



## A WINTER AND SPRING FANCY

**P**ray, where are the little bluebells gone,  
That lately bloomed in the wood?  
Why, the little fairies have each taken one,  
And put it on for a hood.

And where are the pretty grass-stalks gone,  
That waved in the summer breeze?  
Oh the fairies have taken them every one,  
To plant in their gardens, like trees.

And where are the great big bluebottles gone,  
That buzzed in their busy pride?  
Oh, the fairies have caught them every one  
And have broken them in, to ride.

And they've taken the glowworms to light their halls,  
And the cricket to sing them a song,  
And the great red rose-leaves to paper their walls,  
And they're feasting the whole night long.

But when spring comes back with its soft, mild ray,  
And the ripple of gentle rain,  
The fairies bring back what they've taken away,  
As a loan returned again.



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

## WHEN YOU SEE

THE SIGN OF  GOOD CANDY

"DOUBLE A"

Remember it came from

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

## Straight Goods



The Very  
Best  
There Is

IT PAYS to handle IT

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



### Franklin XXXX Confectioners' Sugar

which is famous everywhere as the leading sugar for CONFECTIONERS and BAKERS is also packed for family use in 1 pound FRANKLIN CARTONS with an inside bag of moisture proof paraffine paper. It's a handy package and a steady seller. It will pay you to push its sale because the more baking your customers do, the more they will buy cocoa, cocoanut, flavoring extracts, butter, eggs, raisins, flour and all other cake ingredients.

Packed in 1 lb. CARTONS—24 lbs. to the CONTAINER.

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

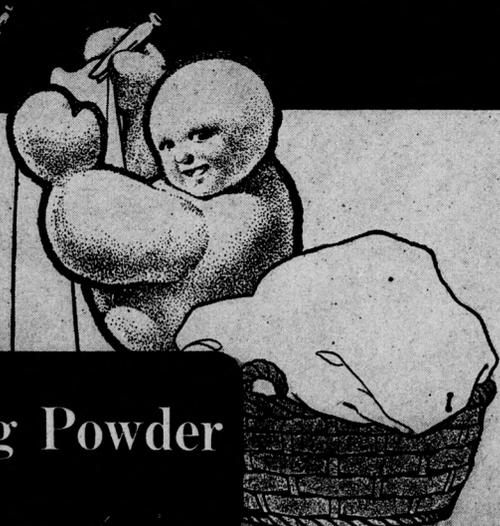
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."

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 12, 1913

Number 1573

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## DETROIT DETONATIONS.

### Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 10—We've read through to page 71 of the anniversary edition.

Will Adams, who has covered a portion of the Central Michigan territory for Edson, Moore & Co. for the past thirteen years, has tendered his resignation to take effect Dec. 1. Mr. Adams—or "Bill," as he is more familiarly known—has made hosts of friends among the trade and the boys who carry the grips. In fact, he can count his friends by the score in all the towns of his territory among those not connected with either profession. "Bill" has accepted a position with Beals & Selkirk, trunk and leather goods manufacturers, and will cover a portion of the Eastern states for them. The saddest blow of all to his many friends is the fact that he will make his home in one of the cities located centrally to his territory. Mr. Adams started with Edson, Moore & Co. twenty years ago, when a mere lad, and has been one of their mainstays ever since. In behalf of his many friends, we extend him best wishes for a successful business with the new firm.

You can't always tell what salary a traveling man receives by the amount he tells you he gets.

Ha! In order to grow still larger, Grand Rapids Council, No. 131, is going to pay the neighboring towns a visit in the hope of annexing a few more members.

Sixty-one years of age, hired but once and never resigned nor discharged is the fine record of F. W. Bateman, who has covered the State of Michigan for nearly thirty-six years for Weed, Colburn & Co., manufacturers of hats and caps, Toledo. Mr. Bateman is a living example of the good living, moral traveling man so largely in the minority when he spent his early days on the road—hale and hearty and able to give any of the young men of to-day a fine battle for salesmanship honors and activity. Mr. Bateman, who has been and still is very successful in his chosen vocation, takes still greater pride in the success of his family. His son, Charles, is one of the heads of the Peoria Incandescent Lamp Co., of Peoria, Ill., and one of his daughters is an artist of note in Toledo. In striking contrast to the vigorous Mr. Bateman, is the thought: where are the "rounders" of the road of twenty-five years ago?

It's a chill wind that blows through the B. V. D's.

Detroit Council No. 9 will hold its regular monthly meeting at its hall, 111 Congress street, east. As per the

last paragraph on the postal cards sent out, announcing the meeting: "We are out to make this the greatest year in the history of No. 9 and appeal to YOU to help us out." Every member can help by attending the meetings.

It is with regret that the many friends of Henry E. Perry, Grand Treasurer of the U. C. T. of Michigan and representative for Lee & Cadv, will hear that, owing to ill health, the doctor has advised that he spend at least three months in a sanitarium, where he can rest and recuperate. Mr. Perry is one of the most popular traveling men on the road and his many friends hope to see him back on the job, better than ever in a short time.

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.—Gabby Gleanings from Grand Rapids.

"Thanks for them kind words," but we regret we cannot reciprocate. Rollers are still in evidence, and if they keep going at the rate they have for the past fifty years in Grand Rapids, that city also will be classed with the good hotel towns somewhere between the years 2,000 and 2,500 A. D.

"Jimmie" Jonas, who has made many friends about the State in the capacity of neckwear salesman, has opened an office at 119 Jefferson avenue for the Goshen Shirt Co., which is a semi-Michigan institution operating one of its large factories in Manistee. "Jimmie" is a member of Auto City Council, No. 305, and has made his home in Charlotte for a number of years. In explaining to us the change, we will use Jimmie's own words: "I have moved my effects, eight collars, six sox (three pair), underwear, shirts, photographs and 500 order blanks to the city where life is worth living, so you see I, too, know a good thing when I see it." As Jim is very popular and has the backing of a strong line, there is no doubt as to his success in Detroit. He would give a friend the shirt off his back if it wasn't for the fact that he has so many extra samples.

Frank ("Red") Seibel, who lives in Mt. Pleasant and represents the National Biscuit Co., of Grand Rapids, says that the gink who means everything he says, as a rule, has very little to say. Some people have their palms read, but with Frank its different—he has his head red. Which pun deserves the forceps and should be yanked.

Erkskine McLeish (Edson, Moore & Co.) has again demonstrated that it is impossible to keep a good man down. Three weeks ago Mr. McLeish was in Harper hospital, having just before undergone a very serious operation. Last week he took a walk to the store. His many friends will be pleased to hear that the operation was successful and he will soon be in fine physical condition.

Coming Events of Importance:  
Snow blockades,  
Christmas shopping,  
Inventory.

Our idea of the height of amusement is to watch a bush league salesman put on an income tax air.

Glen Lavin, after successfully representing Burnham, Stoepel & Co. for the past twelve years, has resigned his position and will move to California, where his parents will also make their home. Glen has made many friends who will regret his de-

parture from Detroit. Perhaps before he leaves for the West he will divulge the secret of how he—good looking, jolly and popular—managed to escape the wiles of all the pretty misses he has met since he has been of a marriageable age. While Mr. Lavin is undecided what he will do when he arrives in the West, one of his ability will soon be taken up by a Western concern if he so desires.

Pete Peterson, who conducts a grocery store at Lakeview, made famous as the birthplace of Scott Swarthout and the place from which the writer was exiled, says that some fellows can never find the job they like because there is no such a job.

Harry Ruda, the Hastings street merchant, who is doing his share to keep the name of that street before the adjacent community, is passing out rulers to all school children who apply, free of charge. Harry, who conducts a dry goods and furnishing goods store, says by giving away useful articles to children he finds that it increases his business in a large measure—hence the twelve inch ruler.

Charles Klaffke will cover the territory formerly covered by Glen Lavin for Burnham, Stoepel & Co. Charles is a young man, aggressive and a hard worker, which spells, but one thing for him—success. He formerly covered the city trade as special ready-to-wear salesman for the same firm.

J. B. Hazen, of Hudson, representing the Hazen Manufacturing Co., of the same city, relates an amusing incident that came under his observation a few days ago in one of the towns that lie in his territory. A German, rather the worse for liquor, was carrying several parcels that filled his arms, when one of them dropped to the ground. He tried to bend over to pick it up, but in the attempt he nearly lost the remainder of the packages—also his own balance—but, undaunted, he tried again with the same result. He made several more ineffectual attempts to recover the lost package without success and, finally becoming disgusted, he gave it a kick into the gutter and said, "there d—you, you're not the only rye bread in town."

Andrew Marshick, 2053 Fort street, W., has remodeled his store and added new lines to his stock of dry goods and furnishing goods. Mr. Marshick is one of Detroit's veteran merchants and his business has kept steady pace with the growth of the city.

Miss Mae McCauley, who conducts a general store in Merrill, was united in marriage to I. L. McIlhargey on Nov. 4 at the home of the bride's mother in Merrill. Mr. McIlhargey has been making his home in the Canadian Northwest, but has forsaken that country of wonderful opportunities—for a live one like himself—for the simple life of Merrill, where he will assist in the management of the store. With "Mac's" pleasing personality and known business ability, the business is bound to grow to larger proportions. After a short honeymoon the happy couple will return to Merrill to settle down to the dull monotony of married—beg pardon—will settle down to the regular routine of a happy married life. The bride has long been one of the popular young ladies of the village, and her husband is hereby extended the best wishes of the Tradesman.

Saturday night, Nov. 22, Cadillac

Council, No. 143, will hold another of the series of dances to be given at their hall at 113 Congress street, E. Members of Council No. 9, as well as all visiting U. C. T., are cordially invited to attend.

During the past few years much has been said derogatory to the Hotel King, at Reed City, and all of it well deserved; but now under the able management of Mrs. Sophia Smith, the old order of things has been reversed and to-day the King Hotel can be classed with the best \$2 a day hotel in the State. We believe this mention is due Mrs. Smith, as she undertook the management of a run-down and disreputable hotel under most trying circumstances. Harry Rogers, who has graced the desk of the hotel almost since the advent of the first white man into Reed City, was traded along with the other fixtures to Mrs. Smith. Mrs. Smith is the widow of Frank Smith, who was a well-known merchant and hotel man of LeRoy.

"On the other hand," says Ed. Berger, department manager for A. Krolik & Co., "nothing ventured, nobody broke."

No doubt modesty on the part of F. C. Richter prevents him from announcing through his own columns his candidacy for re-election to the office of Grand Secretary of the U. C. T. of Michigan. As we have no axe to grind and do not care to show any partiality whatever, we believe it our duty, nevertheless, to announce—although not requested to do so by Mr. Richter—through the Detroit columns that Fred is a candidate to succeed himself once more. This much we can truthfully—unusual for Detonations—say: Fred has made one of the best secretaries ever elected to that Grand Lodge office. His worlds of experience, four terms, would be of untold benefit to the Grand Lodge. Harry Hydorn, who is also announced as a candidate, has an able champion in the editor of Gabby Gleanings. Harry, too, has had experience as a local secretary and is very popular among the boys. Should he make the run and be elected, he will, undoubtedly resign his office as Secretary of Grand Rapids Council, No. 131, and already the Council is looking over the field for available timber.

A wise guy can sometimes make a fool of himself and get by with it.

The American Hotelmen's Protective Association met in Detroit last week. One of the matters of great importance that was brought before the meeting was the abuse made of the word "hotel." Many places, unfit for decent people, catch the unwary by using the word "hotel" over their "place." It is to be hoped that much good will come of this agitation. In Nebraska the law limits the word "hotel" to places where both rooms and meals are provided.

We shall be pleased to receive items from the followers of any of the candidates for office—any items that will be of interest and not detrimental in any way to the character of another candidate.

Or the "Detonations" editor.

That can be found in the other columns.

Unconsciously we find that it was us who put the spur in Spurgeon—also us that got jabbed with it.

No doubt Grand Rapids councilmen will announce the marriage of Charles  
(Continued on page 25.)

## BANKRUPTCY MATTERS...

## Proceedings in Western District of Michigan.

Grand Rapids, Oct. 29—In the matter of Rodgers Iron Manufacturing Co., bankrupt, of Muskegon, the trustee filed the following offer from Lincoln Rogers, of Muskegon, for the assets: "I hereby offer to purchase the entire assets and property of the Rodgers Iron Manufacturing Co., including accounts receivable, stock and materials on hand, all machinery and fixtures, and the real estate described as block 562 of the revised plat of the city of Muskegon, Muskegon county, free and clear of mechanic's liens, but subject to an incumbrance of \$3,000 a part of said land, represented by a land contract, and which contract I agree to assume. For the above I will pay to you as trustee the sum of \$4,000." Such assets appear to be of the appraised valuation of \$14,201.72, and an order was made by the referee directing creditors to show cause, if any they have, on Nov. 14th, why such offer or any other offer which may in the meantime be received by the trustee should not be accepted and the sale authorized and confirmed.

Based on petition of certain of their creditors James Marasco and Michael Marasco, copartners as James Marasco & Son, formerly commission merchants of Manistee, were adjudged bankrupt and the matter referred to Referee Wicks. An order was made by the referee directing the bankrupts to file schedules of their assets and liabilities on or before Nov. 10; on receipt of such schedules the first meeting of creditors will be called.

Oct. 30—A voluntary petition was filed by William H. Barr, a physician of Harbor Springs, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets excepting those claimed as exempt, and but one creditor is listed, Margurite Scarborough, Oklahoma City, for \$890. The calling of the first meeting of creditors has been delayed until money for expenses is advanced.

In the matter of Clark O. Biger, bankrupt, formerly of Rothbury, the final meeting of creditors was held. The final report and account of A. E. Souter, successor trustee, was considered and approved, and a final order of distribution entered, final dividend of 3 per cent. declared and ordered paid to 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. Meeting then adjourned, without day.

In the matter of Edward J. Carroll, bankrupt, formerly merchant at Manton, a hearing was had on the trustee's petition for accounting by the bankrupt. An answer was filed by the bankrupt denying that he had failed to account for any of his assets, and the hearing was adjourned to Nov. 28.

Nov. 4—In the matter of Bob H. Dillard, bankrupt, of Grand Rapids, the bankrupt's schedules of assets and liabilities were filed. The following are scheduled:

Cash on hand	\$ 521.77
Merchandise, stock in trade	11,575.98
Wearing apparel	100.00
Fixtures	1,750.33
Accounts receivable	913.13
	\$14,750.94

The following creditors are listed:

Preferred Claims:	
City of Grand Rapids, taxes	\$ 129.61
M. F. O'Donnell, Grand Rapids (Clerk)	12.00
Orlo Yeiter, Grand Rapids (Clerk)	16.00
Fred Porter, Grand Rapids (Clerk)	5.00
Unsecured Creditors:	
Commercial Savings Bank, endorsed by Wm. Logie	\$5,075.00
Stetson Shoe Co., So. Weymouth	8,825.93
Pincus Antobias, Brooklyn	3,661.42
A. Garside & Sons, New York	2,049.27
Stetson Shop, Indianapolis	16.18
Collins Ice Co.	6.80
Thomas & Miller	6.95
M. Gungeinham, New York	9.50
A. F. Burch Upholstery Co.	9.60
Columbus Book Co., Columbus	12.28
G. R. Water Works	4.00
Rough & Co., New York	22.32
W. E. Worden & Co.	52.40
J. Slyter	28.04
Annahdale Farm	15.00
Mrs. Craig Millinery Shop	12.50
Weguson Tailor Shop	35.00
Spring Company	62.26
John Eble	20.00
Power & Solomon	
Dr. C. H. Bull	
Dr. A. V. Wenger	
Citizens Telephone Co.	
G. R. Muskegon Power Co.	
Roberts Bailey Co., Chicago	108.00
	\$20,221.76

An order was made by the referee calling the first meeting of creditors to be held at his office on Nov. 21, for the purpose of electing a trustee, proving claims, examining the bankrupt, etc.

Based on petition of certain of its creditors the W. C. Beelby Barber Supply Co., of Grand Rapids, was adjudged bankrupt, and the matter referred to Referee Wicks. An order was made by the referee directing the members of the bankrupt partnership to file schedules of assets and liabilities on or before Nov.

15. On receipt of such schedules the first meeting of creditors will be called.

Nov. 5—In the matter of Appleyard & Johnson, bankrupt, building contractors, of Grand Rapids, the first meeting of creditors was held, and H. H. Freeland, of Grand Rapids, elected trustee by creditors, and his bond fixed at \$2,000. The following were appointed appraisers: Harry E. Hoskins, William McNabb and Edmund M. Cook, all of Grand Rapids. The meeting was then adjourned to Nov. 12, at which time the bankrupts were ordered to appear for examination.

Nov. 6—A voluntary petition was filed by Fred A. Covey, of Traverse City, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. The bankrupt's schedules show no assets excepting household goods, claimed as exempt. The following creditors of Traverse City, are listed:

J. A. Slater, (secured by lease on household furniture purchased by debtor)	\$120.00
Frank King	51.00
Albert Baughman	46.00
J. W. Gauntley	45.00
Wattie E. Fish	39.00
Frank Umor	12.00
Oscar Johnson	12.00
Joseph Sluder	13.00
Lafayette W. Case	8.00
Vera Owen	6.00
J. M. Wilhelm	3.00
Johnson Drug Co.	3.00
E. B. Minor	1.50
Steinberg Brothers	7.00
Klassen Credit Co.	10.00
A. W. Bartak & Son	8.00
American Drug Store	2.50
T. C. Steam Laundry	4.00
Frank Lamb	6.00
Joe Beasaw	20.00
Hannah & Lay Co.	6.00
Mrs. Smith, Grand Rapids	6.00
Mr. Klaver, Grand Rapids	5.00
Mr. Kalter, Grand Rapids	12.00
	\$446.00

The calling of a first meeting of creditors has been delayed until money for expenses is advanced.

