traveling men's columns are the poorest place in the world for any personalities to appear.

The second of the series of U. C. T. dances given by Council No. 9 was held at St. Andrew's hall Saturday night and the splendid crowd that attended proved highly gratifying to the committee in charge. Everything possible was done for the convenience and comfort of those who attended and refreshments were served. The splendid committee in charge may be assured that the remainder of the parties will be well attended, judging by the many pleasant comments made by those who attended the party Saturday night.

Because a traveling man steals home so often doesn't necessarily make him a good ball player.

The Rye & Washatka Co., of Ludington, has refitted and remodeled its store until all semblance of its former appearance is lost. The store as it appears to-day is a credit to Ludington and would be a credit to a city many times its size. In many cases the merchants themselves have much to do with the building and advertising of a city. The Rye & Washatka Co. are of this type.

Harvey Skillman, the Irishman with the Yiddish face, says that next to the fellow who reminds one of a stone crusher when eating soup, the end seat hog in the 'bus bothers him most. Harvey represents the Grand Rapids Shoe & Rubber Co., with headquarters in Grand Rapids.

Editor Stowe modestly states that the efforts of the Tradesman were in no small manner responsible for the wonderful reformation of the traveling men of to-day, as compared with those of the past decade. Old High Cost of Living contributed its share also.

Saturday night, Nov. 8, Cadillac Council No. 143 will hold its regular meeting at St. Andrew's hall on Congress street. Captain Tom Burton will bring forth his newly-organized degree team to add spice to the initiatory work. Several candidates are expected to be on hand and business of importance will come up before the lodge. All members are earnestly requested to attend the meeting.

The boys on the road who have occasion to go to Scottville should appreciate the efforts put forth by G. T. Hunter, proprietor of the Hunter Inn, to give them the best to be had for the money. When the Andre House burned down, Mr. Hunter and his brother set about to fit up a hotel to take care of the commercial men. Later G. T. Hunter purchased his brother's interest. Inasmuch as Mr. Hunter got busy so quickly after the fire, there being no other hotel in town, and did all in his power to give us first-class accommodations, he should be appreciated by the traveling men.

Possibly Rum Players would be as appropriate a name as traveling men.

F. L. Dickson, who has covered Michigan for a number of years for Hamburger & Co., manufacturers of men's trousers, says that any fellow who wears "Hamburger" trousers is bound to have a fit.

Billy Rademacher the refund clerk at the Briny Inn, at Manistee, has, after several years of earnest figuring, found out why a traveling man who has a good appetite when he stops at an American plan hotel suddenly loses it when he stops at a hotel operated on the European plan.

Allen Bros., of Ionia, have moved into their large new store, which is about as modern a plant as can be found in a town the size of Ionia. Allen Bros. opened a racket store a few years ago on a small scale, and the business grew to such proportions that they were obliged to seek larger quarters, which resulted in their erecting the large double building which they now occupy.

Al. Windt, of Grand Rapids, stopped in Detroit last week en route to Cleveland, where he went to get a new line of samples from the Francis Midlar Coffee Co. Al. informs us that after representing the U. S. Tobacco Co. for a number of years, he has severed his connection with that corporation to engage in the coffee business. No matter what Al. sells, he is bound to make a success. He will continue making his headquarters as close to Malcolm Winnie, of Grand Rapids, as he can.

One way to fill up a page would be to publish Mr. Winnie's picture.

The Stearns Hotel, Ludington, under the management of George Woodcock, is undergoing

## THE OLD ROLLER TOWEL.

How dear to our hearts are the things of our childhood  
When fond recollections present them to view!  
The old district schoolhouse, the pail and the dipper,  
The same cud of gum which in turn we would chew.  
No fear of a microbe forever beset us,  
No state board of health interfered then at all;  
We bathed dirty faces in one common basin  
And turned to the towel that hung on the wall.  
The old roller towel, the stiff roller towel  
The germ-laden towel that hung on the wall.

Of crash was this towel in gen'rous proportion  
And never was changed more than once in a week  
We turned it around and used it all over,  
And for a dry spot it was idle to seek.  
With use and abuse it grew grayish in color,  
Acquiring an odor exceedingly rank;  
By Saturday night it presented a surface  
As hard and unyielding as any inch plank.  
The old roller towel, the stiff roller towel,  
From which the fastidious foolishly shrank.

But now it is gone, vanished out of existence,  
By virtue of power which the board of health holds;  
No more can we bury our streaming wet faces  
Within its bacterial, dangerous folds.  
No longer we meet with the discolored banner,  
Which hung from a roller nailed up on the wall;  
On clean huckabuck, initial embroidered,  
We wipe away tears which intrusively fall  
For old roller towels, the stiff roller towels,  
The germ-laden towels that hung on the wall.

Georgia White.

## L'ENVOI OF THE SUFFRAGE.

When the suffrage petition is granted, and the feminine vote has been polled;  
When the oldest woman has voted and the youngest woman is old;  
We shall rest, and faith we shall need it, sit down for a moment or two,  
Till the militant leaders of fashion shall set us to work anew.

Then those who can vote will be happy; they shall sit in a golden booth,  
And register what their age is without regard for the truth.  
They shall have real ballots to vote with, though of course made pretty and small;  
They shall vote three or four times over and never get caught at all.

And only the women shall count votes, and only the women shall sort;  
And no one shall care if they're surplus and no one shall care if they're short.  
But each in her very best bonnet, and each in a separate pen,  
Shall vote just as she has a mind to for the law as it shall be then.

many changes for the betterment of the hotel and the convenience of the travelers. Without going into details as to the many changes about to be inaugurated, it is sufficient to say that several thousand dollars will be expended and, as Mr. Woodcock is a progressive and up-to-date hotel man, he will see that the improvements will be the best.

The difference between a bill of face and a menu is about 50 cents.  
Edson, Moore & Co. are making final preparations for moving into their new building on Fort street and expect to be entirely moved before the end of the month.

Frank Bush, employed by the Michigan Tax Commission, was taken down with an attack of typhoid fever and had to be removed to the hospital at Allegan about a month ago. He is past the danger point now and it is expected he will soon be able to be removed to his home. Frank is the son of O. R. Bush, well-known traveling man throughout Michigan, who represents several manufacturers of furniture. The senior Bush, who makes his home in Big Rapids, made several trips to see his son at Allegan and is overjoyed, as are Frank's many friends, to know that he is on the road to recovery once more.

Bob Lowenburg, assistant manager of the underwear department for A. Kroll & Co., says that a hotel register is the only autograph album in which a charge is made for writing a person's name.

Not wishing to be involved in any way, we shall give verbatim the contents of a card sent us post marked Manistee. Bob Ross, whose name is mentioned, has incurred the jealousy of the boys in the vicinity of Grand Traverse Bay by his fine build and handsome features. Bob, who is very popular, makes his home in Traverse City and represents Carson, Pirie, Scott & Co., of Chicago. Following is copy of note:

"Editor Detonations:—It may be interesting to those readers who are acquainted with big Bob Ross, to know that a way has been discovered to make him keep quiet and that is to get him in a rum pool game. If he speaks during the game he will be obliged to pay for it. Billy E."

If everything goes well, we hope to finish reading the thirtieth anniversary edition of the Tradesman by July, 1916.

Why so many traveling men are sent to Kalamazoo:

"It's too early."

"Best I've seen, will remember you when I need something in your line."

"Bought something from your house once and they back ordered most of it."

"All bought up."

"Prices will be lower in the spring, I'll wait."

"Stuff's all right, but I have a special price made me by another house that no one else gets. 'Bout 20 per cent. less'n yours."

"Perfectly satisfied with the house we now buy of. Why change?"

"Haven't time to look, you'll be 'round this way again next year."

"Don't buy anything from jobbers. We buy everything direct."

"I can't pay you those prices and compete with Shears, Sawback & Co."

"Glad I looked at your line. Now I'll know what to do when my regular man comes with his line."

"I might buy subject to cancellation. I've already cancelled seven orders I've placed."

"If that \$18.50 worth I bought proves satisfactory I may double the order next year when you call."

"Why didn't you send an advance card. I forgot you were coming."

"Funny I never received your advance card."

"Haven't bought anything from your house since I took over the store. Me, oh, I've had the store for twenty-two years."

"Your credit man is too flincky."

Duncan Chisholm, the serious Scot, who has represented J. V. Farwell & Co., of Chicago, for the past decade, covering Western Michigan for them, although apparently taking life (as orders) seriously, has a large humorous vein rolling through his system. Every now and then Duncan pulls one like this: "Many hands make light work—also a corking good jack-pot."

Al. Kaufman—not the prize fighter—who hibernates in Michigan a greater share of the fiscal year for the Ederheimer-Stein Co., of Chicago, manufacturer of high grade (so Al. says) clothing, is hiking through Michigan at the present time like a scared rabbit, trying to get ahead of his competitors with his spring line. Al. must be a rum player, because he says when money talks it only says good-bye.

Feel this week regarding the anniversary edition of the Tradesman like three days after Thanksgiving—filled up, but a lot more left.

Error last week, instead of "Jackson," item should have read, "Who put the first four letters in the Lansing correspondent's name?"

Who's going to get the \$5 fountain pen?

Who's going to get Fred Hannin to send in an occasional letter—the cleverest written articles ever sent in by an uneducated and unsophisticated traveling man?

H. L. Proper, the sage of East Lake, says when the women of Michigan get the ballot, 'bout the only way to get their votes will be to give 'em trading stamps.

James M. Goldstein.

## News Items From the Soo.

Sault Ste Marie, Nov. 3.—Wm. McDermid, Superintendent of the Poor Farm, county of Chippewa, who was stabbed in the abdomen last week by one of the inmates, died this morning and the flags on the county buildings are at half mast for the deceased who was wide and favorably known, throughout the country.