In the matter of Charles M. Hale, bankrupt, printer of Grand Rapids, it appearing that there were no assets not exempt, and no further proceedings being requested by creditors, an order was made closing the estate. No cause to the contrary having been shown by creditors, a certificate was made by the referee recommending that the bankrupt be granted a discharge.

In the matter of John A. Bauman, bankrupt, of Grand Rapids, the final report and account of Louis Deutsch, trustee, was filed showing a balance on hand for distribution of \$793.90, and an order was made by the referee calling a final meeting of creditors to be held at his office on Nov. 20, to consider such report and account, and petitions for attorney fees filed, and for the purpose of declaring a final dividend, if any, for creditors. Creditors are directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of John Bumb, bankrupt, formerly of Big Rapids, the final report and account of Fred D. Vos, trustee, was filed showing balance on hand for distribution of \$165.75, and an order was made by the referee calling a final meeting of creditors to be held at his office on Nov. 24 to consider such report and account and for declaring and ordering paid a final dividend for general creditors. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

Nov. 8—In the matter of the Montague Iron Works, bankrupt, of Montague, the adjourned final meeting of creditors was held. The final report and account, and supplements thereto, of J. F. Knowlton, trustee, were considered, and approved and allowed, and a final dividend of 20 1/2 per cent. declared and ordered paid to general creditors. A first dividend of 25 per cent. was declared on March 1, making the total dividend for general creditors 45 1/2 per cent. Final meeting then adjourned, without day.

In the matter of the Holland Veneer Works, bankrupt, formerly of Holland, a first report and account was filed by Harvey F. Wonderly, trustee, showing total receipts of \$19,497.18; disbursements for preferred claims, \$163.04; First State Bank of Holland on mortgage, \$3,165.52; interest on mortgage, \$930.10; taxes, \$1,070.30; pay roll in conducting business as a going business and watchmen, \$4,938.07; certain administration expenses and for material used in conducting business as a going business, \$3,220.42; fees of appraisers, \$225; accounts of receiver's fees \$200; expenses of receiver and trustee, \$397.93; sale of E. F. Leigh, \$109; L. E. Carroll, fees as attorney for trustee, \$775.00; George E. Kollen, fees as attorney for trustee, \$200; W. A. Doyle, fees as attorney for trustee, \$200; total, \$15,585.38; balance on hand, for distribution, \$3,911.80. Visible assets on hand are as follows: due from C. V. Hilding, administrator of estate of Peter Doran, deceased, collections, \$598.81; veneers sold Holland Furnace Co., not all delivered, about \$450; veneers sold C. Ehman & Co., \$517.27; claim against Regal Motor Co. for goods finished and not delivered, \$1,231.67; veneers and stock unsold, appraised without actual inventory, \$3,000; pulleys and other items, about \$400;

total, \$5,998.31; also suits pending against various stockholders for unpaid stock subscriptions and a suit pending for recovery of a reference. An order was made by the referee calling a special meeting of creditors to be held at his office on Dec. 1, to consider such report, to declare a first dividend if condition of the estate shall warrant, and such other business as may properly come before the meeting.

## St. Joseph Referee.

St. Joseph, Nov. 4—In the matter of Frank W. Flint, bankrupt, of Saugatuck, the first meeting of creditors was held at Allegan. Gerritt Wissink, of Grand Rapids, was elected trustee and his bond fixed at the sum of \$1000. Otis Hauke, A. W. Gardner and Harry Morris were appointed appraisers. The custodian for the receiver made a report as to the condition of the bankrupt's estate, showing cash on hand of \$465, accounts receivable of the estimated value of \$800 and stock of \$600. The bankrupt was sworn and examined by the referee and attorneys present and the meeting adjourned to Dec. 6, at St. Joseph.

Nov. 6. The Sanitary Laundry Co., of Kalamazoo, filed a voluntary petition and was adjudged a bankrupt by Judge Sessions and the matter referred to Referee Banyon. The schedules of the bankrupt disclose the following liabilities and assets.

Secured Creditors:	
City of Kalamazoo	\$ 18.00
Christine W. Redpath, Kalamazoo	195.00
Use of horse and wagon	90.00
George W. Redpath, Kalamazoo	874.93
Kalamazoo Laundry Co., Kalamazoo	160.00
	\$1,337.93
Unsecured Creditors:	
Chope Stevens, Detroit	\$ 21.70
Edwards & Chamberlin, Kalamazoo	140.78
Mr. Armour, Kalamazoo	19.10
G. H. Phelps, Petoskey	30.00
Thompson & Chute, Toledo	466.16
Kalamazoo Laundry Co., Kalamazoo	161.00
Wheeler & Blaney, Kalamazoo	7.00
Cutting & McMahon, Kalamazoo	364.01
Phoenix Printing Co., Milwaukee	82.50
Mr. Brenner, Kalamazoo	21.29
H. Kohnstamm, Chicago	20.87
American Laundry Machine Co., Chicago	35.12
Bond Supply Co., Kalamazoo	9.80
Procter & Gamble, Cincinnati	19.17
Kalamazoo Tank & Silo Co., Kalamazoo	13.78
Witwer Baking Co., Kalamazoo	13.00
Ballou Mfg. Co., Belding	8.00
Clark Engine & Boiler Co., Kalamazoo	32.10
Kalamazoo Gazette, Kalamazoo	22.50
Clement Kross, Detroit	16.10
Union Oil Co., Cleveland	10.19
Huebsch Mfg. Co., Milwaukee	50.00
Wadhams Oil Co., Milwaukee	40.19
Bijou Sign Co., Battle Creek	38.00
National Pub. Co., Detroit	3.86
Ryder Coal Co., Kalamazoo	93.36
Orlando Bassett, Kalamazoo	53.19
Star Paper Co., Kalamazoo	22.59
The Victor Safe & Lock Co., Cincinnati	72.00
J. P. Davis, Dayton	15.97
Detroit Laundry & Machinery Co., Detroit	9.80
Dewing & Son, Kalamazoo	2.10
King Paper Co., Kalamazoo	3.00
A. J. White, Kalamazoo	12.65
Field Laundry Supply Co., Chicago	38.23
Grasplit Mfg. Co., Chicago	5.00
Kalamazoo Soap Co., Kalamazoo	13.63
Home Savings Bank, Kalamazoo	234.21
	\$2,622.05
Assets:	
Tools, equipment and machinery	\$ 845.00
Debts due bankrupt on open account	364.53
	\$1,209.53

The referee entered an order appointing Stephen Wattles custodian of the bankrupt's assets.

Nov. 7—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, the trustee made a report of the sale of the bankrupt's assets to Despres & Bridges, of Chicago, for the sum of \$12,500, which amount is less than 50 per cent. than the appraised value of the property and less than 40 per cent. of the cost value. The referee has delayed entering an order confirming the sale until creditors have been given an opportunity to be heard.

Nov. 8—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, orders have been entered by the referee for hearings on the petitions of the Kalamazoo Spring & Axle Co., M. Straus & Sons, Smith & Schipper, H. Scherer & Company, C. R. Wilson Body Co. and Glidden Varnish Co. for reclamation of property to be held at Kalamazoo on Nov. 19.

## Domestic Repartee.

"You're kinder to dumb animals than you are to me, your wife."

"Well, you try being dumb, and see how kind I'll be."

The evil that men do not only lives after them, but sprouts into new crops.

## NEW YORK MARKET.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 10—The spot coffee market has had a week of unsteadiness. The demand has been light and buyers are, apparently, not going to buy a bag ahead of current wants if they can help it while the speculative markets keep sagging. In an invoice way Rio No. 7 is quoted at 10 1/2c and Santos 4s at 13 1/2@13 3/4c. In store and afloat there are of Brazilian coffees 1,765,039 bags against 2,501,707 bags at the same time last year. Milds prett— much unchanged, although some shading might be done if necessary. Good Cucuta, 13 1/2@14c.

Although stocks of tea are running pretty light and the position statistically favors the seller, there is a very limited demand from the interior. Indias and Ceylons seem to be most favored, but little life is looked for until after the turn of the year, and even then no tea "boom" is likely to appear.

Granulated sugars are generally held at 4.35c, although two refiners name 4.30c. Business during the whole week has been of very limited proportions. Sellers are not anxious to make sales on present level and buyers "stand pat."

Receipts of rice are larger and a full average trade is being done. Prime to choice domestic, 5 3/4@5 3/4c. Spices are steady and there is some movement for the whole line, but not a particle of change is to be noted in the range of values.

Molasses shows steady improvement in demand as the season advances and new goods are attracting considerable attention. Quotations remain as last reported—good to prime domestic, 35@40c. Syrups are steady and unchanged.

Canned goods day by day seem to be attracting a little more attention. The quotation of 70c f. o. b. Baltimore is generally named as about the thing for standard 3s tomatoes. Goods at less are looked upon with some suspicion. Corn is dull and little call exists at the moment for peas.

Extra creamery butter, 32@33c; firsts, 27 1/2@30c; held stock, 29@31; factory, 22 1/2@23c; imitation creamery, 24@25c.

Western white eggs run from 38@50c. The latter is, perhaps, a figure too high to call well-established, but "eggs is eggs" and almost any kind sell at glowing figures. Perhaps 35c for the average fair stock would not be far out of the way.

Cheese is firm and top grades of N. Y. State are working out at 16c, with a tendency to a still higher quotation.

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

Buffalo, Nov. 12—Creamery butter, fresh, 26@32c; dairy, 25@27c; poor to good, all kinds, 20@24c.

Cheese—New fancy 15 1/2@16c; choice 15c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 38@40c; cold storage, 27@28c.

Poultry (live)—Turkeys, 20@22c; cox, 10@11c; fowls, 12@15c; springs, 12@15c; ducks, 15@16c.

Beans—Marrow, \$3.60; medium, \$2.30; pea, \$2.25; white kidney, \$3.50 @3.75. Red kidney new, \$2.50@2.75. Potatoes—80@85c per bu.

## The Very Idea.

Two suburban mothers met on the train one day, and the topic of their conversation was their daughters.

"How did your daughter pass her examination for a position as teacher?" asked one.

"Pass!" was the answer. "She didn't pass at all. Maybe you wouldn't believe it, but they asked that girl about things that happened long before she was born."

### Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 10—There's a reason why ever member of Council No. 131 should be present at the next regular meeting in December. Last Saturday noon M. C. Huggett, Secretary of the Grand Rapids Association of Commerce invited the members of the Boosters' Committee to luncheon, after which matters vitally interesting to the city of Grand Rapids and the traveling men were discussed. The object of the discussion was to formulate plans and devise ways whereby the traveling salesmen of the city might co-operate with the Grand Rapids Association of Commerce in boosting Grand Rapids and her products. It is a fact well known to us all that there are manufactured in this city hundreds of articles about which most of us know little or nothing. For instance, it leaked out at the meeting that 95 per cent. of all the sash pulleys sold in the State are made right here in our city and yet how many of us knew it? And how many of us would be proud to boast of this to those with whom we come in contact if we only knew it! It is one of the objects of this co-operative plan to make these facts known and, so far as possible, to advertise the city of Grand Rapids. To this end it was deemed advisable to recommend the institution of two organizations, one being a traveling men's auxiliary to the Grand Rapids Association of Commerce, the other a "Made in Grand Rapids" Association. Of course, both of these are yet in an embryonic state and must first meet with the approval of the Grand Rapids U. C. T. and the Grand Rapids Association of Commerce before they can become effective. E. J. McMillan, of the U. C. T., was chosen chairman and he was instructed to appoint two committees, the personnel of which is equally divided between the U. C. T. and the Association of Commerce and whose duty it shall be to work out further plans and report on Nov. 29 at a meeting similar to the one held Saturday. This, it is thought, will put matters in systematic form, so they may be intelligently placed before the U. C. T. Council at their December meeting and before the Association of Commerce at their next regular meeting for adoption or rejection. The members of these committees are as follows: Made in Grand Rapids Association: Clark E. Schurman, Lee H. Bierce, John S. Noel, W. S. Lawton, H. W. Harwood and E. J. McMillan. Traveling Men's Auxiliary: O. W. Stark, H. R. Bradfield, John D. Martin, Howard F. Baxter, M. C. Huggett and S. L. Vaughan. John S. Noel, M. C. Huggett, E. J. McMillan, Arthur J. Borden, H. W. Harwood and others participated in the discussion and from every angle the meeting was a most satisfactory one to both parties represented and we believe, if its resolutions are adopted by the two organizations represented, they will be of incalculable value to our thriving city.

Perry Hanfin, chairman of Ladies' Entertainment Committee, wishes to meet the members of the committee Saturday afternoon at 1:30 at Hotel Cody.

At last Paw Paw can boast of a real live up-to-the-minute hotel man. A. W. Reicord has purchased the old Clifton House and is showing the citizens of that little town, as well as a long suffering traveling clientele, what a good hotel looks like. He has scrubbed up and re-arranged the hotel, equipped it with sanitary furniture and individual towels and has had for his chief aim the making of a first-class hotel in every detail. When you drop off a Paw Paw, boys, just get into the Clifton bus and try out the new landlord. You will find everything O. K.

In last week's Tradesman we mentioned the fact that Bro. Bosman, a member of the Executive Committee, was absent from the last Council meeting. We wish to state, parenthetically, that this is the first meeting Bill

has missed in three years—a pretty good record and so we excuse him.

The Executive Committee met Saturday and passed favorably upon the claim of S. S. Lubetsky, who about seven weeks ago, had the misfortune to dislocate his shoulder blade. This prompt action on the part of the Committee is one of the many features that commends the order of U. C. T. to anyone desiring safe and efficient accident insurance at a nominal cost.

If you see Chas. S. Perkins passing out good cigars and wearing a broad smile, don't think it is because he has landed a big order or fallen heir to a million, but as a matter of fact, Charley has decided to trot hereafter in double harness and, in accordance with this decision, was united in marriage last Saturday with Miss Bertha Loetscher, of Muskegon. Mr. and Mrs. Perkins will take a short honeymoon trip to Kentucky, after which they will make their home on Hutton avenue, Grand Rapids, where he has purchased a new home. Charley's host of friends unite in wishing them a long life of conjugal bliss and prosperity.

There will be a special meeting of the Boosters' Committee next Saturday afternoon at 1:30 at the Association of Commerce building.

W. S. Cain spent Sunday in Louisville, Ky., where he has gone on business.

Come to think of it, it would take more than an order or a million dollars to create a smile like that.

The captains of the two teams selected to solicit membership wish to announce that the team members are not reporting at a very lively rate as yet. Get a move on you, boys, and increase the membership to the long coveted 500.

E. J. McMillan and H. W. Harwood, both in Jackson last week, attended an evening performance of the Marine band in the afternoon (?).

R. J. Ellwanger visited the National Dairy Show at Chicago recently.

It is a fact too well known among traveling salesmen to be mentioned here that the facilities for handling the public at the union depot at Jackson are not only inadequate but a huge joke. About a dozen trains are scheduled to leave at the same hour on the various roads and only one train can be loaded at a time or, at least, that is all they allow to be loaded. Now the welcome news comes to us that the M. C. R. R. is to build a grade crossing and union depot about a half mile east of the city and furnish an up-to-date depot for the traveling public.

It is with a feeling of sadness that we chronicle the death of John Hartnett, brother of Mrs. Fred Beardslev, who died last week. The funeral was held Monday from St. Andrew's church.

There will be a meeting of the committee of the Grand Rapids Mutual Benefit Association at the Association of Commerce rooms next Saturday afternoon at 3 o'clock.

The traveling public will be surprised to learn that Veteran "Dick," legally known as Richard J. Murray, chief clerk of the Benton Hotel Benton Harbor, much to the surprise of everybody concerned decided to become more interested in the management of the hotel, therefore he married the landlord's daughter, Miss Agnes Richardson, and the parents of the bride seem perfectly satisfied. Dick is a good old scout and we'll all love him just the same.

At Tustin last week, two gentlemen bearing the nomenclature of W. H. Ingersoll and R. C. Rockwell returned to their hotels after a long drive, too late to get their suppers. The cook was gone and so these two worthies proceeded to fill up on bread and milk.

It is said that up at Kalkaska there is an enterprising firm in the men's furnishing goods business which has no other name on its business cards but "The Irishman and the Jew." This

name appears on its stationery, neckwear, suit boxes, etc.

Again we wish to call the attention of all those who have signified their desire to become charter members of the Bagmen of Bagdad that the remittance should be made as soon as possible to John D. Martin, who will accept money orders, personal checks and silver certificates at any time. A number responded to our last call, but we must have more to make it a go. Get busy, boys, and send in your fee, so the installation can be pulled off as soon as possible after the new year. Milwaukee and other cities now having a guild have signified their intention to be represented at our institution exercises.