A. H. Eddy, proprietor of the leading grocery store in the Soo, gave his annual banquet to his clerks and their wives last Friday night after the store closed. The cafe part of the store was decorated with flowers and Lockwood's orchestra was stationed near the entrance and a merry time was enjoyed by all of Mr. Eddy's employees, who greatly appreciated the generosity of Mr. Eddy. This is the only grocery store in the Soo that gives anything of a similar nature for the benefit of the employees and it goes to show that it is fully appreciated and the clerks are willing to do better work in consequence. Mr. Eddy believes that all work and no play makes Jack a dull boy.

Wm. J. Fuller, formerly manager of the Soo Co-operative Mercantile Association, has tendered his resignation with the company, taking effect November 1. A. J. Bailey, Secretary of the company, has been appointed manager to succeed Mr. Fuller. Mr. Fuller expects to accept a position with the Central Grocer Co. here.

A new K. of P. lodge was instituted at Rudyard last week. About fifty Pythians from the Soo attended. There were twenty-three members taken into the new lodge, most of the prominent citizens of Rudyard being members, and they are as fine a lot of fellows as you would find anywhere.

The Canadian Soo authorities are closing in on the blind pigs again and it is surprising to note how many are gathered in with each raid. The fines amounted to over \$300 on last week's collection and the city coffers are being replenished from time to time at different intervals by these raids and one would think that it would be a risky business to continue selling booze, but the Italian settlement seems to be perpetual.

Talk about foot ball, since the Soo has captured the Upper Peninsula championship in the contest with Houghton last Friday by a score of 25 to 7, the enthusiasm has been at high pitch locally and there are many backers of the team that would be pleased to see them up against anything in the State. The team has a remarkable record, not having lost any games this season, although playing with the best teams in the Upper Peninsula. The merchants are eager to give support, and many places of business were closed during the game, so as to give the employees an opportunity to see the game.

Peter Proton, Sr., of Engadine, met with a painful accident last week, while unloading a load of potatoes. He slipped in some manner and fell to the ground cutting his head on one of the wheels. Dr. Prentiss was called and dressed the injuries which are not believed to be serious, although Mr. Proton is 63 years of age.

Engadine is looking for the villain who cut down the clothes line at the Greenwood farm and, after stealing the clothes, also helped himself to a quarter of beef in the shed and other food supplies. The occupants were asleep in the house, but did not hear of the robbery until the next morning, when they discovered the loss. Some slick work in getting away without leaving any clue.

The hunters are busy taking in supplies to the various camps and from present indications there will be ample eating without punishing any of the game. The hunters are figuring on being on the sure side so that in case of ill luck they will have plenty of food and refreshments throughout the trip.

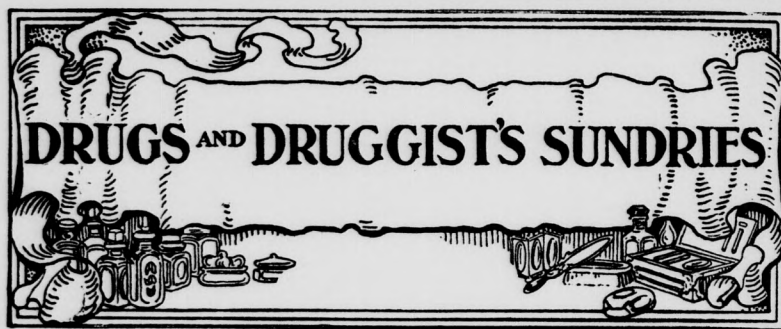
W. G. Tapert.

## Boil It Down.

If you've got a thought that's happy,  
Boil it down.  
Make it short, and crisp, and snappy—  
Boil it down.  
When your brain its coin has minted,  
Down the page your pen has sprinted,  
If you want your effort printed,  
Boil it down.  
Take out every surplus letter—  
Boil it down.  
Fewer syllables, the better—  
Boil it down.  
Make your meaning plain; express it  
So we'll know, not merely guess it;  
Then, my friend, ere you address it,  
Boil it down.  
Boil out all the extra trimmings—  
Boil it down.  
Skim it well, then boil the skimmings—  
Boil it down.  
When you're sure 'twould be a sin to  
Cut another sentence into,  
Send it on, and we'll begin to  
Boil it down.

Public enthusiasm is often succeeded by public forgetfulness.





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

**Michigan State Pharmaceutical Association.**

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

**Michigan Pharmaceutical Travelers' Association.**

President—Geo. H. Halpin, Holland.  
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

**Grand Rapids Drug Club**

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

**New Drug Laws Drafted for Pharmacy Board.**

Detroit, Sept. 22.—Detroit will have a branch office of the State Board of Pharmacy, if present plans are carried into execution. Not only will the Board aim to maintain an inspector in Detroit, but it is highly probable that the Secretary of the Board, T. E. Boden, will also come here from Bay City to take charge of the office.

At the conference to-day the pharmacy commissioners, Mr. Stone and Assistant Prosecutor Harry Keidan, agreed on a draft of new laws to govern the drug trade, and which when put into shape will be brought before the Legislature. It is planned to make the illegal selling of any habit-forming drug a state prison offense, and where druggists manifest carelessness in filling "fake" and forged prescriptions, they are to be held guilty of a misdemeanor.

Physicians would register their signatures with druggists, and if a suspicious prescription were presented, and it was later found to be forged, the person presenting it would be punished under an act to make this proceeding a misdemeanor.

It is also proposed to compel wholesale druggists to make a monthly report of the sales of habit-forming drugs and, in turn, the druggist will be compelled to report to the drug inspector how he has disposed of his stock of "dope."

Possession of habit-forming drugs not prescribed by a physician is to be made a punishable offense, and where drug fiends are arrested the drug found on them will be used to gain a conviction in court. This is to be made punishable by a term in the workhouse or county jail.

It is understood that Governor Ferris favors drastic drug laws.

**Origin of Seidlitz Powders.**

It is somewhat curious that the origin of the term seidlitz powders is wrapped in obscurity. It has been suggested that seidlitz, as applied to aperient effervescing powders, is a corruption of Seignette, the name of the discoverer of a process of making tartarated soda, still known as Rochelle salt. The fact appears to be that, taking advantage of the popularity of seidlitz water at a time when it was the chief natural aperient water imported, the name was applied to a powder substitute for the water. F. F. Savory, in 1815, obtained a patent for "the combination of a neutral salt or powder, which possesses all the properties of the medicinal spring of Seidlitz, in Germany, under the name of the Seidlitz powders." Before 1815 sodiac powders were known, but Savory's invention was an improvement on them. Moreover, the name "Seidlitz Powders" caught the public fancy. Seidlitz, or Sedlitz, is a small town of 2,000 inhabitants in Bohemia, where, as the Chemist and Druggist points out, a medicinal spring was discovered in 1724, by Frederick Hoffman, a physician of Halle.

**Why Merchants Should Advertise.**

One of the most effective ways for local merchants to oppose encroachments of the mail order houses is to advertise liberally in the home paper. Too many merchants sleep on their oars while the catalogue house comes in and takes a large portion of their trade. They demur at undertaking anything like a thorough system of advertising, contending that the drift to the mail order houses is bound to come; and yet make free complaint over the inroads of the mail order houses into their particular trade. The fact of the matter is, the trade belongs rightfully to them and would come to them if they were progressive enough in inviting it with good, live advertising.

It is reported that the Pullman porters have organized a union, and that one of the first suggestions to come up is the adoption of a plan whereby all tips shall go into the treasury of the Federation of Pullman Porters of America, the money so contributed to be divided equally among members. Along with notice of the formation of the new union is another that unless tips are more generous Pullman car patrons may be obliged to wield their own whisk brooms and carry their own bags. This is not an alarming threat and will not discourage travel.

**REPRESENTATIVE RETAILERS.**

**W. A. Wood, President Grand Rapids Retail Grocers' Association.**

Wilbur A. Wood was born on a farm in Barry county, January 12, 1870. His father was a Yankee and his mother was of German descent. He lived on the farm until 22 years of age, when he attended Olivet College one term. He then came to Grand Rapids and for three and a half years worked for the Grand Rapids Railway Co. as motor-man and conductor. He then removed to Belding, where he worked for J. W. Fleming in the butter and egg business. A year later he engaged to represent the Chandler Company, of Detroit, which was then engaged in the same line of business as Fleming. Two and one-half years later he connected himself with the Lansing Cold Storage Co. He subsequently engaged to represent J. T. Ridley, of Greenville, who was engaged in the same line of business, working for him three years. He then engaged in the grocery business at Dildine Corners, five miles northwest of Ionia, selling out three years later to Guy Reynolds and removing to Grand Rapids, where he engaged in the grocery business at 2125 Division avenue, south, Nov. 1, 1910. He has been very successful in this business venture and the esteem in which he is held by the trade manifested itself Oct. 21 in his election to the Presidency of the Grand Rapids Retail Grocers' Association, which organization he had served two years previously as Vice-President.

Mr. Wood is not a joiner, being neither a member of any church nor fraternity. He attributes his success to hard work.

**Who Guarantees Pure Food?**

Dr. Carl Asberg, head of the pure food machinery of the Federal Government, is out with an article in the official organ of the National Chamber of Commerce, complaining that the public persists in misunderstanding the words "Guaranteed Under the Food and Drugs Act," etc., on food labels, and that this misunderstanding operates as an annoyance to the authorities in enforcing the law. The doctor does not go quite so far as to say what he would like to see done to remedy the situation, but some of the views he expresses will hardly meet with uniform agreement on the part of the grocery trade.

It is probable that if the law required the statement, "Guaranteed by (manufacturer's name inserted)," that much of the doctor's criticism would vanish, but just because people insist on misunderstanding the words as meaning that the Government is the guarantor ought not to be any arraignment of the legend in itself. Nor is it fair to assume that the legend is useless, for in actual practice the grocery trade has found it of great value. The consumer who reads labels at all finds a greater degree of safety in eating the food whose manufacturer guarantees it and who has filed a guarantee at Washington than one who makes no representation whatever. If the pure food law means anything, an assurance that food is packed in accordance with it is some measure of protection.