The second of the U. C. T. series dancing parties will be held in U. C. T. Council chambers, Herald hall, Saturday evening, Nov. 15, at 9 o'clock. Tuller's five piece orchestra will be in attendance and a rousing party it will be. Don't miss it. Come out and for an evening drive dull care away.

We think it would be a good idea for the U. C. T. Council to provide itself with a visitor's book.

Just when we thought we had that page last week, they set us up in small type.

So what's the use? We should worry.

Have you heard about Assessment No. 119? Well, it is due and payable as usual.

We will not mention John Schumacher's telephone this week, but reserve it for some week when we have nothing else to mention.

Don't forget the dance

At Herald hall, Saturday evening at 9 o'clock. Allen F. Rockwell.

### What Some Michigan Cities are Doing.

Written for the Tradesman.

Machinery is being installed in the new factory of the American Cash Register Co., at Saginaw.

Nearly \$30,000 of the Manistee interurban promotion fund has been deposited in the banks of Muskegon.

The Ottawa Leather Co. will build a handsome office building at Grand Haven.

A digest of the doings of the Muskegon Chamber of Commerce during the past ten months shows accomplishments that are indeed praiseworthy.

The life underwriters of Lansing have formed an association.

Detroit is getting enough of the near-stop ordinance governing street cars and Port Huron people are also tired of it, for the same reasons that have influenced Grand Rapids and other cities to go back to the far side stops.

A foundry concern of Chicago is being brought to Benton Harbor and re-organized as the Benton Iron and Brass Foundries Co.

Leading men of Osceola county met at Hersey and formed a County Board of Trade with H. R. Niergarth, of Reed City, as President and Dr. W. B. Wells, of Evart, as Secretary. It is the plan to unite in setting forth the advantages of Osceola county, to work for better shipping facilities, good roads and other improvements.

A State bank building is being erected at Frankenmuth. Saginaw men are largely interested in the institution.

The Muskegon County Historical Society has been formed at Muskegon, with over 100 members.

Niles voted a bond issue of \$25,000 ostensibly for parks, but really for new factories, and two concerns have

been landed, a shoe factory and an auto tractor company. The latter concern is now located at DeKalb, Ill.

Battle Creek laid 12.7 miles of sidewalk this season and the average cost of same was 7.8 cents a square foot.

Benton Harbor has been presented with a handsome granite monument in memory of General L. M. Ward by his widow. The memorial will be given a place in one of the city's parks.

The City Council of Muskegon turned down the proposition to hire a visiting nurse for social welfare work.

The season for collecting ashes has opened in Saginaw and the decorative (?) boxes and baskets will now line the curbs until spring. Saginaw will adopt a better system some day.

Pontiac is preparing to do a lot of paving in 1914 and gas, electric light and telephone companies have been notified to lay all necessary connections and conduits at once in streets which are to be improved.

Dr. Gibson, newly chosen President of the Adrian Commerce Club, will place the emphasis on good roads and a committee of live men has been named.

Menominee has installed over thirty ornamental cluster lights and others will be added. The posts were made in Menominee.

First night enrollment in Flint schools was 117, as compared with sixty a year ago. The largest class formed is in mechanical drawing.

The Flint Board of Commerce advises that municipal baths be established in the old waterworks pumping station. The Board of Education has plans for opening public bath houses in connection with six of the public schools.

Cassopolis is growing tired of her cess pools and is considering plans for sewers.

Ann Arbor cared for over 7,000 teachers during the recent State convention, and cared for them well, an accomplishment of which the University city may well be proud.

Munising has voted to bond for \$23,000 for pure water. Work on the plant will begin in the spring.

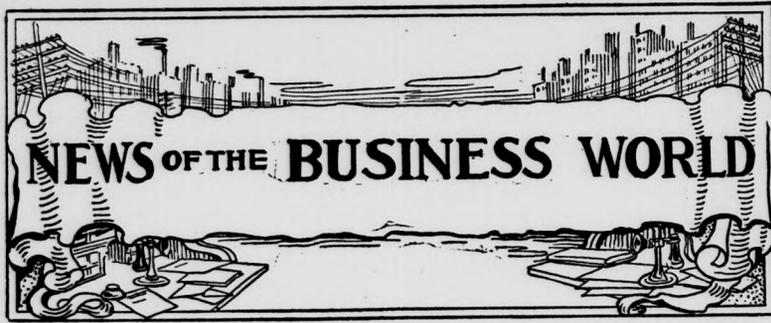
The Overland Walking Club, at Battle Creek, is growing in numbers. There are bands of enthusiastic hikers also at Jackson, Lansing, Detroit and Kokomo Ind., with similar clubs springing up in other places. Edward Buckley, of Battle Creek, has a record of 20,000 miles in pleasure jaunts in the past twelve years.

A Board of Trade has been formed at Stanton, with the following officers: President, Earl B. Swift; Vice-President, W. H. Lamphier; Secretary, Clyde Smith; Treasurer, Wm. S. French; directors, M. W. Stevenson, B. L. Finch and E. S. Stebbins.

A Chicago concern offers to establish a powdered milk plant at Muskegon, provided sufficient patronage is assured by dairy interests of that territory.

The Michigan State Grange will hold its annual meeting in Flint Dec. 8 to 11. Almond Griffin.

The older we grow the harder we have to fight for our pleasures.



### Movements of Merchants.

Detroit—Morris R. Tousey recently began the commission lumber business.

Durand—Earl Kenyon has engaged in the meat business on East Main street.

Allegan—Mrs. J. E. McIntyre succeeds Matie McKinnon in the millinery business.

Three Rivers—Stephen O. Black succeeds Edward Ott in the cigar and tobacco business.

Three Rivers—The Gladly Major Co. has been succeeded by the Three Rivers Furniture Co.

Albion—W. G. Wallace has sold his grocery stock to E. J. Otis, who has already taken possession.

Clarkston—The Clarkston State Bank has been organized with an authorized capital stock of \$20,000.

Wolverine—Fire destroyed the B. F. Butler store building and stock of general merchandise Nov. 8.

Traverse City—Shirley Hines succeeds Tony Viscochil in the meat business at 872 East Eighth street.

Rothbury—A. A. Longnecker is erecting a store building which he will occupy with his grocery stock about Dec. 15.

Leroy—Godfrey S. Gundrum, for thirty-one years proprietor of a general store here, is closing out his stock at auction.

Holly—E. P. Jameson has sold his drug stock to Oscar A. Marfileus, recently of Standish, who will continue the business.

Gaylord—Julius Kramer, merchant tailor, has added to his stock, lines of ready-to-wear clothing and men's furnishing goods.

Rothbury—W. R. Dennis is erecting a new store building which he will occupy with his stock of hardware and agricultural implements.

Hartwick—Freeman Mapes, manager of the J. L. Newberry general store, was married to Miss Ruth Shadley at her home at Avondale Oct. 30.

Hastings—J. S. Crue, who has taken a position as manager of the Hastings Sporting Goods Co., has moved his family to this city from Tekamah, Neb.

Benton Harbor—Roscoe Dalrymple has purchased the Van Meter grocery and meat stock and will continue the business at the same location on West Main street.

Owosso—The Young-Randolph Seed Co. has engaged in business with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in cash.

Ithaca—Charles Barrone, formerly engaged in the meat business at Clio, has purchased the Cornwell & Cornwell meat stock and will continue the business at the same location.

Macon—Bradley F. Scudder, who has conducted a general store here for the past thirty years, has sold his stock to E. M. Dewey, recently of Adrian, who will continue the business.

Greenville—Chris Hansen has sold a half interest in his agricultural implement stock to Plyn Lyman and the business will be continued under the style of Hansen & Lyman.

Jackson—B. C. Hoffnagle, dealer in men's furnishing goods at 1003 East Main street, has sold his stock to Frank Van Voorhis, who will continue the business at the same location.

Zeeland—The Klassen Clothing Co., of Holland, which conducts a chain of stores in Michigan and Wisconsin, has opened a similar store here under the management of Peter Klassen.

Muskegon—The R. & O. Chemical Co. has engaged in business with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed, \$300 paid in cash and \$3,000 in property.

Gaylord—Valentine Walczah, who has conducted a dry goods, clothing and shoe store here for the past fourteen years, has removed his stock to Rockford, Ill., where he will continue the business.

Mancelona—R. E. Mathews and C. J. Clemens have formed a copartnership and purchased the produce and feed stock of Amos S. Pitkins and will continue the business under the style of Mathews & Clemens.

Durand—B. C. Lemunyon, recently of Owosso, has purchased the interest of C. T. Holmes in the C. T. Holmes & Co. dry goods stock and the business will be continued under the style of B. C. Lemunyon & Co.

Garnet—The D. N. McLeod Lumber Co. has established its main office here and all mail should be addressed to Garnet. The company recently acquired the Hudson Lumber Co.'s plant and holdings at this place.

Detroit—The Glynn Co., dealer in meat, has been incorporated under the same style with an authorized capital stock of \$30,000, which has been subscribed, \$10,000 being paid in cash and \$20,000 in property.

Lansing—George Hungerford has purchased the interest of his partner, J. P. Shafer, in the Hungerford & Shafer grocery stock and will continue the business at the same location at the corner of Allegan and Logan streets.

Traverse City—L. J. Kehoe will open a jewelry store in the Bingham building. Mr. Kehoe comes here from Petoskey, where he has been in the employ of William Searles. Previous to this he was with J. N. Martinek, of this city, for two years.

Bay City—Bradley, Miller & Co. bought a number of million feet of pine

lumber in the Georgia Bay district of Ontario recently and it is now coming forward. They received nearly 2,000,000 feet of lumber and 210,000 pieces of lath the present week. Several other cargoes have arrived from Ontario during the last week consigned to Bay City and Saginaw concerns.

Battle Creek—Roy W. H. Crabb, dealer in confectionery has merged his business into a stock company under the style of the Crabb-Beardsley Butter Scotch Co., with an authorized capital stock of \$1,000, which has been subscribed and \$500 paid in cash.

Iron River—J. W. Beachy, of Calumet, who was arrested here on complaint of W. H. Marolf, on a charge of selling merchandise without a license, has waived examination, and decided to stand trial in the Circuit Court at the December term. Beachy was selling women's cloaks in the store of Mrs. L. M. Pryne at the time of his arrest and claims that he was in her employ and selling the goods for her.

Cheboygan—Six or more prominent merchants of this city are hustling for the return of large orders of goods delivered to a residence on Ball street at the request of a new resident, who paid for the goods in checks drawn on a distant Canadian bank in sums larger than the bills in each case, receiving cash for the difference. He fairly dazzled people with his large orders for furniture, groceries and the like. He fled when an investigation was started. The man masqueraded as "R. F. Johnson, inspector."

Iron River—The Northern Timber Co., which has been quietly buying up timbered land for five years, has completed its organization and has established two camps which will employ 150 men. One is at East Siding near Iron River and the other at Paulding. In Iron county the company controls land with about 6,500,000 feet of timber, a large portion of which will be cut and conveyed to market this winter. Robert Lyons is President and manager of the new company and William McEachern Secretary-Treasurer.

Charlotte—The Supreme Court has affirmed the causes carried up from this Circuit by Willard H. Face, of Lansing, and F. H. Mott, of Battle Creek, against Hall Bros., former Charlotte grocers. They disposed of their grocery stock to Face for a piece of Lansing property and a mortgage back on the stock for \$4,000. Mott bought the mortgage, turning in some Battle Creek property and took the stock. Face claimed the deal had been misrepresented to him and asked to have the transaction set aside and Mott joined with him. They won in both the Circuit and Supreme courts. Halls now get the stock, less the receiver's fees, Mr. Mott acting as such officer by order of the court, which expense, it is stated, will materially reduce the value of the stock at the present time.

### Manufacturing Matters.

Pottsville—Roy Wilson has opened a bakery here.

Detroit—The Linsell Co. recently begun manufacturing woodwork.

Durand—Arthur Bailey, formerly of Portland, has opened a bakery here.

Merrill—Fire destroyed the Jochen bakery Nov. 3. Loss, about \$2,000; insurance, \$600.

Gaylord—The Saginaw Wood Products Co. has begun manufacturing cabinets, fixtures, etc.

Kalamazoo—The Gerline-Meyers Brass Foundry Co. has changed its name to the Gerline Brass Foundry Co.

Michelson—The Michelson Lumber Co. is filling an order for 200 carload of cedar posts, which are being shipped to Toledo.

Coopersville—John Nolet, formerly of Grand Rapids, has purchased the Talsma & Root bakery and grocery stock and will continue the business.

Crystal—A. H. Aldrich and Harmon Wilbur have formed a copartnership under the style of Aldrich & Wilbur and purchased the Crystal bakery.

Detroit—The Silver Leather Co. has been organized with an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in cash.

Ewen—Louis Jensen, who formerly operated a sawmill at Salling, has erected a mill here, where a company he organized bought 100,000,000 feet of timber.

Detroit—The Wolverine Fixture Co. has engaged in business with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$2,250 paid in in property.

Saginaw—The Bertsch Manufacturing Co. is getting logs for its Saginaw plant by boat from the north shore of Lake Huron and Michigan to Cheboygan, and thence by rail to Saginaw.

Detroit—The American Cap Screw Co. has been incorporated under the same style with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit-Nassau Tire Co. has been incorporated under the same style with an authorized capital stock of \$1,200, of which \$600 has been subscribed, \$10 being paid in in cash and \$590 in property.

Charles—The Loud Lumber Co., owned and operated by H. N. Loud and son, H. Kimball Loud, which took over the Sterling Cedar & Lumber plant some months ago, placed its logging railroad in commission last week.

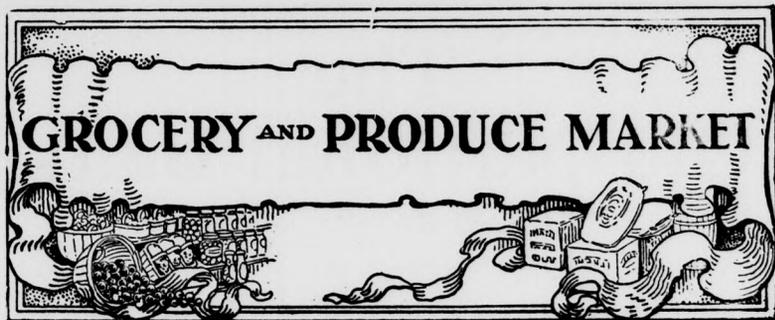
West Branch—The Batchelor Timber Co., which shut down its sawmill here last spring and is now confining its lumber production to the Bliss & Van Auken plant at Saginaw acquired by purchase last spring, has continued to operate its heading plant at West Branch.

Detroit—David Stott, operating a flour mill, has merged his business into a stock company under the style of the David Stott Flour Mills Incorporated, with an authorized capital stock of \$750,000 common and \$250,000 preferred, of which \$550,000 has been subscribed and paid in in property.

### "Could Not Get Along Without It?"

Grawn, Nov. 11—It gave us much pleasure to receive the fine edition of your paper marking its thirtieth anniversary. We have been taking the Michigan Tradesman for twenty-eight years, first as Crandall Bros., then as D. E. Crandall and now as D. E. Crandall & Son. We enjoy it each week and do not see how we could get along without it.

D. E. Crandall & Son.



### 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 of fresh continue fairly liberal, and the market is steady on the same basis as last week. The consumptive demand is absorbing the receipts, the average quality of which is only fair. Storage butter is very slow and stocks are not reducing as rapidly as last year at this time. Fancy creamery commands 32½¢ in tubs and 33½¢ in cartons. Local dealers pay 26¢ for No. 1 dairy and 19¢ for packini stock.

Cabbage—75¢ per bu.

Carrots—65¢ per bu.

Cauliflower—\$1.25 per doz.

Celery—\$1.25 per box containing 3 to 4 bunches.

Cocoanuts—\$4.75 per sack containing 100.

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

Cucumbers—\$1.50 per doz.

Eggs—Receipts of new laid are very light. There is a fairly good consumptive demand at 1@2¢ per dozen advance. The average quality of the receipts is only fair and unless receipts of fresh eggs increase prices are apt to go higher. Storage eggs are also in good demand at 1¢ advance. The consumptive demand is active. 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, \$1.85 per 20 lb. crate; Emperor \$2 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; pickling, \$1.35 per box.

Oranges—\$3.25@3.50 for Floridas; \$5.50 for Valencias.

Peppers—Green, \$2 per bu.

Potatoes—70¢ per bu. for home grown. Country buyers are paying around 55@60¢.

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

Radishes—25¢ per dozen.

Spinach—90¢ per bu.

Sweet Potatoes—Virginias command 75¢ per bu. and \$1.75 per bbl. Jerseys command \$3 per bbl.

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

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

Poultry—Local dealers pay 9¢ for springs and fowls; 5¢ for old roosters; 8¢ for geese; 10¢ for ducks; 15¢ for No. 1 turkeys and 13¢ for old toms. These prices are liveweight.

### Cassion Construction to Secure Foundation.

The builders of the Pantlind Hotel are having their trouble in securing the solid foundation required for an eleven-story building. The preliminary explorations showed rock comparatively near the surface, but when the excavations were started it was found that the first rock was merely a thin layer, with muck beneath it and the soil resistance tests that were made revealed the necessity of resorting to the cassion construction to secure the foundation. The cassions are now being sunk, and these have to go down forty-five to fifty-five feet before reaching the rock. It will require about fifty of these cassions to furnish the foundation for the north half of the building now under construction and it will be well into December before these can be completed. This is a new foundation construction in Grand Rapids, although it is common in Chicago. The method is to sink a well about eight feet in diameter at the top and encase it in oaken staves. The staves are about ten feet in length and when one set has been sunk to that depth a second set is pushed down within the first, sinking with the excavation, and then a third until the bottom is reached. It is just old fashioned well digging on a large scale, with the excavated matter hauled out by an endless cable operated from an engine on Lyon street. As soon as one of these wells strikes rock the hole is filled with cement, and then the work is shifted to another well. The steel construction will rest on these pillars of cement filling the wells and extending down to the rock. The Pantlind Hotel site originally was a part of the bottom lands bordering the river, and the formation is peculiar and wonderfully variable. One well may show a thin ledge of rock near the surface with muck and then clay and, perhaps, a layer of gypsum with sand beneath it before the rock is reached and the next be almost solid clay clear to the bottom. One well may fairly gush with spring water and the next one, scarcely ten feet away, be almost dry. The original level of the ground is about fourteen feet below the present level of Monroe avenue.

Some people seem to think the command to "be courteous" means be "cur-teous." Look out for this in dog days.

### The Grocery Market.

Sugar—Refined grades are strong on the basis of 4.35¢ for granulated f. o. b. New York. The prospects for the next crop in Cuba are good, as timely rains checked the drouth, which threatened to cause damage. Louisiana, as well as Cuba, has been inclined to push the marketing of its sugar, for the crop may reach 300,000 tons, which compares with 160,000 tons last year, when the floods cut the yields in half. They are offered at the spot equivalent, though the supply for November arrival is limited. The refined situation is none too satisfactory though better than expected. Distributors are buying for needs and withdrawals are light. Meltings are being reduced steadily, one refinery having closed down, with others likely to follow before many weeks. The small margin for granulated of 67 points hardly encourages active operations, but with the beet movement active, it is difficult to secure much higher prices. It may be interesting to note that a year ago refined sugar was 59 points and raws 50 points higher.

Tea—The principal activity in teas is in Japan and Formosa growths. There seems to be very little life in other markets, notwithstanding the fact that prices are steady and firm, with stocks very light. The lower grade Ceylons and Indias are being offered at advanced prices, while higher grades remain stationary. General lines are unchanged.

Coffee—Rio and Santos grades are weaker and a trifle lower. The demand is fair, but buyers are not confident of the market, and are buying only what they have to have. Milds show no change for the week. The market is still very steady. The demand is fair. Mocha is still scarce and firm. Java is unchanged and quiet.

Canned Fruits—Apples are 25¢ per dozen cheaper than a week ago, although all holders are not willing to sell for that. California canned goods are unchanged and quiet. Small Eastern canned goods show no change.

Canned Vegetables—Tomatoes are a trifle stronger than a week ago. The fact that some of the weak packers have sold enough to get what money they wanted, and at the moment are offering no more, is the cause of the slight hardening. The demand for tomatoes is very poor. The pack bids fair to be large, but the figures will probably not be given out much before December 1st. Corn and peas are precisely where they were a week ago.

Canned Fish—Domestic sardines are scarce and firm on former high basis. Imported sardines are very scarce and very high. Salmon is unchanged and for the week, but red Alaska is growing firmer and some packers of special brands have advanced for the second time during the past week, the second advance being 5¢.

Dried Fruits—Raisins are exceedingly sick. Independent holders, who hold, according to general understanding, not over 10 per cent. of the supply, are offering ½¢ under the combination, but are still not selling much. The combination, with a reputed 90 per cent. of the supply, is firmly holding on a basis of 7¼¢ for fancy seeded in a large way, but its business is absolutely flat, and unless it has very powerful back-

ing, a crisis may soon be reached. Citron is scarce and firm, but without further advance for the week. Prunes have weakened further during the week, including small and medium sizes as well as large. Prices have been too high and because of that foreign markets have not taken what they were supposed to. Peaches and apricots are steady and unchanged in price.

Figs and Dates—New shipments of figs and dates have been arriving. The goods are of excellent quality, and prices are steady.

Cheese—The market is steady. There has not been a recovery since the prices sagged a few weeks ago.

Syrups and Molasses—Corn syrup is unchanged. Sugar syrup is dull at ruling prices. New crop molasses has started to come forward during the week, at prices several cents below last year. The demand has been slow so far.

Salt Fish—Norway mackerel are still scarce and high, very few offerings from the other side. Irish mackerel can be bought, but the trade are apparently not interested. Cod, hake and haddock unchanged, scarce and firm.

Provisions—Smoked meats are unchanged. Pure lard is firm and unchanged, with increased consumptive demand. Compound lard is also firm at ¼¢ up. The consumptive demand shows improvement. Barreled pork and canned meats are steady with a seasonable demand. Dried beef is a little more plentiful, and about 2¢ cheaper. Prices are so high that the slightest increase in the supply causes instant decline in price.

### "Highly Interesting."

The Michigan Tradesman, published in Grand Rapids, celebrated its thirtieth anniversary last week by issuing a highly interesting special edition of 120 pages. During these thirty years this valuable trade journal has been managed and edited by its founder, E. A. Stowe. S. D. Thompson, of this village, is one of twenty-eight of the present subscribers who have taken the Michigan Tradesman continuously from the first number.—Newaygo Republican.

Thomas Friant, Vice President of the White & Friant Lumber Co., has been elected a director of the Grand Rapids National City Bank and City Trust & Savings Bank. This fills the vacancy caused by the death of Lester J. Rindge. Mr. Friant is a gentleman of large means—one of the very wealthy men of Michigan—and his business acumen and financial judgment are in keeping with his possessions.

S. H. Ketcham, formerly foreman for the Grand Rapids Lumber Company, has bought a tract of land at East Leonard street and the Grand Trunk Railroad, and will operate a wholesale lumber business of his own. After clearing away the buildings now occupying the property he will establish offices and a yard there. The consideration involved in the deal was between \$5,000 and \$6,000.

A good cure for conceit is to think of the best thing and the worst thing you have ever done. Put them side by side and compare them.



This has been a fairly good year for the Grand Rapids banks in spite of the business depression that has been felt everywhere. The loans and discounts barely held their own during the middle months of the year, but the year, as shown by the recently published banks statements, presents the largest total in local annals, and a half million more than a year ago. There is no question but that they would have reached a very much higher level but for the policies of conservatism which the banks have been compelled to enforce. In the matter of deposits there has been some falling of, but this has been due to the diversion of savings and certificate deposits to more remunerative investments than the banks allow. The activity in home buying and building has also had its effects. There has been as strong an up-state demand for money as in the city and this has held down the due to bank deposits. From the viewpoint of the banks themselves the showing is on the right side. The last statement in 1912 was of Nov. 26, while the last statement this year is of Oct. 21. Comparisons between them can not be made as of a full year, but the period covered only eleven months. The eleven months showing makes an increase of \$166,920.22 in surplus and undivided profits, or at the rate of \$182,000 for the year, or approximately 6 per cent. on the city's banking capital. This is the showing on the face of the returns and does not take into consideration facts which if they could be expressed in figures, would show an increase of something like 7 per cent. On the face of the returns the Peoples Savings Bank has had a shrinkage of \$11,971.56 in its surplus and profits. The Peoples has \$85,000 invested in its banking house and furnishings and carried this amount in its statements. The State banking law forbids a bank having more than half its capital invested in banking house and the Peoples has been meeting the law's requirements by writing off the excess of \$35,000. Instead of showing a shrinkage, the bank is \$10,000 or \$15,000 better off in real assets than it was a year ago. How the different banks have fared in the eleven months period, on the face of the returns, will be seen by the following:

	Gain	Per cent. gain
Old National	\$47,923.41	6.
G. R. Nat. City	12,732.38	1.27
Fourth National	21,106.82	7.00
G. R. Savings	16,239.77	6.80
Kent State	46,401.19	9.30
Peoples	*11,971.56	

Commercial	19,681.50	9.8
City T. & Savings	11,460.61	5.30
S. Grand Rapids	3,347.10	13.40
Total	166,920.22	5.

\*Decrease.

This showing, as stated, is for the eleven months period and accepting the Peoples statement as it appears. This showing compares with a gain of \$325,008.10 made by the banks in the year preceding. The greater gain the previous year, however, was somewhat fictitious, because of the Grand Rapids Savings paid in surplus of \$50,000 incident to its increase in capitalization.

Besides adding very materially to surplus and profits the banks have been more liberal this year than last in the matter of dividend disbursements, the total disbursements being about 10 per cent. on the capitalization. The Peoples, Fourth National, Kent State and South Grand Rapids have paid 12 per cent. or will do so before the year closes. The Grand Rapids National City and Grand Rapids Savings have paid 10 per cent., the Old National 8 per cent. and taxes, which makes it equivalent to 11 per cent., the Commercial 8 per cent. and the City Trust and Savings 3 per cent.

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

**GRAND RAPIDS SAVINGS BANK**

### United Light & Railways Company

First Preferred,  
6% Cumulative Stock

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

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

**BUY IT NOW**

**Howe, Corrigan & Company**

Investments

Mich. Trust Bldg. Grand Rapids, Mich

## The Old National Bank

GRAND RAPIDS, MICH.

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

## GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

## Fourth National Bank

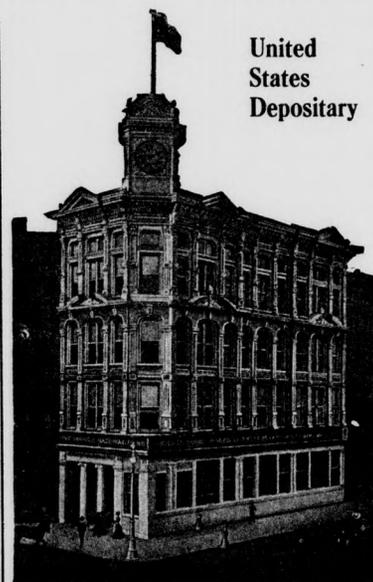
Savings  
Deposits

**3**

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

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



United  
States  
Depository

Commercial  
Deposits

**3½**

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
**\$580,000**

The Michigan Trust Company has also done very well. Its surplus and undivided profits show a gain for the eleven months period of \$53,524.46 or 26.7 per cent. This compares with \$103,172.42 the previous year, but out of the earnings have been paid the heavy expense incident to the remodeling and refurnishing of its offices. What this expense may have been is not shown in the statement, but it has all been charged off, which means that the company made as much and perhaps more money this year than the year before.

Joseph A. Carroll, Assistant Treasurer of the Grand Rapids Trust Company, has been tendered the appointment as Bank Examiner by Bank Commissioner Doyle and has taken the matter under advisement. Mr. Carroll began his banking career as messenger in the Isabella County State Bank, at Mount Pleasant, later was Assistant Cashier in the Farmers and Merchants Bank at Lakeview, and three years ago came here to accept a position in the Michigan Trust Company. He has been with the Grand Rapids Trust Company since its organization.

In local securities the local raid on Commonwealth Power, Railway and Light common stock has continued the past week, with a resultant further recession in the quotations to around 50. This attack on Commonwealth is purely a Grand Rapids affair, and has its origin in the disappointment and dissatisfaction of a small group of local capitalists. The true inwardness of the matter will come out in time and some of those who have been most active in the raid may have their embarrassments in explaining their line of action. Three months ago they were boosters of Commonwealth and advising everybody to buy; now they are doing all they can to scare people into selling. This may "go" in New York and Chicago, but Grand Rapids is not yet a large enough town to permit of such sudden changes without questions being asked.

Following the annual meeting of the Citizens Telephone Co., the Tradesman commented on the unsatisfactory nature of the company's annual report as failing to show in full enough detail what the company was really doing, with comparisons against the previous year. The Evening Press has adopted the Tradesman's suggestion that the company issue a monthly or at least a quarterly statement, with comparisons of gross earnings, net and surplus, such as the other utility corporations make, and also the railroads and many of the industrials. The action of the Press is entirely proper, but, to be consistent, the Press should set a good example by publishing at regular intervals a

statement of the dividend disbursements it makes to its Detroit owners once a week or once a month, as the case may be. This would be interesting reading for the patrons of that publication, showing, as it would, that about a hundred thousand dollars of Grand Rapids money is being diverted to Detroit each year to maintain a castle in Oakland county which is conducted with medieval magnificence.

The Citizens Telephone Co. has approximately \$4,000,000 stock outstanding and it is widely scattered in many small holdings. The stock is subject to attacks, just as are other stocks and securities, and the lack of earning statements at frequent intervals make these attacks peculiarly effective, as no figures are produced to refute them or to reassure those who have their money invested. The company will show larger gross earnings and better net earnings than at any former time in its history, and there is no reason why the statements should not be given out. The tendency of modern times is toward the policy of publicity, and this policy should seem especially desirable with the Citizens, because of the large and popular holding of the stock.

#### Some Mover.

Mrs. Howland was of a very quiet, reposeful disposition, while her husband was exactly the opposite; energetic and ambitious.

"Henry," she said complainingly, one afternoon, "I wish you would not be so nervous and forever on the move. Will you never take a rest!"

"I never expect to be able to rest till I get in my grave," he replied, "and then it will be just my luck that the next day will be the Resurrection."

## ONE HUNDRED DOLLARS

WILL EARN

6%

If invested in a collateral trust bond of the

### American Public Utilities Company

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.

**Kelsey, Brewer & Co.**

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

### YOUR FAMILY NEEDS YOU

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

The Preferred Life Insurance Co. of America Grand Rapids

## STOCK OF THE National Automatic Music Company

Approved by the  
Michigan Securities Commission  
Under the New So Called

"BLUE SKY" LAW

This stock pays 1% per month

**LOOK IT UP — IT'S  
WORTH WHILE**

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

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

**3½ Per Cent.**

Paid on Certificates

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

# INCOME TAX

We are prepared to answer any questions regarding the new income tax law and will do so willingly.

Inquiries made in person or by mail will be given our prompt attention.

**The Michigan Trust Co.**

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 12, 1913.

To approach the day's task with confidence; to perform it with pleasure, and to be made happy by its completion; to attempt only the work I will do well; to limit the number of my customers, so as to make the filling of their orders a work of pleasure to me and an incentive to future trade for them; catering to none, when that shall mean humility; remembering at all times that commercial equity means the exchange of one hundred cents' worth of skill and material for a dollar; proud of every effort, but letting my work be its own messenger of quality; thus am I to appreciate the glory of working and the knowledge that I, too, am of some use.

Only the professional scavengers who live from the waste and wreckage of the bankruptcy courts take a real delight in financial failures. These are the vultures of the commercial world who spot their tottering victims before they fall; who hover over the deserts of business disaster and glut themselves upon the carcasses of the unfortunate.—Crissy.

**WILL BEEF BE CHEAPER?**

Heavy importations of beef from Argentina are expected to take place soon and much interest exists in beef-trade circles as to the effect they may have on supply and prices. The result, for one thing, should demonstrate clearly how much basis there may be for the defensive statement often made by the big Chicago packers, that the recent high prices have been due solely to the law of supply and demand. These big packers are themselves now bringing in large quantities of Argentine beef. These importations have not been undertaken as a mere experiment. A continuous supply may now be looked for from South America, some of it being brought in by the Chicago men and other quantities by packers not so well known. Dr. Melvin, Chief of the Bureau of Animal Industry in Washington, returned recently from a tour of South America, where he inspected beef cattle. He found them for the most part high grade. Argentine beef now sells in England for from 8 to 9 cents a pound wholesale. England for many years has been importing cattle from Argentina, which to-day produces some of the finest in the world.

Meanwhile, reports have reached Lon-

don of "a vast undertaking, whereby Rhodesia will become a new beef-producing region." Plans have been made for turning "millions of acres of excellent grazing land into vast ranches." Beef could be sent from South Africa to England by way of Cairo and the Mediterranean seven days quicker than from Argentina. The proposed South African ranches will be conducted after plans successfully employed in our own Western states. A ranch manager from Texas, named Richard Walsh, has been secured. The company having this enterprise under way is a South African one, but it is understood in London that Chicago packers intend to buy up South African lands for use as beef ranches.

James M. Pickens, of the Department of Agriculture at Washington, in a survey of the beef situation, recently said the per capita consumption of meat in this country has fallen off ten pounds in four years—that is, from 162 pounds in 1909 to 152 in 1913. As to importations, Mr. Pickens believes "too much reliance should not be placed upon this source of supply." He thinks England could take all the foreign beef that may be available for export. In any case, we shall have to bid against England and other foreign purchasers, and "this competition will tend to keep up prices."

Other men connected with the Department of Agriculture recently discussed the present organized movement in the Middle West for larger production per acre. Should this movement lead to increased yields, the raising of beef cattle on grain farms "will come as a profitable side line," using up excess of grain that would otherwise be classed as overproduction. In the Northwest, the better farming movement, now well under way, includes this idea of raising cattle on farms, in order to use up farm products that otherwise would be wasted. The hope, therefore, for lower-priced meat from our own enlarged production lies in the all-round scientific farm of the future.

The importations now coming from Argentina have produced some alarm among Southwestern cattle men. Combined with the rush of cattle from Canada into this country, they have resulted in Kansas City in declines of from 50 cents to \$1 per hundredweight. Farmers and feeders of cattle are therefore taking on cattle with hesitation, and it is a question whether feeding operations previously planned may not be abandoned.