If any law prohibiting something detrimental to the public peace and tranquility is of value this on is. No law is "proof" against the things it prohibits—they occur sometimes in spite of the prohibition—but it operates to make infractions less common. The penalties for misbranding are more severe than for merely putting out food without representation, and the manufacturer who "guarantees" his product is a little more trustworthy than the one who does not. From the trade standpoint the guarantee operates with very positive value for the retailer and the jobber, relieving them from prosecution in case the goods are not legal.

What the public needs in the way of improving the protection of the consumer from impure and misrepresented food is sharper control of food sold without labels in restaurants, cafes, hotels, saloons, drug stores, etc. The Federal law has done wonders in improving and assuring the package food of the country, but food not labeled is absolutely unsupported by any sponsor, save the unknown cook, who practices all sorts of abuses of misrepresentation and unsanitary preparation. Naturally, this is a local question, state and municipal in scope, but in view of disclosures which have come from occasional inspection of even high grade establishments it is evident that there is crying need for a new regulation which will make someone responsible for the purity and honesty of food sold to be consumed on the premises. If the reputation of a purveyor is any assurance in this respect, his willingness to extend his reputation by a guarantee on a label ought to have real value.

A test case is to be made of the so-called flag law passed by the last Massachusetts Legislature. The law provides that "no red or black flag or no banner, ensign or sign having upon it any inscription opposed to organized government, or which is sacrilegious, or which may be derogatory to public morals, shall be carried in parade within the commonwealth." The Socialists claimed that the law was aimed directly against their party standard. Last Saturday the Socialists of Boston had a big parade and determined to test the new law. Two large standards were carried in the line, one the red flag of the Boston Socialist Club and the other a duplication of the red banner carried by the American Revolutionists at the battle of White Plains. The flag bearers were arrested, appeared in municipal court Monday and found guilty. An appeal is to be taken, for the Socialists propose to fight the case to a finish.

Answering his wife's charge in a suit for a separation that he drinks highballs to excess a New York City electrical engineer admits that he takes a highball occasionally, but has to do it because his wife seasons the food she cooks so highly that he must take a drink to quench the fire in his stomach. This is a unique reason, but doubtless will not satisfy the peppery wife.



## WHOLESALE DRUG PRICE CURRENT

Acids			Cubeb			Digitalis		
Acetic	6	@ 8	Erigeron	2	@ 50	Gentian	2	@ 60
Boric	10	@ 15	Eucalyptus	75	@ 85	Ginger	1	@ 95
Carbolic	19	@ 23	Hemlock, pure	1	@ 00	Guaiaac	1	@ 05
Citric	70	@ 75	Juniper Berries	1	@ 25	Guaiaac Ammon.	1	@ 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	1	@ 75
Sulphuric	1 1/4	@ 5	Lavender Flowers	2	@ 50	Iron, clo.	1	@ 60
Tartaric	38	@ 45	Lavender, Garden	85	@ 1 00	Kino	1	@ 80
Ammonia			Lemon	5	@ 60	Myrrh	1	@ 05
Water, 26 deg.	6 1/2	@ 10	Linseed, boiled, bbl	49	@ 49	Nux Vomica	1	@ 70
Water, 18 deg.	4 1/2	@ 8	Linseed, bld less	53	@ 58	Opium	2	@ 00
Water 14 deg.	3 1/2	@ 6	Linseed, raw, bbls.	48	@ 48	Opium Camph.	1	@ 65
Carbonate	13	@ 16	Linseed, raw less	52	@ 57	Opium, Deodor'd	2	@ 25
Chloride	12	@ 15	Mustard, true	4	@ 50	Rhubarb	2	@ 70
Balsams			Mustard, artifl	2	@ 75			
Copaiba	75	@ 1 00	Neatsfoot	80	@ 85			
Fir (Canada)	1	@ 75	Olive, pure	2	@ 50			
Fir (Oregon)	40	@ 50	Olive, Malaga,	1	@ 60			
Peru	2	@ 25	yellow	1	@ 75			
Tolu	1	@ 00	Olive, Malaga,	1	@ 60			
Berries			green	1	@ 50			
Cubeb	65	@ 75	Orange, sweet	4	@ 75			
Fish	15	@ 20	Organum, pure	1	@ 25			
Juniper	7	@ 10	Organum, com'l	1	@ 50			
Prickly Ash		@ 50	Pennyroyal	2	@ 25			
Barks			Peppermint	4	@ 00			
Cassia (ordinary)	25		Rose, pure	16	@ 00			
Cassia (Saigon)	65	@ 75	Rosemary Flowers	90	@ 1 00			
Elm (powd. 25c)	25	@ 30	Sandalwood, E. I.	6	@ 25			
Sassafras (pow. 30c)	@ 25		Sassafras, true	80	@ 90			
Soap Cut (powd. 25c)	15	@ 20	Sassafras, artifl	45	@ 50			
Extracts			Spearment	5	@ 50			
Licorice	24	@ 28	Sperm	90	@ 1 00			
Licorice powdered	25	@ 30	Therm	5	@ 00			
Flowers			Tar, USP	30	@ 40			
Arnica	18	@ 25	Turpentine, bbls.	@ 51				
Chamomile (Ger.)	25	@ 35	Turpentine, less	55	@ 60			
Chamomile (Rom.)	40	@ 50	Wintergreen, true	@ 5 00				
Gums			Wintergreen, sweet	2	@ 00			
Acacia, 1st	40	@ 50	birch	2	@ 00			
Acacia, 2nd	35	@ 40	Wintergreen, art'l	50	@ 60			
Acacia, 3d	30	@ 35	Wormseed	3	@ 50			
Acacia, Sorts	@ 20		Wormwood	6	@ 00			
Acacia, Powdered	35	@ 40		6	@ 50			
Aloes (Barb. Pow)	22	@ 25						
Aloes (Cape Pow)	20	@ 25						
Aloes (Soc. Powd.)	40	@ 50						
Asafoetida	75	@ 1 00						
Asafoetida, Powd.								
Pure	@ 75							
U. S. P. Powd.	@ 1 00							
Camphor	55	@ 60						
Guaiaac	35	@ 40						
Guaiaac, Powdered	50	@ 60						
Kino	@ 40							
Kino, Powdered	@ 45							
Myrrh	@ 40							
Myrrh, Powdered	@ 50							
Opium	6	@ 80						
Opium, Powd.	8	@ 75						
Opium, Gran.	8	@ 90						
Shellac	28	@ 35						
Shellac, Bleached	30	@ 35						
Tragacanth No. 1	40	@ 1 50						
Tragacanth, Pow	75	@ 85						
Turpentine	10	@ 15						
Leaves								
Buchu	1	@ 85						
Buchu, Powd.	2	@ 00						
Sage, bulk	18	@ 25						
Sage, 1/4s Loose	20	@ 25						
Sage, Powdered	25	@ 30						
Senna, Alex	45	@ 50						
Senna, Tinn.	15	@ 20						
Senna, Tinn, Pow.	20	@ 25						
Uva Ursi	10	@ 15						
Oils								
Almonds, Bitter, true	6	@ 00						
Almond, Bitter, artifical	@ 1 00							
Almonds, Sweet, true	90	@ 1 00						
Almond, Sweet, imitation	40	@ 50						
Amber, crude	25	@ 30						
Amber, rectified	40	@ 50						
Anise	2	@ 25						
Bergamont	7	@ 50						
Cajuput	75	@ 85						
Cassia	1	@ 50						
Castor, bbls. and cans	12 1/2	@ 15						
Cedar Leaf	@ 85							
Citronella	@ 60							
Cloves	1	@ 50						
Cocanut	20	@ 25						
Cod Liver	1	@ 25						
Cotton Seed	90	@ 1 10						
Croton	@ 1 60							



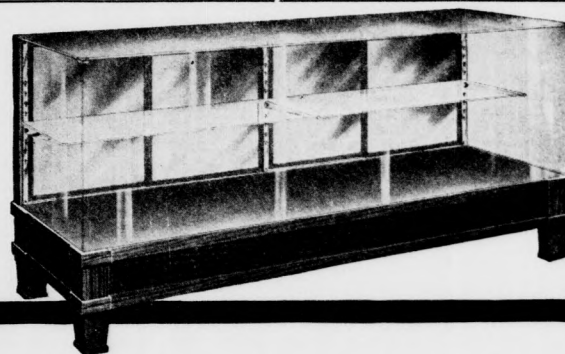
Our Home—Corner Oakes and Commerce

Our holiday line of samples has now been on display about two months here in our store in Grand Rapids and yet contains a quantity of desirable merchandise for the belated buyer. We always hold ourselves somewhat in readiness after November 1st, to take care of those who could not be with us earlier in the season. This line together with our extensive stock of staple sundries, stationery and sporting goods will enable you to get from us during November an assortment that will be entirely satisfactory.

Grand Rapids.

HAZELTINE &amp; PERKINS DRUG CO.