The high price of beef continues to be reflected in the high price of leather. Tanners and shoemakers in New England declare that any trade boom would mean much higher prices in leather goods. In the last thirteen years, the supply of domestic hides has decreased 29 per cent., while the population has increased 26 per cent. This means that in 1900 there were 62 beef cattle for every 100 persons in the United States, whereas in 1913 there were only 37 cattle for every 100 persons. In Texas, the greatest of cattle states, herds have declined in these thirteen years 41 per cent.

A blundering good man has a wonderful capacity for making trouble.

**SHORTER HOURS.**

In Pennsylvania the merchants are grappling with this problem in order to conform to the new law regarding women employes, which goes into effect this month. It has been proposed to change the hour of opening from 8 to 8:30 a. m. Some prefer to cut out the Saturday evening trade, making the closing hour 6 o'clock uniformly. The main objection to this is that there are plenty of workmen who cannot get off during the day, and who depend upon this Saturday night chance to do the family marketing; for it is not always possible for a woman to attend to this matter, especially if she lives beyond the limit of street car service.

As for the rest, it is, after all, mainly a matter of habit. The woman who lives next door to the grocery never remembers that her baking powder can is empty until her flour for biscuit is in the mixing bowl, while her country sister has her little tablet and pencil on which to note the fact as soon as she discovers that it is getting low. We once knew a villager who lived just across the street from the postoffice who had an abundance of time for keeping tab on every purchase which any one made in the store—always perched on the counter in good view—yet he never had time to go to the postoffice for his mail until Sunday morning. This condition occurred so long as the good natured postmaster presided, although it must be confessed that he did grumble a little occasionally. But when a new man came who positively refused to hand out mail on Sunday, it was surprising how much more time that loafer had on Saturday night to go for the mail.

The opening and closing hours do not matter so much after your patrons get the habit, but it is highly essential that you adhere rigidly to the rules agreed upon. To close five minutes earlier, even once, just because you are tired or want to go somewhere, may be the means of disappointing one of your best patrons.

**SWEET POTATOES.**

In many places the high prices of common potatoes are a burden; yet in some of these sweet potatoes can be furnished at a lower price. Too many people have not learned that there is more nourishment in them and that they can be served in many different ways. The Southern mammy knows a dozen ways of preparing them to one known in the North. Hers is the mission to convert them into dishes which the uninitiated would scarcely recognize, yet which they would highly appreciate.

Even the left-over baked potatoes when cold may serve as an appetizing and nourishing bite for the child's school lunch; while with the addition of a few other left-overs they become a delicious pudding for dinner. Why not impress upon your patrons the fact that they are not living up to their opportunities in confining their method of cooking to the single way. Get a collection of the best recipes printed and scatter them broadcast.

Make some special terms for a few days, just to get the habit of using

them more thoroughly introduced; or, if people are already using them in abundance, strive to offer some new attractiveness. Surely they are not used to the full extent of their possibilities; so useful and appetizing a food cannot be too highly praised. Select some grotesque form, as of a duck, attach small wings, with black buttons for eyes and place the made-up bird on top of a pyramid of your best stock. Its oddity will attract notice and this is what you want. Or an alligator form may be found in your collection—anything which may be transformed into some striking representation. Prove the food value in your offer and make it an enticing one. Then back it up with the best product. Do not relax; keep up; follow up. The sweet potato is worthy of more general use.

**TIME OF THE OTHER MAN.**

A parade was passing along the main street and the clerks were all busy watching it when a man, evidently in haste, entered the store to make a purchase. They all reluctantly turned as he entered, and then each waited, hoping that some one else would respond; and when that some one did leave the window it was with an air which plainly proved that he was an intruder.

The fact that his business was of more importance to him than the passing show should be taken as indication that it should have first consideration. The little things which are of some interest should not allow the real business of the day to be shoved aside. If the special occasion is sufficient to warrant closing for an hour, that is a different matter; it can be previously understood and patrons thus prepared. But if you pretend to be doing business, you cannot afford to cease, even for a few minutes, and thus detain those who may grudge or illy afford the time thus spent.

The man who interrupted the street show thought his needs of more importance than this or he would have joined the spectators. He may have been anxious to catch a certain car. If so, the hesitation, if not a damage, was a vexation—as much of a one as his entrance could have been to the clerks who were being entertained in a small way. More, theirs was only a passing interruption, but he would very possibly notice the slight and resolve not to inflict his presence upon them again. It is the everyday manners that count. The single slight would require a good many extra attentions to right the balance of things in the eyes of the man who spoiled the petty show.

Judge Pollock, of North Dakota, holds that men engaged in the liquor business are unfit for citizenship and refuses papers to all foreigners who sell intoxicating liquors. Judge Pollock takes the view that as selling liquor is a statutory offense in North Dakota, the man who is engaged in such a business is not a proper person to become a citizen of the United States. His attitude will be commended by very many interested in the prohibition cause and it may be a strong inducement for foreigners now selling liquor in North Dakota to seek some other employment.

## GOOD ROADS.

## What They Mean To Both City and Country.

I hear in a great many conventions and from the lecture platform and from the pulpit and also from the educational forum, a great deal said about "Back to the Farm." There seem to be a great many people in this country who are alarmed at the rapid increase of our city population as compared with our country population. From 1900 to 1910 in Michigan our rural population increased 3 per cent. and only 3 per cent.; our city population, counting 5,000 people a city, increased 39 per cent. In other words, the city population of Michigan—the increase was thirteen times in rapidity the increase in rural population.

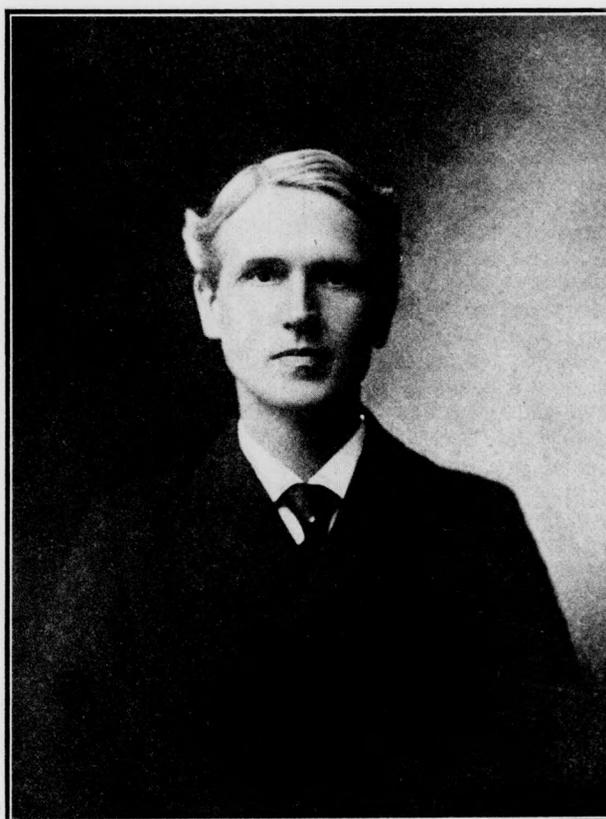
It is very natural that some people should cry "Back to the Farm," but I do not advocate anything of that kind. I never have advocated that sort of thing, although I was brought up on the farm and enjoyed farm life; and I think just now that I would enjoy farm life better than I do my present life. I sometimes feel that way. But I say to you—to the fathers and once in a while a mother—that there is no reason under heaven why a boy who has the ambition, who has the ability and who has the desire—that there is no reason in the world why he should be kept on the farm if he wants to go to the city. His soul, his mind, his ability and his aspirations belong to him. They do not belong to his father or his mother or to that particular community. So I am not going to advocate "Back to the Farm."

And then we very often hear another bit of philosophy, which is pretty nearly exploded, thank God! Until recently we supposed that all the great men in whatever walks of life, that the larger part of the greatness of this Nation came from the farm, and that it had to have its origin close to the soil and that the city was a kind of cess pool—a place where men and women degenerate, where there isn't any wholesome prospect of rearing boys and girls. We have found out that that is a mistake. We are finding out that we are able to raise just as good men and just as good women, that we are able to produce just as great men and just as splendid women in the city as in the country.

Man is naturally a gregarious creature; he likes the city, and the ideal life probably will not be particularly rural nor will it belong particularly to the city. Some way, somehow, in this great country of ours, we shall find that it is wise to have the city and the rural districts marry, so that we shall bring the city and country together and make both what they ought to be for all the men, for all the people of our great country, and pay tribute, as tribute should be paid, to both city and country. So I am not going to emphasize the call "Back to the Country." It seems to me that it stands to reason, under existing

economic and industrial conditions, that the country can not increase in population with the rapidity that the cities increase and have any city or have any rural population; so I am enthusiastic on the matter of good roads as one means of bringing city and country together.

This topic is of considerable interest to me. All my life has been devoted, in one way and another, to trying to do a little something in the way of education for the boys and girls of this State. This is my thirtieth year as an education; consequently the relation of good roads to education is of importance to me and of importance to you; it is of importance to every man, woman and child. Perhaps, aside from our waste in our expenditure of energies for roads, there is no other waste that can compare with it other than the educational waste that is going on



GOV. W. N. FERRIS.

in this State; and it is exceedingly difficult to impress people, to get them to realize the extent of this waste.

We are now trying to give our rural population as good educational advantages as you can give the boys and girls in the city. Up to the ninth grade we probably succeed very well, and in some ways perhaps do more for the boys and girls in the rural schools than we can do for them in the city schools. Personally, if I were to have my choice in educating my boys, for the first eight years I would rather have them in a first class rural school than to have them in the best city school in the United States. Beyond that, our rural schools are able to do comparatively nothing.

Now then we must bring about a change. I do not need to argue as to the value of education. When I speak of education, I do not mean that sort of training whereby

a man or woman will succeed in getting a living without work; that is exploded except in the minds of a few people who don't think at all. Education means something more. It does not necessarily mean the extravagant advocacy of vocational education, but I am not in favor of spreading ourselves over so large a territory that the boy or girl, when he has finished his work, doesn't know anything well.

The great trouble with the majority of men and women in life is that they are superficial, they don't know any one thing thoroughly well, they cannot do any one thing thoroughly well, and our public schools are not entirely responsible. The people who contribute to and have to do with these public schools are responsible in their unreasonable demands and not necessarily the heads of our schools. I speak of that because I

I am in favor of the higher institutions of learning, but any boy, any girl finishing a high school that hasn't got enough backbone, that hasn't got enough genius, that hasn't got enough determination to go on without the aid of father or mother or uncle or aunt and get the higher education, is not worthy even of the high school training. I maintain that any boy or girl who wants to do it can do it, and therefore I make my plea for the high school.

We haven't these high schools now in the rural districts. The people are opposed to that sort of thing because it does away with the little red school house in their particular districts. No man can pay a higher tribute to the little red school house than I, but I believe that in this modern age of steam and electricity, when we are able to annihilate distance through our means of transportation, that we should consolidate and we cannot carry out consolidation without good roads.

Solely then, from the standpoint of education in Michigan, if there was no other reason, it would pay a hundred fold to make good roads whereby the schools in every county should be consolidated. We could have then the township high school and do away with this waste on the small school and incompetent teacher, and provide our boys and girls in the rural districts with a training even superior to the training they now receive in your city high schools.

What I have said in regard to education—and that is the most important thing by all means—might be wrought out in economy and efficiency for the rural life religiously. All over our State you can find scattered the little country church. Like the city church it is not overcrowded these days. But I want to say to you—and this is not the place to deliver a salvation army speech or an evangelistic address—that the last word in regard to the religious life of the American people has not been said yet. If there happens to be anybody who believes that the religious demands of human nature are on the wane, I am afraid you are on the wrong track. Now, in order to relieve you of any tension, I will say that I don't happen to belong to any church, I am not engaged in proselyting for any particular denomination. I have gotten along very nicely without having to do that; but I do believe that even in the religious world there is a very important work to be done. I am orthodox enough to advocate just at this time the revival of some of the old things that I used to hear when I attended church while I lived on the farm.

Of course most of you think that hell has been banished, but it hasn't. It never was more active and never was doing a larger business than it is doing now. The hell of long ago was largely of imagination, but the hell of to-day is exceedingly real; that is the difference between the two. So, my friends, I am hoping by and by to hear oftener than I do hear when I attend church the preaching of the doctrine that the wages of sin

I do not want to be misunderstood.

is death. I wish to God that bankers and church superintendents and preachers and politicians could understand that. I rather think that in Michigan we are coming to learn that the wages of sin is death and that there is a real hell for the sinner. With good roads, a few churches with a few preachers who have the fire of regeneration at their command might do a work that some of us have not dreamed of. Man, in the last analysis, and in his last struggles and longings, is dependent upon the religious life, and in fact all the other life of man ought to lead to some rational consideration of this important thing, and I look with sorrow upon the little struggling rural church that is a mile and a half or two miles away and cannot be reached now easily, on account of the roads.

I plead then for good roads in order that we may do for the church what we would attempt to do for the public school in the way of consolidation and working together. Somebody says that couldn't be done so long as denominationalism holds its sway, but that is vanishing. Men are learning a larger meaning of religion. Men are learning that the Lord's Prayer is literally and absolutely true, and that we are brothers, and are not here to contend for our sins, but to contend for a larger life and a richer life that saves not only for the next world but for this world.

Then again, one reason why men and women, boys and girls, like to go to the cities, is that they love amusement, and that is a natural, that is a human instinct. There is no escape from it. Riding through the country, I find on Sunday groups of boys playing baseball. I am not here to make a tirade against that sort of thing. I realize the conditions under which they do it. I am not an advocate of Sunday baseball—that may disappoint you, but I am not. It seems to me that we ought to be able to appeal to the higher impulses of man and satisfy those impulses without having to resort to Sunday baseball.

I said a little while ago that we are gregarious creatures, social creatures, we don't like to live alone, we like to associate with others. You might in Grand Rapids take out of the slums a hundred families to-day and put them in sanitary quarters outside the city, furnish them with means of earning a living and of making life worth while, but you would find at the end of a fortnight the majority of them would be back in the city; because there is where they feel at home, there is where they see the bright lights, there is where they see the wheels go round, there is where they hear the noise, there is where their life is, and some time we shall discover that in human nature there is a want just as sacred as man's religious want, and that is the desire for amusement, for play. I like the word play better than I do amusement.

Just now in our cities we turn all that over to the private exploiter. We pay our money for the public school, we pay our money for the church,

and then give a man, for a small sum of money, the privilege of exploiting our boys and girls on a basis of amusement that damns and destroys. It will take a long time for us to wake up. We are afraid that if we should take a little broader view, we will have to spend a little money. I wouldn't stand out and condemn the moving picture, I wouldn't stand off and condemn vaudeville, I wouldn't stand off and condemn the drama; we need them all; but why, under God's Heaven, shouldn't a great city take charge of these educational needs, these means of humanizing men and women and put them on a high and clean basis, just as you do your other educational needs? This cannot be done in the country until you have good roads; it cannot be done until you can get to these places, and then something can be done in the way of socializing and giving the boys and girls, the fathers and mothers amusement out in the country.

In a decade this country has had a revolution that the most optimistic would have said, twenty-five years ago, was an absolute impossibility. To-day I dare say that the welfare of this country, that the best interests of this country, that its future progress, is entirely in the hands of what may be called, for a better name, the independent voter—the man who doesn't give a cuss for the word "democrat" or "republican" or "bull moose," but who does give worlds for principle and for men who do the things that he needs done. Somehow—I think largely through the press—the people have been awakened to that, and I want to say to you that the things that have transpired in Michigan that you have condemned in the past can never happen again, it matters not who is governor or who shall constitute the next Legislature. Why? Because the people of Michigan—I have faith in them, I believe in them, I know they are awake now—will take care of that movement.

W. N. Ferris.

#### A Trading Stamp Conspiracy.

A Pennsylvania jury has emphasized another line in which co-operated effort of merchants to correct trade abuses is illegal conspiracy. This time the illegal conspiracy consists of an attempt to make an agreement not to use trading stamps binding on those who covenanted in the matter. According to the facts set forth in the trial, it appears that nine years ago the Harrisburg Merchants' Association agreed to discontinue the use of trading stamps, and thirty-two members signed an agreement to forfeit \$1,000 to each of the other parties in case of violation of the agreement. Two stores broke the agreement and for several days the case of Nachman & Co. against W. L. Cook, one of the merchants who had begun again the use of the stamps, was on trial, Nachman & Co. seeking to recover the \$1,000, and finally losing the suit, the jury finding that the agreement had been an "unlawful combination or conspiracy."

But the best way to balance an account is to square it.

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

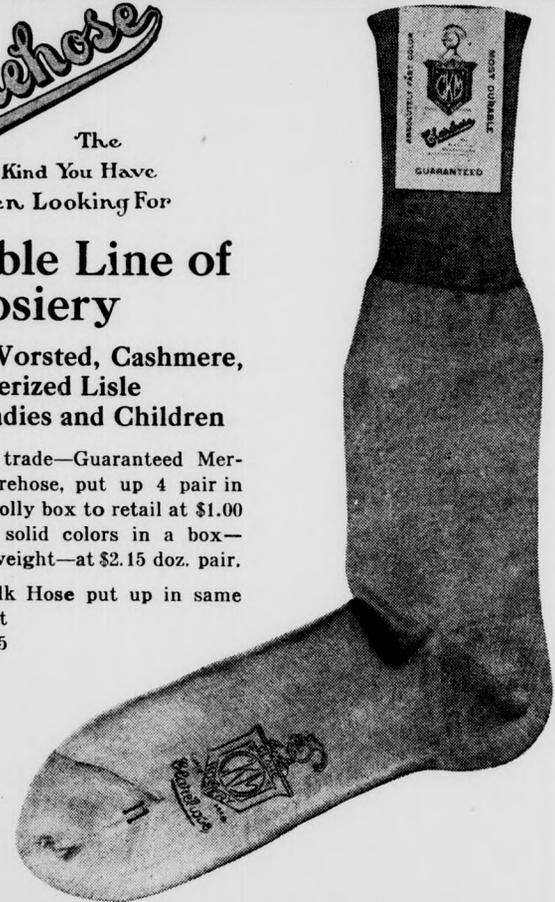
## A Reliable Line of Hosiery

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.

In Little Old Detroit

**Williams**

Sells More Than  
A Quarter of a

**Million  
Dollars**

Annually

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

# Lily White in Ohio

"A prophet is not without honor save in his own country," and sometimes people become so accustomed to a good thing that they do not fully realize how good it is.

Just to keep you reminded of how good strangers think Lily White is, read this letter from Mrs. Edw. V. Gordan, of Antwerp, Ohio:

"While I was in Northern Michigan this summer I used Lily White Flour for bread, cakes and pies with such excellent results that I have decided to see what I could get a barrel sent to me for. I hope you will answer right away, as I want to get it soon."

We have many of these letters following the summer resort season, and we are now shipping

## LILY WHITE

*"The Flour the Best Cooks Use"*

To many families in other states who have used it while in Michigan during the summer.

We are sending Lily White regularly to one school of domestic science in Minnesota, and the New England people are great users of it.

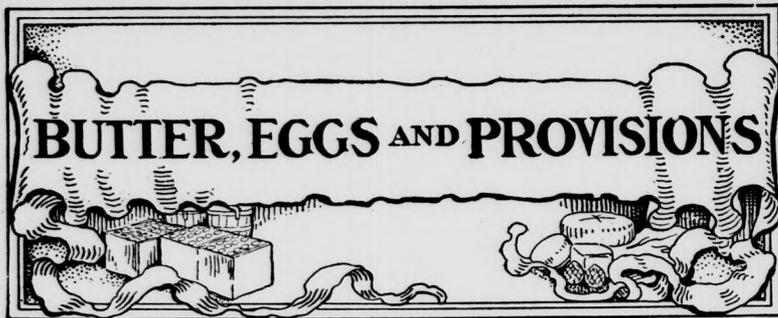
Our trade in the south, where the women make hot rolls and biscuits, is enormous, and growing steadily.

Michigan women have always been loyal supporters of Lily White.

May their numbers increase.

**Valley City Milling Company**

GRAND RAPIDS, MICH.



**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.

#### Cold Storage in Interest of Health and Commerce.

The question of regulating cold storage from a sanitary point of view is one that the whole world, to-day, is trying to decide. In France it is a matter of moment, because the government in its desire to protect agriculture, is making an effort to dam the invading flood of imported meats. The importance of cold storage increases every day in old Europe. If this matter is regarded only from the point of view of the preservative of meats, it will be found that this highly perishable commodity requires, in order to be stored under hygienic conditions, a certain number of precautions which neither the municipalities nor the private industries can disregard.

By reason of the nature of the products stored, it is indispensable that the refrigerators be maintained absolutely clean.

Unfortunately, what is possible in the case of a private industry or concern, such as the exporting cold storage plants, becomes a difficult matter when such an establishment is in the hands of a large number of users whose origin, habits and spirit of discipline present a great variety. The refrigerators arranged in compartments are most liable to uncleanness, and less easily made wholesome than those having large rooms, and require a constant and faithful attention from the management of the plant. We must not lose sight of the fact that notwithstanding the low temperature, microbes may reproduce themselves in the cold chambers. The yeasts principally and certain species of bacteria breed there with all the more ease as they find in the liquids exudated (as in the case of tankage, or casings) a favorable organic medium. At the low temperature of freezing, microbe activity ceases, or about ceases, but at a temperature of plus 2 degs. and plus 4 degs. C., and even at minus 1 deg. and plus 1 deg. their activity is only lessened. On the surface of crevices, or folds, the invasion of microbes is an easy matter, especially when the surfaces which serve as a sub-stratum to the bacteria colonies are a little moist.

Another cause of the vulnerability of the meats in storage is the handling they are subjected to before their storage in the refrigerators. We

have been able to establish very accurately the conditions governing the external infection of meat preserved in a temperate medium. There is no doubt that the same facts obtain at different rates of intensity in a medium which is simply refrigerated. Whether may be of muscle, liver, kidney, the penetration of bacteria into the mass of tissue is slow and at a very slight depth when the surface of the meats is smooth and without any cracks. The softening of the organ invaded helps the penetration of bacteria. The humidity of the atmosphere, as well as that of the tissue is also favorable to the activity of the microbes. The penetration of the bacteria takes place, mainly at the ligaments of the conjunctive tissues, the inter-muscular spaces, and in the highest degree, at the open ducts. The ease with which preservation is possible, varies according to the kind of meat in question, and in the same kind of meat, according to the shape and nature of the cuts. It is always easy to preserve the sides of a beef, while the leg, with the inner soft meats not cut off, will remain, no matter what is done, harder to preserve. In the former the entering spot for the bacteria is limited to the axillary region. In the latter, the leg, rich in cell tissue decomposes, often to a great degree at the moment of the killing, and especially when using the wood troughs of the antiquated abattoirs, and the region of the anus and the opening orifices of the great blood vessels constitute so many openings to which the microbes take advantage.

The meats stored several times in refrigerators are subjected to considerable variations of temperature and handling more or less septic (if not efficiently protected on their surface) which is unfavorable to a good preservation. In principle, it is disadvantageous to place in a refrigerator products which after being in storage for a long time, have remained exposed to the air more or less time.

Let us add that out-of-town meats which are still often shipped under defective conditions, owing to the lack of the refrigerator rolling stock, and also owing to the ignorance of many shippers with no technical education, do not keep as well as the meats prepared at the local slaughter houses, where they are less subject to contamination, blows and vibration.

The maximum sanitary guarantee is realized when the killing and dressing of the animals is done in a modern well kept abattoir.

Based on the phenomena of the

## The Vinkemulder Company

Grand Rapids, Mich.

We Buy and Sell

### Onions, Potatoes, Apples and Cabbage

Carlots or Less

Come to Headquarters for Your Supplies This Year  
 Cars Moving Now  
 Wire for Prices

Also Jobbers of Oranges, Lemons  
 Cranberries, Bananas  
 All Domestic and Tropical Fruits

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

## M. Piowaty & Sons

Receivers and Shippers of all Kinds of

### Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

autolysis which take place in meats preserved in a low temperature, and which cause it to become tender and juicy, an attempt was made to prove that this tenderness of said meats is not an essential quality of the meat but only a sort of transformation "de Luxe" which cannot be imposed upon all, and it would be advisable to limit the time allowed the meats to remain in storage in accordance with the following formula: Cold storage must not be employed except for the purpose of permitting meat to be delivered for consumption within a time corresponding to its normal rate of sale. We cannot agree with this biased solution of the problem, all the more so that it does not indicate a sufficiently precise basis of determination. The normal rate of sale to this date has never been fixed, in the case of meats, fish, poultry or game; it has varied according to the weather, the hygrometric condition of the atmosphere and the influence of storms. We cannot see why during the warm weather meats should be kept very little time in the refrigerators, and it should be necessary to stamp them with a date so that the sanitary inspectors could control the time of their storage, even of the cuts sold at retail.

We believe that the same sanitary regulations which were applied to the meats stored in temperate and ventilated rooms (the only ones in use formerly) should apply to the modern cold storage plants. In addition trying to establish other stringent and drastic measures or regulations, under pretext that the use of the cold cannot be systematic, (the assertion that "it is useless when the temperature is slightly above zero" being as yet subject to controversy) would be against the freedom of commerce and industry.

As far as France is concerned, we cannot see the use of regulations which would be vexing and annoying, without a reason. The refrigerating industry is not yet so well developed in our country, the applications of artificial cold are for that, still rather few. It would be illogical and unjust to make regulations which would tend to favor routine to the detriment of progress and hygiene.

Any way it does not seem clear why regulations should be imposed regarding the length of time in cold storage, when such duration, in the case of ordinary storage plants has never been the object of sanitary prescriptions. It is from the latter source that danger to public health may be expected. The meats kept for a long time in public markets or in storage plants not refrigerated are often subsequently treated with bisulphides. As a proof of this it will suffice to cite the importance of the trade in anti-septic products destined for markets and butcher shops.

This does not mean that there are no regulations applicable especially to cold storage. The local authorities, besides their right of sanitary control of meats and other food products in storage, must provide for the prevention of inconveniences that

may arise from certain dangerous practices.

To start with they must forbid the introduction of meats that have a musty smell, and still more so of meats which are already visibly on the way to decomposition. In this case repression is just and ought to be severe. Any merchant who tries to store stale meats is guilty, because he is trying to hide from the inspection service the character of the modifications that have taken place in the state of their preservation. Everybody knows that by the influence of cold, the smell from meat on the way to decomposition is lessened very materially, and that such smell even disappears entirely when due to decomposition in its first stage.

A second indispensable measure consists in advocating if not demanding the separation of food products in cold storage. In the interest of the consumers as well as that of the cold storage plants, meats, salted meats, poultry and game, as far as possible, ought to be stored in separate rooms. The offals and in general the products sold by tripemen are rich in moisture. The floors of the storage rooms receive the organic liquids exuded abundantly, and these liquids being putrefiable, the meats placed near the tankage drippings is in danger of becoming soiled and of decomposing. This measure is both hygienic and economical. On this point the interest of commerce are the same as those of hygiene. Those who have visited the refrigeration plants of the German abattoirs will have noticed the way in which the separation of the brine vats in the refrigerating plant from the rest of the plant was assured.

In France a visit to some of the establishments where meats and tankage are placed together often give the impression of a defective handling. There is no doubt that this mixed handling is unfavorable to a good preservation of meats for the markets.

If we add to these suggestions of a general character, other measures relative to the free admission to the lobbies and aisles leading to compartments rented by private parties; to the drainage by means of underground canalization and syphon outlets of the liquids from tripeman stands; to the general cleanliness of the outer rooms, aisles, cells and partitions, and to the dry cleaning, by means of the sawdust saturated with sulphuric acid; to the sanitation of the atmosphere by the use of ozone apparatus; to the artificial lighting (electrical); to the compulsory opening of cases or chambers at the request of the meat inspector when he may deem it advisable; to the disinfection which follows the periodical, thorough cleaning of all the chambers used for storage then we can have an idea of the measures which it would be well to advocate. As it will be seen these regulations are such as can reasonably be demanded by the meat inspector from the owners of the ordinary storehouses. It is necessary to make them known and to post them, like other police orders and regulations.

M. H. Martel.

### Satisfy and Multiply

Flour Trade with

### "Purity Patent" Flour

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

### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

### HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

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

STROUP & WIERSUM

Successors to F. E. Stroup, 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.

## 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.

## Loveland & Hinyan Co.

GRAND RAPIDS, MICH.

We are in the market for car lots

APPLES AND POTATOES

BEANS

CAR LOTS AND LESS

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

## 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



We Are in the Market to Buy  
**Beans, Potatoes, Clover Seed, Produce**

Write or telephone. Mail samples—beans, seed.

Both Phones 1217

MOSELEY BROTHERS

Grand Rapids, Mich.

Use Tradesman Coupons

## THIRTIETH ANNIVERSARY.

## Words of Commendation From Tradesman Readers.

Lansing, Nov. 1—I congratulate you upon the thirty year old Tradesman.

When I turned the leaves, face after face looked out at me with the old-time greeting when we became acquainted years ago. Hon. Ernest B. Fisher, E. A. Strong and Hon. Robt. D. Graham said: "Good morning" and "You did not expect to meet us this morning," just as they have many times to me.

"The head that turns not backward toward horizons that have passed contains neither hope nor love."

D. E. McClure.

Columbus, Ohio, Nov. 1.—You are certainly to be congratulated on the issue of Oct. 29. You grow younger as the years pass away. May you be with us with the same vim and energy after an added thirty to the present score and I believe it is in you to do it. "How To Live" is a much sweeter study than "How To Die" and he who has solved the former is the really happy one and the writer believes you are "it."

E. L. Moon.

Saginaw, Nov. 1.—We wish to heartily congratulate you on the excellent anniversary number of the Tradesman which you have turned out this week. The large amount of advertisements offered you by the various wholesale and manufacturing concerns indicate the faith they have in your publication.

Clare Knitting Mills.

Grand Rapids, Nov. 1—I read with very much interest your anniversary article. Perhaps I had forgotten the little incident of the note which you say I endorsed. Much more clearly in my memory is the day, several years prior to the venture of yourself, when you called upon me representing the old Boston Cabinet Maker. You may have alluded to that in some former personal article, which I think you are fully entitled to write. A career such as yours, accomplished under such adverse conditions, is something which should be made public, that the young man of to-day might be stimulated to develop himself in the same manner, although I grant he will not have the road smoothed for him as it was in the day when you and I began our little business effort.

The situation has changed amazingly in this broad land, and the young man who starts for himself and achieves success does it under more severe competitive conditions than we experienced. Capital is greater, combinations worse and the result is fully equal or surpasses the receptive capacity of the country. I would say my heart goes out in sympathy every time I see a young man making an effort for himself and I still have a strong desire to turn what I can toward his direction; for this reason it is my request, in connection with the company's affairs and my own personally, that of the two we will turn what we can toward the younger and the weaker in the competitive strife that is so everywhere apparent to-day.

Let me close saying I am in hearty accord with your desire to live to be a hundred years, and may I be here with you when you celebrate that birthday.

William Widdicomb.

Grand Rapids, Nov. 3—I want to congratulate you upon the last issue of the Tradesman which I found, in reading last night, contained a lot of good stuff, not the least interesting of which was that concerning yourself and your early struggles. I shall never give you an opportunity to congratulate me upon having published one paper successfully for a period of thirty years. Possibly a few years hence, I may give you an opportunity for congratulating me upon having had a continuous newspaper career of fifty years' duration, but when that time comes, you can make up your

mind I am going to quit, having had quite enough.

I wish you could run as big an issue of the Tradesman every week as was the last one.

J. Newton Nind.

Chicago, Nov. 3—As I read the autobiography of the Michigan Tradesman, I did not have to work very hard to see my stocky, sturdy friend standing just on the other side of the page talking to me. It is not so very strange when I remember that the Michigan Tradesman is a part of your own bone and sinew—that it is a chip of the old block.

I am proud to know you, brother Stowe, and I hope that your club may become more powerful and that it may do more to raise standards of living and working among the people whom you might well call your disciples.

Anderson Pace.

Cincinnati, Nov. 5—Permit me to congratulate you on the thirtieth anniversary number of the Tradesman. It is full of good things; and, if I am any judge of merit in trade journalism, easily breaks even the Tradesman's best previous record, both in the amplitude and general excellence of contents.

Chas. L. Garrison.

Grand Rapids, Nov. 1—I wish to congratulate you on the fine edition of the Tradesman upon the thirtieth anniversary. It is well worth while.

William Judson.

Minneapolis, Nov. 4—Please accept my sincere congratulations upon the completion of your thirty years' service to the commercial interests in your territory.

You have every reason to feel proud over the position which you occupy. It is unique. I do not know of a single trade publication which can show a record like that of the Michigan Tradesman, and I am fairly familiar with them all—good, bad and indifferent.

The retailers who are subscribers to the Tradesman are singularly fortunate in being served by you, and the wholesalers and manufacturers who are wise enough to advertise in the Tradesman—as well as those who do not—owe you a debt of gratitude for the great work you are doing toward making better merchants out of their customers.

Some day we may see the time when wholesalers and manufacturers as a class will realize the great force of a trade paper like the Tradesman, use it intelligently, and thus increase their sales and profits. When that time comes, all will know—as now only a few do—that the right kind of advertising always means less selling expense and, therefore, greater profits.

A. George Pederson.

Philadelphia, Nov. 5—We are in receipt of the souvenir number of the Michigan Tradesman thirty year old edition and we wish to commend you on the fine get up. You certainly deserve much credit and we wish you thirty years more continued success in booming your live, wideawake, growing city.

W. R. Brice & Co.,

Grand Rapids, Nov. 4—Permit me to congratulate you on the great hit the last issue of the Michigan Tradesman made. It certainly was a great issue and I have heard many very favorable comments upon it.

I think the Michigan Tradesman is a good proposition for the city of Grand Rapids and especially the wholesalers.

While in Minneapolis last September I saw a mailman get on the street car and in his bag was a Michigan Tradesman. It made me feel right at home when I saw that yellow covered magazine sticking out of that mailman's bag. I was tempted to tell the mailman that I was from the same town that magazine was from.

Here's hoping the Michigan Tradesman and its energetic editor has as

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

OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

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.

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

FOR FINE WEDDING PARTY AND  
FUNERAL WORK TRY

Crabb & Hunter Floral Co.