**FOOTE & JENKS' COLEMAN'S (BRAND)**  
Terpeneless **Lemon and High Class Vanilla**  
Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to  
**FOOTE & JENKS, Jackson, Mich.**



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

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

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



# GROCERY PRICE CURRENT

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

## ADVANCED

California Prunes

## DECLINED

Rolled Oats

## Index to Markets

### By Columns

A		Col.	1	2
Ammonia		1	12 oz. ovals 2 doz. box	Doz.
Axle Grease		1	1 lb. wood boxes, 4 doz.	3 00
			1 lb. tin boxes, 3 doz.	2 35
			3 1/2 lb. tin boxes, 2 doz.	4 25
			10 lb. pails, per doz.	6 00
			15 lb. pails, per doz.	7 20
			25 lb. pails, per doz.	12 00
Baked Beans		1	BAKED BEANS	
Bluing		1	No. 1, per doz.	45@
Breakfast Food		1	No. 2, per doz.	75@1 40
Brooms		1	No. 3, per doz.	85@1 75
Brushes		1	BATH BRICK	
Butter Color		1	English	95
Candles		1	BLUING	
Canned Goods		1-2	Jennings'	
Carbon Oils		2	Condensed Pearl Bluing	
Catsup		2	Small C P Bluing, doz.	45
Cheese		3	Large C P Bluing, doz.	75
Chewing Gum		3	BREAKFAST FOODS	
Chicory		3	Apetizo, Biscuits	3 00
Chocolate		3	Bear Food, Pettibon's	1 95
Clothes Lines		3	Cracked Wheat, 24-2	2 50
Cocoa		3	Cream of Wheat, 35-2	4 50
Cocoanut		3	Cream of Rye, 24-2	3 00
Coffee		3	Posts Toasties, T.	
Confections		4	No. 2	2 80
Cracked Wheat		5	Posts Toasties, T.	
Crackers		5, 6	No. 3	2 80
Cream Tartar		6	Farinose, 24-2	2 70
			Grape Nuts	2 70
			Grape Sugar Flakes	2 50
			Sugar Corn Flakes	2 50
			Hardy Wheat Food	2 25
			Postma's Dutch Cook	2 75
			Holland Rusk	3 00
			Kellogg's Toasted Rice	
			Biscuit	3 30
			Kellogg's Toasted Rice	
			Flakes	2 80
			Kellogg's Toasted Wheat	
			Biscuit	3 30
			Krinkle Corn Flake	1 75
			Maple-Wheat Flakes	
			2 doz.	2 70
			Maple-Wheat Flakes	
			3 doz.	2 80
			Maple-Corn Flakes	2 80
			Minn. Wheat Cereal	3 75
			Algrain Food	4 25
			Ralston Wheat Food	4 50
			Ralston Wht Food 10c	1 45
			Saxon Wheat Food	2 60
			Shred Wheat Biscuit	3 60
			Triscuit, 18	1 80
			Pillsbury's Best Cer'l	4 25
			Post Tavern Special	2 80
			Quaker Puffed Rice	4 25
			Quaker Puffed Wheat	2 85
			Quaker Brkfst Biscuit	1 90
			Quaker Corn Flakes	1 75
			Victor Corn Flakes	2 20
			Washington Crisps	1 85
			Wheat Hearts	1 90
			Wheatena	4 50
			Evapor'd Sugar Corn	90
			BROOMS	
			Fancy Parlor, 25 lb.	4 50
			Parlor, 4 String, 25 lb.	4 25
			Standard Parlor 23 lb.	3 75
			Common, 23 lb.	3 25
			Special, 23 lb.	3 00
			Warehouse, 33 lb.	4 75
			Common Whisk	1 00
			Fancy Whisk	1 25
			BRUSHES	
			Scrub	
			Solid Back, 8 in.	75
			Solid Back, 11 in.	95
			Salt	95
			Salt Fish	95
			Seeds	10
			Shoe Blacking	10
			Snuff	10
			Soap	17
			Soda	10
			Spices	10
			Starch	10
			Syrups	10
			Table Sauces	10
			Tea	10
			Tobacco	11, 12, 13
			Twine	13
			Vinegar	13
			Wicking	13
			Woodenware	13
			Wrapping Paper	14
			Yeast Cake	14

Beans		3
Baked	85@1 30	
Red Kidney	85@ 95	
String	70@1 15	
Wax	75@1 25	
Blueberries		
Standard	1 80	
Gallon	7 00	
Clams		
Little Neck, 1 lb.	@1 00	
Little Neck, 2 lb.	@1 50	
Clam Bouillon		
Burnham's 1/2 pt.	2 25	
Burnham's pts.	3 75	
Burnham's qts.	7 50	
Corn		
Fair	65@ 70	
Good	90@1 00	
Fancy	@1 30	
French Peas		
Monbadon (Natural)		
per doz.	1 75	
Gooseberries		
No. 2, Fair	1 50	
No. 2, Fancy	2 35	
Hominy		
Standard	85	
Lobster		
1/4 lb.	1 85	
1/2 lb.	3 15	
Mackerel		
Mustard, 1 lb.	1 80	
Mustard, 2 lb.	2 80	
Soused, 1 1/2 lb.	1 60	
Soused, 2 lb.	2 75	
Tomato, 1 lb.	1 50	
Tomato, 2 lb.	2 80	
Mushrooms		
Hotels	@ 15	
Buttons, 1/2s	@ 14	
Buttons, 1s	@ 25	
Oysters		
Cove, 1 lb.	@ 95	
Cove, 2 lb.	@1 75	
Piums		
Plums	90@1 35	
Peas in Syrup		
No. 3 cans, per doz.	1 50	
Peas		
Marowfat	90@1 00	
Early June	1 10@1 25	
Early June sift	1 45@1 55	
Peaches		
Pie	1 00@1 25	
No. 10 size can pie	@3 25	
Pineapple		
Grated	1 75@2 10	
Sliced	95@2 60	
Pumpkin		
Fair	80	
Good	90	
Fancy	1 00	
Gallon	2 15	
Raspberries		
Standard	@	
Salmon		
Warrens, 1 lb. Tall	2 30	
Warrens, 1 lb. Flat	2 40	
Red Alaska	1 45@1 50	
Med. Red Alaska	1 25@1 35	
Pink Alaska	@ 90	
Sardines		
Domestic, 1/4s	3 25	
Domestic, 1/2s	3 00	
Domestic, 3/4s	2 75	
French, 1/4s	7@14	
French, 1/2s	13@23	
Saur Kraut		
No. 3, cans	90	
No. 10, cans	2 40	
Shrimps		
Dunbar, 1st doz.	1 30	
Dunbar, 1 1/2s doz.	2 35	
Succotash		
Fair	90	
Good	1 20	
Fancy	1 25@1 40	
Strawberries		
Standard	95	
Fancy	2 25	
Tomatoes		
Good	1 05	
Fancy	1 35	
No. 10	3 25	
CARBON OILS		
Barrels		
Perfection	@11	
D. S. Gasoline	@18 1/2	
Gas Machine	@30 1/2	
Deodor'd Nap'a	@18 1/2	
Cylinder	29 @34 1/2	
Engine	16 @22	
Black, winter	8 @10	
CATSUP		
Snider's pints	2 35	
Snider's 1/2 pints	1 35	

CHEESE		
Acme	.....	@17 1/2
Bloomingsdale	.....	@17 1/2
Carson City	.....	@17 1/2
Hopkins	.....	@18
Brick	.....	@17 1/2
Leiden	.....	@15
Limburger	.....	@17 1/2
Pineapple	40	@60
Edam	.....	@85
Sap Sago	.....	@22
Swiss, domestic	.....	@20
CHEWING GUM		
Adams Black Jack	.....	55
Adams Sappota	.....	55
Beeman's Pepsin	.....	55
Beechnut	.....	60
Chiclets	.....	1 25
Colgan Violet Chips	.....	60
Colgan Mint Chips	.....	60
Dentyne	.....	1 10
Flag Spruce	.....	55
Juicy Fruit	.....	55
Red Robin	.....	55
Sen Sen (Jars 80 pkgs, \$2.20)	.....	55
Spearmint, Wrigleys	.....	60
Spearmint, 5 box jars	3 00	
Spearmint, 3 box jars	1 80	
Trunk Spruce	.....	55
Yucatan	.....	55
Zeno	.....	55
CHICORY		
Bulk	.....	5
Red	.....	7
Eagle	.....	5
Frank's	.....	7
Scheuer's	.....	6
Red Standards	.....	1 60
White	.....	1 60
CHOCOLATE		
Walter Baker & Co.		
German's Sweet	.....	22
Premium	.....	32
Caracas	.....	23
Walter M. Lowney Co.		
Premium, 1/4s	.....	29
Premium, 1/2s	.....	29
CLOTHES LINE		
No. 40 Twisted Cotton	.....	95
No. 50 Twisted Cotton	.....	1 30
No. 60 Twisted Cotton	.....	1 70
No. 80 Twisted Cotton	.....	2 00
No. 50 Braided Cotton	.....	1 00
No. 60 Braided Cotton	.....	1 25
No. 80 Braided Cotton	.....	1 85
No. 50 Sash Cord	.....	1 75
No. 60 Sash Cord	.....	2 00
No. 60 Jute	.....	90
No. 72 Jute	.....	1 00
No. 60 Sisal	.....	85
Galvanized Wire		
No. 20, each 100ft. long	1 90	
No. 19, each 100ft. long	2 10	
No. 20, each 100ft. long	1 90	
No. 19, each 100ft. long	2 10	
COCOA		
Baker's	.....	37
Cleveland	.....	41
Colonial, 1/4s	.....	35
Colonial, 1/2s	.....	33
Epps	.....	42
Hershey's, 1/4s	.....	30
Hershey's, 1/2s	.....	28
Huyler	.....	36
Lowney, 1/4s	.....	33
Lowney, 1/2s	.....	33
Lowney, 5 lb. cans	.....	33
Van Houten, 1/4s	.....	12
Van Houten, 1/2s	.....	18
Van Houten, 1s	.....	36
Van Houten, 1s	.....	65
Wan-Eta	.....	36
Webb	.....	33
Wilber, 1/4s	.....	33
Wilber, 1/2s	.....	22
COCOANUT		
Dunham's	per lb.	
1/4s, 5lb. case	.....	30
1/4s, 5lb. case	.....	29
1/4s, 15lb. case	.....	29
1/2s, 15lb. case	.....	28
1s, 15lb. case	.....	27
1/4s & 1/2s 15lb. case	.....	28
Scalloped Gems	.....	10
1/4s & 1/2s pails	.....	16
Bulk, pails	.....	14 1/2
Bulk, barrels	.....	13 1/2
Baker's Brazil Shredded		
10 5c pkgs., per case	2 60	
26 10c pkgs., per case	2 60	
16 10c and 33 5c pkgs., per case	2 60	
COFFEES ROASTED		
Rio		
Common	.....	19
Fair	.....	19 1/2
Choice	.....	20
Fancy	.....	21
Peaberry	.....	23
Santos		
Common	.....	20
Fair	.....	20 1/2
Choice	.....	21
Fancy	.....	23
Peaberry	.....	23
Maracaibo		
Fair	.....	24
Choice	.....	25
Mexican		
Choice	.....	25
Fancy	.....	26
Guatemala		
Fair	.....	25
Fancy	.....	28
Java		
Private Growth	.....	26@30
Mandling	.....	31@35
Aukola	.....	30@32



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Graham Crackers Red	1 00
Label 10c size	50
Lemon Snaps	50
Oysterettes	50
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 50
Social Tea Biscuits	1 00
S. S. Butter Crackers	1 50
Unedda Biscuit	50
Unedda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuits	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	13@15
California	
Corsican	15
Currants	
Imported 1lb. pkg.	8 1/2
Imported, bulk	8 1/4
Peaches	
Muir-Choice, 25lb.	9
Muir-Fancy, 25lb.	10
Fancy, Peeled, 25lb.	13

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

## Raisins

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

## California Prunes

90-100 25lb. boxes	@ 6 1/4
80-90 25lb. boxes	@ 6 3/4
70-80 25lb. boxes	@ 8
60-70 25lb. boxes	@ 9
50-60 25lb. boxes	@ 10
40-50 25lb. boxes	@ 11

## FARINACEOUS GOODS

Beans	
California Lima	6 1/2
Michigan Lima	6
Med. Hand Picked	2 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 containers (40) rolls	3 20
Hominy	
Pearl, 100 lb. sack	2 00
Macaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

## Pearl Barley

Chester	3 00
Empire	

## Peas

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

## Sago

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

## Tapioca

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

## FISHING TACKLE

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

## Cotton Lines

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

## Linen Lines

Small	20
Medium	26
Large	34

## Poles

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

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## FLAVORING EXTRACTS

Jennings D C Brand	
Terpeneless Extract Lemon	
No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 4 F box, per doz.	1 75
No. 3 Taper, per doz.	1 75
2 oz. Flat, F M per dz.	1 50
Jennings D C Brand	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1 25
No. 4 F Box, per doz.	2 25
No. 3 Taper, per doz.	2 00
2 oz. Flat F M per dz.	2 00

## FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 10
Seal of Minnesota	4 80
Sunburst	4 80
Wizard Flour	4 70
Wizard Graham	4 80
Wizard Graham Meal	4 40
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 20
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

## Worden Grocer Co.

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

## Kansas Hard Wheat

Worden Grocer Co.	
American Eagle, 1/2s	5 00
American Eagle, 1/4s	4 90
American Eagle, 1/8s	4 80

## Spring Wheat

Roy Baker	
Golden Horn, family	4 65
Golden Horn, bakers	4 75
Wisconsin Rye	3 85

## Judson Grocer Co.

Ceresota, 1/2s	5 40
Ceresota, 1/4s	5 50
Ceresota, 1/8s	5 60

## Worden Grocer Co.

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

## Wykes &amp; Co.

Sleepy Eye, 1/2s cloth	5 40
Sleepy Eye, 1/4s cloth	5 30
Sleepy Eye, 1/8s cloth	5 20
Sleepy Eye, 1/2s paper	5 20
Sleepy Eye, 1/4s paper	5 20

## Meal

Bolted	4 20
Golden Granulated	4 40

## Wheat

New Red	90
New White	90

## Oats

Michigan carlots	46
Less than carlots	48

## Corn

Carlots	80
Less than carlots	82

## 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
Nelson's Acid'd doz.	1 25
Nelson's Acid'd doz.	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

## GRAIN BAGS

Broad Gauge	18
Amoskeag	19

## Herbs

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

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## HIDES AND PELTS

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

## Pelts

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

## Tallow

No. 1	@ 5
No. 2	@ 4

## Wool

Unwashed, med.	@ 13
Unwashed, fine	@ 13

## HORSE RADISH

Per doz.	90
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## Jelly

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

## JELLY GLASSES

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

## MACARONI

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

## Alphabets, 24 10c pkgs.

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

## Bulk Macaroni, 10 lb.

boxes	75
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## Bulk Spaghetti, 10 lb.

boxes	75
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## Hotel Hook, fibre bxs.

1 00	
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## MAPLEINE

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

## MINCE MEAT

Per case	2 85
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## 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

1/2 lb. 6 lb. box	16
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## 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.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75
Olive Chow, 2 doz. cs.	
per doz.	2 25

## PICKLES

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

## Small

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

## Gherkins

Barrels	14 50
Half barrels	7 75
5 gallon kegs	

## Sweet Small

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

## 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. 322 Tour'n't whist	2 25

## POTASH

Babbitt's, 2 doz.	1 75
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## PROVISIONS

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

## Dry Salt Meats

S P Bellies	14 1/2 @ 15
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## Lard

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



## SPECIAL PRICE CURRENT

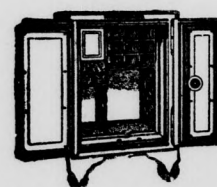
12	13	14
Scrapple, 5c pkgs. .... 48 Sure Shot, 5c 1-6 gro. 5 76 Yankee Girl Scrap, 2oz. 5 76 Pan Handle Scrp 1/4 gr. 5 76 Peachy Scrap, 5c ..... 5 76 Union Workman 2 1/4 6 00  <b>Smoking</b> All Leaf, 2 1/4 & 7 oz. 30 BB, 3 1/2 oz. .... 6 00 BB, 7 oz. .... 12 00 BB, 14 oz. .... 24 00 Bagdad, 10c tins ..... 11 52 Badger, 3 oz. .... 5 04 Badger, 7 oz. .... 11 52 Banner, 5c ..... 5 76 Banner, 20c ..... 1 60 Banner, 40c ..... 3 20 Belwood, Mixture, 10c 94 Big Chief, 2 1/4 oz. .... 6 00 Big Chief, 16 oz. .... 30 Bull Durham, 5c ..... 5 85 Bull Durham, 10c ..... 11 52 Bull Durham, 15c ..... 17 28 Bull Durham, 8 oz. .... 3 60 Bull Durham, 16 oz. .... 6 72 Buck Horn, 5c ..... 5 76 Buck Horn, 10c ..... 11 52 Briar Pipe, 10c ..... 12 00 Briar Pipe, 5c ..... 5 76 Black Swan, 14 oz. .... 3 50 Black Swan, 10c ..... 3 00 Bob White, 5c ..... 6 00 Brotherhood, 5c ..... 6 00 Brotherhood, 10c ..... 11 10 Brotherhood, 16 oz. .... 5 05 Carnivat, 5c ..... 5 70 Carnivat, 1/2 oz. .... 39 Carnivat, 16 oz. .... 40 Cigar Clipg. Johnson 30 Cigar Clipg. Seymour 30 Identity, 3 & 16 oz. .... 30 Darby Cigar Cuttings 4 50 Continental Cubes, 10c 90 Corn Cake, 14 oz. .... 2 55 Corn Cake, 7 oz. .... 1 45 Corn Cake, 5c ..... 5 76 Cream, 50c pails ..... 4 70 Cuban Star, 5c foil ..... 5 76 Cuban Star, 16 oz pails 3 72 Chips, 10c ..... 10 30 Dills Best, 1 1/2 oz. .... 79 Dills Best, 3 1/2 oz. .... 77 Dills Best, 16 oz. .... 73 Dixie Kid, 5c ..... 48 Duke's Mix, 5c ..... 5 76 Duke's Mix, 10c ..... 11 52 Duke's Cameo, 5c ..... 5 76 Drum, 5c ..... 5 04 F. F. A. 4 oz. .... 1 52 F. F. A. 7 oz. .... 1 52 Fashion, 5c ..... 6 00 Fashion, 16 oz. .... 5 28 Five Bros., 5c ..... 5 76 Five Bros., 10c ..... 10 30 Five cent cut Plug. .... 29 F O B 10c ..... 11 52 Four Roses, 10c ..... 96 Full Dress, 1 1/2 oz. .... 72 Glad Hand, 5c ..... 48 Gold Block, 10c ..... 12 00 Gold Star, 50c pail ..... 4 70 Gail & Ax Navy, 5c 5 76 Growler, 5c ..... 42 Growler, 10c ..... 94 Growler, 20c ..... 1 85 Giant, 5c ..... 5 76 Giant, 40c ..... 3 96 Hand Made, 2 1/2 oz. .... 50 Hazel Nut, 5c ..... 5 76 Honey Dew, 10c ..... 12 00 Hunting, 5c ..... 38 I X L, 5c ..... 6 10 I X L, 16 oz. .... 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 ..... 5 76 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	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 2 25 Pipe combination ..... 3 60 Tom & Jerry, 14 oz. .... 1 80 Tom & Jerry, 7 oz. .... 76 Trout Line, 5c ..... 5 90 Trout Line, 10c ..... 11 00 Turkish, Patrol, 2-9 5 76 Tuxedo, 1 oz. bags ..... 48 Tuxedo, 2 oz. tins ..... 96 Tuxedo, 20c ..... 1 90 Tuxedo, 80c tins ..... 7 45 Twin Oaks, 10c ..... 96 Union Leader, 50c ..... 5 10 Union Leader, 25c ..... 2 60 Union Leader, 10c ..... 11 52 Union Leader, 5c ..... 6 00 Union Workman, 1 1/4 5 76 Uncle Sam, 10c ..... 10 80 Uncle Sam, 8 oz. .... 2 25 U. S. Marine, 5c ..... 5 76 Van Bibber, 2 oz. tin 88 Velvet, 5c pouch ..... 48 Velvet, 10c tin ..... 96 Velvet, 8 oz. tin ..... 3 84 Velvet, 16 oz. can ..... 7 68 Velvet, combination cs 5 75 War Path, 5c ..... 6 00 War Path, 20c ..... 1 60 Wave Line, 3 oz. .... 40 Wave Line, 16 oz. .... 5 75 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  <b>TWINE</b> Cotton, 3 ply ..... 25 Cotton, 4 ply ..... 25 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium ..... 24 Wool, 1 lb. bales ..... 9 1/2  <b>VINEGAR</b> 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.  <b>WICKING</b> No. 0, per gross ..... 30 No. 1, per gross ..... 40 No. 2, per gross ..... 50 No. 3, per gross ..... 75  <b>WOODENWARE</b> <b>Baskets</b> 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, small 7 50  <b>Butter Pates</b> <b>Ovals</b> 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 <b>Wire End</b> 1 lb., 250 in crate .... .35 2 lb., 250 in crate .... .45 3 lb., 250 in crate .... .55 5 lb., 250 in crate .... .65 <b>Churns</b> Barrel, 5 gal., each .. 2 40 Barrel, 10 gal., each .. 2 55 <b>Clothes Pins</b> Round Head	4 1/2 inch, 5 gross ..... 65 Cartons, 20 2 1/2 doz. bxs 70 <b>Egg Crates and Fillers</b> 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  <b>Faucets</b> Cork lined, 3 in. .... 70 Cork lined, 9 in. .... 80 Cork lined, 10 in. .... 90  <b>Mop Sticks</b> 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  <b>Pails</b> 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  <b>Toothpicks</b> Birch, 100 packages ..... 2 00 Ideal ..... 85  <b>Traps</b> 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  <b>Tubs</b> 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 00 Medium Galvanized ..... 4 25 Small Galvanized ..... 4 25  <b>Washboards</b> Banner Globe ..... 2 50 Brass, Single ..... 3 25 Glass, Single ..... 3 25 Single Acme ..... 3 15 Double Peerless ..... 3 75 Single Peerless ..... 3 25 Northern Queen ..... 3 25 Double Duplex ..... 3 00 Good Enough ..... 3 25 Universal ..... 3 15  <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30  <b>Wood Bowls</b> 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  <b>WRAPPING PAPER</b> Common Straw ..... 2 Fibre Manila, white .. 3 Fibre Manila, colored 4 No. 1 Manila ..... 4 Cream Manila ..... 3 Butchers' Manila ..... 2 1/2 Wax Butter, short c't 10 Wax Butter, full count 15 Wax Butter, rolls ..... 12  <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Foam, 1 1/2 doz. 58  <b>AXLE GREASE</b>  1 lb. boxes, per gross 9 00 3 lb. boxes, per gross 24 00  <b>BAKING POWDER</b> <b>Royal</b>  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