114 E. FULTON ST.

Citizens 5570 Opposite Park Bell M 570

G. J. Johnson Cigar Co.

S. C. W. El Portana  
Evening Press Exemplar

These Be Our Leaders

TO REACH YOUR  
PATRONS AND FRIENDS  
USE  
A MICHIGAN STATE  
TELEPHONE

You'll Want Another

when your broom from the

Bay City  
Broom Factory

wears out—they take their  
time about this, though.

BALWINSKI BROS.

Manufacturers of Brooms  
1109 S. Chilson Ave. Bay City, Mich.



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.

# 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

many good years, yet to enjoy as it has already enjoyed—and then some!  
Lee M. Bierce.

Boston, Mass., Nov. 7—I have just finished reading the greater part of the contents of your remarkably fine and interesting issue of October 29, being the thirtieth anniversary number of the Tradesman.

For almost fifteen years the Tradesman has been a welcome visitor. No other exchange affords me so much pleasure. Your personality and your high journalistic ideas permeate every page. Unquestionably your paper has been one of the strongest forces in developing the manufacturing, wholesale and retail business of the section of the country served by your journal. May you live long and prosper!

James H. Stone,  
Editor Shoe Retailer.

Grand Rapids, Nov. 8—Allow a slight expression of appreciation of your wonderful thirtieth anniversary issue. This is a far cry from the issues of our amateur paper, lo, these many years ago! that I so highly prize. The amateur journalists of the present age are proud to point to you as an example of what amateur journalism can do for a country boy.

W. E. Mellinger.

Chicago, Nov. 3—Oh, what a difference. When twenty-nine years ago I first read—or attempted to read—the Michigan Tradesman, two sheets were all you could afford for us. Look at the difference—120 pages of valuable reading matter for the same price as the thirtieth birthday gift.

While a good many of the one year older subscribers can say they read the Tradesman one year longer than I did, I can boast that I read your paper twenty-eight years in this country and for one year around the world. My fellow passengers on the Cleveland and myself enjoyed reading the Michigan Tradesman in Egypt, India, China, Japan, Manila and Honolulu.

Who would have thought that this would happen when first we met twenty-nine years ago in Hilton's house on Bridge street hill?

Ernest, accept my heartiest congratulations on the Tradesman's thirtieth birthday. Let us hope to see its fortieth and not feel any older than we do now.  
L. Winternitz.

Thirty years old is the Michigan Tradesman, a paper born fifteen years after the American Grocer, thus enabling us to study our esteemed contemporary during its entire life. It has a proud history because of its fearlessness and useful service. It marks the occasion by an issue of 120 pages. It seems that all the leading activities in the commercial life of Michigan and a host of friends on its borders are represented in this handsome illustrated number. We congratulate Editor E. A. Stowe on this grand testimonial to his work and worth. Ever alert to advance the interest of Grand Rapids and the State of Michigan, he is made to rejoice in the knowledge that the citizens and commercial interests certify—"Well done, good and faithful servant." We do not expect to be here to join in the fiftieth anniversary, but if there is a wireless service to the Land Beyond we expect to hear that Stowe is still active.—American Grocer.

For thirty years the Michigan Tradesman has been published without change of ownership, editorship or management. The writer well remembers when E. A. Stowe, the editor, first established this most excellent publication. Few at that time ever imagined that the Tradesman would grow into one of the best trades journals in the country, but from a small four-page paper it has steadily but persistently forged ahead, until now there are mighty few publications of the kind in the country that can equal it. The anniversary number, is-

sued last week, containing 120 pages, is brim full of good stuff and is an issue that Mr. Stowe has every reason to feel proud of. But, then, the success which he has achieved is deserved, every bit of it. Long live the Tradesman.—Mancelona News.

Last week the Michigan Tradesman issued a paper of 120 pages to commemorate its thirtieth anniversary of publication. It was founded by E. A. Stowe and has continued under his able management all these years. Not only is Mr. Stowe the manager of the concern, but is editor as well, and if he wasn't chock full of energy, with lots of backbone, he would have succumbed years ago. The Tradesman stands alone among trade papers of the country, not alone on its merits, but for the reason that it has been under the same management so many years. May Mr. Stowe retain his vigor and muscle for another thirty years to publish the Tradesman is the wish of the Independent.—Grand Ledge Independent.

The Hirth-Krause Co. sent the following letter to its customers:

Last week's issue of the Michigan Tradesman rounded out their thirtieth annual, and we think you will find a number of very interesting articles therein. We wish to call your particular attention to a few at least that we believe will be of interest to you:

- Page 9, Store Management.
- Page 60, Unfair Competition.
- Page 46, Mail Order Competition.
- Page 66, Business Success.

This last article was written by one of the biggest sales managers in the United States and contains many valuable hints.

Last, but not least, we wish to call your attention to Golden Words, written by Prof. Strong, who is an optimist at the age of 80. He was for twenty-five years a teacher in the high school in Grand Rapids and is held in very high esteem.

The success of a man's life depends to a large extent upon the viewpoint he has of life, and for this reason this article is interesting and educational.

We trust that you will take the pains to read this edition of the Tradesman carefully.  
Hirth-Krause Co.

In celebration of its thirtieth birthday, the Michigan Tradesman last week gave its readers an edition consisting of 120 pages of the most interesting and practical reading matter and advertising which it has ever been our good fortune to peruse. The Tradesman was established by E. A. Stowe, who has always been at its helm and is still there. His steady hand and clear eye has piloted the Tradesman through stormy seas and clear sailing, without faltering from the straight course it started on thirty years ago. Mr. Stowe is the Tradesman. He lives it every day and it is his religion. He has made of it a wonderful success, but he has not done it by taking things easy. He has done it by thirty years of hard work, inspired by an honest purpose and a clear head. He has labored incessantly for the good of the merchants and the business interests of Michigan, and his work has produced results—and results which will stand as a monument to him for many years after his work is finished, which we hope will not be for many, many years. Mr. Stowe is one of the men who can not be spared. He is too valuable an asset to Grand Rapids and to Michigan. We wish for him and the Tradesman continued success and prosperity.—Nashville News.

**Merry Musings From Muskegon.**

Muskegon, Nov. 10—As we look around, we think we have more weather than news.

When we passed through Caledonia Monday morning we saw N. C. out shooting hot air, so look out for warmer weather.

The Elk's Temple is fast approaching the finish and is certainly a beauty. We predict that its dedication will not be a dry affair.

We met Mr. Morgan, of the Delemater Hardware Co., on our travels last week. Mr. Morgan succeeds J. H.

Lee and we feel sure he will be successful.

Sunday the roof of the large potato warehouse of J. B. Pettie & Co., of Morley, blew off, taking away a large portion of the south wall. As the building was full of produce, it may mean a serious loss to Mr. Pettie.

Last Saturday the I. H. C. organization, of which ye scribe is a member, gathered at the office in Grand Rapids to bid farewell to General Agent F. T. Fallon, who leaves for San Francisco in a few days for permanent residence. Mr. Fallon was presented with a diamond ring by the employees, who all regret his departure. A fine dinner was served at the Livingston Hotel for the entire gathering.

Next Saturday, Nov. 15, is meeting night. H. N. Steiner has two possible candidates, A. W. Stevenson has three and Vinnie Porter says he will be there to ride the goat, so let us all turn out and help. A lunch and smoker will follow the work.

We may find some news that has thawed out. If so, will send it in next week.  
E. P. Monroe.

**Wood-Cut Engravings**

*Better and cheaper than half-tones for many subjects. We make both.*

TRADESMAN COMPANY  
GRAND RAPIDS, MICHIGAN

**CARPENTER'S IMPERIAL BRAND**

**EXCLUSIVE... PURVEYORS**

**SPRAYING COMPOUNDS**

**OF Lime Sulphur Solution**

**Arsenate of Lead**

**Pure Paris Green**

**Bordeaux Mixture**

**OF Nicotine Solution**

**Kerosene Emulsion**

**Kill Weed**

**Whale-Oil Soap**

**Cut-Worm and Grub Destroyer**

Map showing distribution points: Duluth, Minneapolis, St. Paul, Madison, Milwaukee, Chicago, St. Joseph, Quincy, Kansas City, Springfield, St. Louis, Des Moines, Davenport, Omaha, St. Joseph, So. Bend, Indianapolis, Louisville, Cincinnati, Columbus, Pittsburg, Toledo, Cleveland, Jackson, Kalamazoo, Ft. Wayne, St. Joseph, So. Bend, Indianapolis, Louisville, Cincinnati, Columbus, Pittsburg, Toledo, Cleveland, Buffalo, Detroit, Lansing, Grand Rapids, Muskegon, Ludington, Port Huron, Saginaw, Bay City, Toronto, Frankfort, Northport, Petoskey, Cheboygan, Charlevoix, Traverse City, Manistee, Ludington, Grand Rapids, Lansing, Detroit, Buffalo, Port Huron, Saginaw, Bay City, Toronto, Frankfort, Northport, Petoskey, Cheboygan, Charlevoix, Traverse City, Manistee, Ludington, Grand Rapids, Lansing, Detroit, Buffalo, Port Huron, Saginaw, Bay City, Toronto.

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.

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



### Hosiery and Leather Goods for Gift Purposes.

Written for the Tradesman.

Only seven weeks until Christmas! And these should be busy, happy, fruitful days for dealers carrying dry goods and kindred lines. And it is to be hoped that such dealers everywhere are fully awake to the splendid possibilities of the holiday trade.

It is the firm belief of many department store managers and proprietors of big specialty shops of the larger cities throughout the country that the holiday trade of 1913 is going to surpass all previous records. And these stores have stocked accordingly. It is, of course, perfectly natural that all lesser stores and shops carrying lines suitable for gift purposes should have their share of this business.

And the holiday shopping is beginning earlier this season than heretofore. This is well both for shopper and dealer. Merchants of the metropolitan centers have been agitating this early shopping stunt for several seasons. Through the newspapers they have begged and exhorted their customers to make their selections of gift wares just as early as possible, explaining to the public that the early shopper has a better assortment of merchandise to select from, that the early shopper gets better service, quicker delivery, and more satisfaction generally if the shopping is not deferred until the last two or three weeks before Christmas when the stores are crowded to the doors and clerks are rushed to the limit.

This custom is certainly sane and humane; and, having once become established in our cities, it will inevitably extend outwards to the smaller towns and communities. And it would be a good thing for dry goods dealers of these smaller towns and villages to devote a part of their pre-holiday advertising space in the newspapers to this subject. Remind them that it's the early Christmas shopper that gets the first pick, and thus contribute what you can to the establishment of a country-wide custom that means more dollars to merchants, more satisfaction to shoppers and less avoidable hardship to salespeople the country over.

#### Attractive Holiday Hosiery.

Look out for a heavy call for holiday hosiery. Everything certainly points that way.

Never were the hosiery lines so strong on style, variety and amplitude of attractive features as at present.

The wonderful popularity of

pumps, slippers and other modes of low-cut footwear for women, together with the continued vogue of short skirts, combine to make attractive hosiery quite necessary.

Smart dressers of both sexes are interested now, as perhaps never before, in beautiful hosiery. And this phenomenal, country-wide interest in better hosiery for everybody is making the better values more and more popular, and incidentally helping to stimulate still further the inventive genius of the people who produce this class of merchandise.

In addition to the usual lines of popular priced hosiery in the several grades of cotton, lisle and mixed materials, there are this season ever so many grades of silk hosiery. Silk is now the vogue. It seems as if everybody is wearing silk hosiery. Silk hosiery for women's wear comes in the widest variety of colors and grades and degrees of daring. There are silks that conceal and then there are diaphanous silks that leave little to the imagination; popular-priced, insubstantial silks and silks of higher grade—those sheer, shimmering creations, so fine in texture and rich in color as to bespeak at once their superiority. And the novelties—colors never before seen, and embroidered effects without end—even to those slashed-and-laced side effects and those cunning and coquettish anklets!

It goes without saying that the boxing of these multitudinous and attractive things in the holiday hosiery lines is quite in keeping with the attractiveness of the wares themselves. In general it may be said of the Christmas article that the box, carton or container (whatever it may be) of the article or articles, is at least fifty per cent. In many cases it's the box or container that cinches the sale. That's the reason the people who supply us with holiday wares are putting them up in such sumptuous containers. The dry goods merchant should follow this lead. Do not neglect the packing.

#### Many Articles in Leather.

Beautiful and serviceable commodities in leather make suitable gift articles.

And they are becoming more and more popular. There is a newness about many of the wares in this class that strongly appeal to the Christmas shopper. And then—being made of leather, a substantial material—they are durable.

The new wide leather belts, so popular late last season at many of our most fashionable watering-places and other style centers—will go good



## THANKSGIVING Day Will Soon Be Here

And your customers will be looking for Linens. We are ready to supply your wants.

Cotton, Mercerized and Linen Damask, from 20 cents up to \$1.00 per yard.

Napkins 45 cents up to \$3.00 per dozen.

Table Cloths 75 cents up to \$3.25.

Table Sets (Cloths and Napkins to match) \$4.00 up to \$9.00.

## Paul Stekete & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

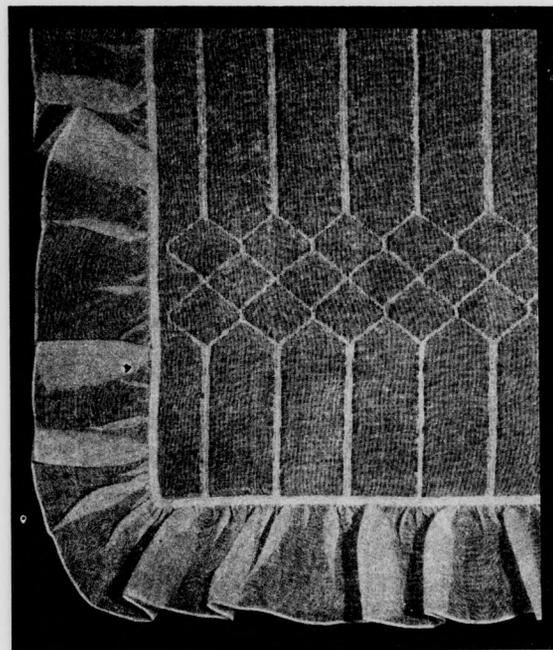
# Ha-Ka-Rac

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

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.



Lace  
and  
Muslin  
Curtains  
and  
Curtain  
Piece  
Goods

Now is the time that stocks of this kind usually need replenishing and we would like the opportunity of showing prospective buyers some of the excellent values we have in our line. On display in our Notions and Fancy Goods Department.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

and strong these pre-holiday times.

And there are so many new ideas in hand-bags and pocketbooks and card-cases! Toilet sets of new design, so handy for those who travel—and everybody travels more or less. Time would fail me to enumerate even in the most casual way the new things now being produced by our resourceful manufacturers of leather goods.

Supply yourself against the day of call. Of course if you do not stock up in these lines and actual display, advertise and push the goods, many of your customers will know absolutely nothing about the existence of such objects. Hence there'll be no call for them. But you can elicit the call, if you will.

November and December are big months for the dry goods dealer. They constitute one of the richest harvest-times of the year. Strive to get your share of the business. Get the goods, put them on display, and hit up your voice good and strong, figuratively speaking, through your newspapers and such other advertising mediums as are available; for it's either now, or—well, not until next Christmas. And that's a long time.

Cy Hogan.

#### Cut Deep Enough to Make an Impression.

About thirty years ago a young man went on the road with a line of clothing. The brand was well known. His firm had a reputation for reliability and general excellence of its product. The territory he was to cover comprised a part of Wisconsin and Minnesota, and it was new territory for the firm.

The young fellow had learned to sell clothing in a good retail store, but he didn't know much about selling it to retailers, and so he didn't have much success at first, although he had sold enough to make his expenses, until he arrived at Minneapolis.

In those days Washington avenue was the principal business street and Nicollet Hotel "the" hotel.

The traveling man had one thing in his favor. He was not afraid of seeking business from the "big man," but somehow he hadn't been able to make much headway.

The first man in Minneapolis he called on was one of the old school clothing men whose business was a very successful one. His name was Steele.

Mr. Steele told him that he was all "bought up" but the traveling man went back at him in this way:

"I am taking your word for this, Mr. Steele, but you can do me a great favor for all that. You see, this is my first trip on the road. I am green and I realize that there are a great many things about selling clothing that I don't know, and if you will just let me tell my story and then point out the weak spots it will be of immense benefit to me.

The clothier agreed to come over to the sample room and the salesman went through his line, bringing out such points as he thought would appeal to the buyer's sense of value.

In the line there was a lot of spring

overcoats which were very well made and good value at the price. The clothier ordered 200 of them—the only item he bought.

After they were all through the clothier said to him: "Your story is all right. You know clothing and you know how to talk about it in the right way. But you lack one thing which is essential in order to 'get in' with some of the best buyers. You asked \$5 for these 'railroad worsteds' (this was a cotton worsted suit, at that time as staple as sugar in a grocery store). You cut the price 25 cents, I suppose, to make them look interesting to me. If you want to reduce a price on a staple item like this cut it deep enough to make an impression. Twenty-five cents don't amount to anything. Nobody will pay any attention to that.

"Another thing. Make only a few cuts. If you follow these two rules your house will not make any 'kick,' but if they see that almost every item is cut a little bit they will put you down as a weak sister."