CIGARS  
Johnson Cigar Co.'s BrandS. C. W., 1,000 lots .... 31  
El Portana ..... 33  
Evening Press ..... 32  
Exemplar ..... 32Worden Grocer Co. Brands.  
Canadian Club.Londres, 50s, wood .... 35  
Londres, 25s, tins .... 35  
Londres, lots, 30s .... 10

Old Master Coffee

Old Master ..... 31  
San Marto .....  
PilotTEA  
Royal Garden, 1/2, 1/4  
and 1 lb. .... 40  
THE BOUR CO.,  
TOLEDO, O.COFFEE  
Roasted  
Dwinnell-Wright Co's B'dsWhite House, 1 lb .....  
White House, 2lb .....  
Excelsior, Blend, 1lb .....  
Excelsior, Blend, 2lb .....  
Tip Top, Blend, 1lb .....  
Royal BlendRoyal 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  
CleanserGuaranteed 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  
Gold Dust, 100 5c ..... 4 00  
Kirkoline, 24 4lb. .... 2 80  
Pearline ..... 3 75  
Soapine ..... 4 00  
Baubitt's 1776 ..... 3 75  
Roseline ..... 3 50  
Armour's ..... 3 70  
Wisdom ..... 3 30

Soap Compounds

Johnson's Fine ..... 5 10  
Johnson's XXX ..... 4 25  
Rub-No-More ..... 3 85  
Nine O'clock ..... 3 80

Scouring

Enoch Morgan's Sons

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

We Manufacture

Public Seating  
Exclusively**Churches** We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.**Schools** The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.**Lodge Halls** We specialize Lodge, Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

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# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

Entire cost is \$25 to sell your farm or business. Get proposition or list of properties with owner's addresses. Pardee Business Exchange, Traverse City, Mich. 596

For Sale—General merchandise hardware, implements, lot and buildings; about \$11,000 cash. Fine location. Established 20 years. Seven miles from Kearney. Address Edward Nolting, Route 1, Kearney, Clay Co., Mo. 594

Wanted—To buy a stock of general merchandise, or furniture, shoes or hardware stock. H. F. Short Co., 701 S. St. Clair St., Toledo, Ohio. 593

New patent burglar alarm. Agents make \$5 to \$10 per day. Sample postpaid, 38c. C. F. Lee Burglar Alarm Co., 1417 Belleplaine Ave., Chicago, Ill. 592

For Sale—One of the best furniture businesses in the state of California. Located in the famous Santa Clara Valley. No competition. City of 6,000 population. Part terms. Address Owner, Box 277, Santa Clara, Cal. 587

For Sale—A bazaar stock in a town of 800 population on Michigan Central Railroad. Good farming country. Poor health reason for selling. Good chance for a lady with small capital. Address Lock Box 22, Millington, Mich. 589

For Sale—In Wallingford, Conn., large three-story brick building and barn. Store on first floor and tenement above. Good opportunity for business in growing town of 15,000 inhabitants. Price low. For particulars apply to J. M. Harmon, Meriden, Conn. 588

Livery—\$12,000 stock in fine condition; paying 30 per cent. on investment, first-class funeral equipment and no competition in this line; live Kansas town of 20,000; half cash, balance land or income property. Owner wishes to retire. Box 227, Parsons, Kan. 586

For Sale—One of the best drug stores in Lapeer county, town of 500 population. Stock inventories little over \$2,500. Can be bought at a bargain. Party wishes to engage in other business. Very low rent. Address H. T. Carver, care Farland, Williams & Clark, Detroit, Mich. 585

Manufacturer of ladies' garments, desires to dispose of business. A rare opportunity to secure an up-to-date plant with a well-known, old established business and a good trade. Will sell building, machinery and business at a bargain. Reason for selling, proprietors desire to retire. For full information write or call The King Mfg. Co., 1106-12 Dorr St., Toledo, Ohio. 584

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

For Sale—Clean stock general merchandise, good location Missouri town. Good business, light expense. Business growing. \$10,000 cash will handle. Address Geo. D. Wisely, Blairstown, Mo. 575

For Sale—McCray ice box, overhead ice, as good as they make, and is in first-class condition. Bought in 1908. Sectional. Can be shipped any place. Two retail windows in front with mirror between. Size 8x12x11. Address Pinnell's Market, Charleston, Ill. 573

Confectionery for sale, only confectionery and cafe in good Missouri town, 2,000 inhabitants; business good; can give part time if desired, terms to suit; place up-to-date. Address S. B. Robinson, Grant City, Mo. 570

Restaurant for sale at one of the best railroad junction points in Illinois; finely equipped; cheap rent; profits average from \$2,500 to \$3,000 per year; owner will sacrifice for \$2,600. For particulars write Frank P. Cleveland, 2161 Adams Express Bldg., Chicago, Illinois. 569

For Sale—Good clean stock of hardware, groceries, crockery and paint; well established for fourteen years. Invoice about \$8,000; doing a business of \$40,000 to \$45,000 yearly. Store well located, city of 6,000; brick building 24 x 118 feet, two-story and basement; rents for \$50 per month. Owner wishes to retire. Address E. W. Port, Portage, Wis. 568

Merchandise Sales Conductors. We are busy holding special sales all over Michigan. Stocks reduced or closed out entirely at a profit. Write for terms and open date. A. E. Greene, 116 Dwight Bldg., Jackson, Mich. 581

For Sale—Good will and cash business in a city of 15,000. Carry fancy goods, hair goods, art needle work and supplies, ladies' furnishings, beauty shop and toilet articles. Rich city and country. Fine chance for lady. Invoice about \$1,800. Rent \$25 in good location. My health is fine but I cannot run a store in Kansas and live in Arkansas. Address No. 567, care Michigan Tradesman. 567

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

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

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

For Sale—Bakery and confectionery store. Good fountain lunch business; city of 5,500. Must sell at once. Cheap. Address Clark Potter, Three Rivers, Mich. 565

For Sale or Rent—Hotel, partly furnished. Good location. Reason, advancing years. Address John E. Evans, Allegan, Mich. 577

Wanted—To buy printing press and type, large enough for a six column newspaper. Address No. 583, care Tradesman. 583

Hotel Wanted—Practical hotel family would take a long lease of furnished hotel in good town, must be leading commercial \$2 per day hotel. Give details in first letter. W. S. Hull, Lincoln, Ill. 566

\$10,000 required to swing safest store, clothing, dry goods, shoes, ladies' ready-made. Business established 35 years. Money-maker. Town 3,000 richest farming section Central Michigan. Bumper crops. Immediate possession. Good reasons. If a hustler answer. Address No. 563, care Tradesman. 563

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

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—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

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

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

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

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

For Sale—Two saw mills complete, 15 and 25 M. Cap. Plenty ore, pine timber. A bargain in each. W. R. Kivette, La Grande, Oregon. 464

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

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

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

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, 261 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

Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise. Write for dates and information. 336

Wanted—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

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 184

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

## HELP WANTED.

Salesman—To handle ladders of all kinds on commission for Michigan, Indiana, Wisconsin, Ohio, Illinois. The Simplex Ladder Co., Inc., Buchanan, Michigan. 595

Wanted—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to establish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio. 591

Wanted—Salesmen calling upon hardware and implement dealers to handle our cream separators as a sideline, on commission basis. Simplest disc machine on the market, prices enable dealers to compete with mail order houses. State rights will be given reliable parties. The Milwaukee Separator Co., 267 Sixth St., Milwaukee, Wis. 572

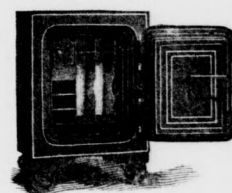
Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

## SITUATIONS WANTED.

Wanted—Position by retail salesman of dry goods and ladies' ready-to-wear. Experienced buyer, advertiser and manager. Want to hear from progressive firm needing a capable man by Dec. 1. Address Reliable, care Tradesman. 590

Wanted—Position as clerk in grocery store by a young man. Have had six years' experience. Speak German. Can furnish references. Address J. H. Klotenberg, Danforth, Ill. 579

## Safes That Are Safe



### SIMPLY ASK US

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

Grand Rapids Safe Co. Tradesman Bldg.

## 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.)



## CLOVERLAND.

## Zephyrs From the Upper Peninsula of Michigan.

Marquette, Nov. 3.—That special edition, I tell you, had some class to it.

Wonder if Editor Stowe would entertain a proposition for a special Upper Peninsula souvenir edition sometime soon?

A greatly increased subscription list awaits management gets after it.

One of our members bears a name of a once very distinguished family in Great Britain, but the name is becoming extinct at an alarming rate. The Marquette scion of the family, to make matters worse, has two daughters and no son and his two living brothers are both bachelors, one of them a hopeless one. This matter of the ultimate extinction of the name has been discussed in the family at times with considerable disconcertment. Quite recently the tidings of the engagement of the more hopeful of the two brothers was received at the home with much joy. The younger of the two girls, a precocious miss of seven, remarked, on hearing the glad news, "The ——— family will not run out now, will it, mamma?"

We have traveled a great deal within our own State and know almost every hotel in our commonwealth, but we conscientiously believe that Michigan possesses no hotel which is at any point superior to the Douglass Hotel, at Houghton.

We are happy to report that from the viewpoint of the traveling public, the copper country merchants, the hotel proprietors, the mine operators and, in fact, everybody, the great strike in the copper country, which has been in existence for four and a half months, is a thing of the past, the only possible exception to unanimity being the paid leaders of the western federation of miners. They die hard, but they are at the end of their rope and their graft is on its last legs.

The township of Greenland, Ontonagon county, is putting the finishing touches on two magnificent school buildings, one at Mass City and one at Greenland, the one being an exact counterpart of the other, at a cost of \$25,000 for each building. August Anttila is the contractor for the school at Mass City and Victor Kallio for the one at Greenland. The style of architecture is quite imposing and every modern convenience is provided for. Too much praise cannot be given to Merrick Hubert, architect of Menominee, who specializes on school architecture, for giving to these towns such beautiful and adequate school facilities at such a moderate cost.

Isaac Stephenson, Jr., a nephew of Hon. I. Stephenson, a multimillionaire lumberman of Menominee, was found dead last Tuesday morning in the berth of a sleeper on the C. & N. W. train, when the porter went to call him on the arrival of the train at Milwaukee. He was 53 years of age. He was identified with many manufacturing, mercantile and banking institutions, both at Marinette and Menominee, at the time of his death.

Hans J. Peterson, for many years the most prominent merchant tailor at Negaunee, has sold out to John Mrs. Peterson, who left here several months ago on account of her health. His future plans as to the selection of a location are as yet undeveloped, but his intentions are to locate in some larger city and cater to a more metropolitan class of trade. We hope it will not be so very far from Negaunee, so we may have the pleasure of seeing him once in awhile. Mr. and Mrs. Peterson have a host of friends who wish them well in their future undertakings.

About sixty days ago the little thrifty village of L'Anse was thrown into a profound state of grief when one of its most prominent citizens, a leading attorney, W. L. Mason, who was supposed to be drowned, his canoe having been found overturned and other conclusive evidences of his sad fate being apparent. It now turns out that he has been traced to Chicago and that after his arrival there no further clue can be found of him, any more than if he was really drowned in Keweenaw Bay. This is astonishing news to the people of Baraga county and elsewhere, where Mr. Mason had a wide acquaintance and no explanation can be offered for his strange conduct other than that he must have been deranged.

The Marquette Commercial Club has engaged Edward A. Daley, at present managing editor of the Cairo, Ill., Bulletin, as permanent paid Secretary. Mr. Daley will assume the position in about two weeks. Mr. Daley comes highly recommended and has accomplished much in civic development in his home city. We sincerely hope that Mr. Daley will be backed up by the warm support and enthusiasm of the community and, if he is so supported, he has a bright future before him and has the advantage of an undeveloped field of opportunity before him. Marquette, before he comes, should remember its failings and this time as the days and the months and the years go by, should rally to the support of Mr. Daley for a Greater Marquette and not allow their interest and their enthusiasm to flag and remember that it takes men and not one man, even though he be paid a salary to keep the ball rolling. Mr. Daley must have our support, our enthusiasm and our sympathy all the time if he is to succeed. If he doesn't enjoy that, no matter how good a man he may be, his work will be only a flash from the pan.

We begin to read the handwriting on the wall at Escanaba, now that the new \$132,000 Delta Hotel is on the eve of being opened.

The Oliver Hotel, a landmark in the city and in times past one of the two leading hotels in the city, drops back, according to announcement, to a \$1.50 per day hotel and will be conducted as such by Miss Jennie Merchant, of Green Bay, who, for some time has served the hotel as day clerk under the management of Clarence Cunningham, who has resigned.

Frank Muck, meat market manager for T.

Hughes & Son, Ishpeming, will embark in business for himself at Negaunee. In this venture he will be associated with his son, Ray, and will conduct an up-to-date meat market. They have leased the building vacated by Hans J. Peterson. Mr. Muck and his son have the advantage of a thorough knowledge of their line and also of an extensive acquaintance, both in Negaunee and Ishpeming.

W. E. Wells, a wealthy business man who was born and reared at Menominee and who was identified with several lumber manufacturing and railroad enterprises, met with a tragic death last Thursday at Kalispel, Mont., where he had resided for some time and held the position of Vice-President and General Manager of the Somers Lumber Co. at that place. The particulars as to how the accident occurred are as yet unknown here.

John Horrigan, who for several years has held the position of manager of the Standard Oil Co.'s business at Negaunee, has been promoted to the general management of the company's branch at Ironwood. John is a true Hiernian and a most genial fellow who makes all kinds of friends, both for himself and John D., and if anybody had any prejudices against that corporation, a characteristic talk from John, colored with a little of his Hiernian brogue and a pass or two of a sally of Irish wit, would smooth them all over and John would pass out with a check from a satisfied customer. We will miss him personally, because we will now have no one to whom to talk the Irish language in the native tongue.

Ura Donald Laird.

## Late News From the Celery City

Kalamazoo, Nov. 4.—Owing to the fact that the lease of the present location of our lodge rooms has expired and the Modern Woodman, of whom we have been leasing our hall, have sold their lodge furniture, Kalamazoo Council will hold their next regular business meeting, November 8 in the Maccabee hall, second floor corner of North Burdick and Eleanor streets.

The Entertainment Committee brothers, C. C. DeFrance, F. W. Warren, C. W. Siple, W. S. Cooke and C. H. Camp, gave the members the first of the informal evening parties at the new location in the Maccabee hall last Saturday evening. Quite a large number of the members turned out and they certainly had a very delightful time. Mrs. Monday furnished the music for dancing and those who did not care to dance were furnished cards. The Committee had a nice lunch, consisting of doughnuts, pumpkin pie and cider, spread out in the dining room and this appeared to have as much attraction as any one feature of the evening's entertainment.

Saturday morning the Secretary received a visit from W. F. McMichael, the local ticket agent of the Michigan Central Railroad, who was the subject of an article in the Tradesman three weeks ago in the Kalamazoo news. We were very much pleased to have the chance to become better acquainted with Mr. McMichael and he certainly made us feel that he had the interests of the Michigan Central and the traveling public very much to heart. He does not desire to make enemies or to have trouble with anyone and for that reason he called on the Secretary to explain the circumstances which were the cause of the misunderstanding. As soon as he learned of the article in the Tradesman, he called up the house and called at the office the first chance he had to find me in the city. This was very much appreciated and we feel that Mr. McMichael has done more than his share towards healing a sore spot which would have grown larger as time passed, and we are sure that if any differences arise between the public and Mr. McMichael it will not be because he has left anything undone that he could do to make it right.

We have our eyes on Frank Warner, of Lawrence, who represents the Kalamazoo branch of the Worden Grocer Co. He is a very desirable man for our Council, one who stands high among the grocers upon whom he calls, and one who is held in close friendship with very many of our counselors. He is eligible and we want him.

R. S. Hopkins.

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

Buffalo, Nov. 5.—Creamery butter, fresh, 26@32c; dairy, 25@27c; poor to good, all kinds, 20@24c.

Cheese—New fancy 15½@16c; choice 15c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 35@38c; cold storage, 27c.

Poultry (live)—Turkeys, 20@22c; cox, 11c; fowls, 12@15c; springs, 12@16c; ducks, 15@16c.

Beans—Marrow, \$3.75; medium \$2.40; pea, \$2.25; white kidney, \$3.50 @3.75. Red kidney new, \$2.50@2.75.

Potatoes—80@85c per bu.

Rea & Witzig.

Detroit—The Palmer-Paul Co. has engaged in business to manufacture and deal in and vend all kinds of silverware, jewelry and other merchandise, with an authorized capital stock of \$10,000, which has been subscribed, \$750 paid in in cash and \$7,750 in property.

## Extinguishing Fire With Bombs.

Grand Rapids, Nov. 4.—I have never before seen the use of bombs containing acid to extinguish incipient fires advocated in any paper and the nearest approach to it is at the manufacturing plant of the H. M. Reynolds Asphalt Shingle Co., where I find carefully installed at convenient intervals a number of large bottles filled with pyrene chemical, so they can be thrown into a fire, rather than use water, which would only scatter the asphalt product like oil.

I see no reason why bombs filled with some substance like pyrene, which is perfectly harmless to the most delicate fabrics and other merchandise, could not be successfully used and save much destruction that is caused by water. It is a fact that in many fires the greatest destruction is from water.

I appreciate the interest you take in the reduction of fire waste in the country and thank you for calling my particular attention to this editorial, although, I am pleased to state, I had read it before receiving your letter.

Frank G. Row.

## Notice and Invitation to Veteran Travelers.

Port Huron, Nov. 4.—On Tuesday, December 30, afternoon and evening in the Board of Commerce building, Lafayette Boulevard, Detroit, there will be held the fourth annual re-union, smoker and dinner of the Veteran Traveling Men's Association. We invite all travelers who have had fifteen years' service or more to join with us in good fellowship. Our Association is purely social and costs but \$2 per year, which includes all entertainment and a seat at the dinner. Extra plates, \$1.50 each. Smoker and business meeting at 2 p. m. sharp, followed by the dinner at 6:30 p. m.

Come with us and meet again your old friends of long ago. It will do you both good.

Don't forget to bring the wife. She will enjoy it and is entitled to have a day off once in a while.

On receipt of your check for \$2. mailed and made payable to Samuel Rindskoff, Secretary, 50 Lafayette Boulevard, Detroit, you will receive a membership card which, on presentation, will entitle you to all the good things in sight at the re-union.

Frank M. Mosher, Pres.

## The Boys Behind the Counter.

Allegan—Stein & Griswold have engaged Conrad Vander Bosch, of Grand Haven, a dry goods clerk of nineteen years' experience. His father was one of the successful merchants of that city many years and the son was one of his dependable assistants.

Owosso—Chas. A. Byerly has secured a position as salesman in the Leeds Woolen Mills store here.

St. Joseph—Prewitt Johnson, of Indianapolis, has taken the management of the Trick Bros store, succeeding Harold Comstock, who left recently for Greencastle, Ind., to reside.

Grand Rapids—L. J. Hamilton, connected with the Kraft Drug company, has resigned to accept the position as manufacturing pharmacist for the Schrouder Drug Co.

Marquette—John P. Snider, lately employed in Delf's grocery, has secured a position with Ormsbee & Atkins. He is in charge of the shoe department and also assists with the general clerking of the store. Prior to taking employment at Delf's grocery Mr. Snider worked in the shoe department of the Getz store.

## Quotations on Local Stocks and Bonds

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	75	77
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	328	331
Am. Light & Trac. Co., Pfd.	105	107
Am. Public Utilities, Com.	50	53
Am. Public Utilities, Pfd.	74	76
Cities Service Co., Com.	76	78
Cities Service Co., Pfd.	69	71
Citizens Telephone	78	80
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt., Com.	51	53
Comw'th Pr. Ry. & Lt., Pfd.	75	77
Elec. Bond Deposit, Pfd.	63	67
Fourth National Bank	212	
Furniture City Brewing Co.	59	61
Globe Knitting Works, Com.	125	135
Globe Knitting Works, Pfd.	96	100
G. R. Brewing Co.	145	155
G. R. National City Bank	178	181
G. R. Savings Bank	240	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	25	28
Macey Company, Com.	200	
Macey Company, Pfd.	94	96
Michigan Sugar Company, Com.	30	36
Michigan State Tele. Co., Pfd.	90	95
National Grocer Co., Pfd.	85	88
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	33	34
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	15	17
Tennessee Ry. Lt. & Pr., Pfd.	67	69
Utilities Improvem't Co., Com.	40	42
Utilities Improvem't Co., Pfd.	60	62
United Light & Ry., Com.	79½	80½
United Light & Ry., 1st Pfd.	78	79
United Light & Ry., 2nd Pfd.	72	74
(new)		
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens Tele. Co., 6s	1923	101½ 102
Com. Power Ry. & Lt. Co., 6s		97½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	99 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

November 5, 1913.

## Getting Even.

"Why do you insist on trying to sell me beefsteak and beans and buckwheat cakes?" demanded Clarence Baker, the Peninsular Club barber. "I told you all I wanted was two fried eggs."

"Well, I was in your shop yesterday," retorted the restaurant man. "All I wanted was a shave, but you bulldozed me into a shampoo, a foam fizz, and a tonic rub."

Detroit—The Craig-Millard Co. has engaged in business to manufacture and deal in boilers and engines, boiler and engine specialties and supplies, with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed and \$1,000 paid in in cash.

Hartford—H. J. Dodge has sold his interest in the Dodge & Keeney flour mill to L. P. Walker and the business will be continued under the style of Keeney & Walker. Mr. Walker will continue to operate his saw mill.

Benton Harbor—The Benton Iron & Brass Foundries have engaged in business with an authorized capital stock of \$15,000, of which \$10,000 has been subscribed, \$2,400 being paid in in cash and \$7,600 in property.

## BUSINESS CHANCES.

For Sale—General stock, \$4,000, all staple goods. Live town 800, Central Michigan. Good paying business. Address O. R. W., care Tradesman. 597

For Sale—Fine clean stock of general merchandise between \$1,100 and \$1,200, located about 70 miles from Chicago in live country town of 5,000 inhabitants. For particulars write The Spot Cash Store, Woodstock, Ill. 598





# Coffee

## Boston Breakfast Blend

Always Uniform  
Exceptionally Good  
Blended by an Expert

**JUDSON GROCER CO.**

The Pure Foods House  
GRAND RAPIDS, MICHIGAN

## Knowing vs. Guessing



### THE SAFE WAY

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.

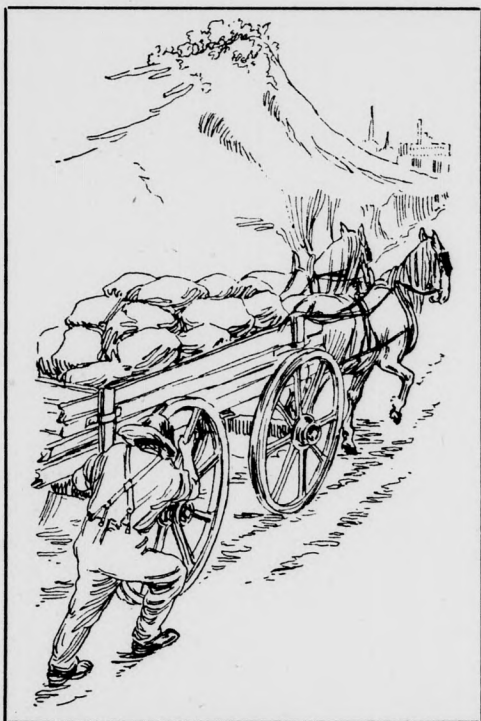
A matchless cutter at a matchless price. Made a little better than necessary.

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.

## Use Your Head Instead of Your Shoulders

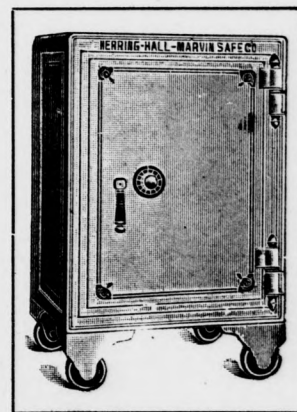


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—*W. L. Brownell.*

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."

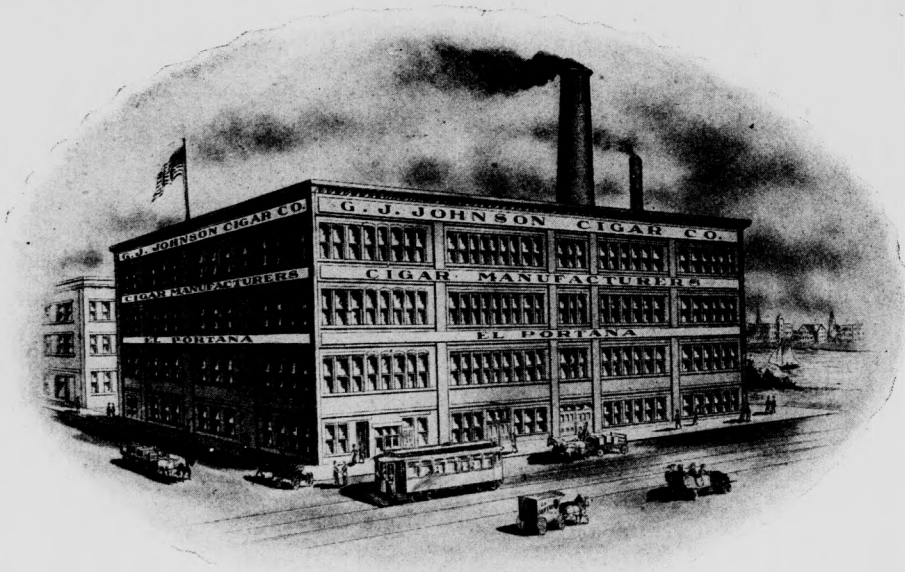


**GRAND RAPIDS SAFE CO.** Tradesman Bldg., Grand Rapids, Mich.

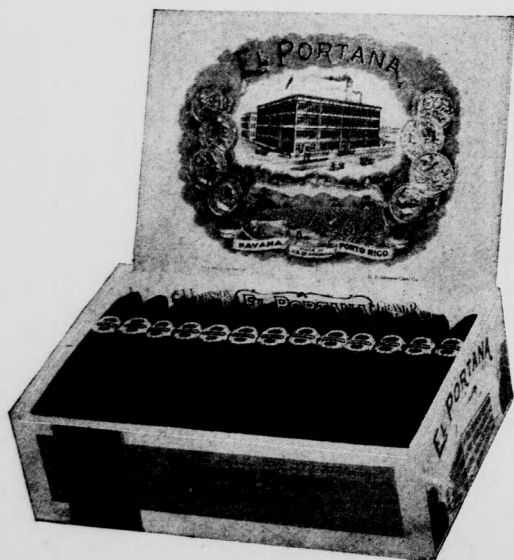
# EL PORTANA 5c CIGAR



“In a  
Class by  
Itself”



Manufactured  
Under  
Sanitary  
Conditions



Made in  
**Eight Sizes**

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