The young man forwarded the order and received a fine letter complimenting him on the overcoat order. It was the first one ever received from this clothier and amounted to \$2,400.

One of the first towns after Minneapolis where he had an opportunity to show his line was Benson, Minnesota. There was an old Irishman who did a big business and the salesman got permission to open up a couple of trunks in the store.

The first item the clothier landed on was one of these "railroad worsteds."

"What do you get for these?"

"Three-seventy-five," was the answer.

The old fellow went over to his desk, pulled out a copy of an order and scratched out an item, saying: "You can put down 150 of this number."

The ice was broken, and the total of the order amounted to nearly \$3,000, no price being cut on another item.

The big reduction made on the one lot made it possible for the salesman to start an account which as the years went by ran into many thousands of dollars.

When the salesman sent in the order he was rather in doubt as to what reception it would get in the house, but not a word was said about the cut, while he did receive a complimentary letter for landing the order.

Retailers are made of the same clay as other human beings. They are attracted by just the same kind of bargains as consumers. They may not say so in so many words, but they form their impression of the strength of a line—just as a consumer judges as to the value giving power of a retail store—but a few items offered at a big reduction.

No retailer has ever had a successful "sale" by offering \$1 goods at 95 cents. He realizes that in order to make an offer attractive the reduction must amount to something

and so he advertises and delivers a \$1 article for, say 69 cents. People will go out of their way to save 31 cents on a dollar's worth of merchandise, and experience proves that a large enough percentage of customers attracted by this offer will buy other goods on which he makes a good margin to make the whole transaction yield a fair profit.

The young salesman built a trade for his house from absolutely nothing to over \$150,000 in a few years by following the suggestion given to him by the old clothier in Minneapolis, and every successful salesman builds up his customers by the same method—just as the successful retailer does. A. George Pederson.

#### No Hedger.

"Say, boss, can I get off this afternoon about half-past two?"

"Whose funeral is it to be this time, James?"

"Well, to be honest, boss, the way the morning papers have it doped out it looks like it's going to be the home team's again."

Providence, R. I., is not favored with a tropical climate, but one of the residents of that city is growing bananas. One specimen is twelve feet high, with a dozen leaves five feet long. The trees have often been laden with small bananas which never reach normal size, owing to the limited period in which cultivation can be followed. Banana raising in the climate of Rhode Island will never prove profitable.

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.

**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.

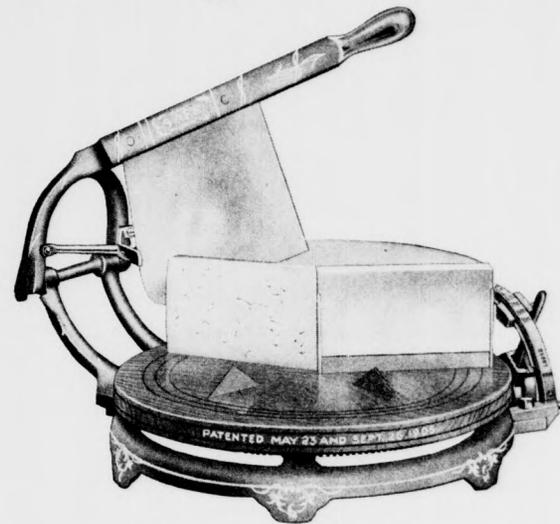
**STEEL MANTLE LIGHT COMPANY**  
310 Huron St. Toledo, Ohio

#### A Golden Opportunity to Turn Dead Stock Into Cash

Three weeks of open time commencing December 10. A skillfully conducted auction sale just before the holidays will bring lots of people to your store and lots of cash into your till.

Yours for business,  
E. D. COLLAR,  
Ionia, Mich.

## 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.

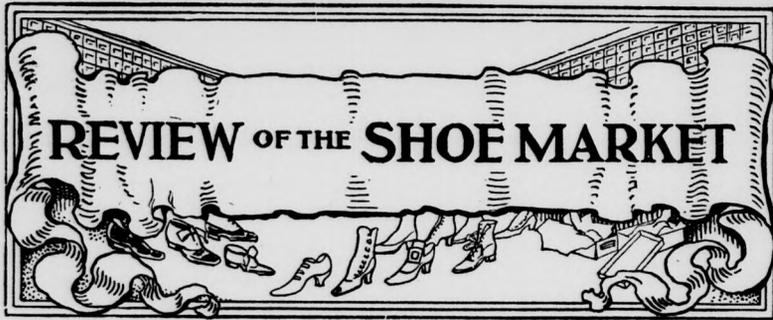
The best for ten years and the best to-day.

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.



**Matters of Interest to Shoe Dealers.**  
Written for the Tradesman.

**White Sole Leather.**

One of the newest leather products—and a novelty, by the way, that seems scheduled for a big hit—is white sole leather.

The process, which is a secret one, is said to have originated in Spain; and it is claimed by those who have tried out the product, to be a really successful innovation.

The leather is absolutely white, takes an elegant finish, and goes through the factory as smooth as other sole leather.

Inasmuch as this new product is extremely light in weight, as well as flexible and durable, it bids fair to become almost instantly popular with the manufacturers of white footwear.

It is claimed several manufacturers are already showing this new bottom stock in their spring lines.

**Water-proof Footwear.**

Now is about the season of the year for somebody to come out with the claim that a new dope has been concocted whereby most any old shoe may be absolutely water-proofed.

This sensational invention or discovery has been announced at least once a year for lo these many years, and each time it is confidently asserted that the new process fills a long and chronic want.

In the meantime those of us who wear leather shoes in mud and slush and melting snow come in betimes with damp feet. The manufacturer who produced the shoes that were so strongly recommended to us on the score of their wet-resisting qualities, either didn't know about this latest water-proofing system, or took no stock in it; or—well, anyhow we distinctly remember that our shoes weren't water-proof.

And yet most of us have bought shoes and boots that were sold to us as absolutely water-proof. They were either "genuine moose hide," or they had been "water-proofed by a secret process," or they were "so constructed as to be thoroughly wet-resisting." But as a matter of fact, they were not wet-resisting. A shoe made of leather and subject to ordinary wear conditions cannot be, for any length of time, absolutely wet-resisting.

Leather is not like rubber—retaining its imperviousness to water under almost any amount of stretching and bending and lateral tension; leather thins under tension, its closely-knit fibers are torn apart, and apertures appear, and water filters in. Grease and oils and other materials may be externally applied, thus stopping the "leaks" for a time; but only

for a time. When this applied dope is washed off or worn off, moisture gets busy.

And the present mode of shoemaking, whereby a sole is sewed to an upper in the formation of the shoe, provides an inevitable inlet for moisture. The hole in the leather made by the needle is bigger than the cord; therefore—But what's the use? Some people will go right on believing that an absolutely water-proof leather shoe is possible. Some manufacturers will claim they have 'em, and some dealers will boldly announce that they are selling them, and lots of people will think they are buying waterproof shoes.

However, it's a whole lot better for everybody in the business to stick to facts, and the fact is we have no water-proof leather footwear up to the present writing.

**Why Ten Cents for Polishing Tans?**

The Greek and Italian bootblacks—who have the bulk of the shoe polishing business of our larger cities—have decided that they must have ten cents a clip for polishing tans. Wherefore? Does it require more actual labor to polish a pair of tan shoes than it does to polish a pair of gun metal shoes? Does it require a higher degree of artistry? Are the "raw materials" of a tan polish more costly than those which enter into a black polish? Let him who can answer profoundly stand forth on the prayer-rug and speak to edification. Many of us poor, benighted folk would like for somebody to turn on the light.

A tan shoe ought to be polished at least once a week, even with the most careful dry weather wear; and the average man should have his tans polished at least twice a week in order to keep them looking nice. With tans frequent polishings is not only highly desirable on the score of looks, but really essential to the life and comfort of the shoes. Tan leather depreciates rapidly through neglect. Grit and moisture seem to play hob with them. But twenty cents a week, right through the season, is, in the aggregate, quite an item for shoe polish.

When the new price schedule for polishing tan shoes went into effect last summer, the patronage of the shine parlors of the big cities, both East and West, suffered an appreciable slump, 100 per cent. right off the reel is a big jump in prices. Consequently men began to go less frequently to luxurious parlors presided over by festive Greek and Italian shine artists. Doubtless many less aristocratic persons in the polishing

# Hood's Plymouth

Waverley's (Storm Cut)  
and  
Overs (Low Cut)

The Greatest Rubbers of Them All



	Hood Plymouth Waverley	Hood Plymouth Over
Men's, Bedford, W. and London, F. W.	6-12 ..... \$0.92	\$0.90
Boys', London, F.	2½-6..... .78	.74
Youths', London, F.	8-2..... .66	.63
Women's Heel, Opera, F.	2½-8..... .70	.66
Misses, Half Heel, Opera, F.	11-2..... .62	.56
Child's Spring Heel, Opera, F.	4-10½..... .54	.48

**The Plymouth Line is Extra Quality**

Always look for the rubber label on the back of the Rubber which reads, "Hood's Plymouth Extra Quality." This label is put there to protect you.

SAVE THAT 5% DISCOUNT

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



# HUB



Character, style, fit and more than usual durability are reasons why you should concentrate your rubber business in this line.

We go everywhere for business.

**Rindge, Kalmbach, Logie Co.**  
Grand Rapids, Mich.

craft got a good many patrons who had become deflected from the higher priced shine parlors; and undoubtedly many men, economically inclined through temperament or circumstances, either rubbed up their own tans at home, or went without a polish when their tans really should have had it.

This rather odd situation has given rise to considerable speculation. For one thing, is this price schedule for polishing tans merely a foretaste of further price-boosting on the part of these merry gentlemen who polish the greater part of the masculine footwear of this liberty-laved land of ours? Are we to have, at no distant day, a universal ten cent schedule? If this rather stiff price is universally adopted by the high class shine parlors of our cities, may we not expect rival parlors, of a popular priced sort, to spring up, a la mushroom, everywhere? I don't see how you can prevent 'em; and I, for one, wouldn't care to lay so much as a straw in their way, being democratic in my tastes.

On the other hand, if the ten cent schedule is continued on tans alone of all leathers, then may we not look for a slackened call for tans next spring and summer? The up-keep of a pair of shoes is, of course, a part of the cost; and ten cent shines for tans will make them cost more, in the last analysis, than other leathers. Therefore people who are interested in the production and distribution of tan footwear are a little disturbed over the situation. But I think their fears are groundless. This little tempest in the tea pot will soon pass. Either the price will be reduced or rival parlors will come into vogue or we'll get accustomed to a ten cent schedule on tans or we'll get into the habit of rubbing up our own tans as occasion demands.

And this last suggestion is tantamount to a tip to the live dealer. The increased schedule on polishing tans affords a good opportunity to push tan polish, and polishing outfits. Of recent months the average dealer hasn't done much business in these lines—simply for the reason that the average man had rather pay five cents a flip for having his shoes polished than do the job himself. But it gives many a man pause when he thinks of paying ten cents every time he has his shoes polished. They need polishing so often. And a single little ten cent box of shoe polish contains so many potential shines. So here's a chance for the dealer to play up this long neglected item of his findings department. Cid McKay.

#### Proof Positive.

Two Irishmen were working on the roof of a building one day when one made a misstep and fell to the ground; the other leaned over and called:

"Are ye dead or alive, Mike?"

"I'm alive," said Mike, feebly.

"Sure, yer such a liar I don't know whether to believe ye or not."

"Well, then, I must be dead," said Mike, "for ye would never dare to call me a liar if I were alive."

#### "Thoroughly Modern and Up-To-Date."

The Michigan Tradesman, a most excellent journal published in Grand Rapids in the interest of the business men of Michigan and the Middle West, of which E. A. Stowe is the editor, has just entered upon the thirty-first year of its existence. For thirty years it has been published without change of ownership, editorship or business management, and in commemoration of the event it published on October 29 a paper containing 120 pages.

The history and struggle of the Tradesman during the thirty years of its existence is one of continued advancement. It has always aimed to inculcate high principles of honor and integrity in the minds and lives of its readers, believing them to be the bedrock of business success, and that no success, in its truest sense, can be achieved without these elements.

Along about the year 1880, Ernest A. Stowe, who was the advertising manager of the old Daily Leader, published in Grand Rapids, conceived, while in Petoskey, the idea of publishing a paper that would print all the market quotations, and Petoskey was, therefore, the birthplace of the idea which subsequently found expression in the publication of the Tradesman. At the outset Mr. Stowe met with many discouragements, but he stuck and the first issue of his paper made its appearance on September 23, 1883. It was in newspaper form, four pages, and six columns to the page, and bore little resemblance to the Michigan Tradesman of to-day.

The anniversary number of the paper contains a great deal of very interesting matter dealing with all the great problems now before the American people. It is a thoroughly modern up-to-date journal, well equipped and qualified to discuss all things progressive. The proprietor of the Petoskey Evening News has been acquainted with Mr. Stowe for some twenty years and during that time has come to know him as one of the most progressive and hustling newspaper men of the State, and has exchanged many courtesies with him. That the Tradesman may continue to forge ahead and win additional public favor is the wish of the proprietor of this paper.—Petoskey Evening News.

#### Your Moods.

Written for the Tradesman.

Our moods are either ministering angels or wicked little devils.

They will bind us as with chains, if we let them, and reduce us to hopeless serfdom. On the other hand, if we catch them young and get them thoroughly broken in, they'll serve us with unswerving fidelity so long as life shall endure.

A good man is a man with obedient



moods. A sane man whose moods are trained to serve. A forceful man is he who can marshal his moods, force ever fragrant fancy into line, and make the whole troop of his intellectual forces march in perfect unison.

Some men speak with splendid masterhood, and go through life bending men and events and environ-

ments into harmony with their dominant wills; but they are not the sort of men whose vitalities are torn to shreds and tatters by every passing gust of passion.

Self-mastery is the mastery of the moods that come and go upon the field of consciousness.

Charles L. Garrison.



Have You Ordered Your

## "Bear Brands"

Yet?

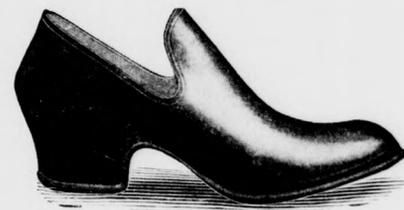
If not, would it not be the wisest of business policy to order them now, so you will have them when needed?

## The Wales Goodyear (Bear Brand)

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

Order to-day or send card for price list.

Herold-Bertsch Shoe Co. (Distributors)  
Manufacturers "H. B. Hard Pan" and "Bertsch" Shoe Lines  
Grand Rapids, Mich.



## A 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.

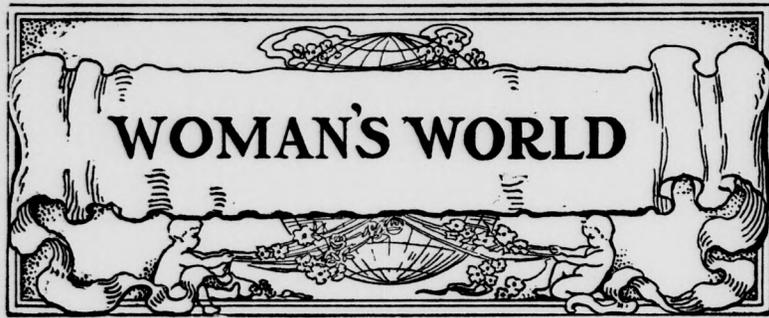
You can get rubbers for less money, but to produce a rubber for less than Glove Rubbers, more of the compound and less of the pure gum must be used, and while the appearance is little changed, and the lower price may help you make extra profits this year, the service is not there, and next year it will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



NAUGATUCK, CONN., U.S.A.

HIRTH-KRAUSE COMPANY  
GRAND RAPIDS, MICH.



### A Note of Warning Against Arrant Swindlers.

Written for the Tradesman.

Will women never, never learn anything?

"Why women nowadays are learning everything, just everything," I hear someone say in a voice of protest and rebuke. Just think of all the women's colleges and the thousands of women's clubs throughout the country—

Faithful defender of our sex, you don't need to say another word. You misunderstood my meaning. Perhaps I didn't express myself clearly. You are entirely right about it that women are studying with diligence every abstruse subject known to mortal mind. What distresses me and provoked my enquiry is that women, at least many of them, with all their pursuit of recondite knowledge, don't seem to learn a few simple things that they sorely need to know.

For one thing, they don't learn not to be gold-bricked. Some very worthy members of the sex never cut their eyeteeth, as old-fashioned people would say. They are swindled out of hard earnings and harder savings by audacious villians who put up transparent little schemes that any intelligent child twelve years old who reads the papers ought to see through at a glance.

Here is an instance that lately came to my knowledge. In a small city which has enjoyed a phenomenal boom, a man owned about fifteen acres of land that overflows at certain seasons of the year. It is impracticable to drain it. So the tract is worthless for residence purposes. It has a small value for pasture and for raising a few garden products.

The owner and an unscrupulous real estate agent put their heads together to place this property on the market. It was platted into streets and lots and advertising matter was circulated in a large city near by. This was held up as the last opportunity to secure a home site in Bounder at a low price. "\$100 down and the balance in very easy payments takes one of these ideally located lots. Don't let this chance slip by. Don't wait another day. Escape the thralldom of the landlord. Provide now for comfort in old age. If you don't want it for a home, buy as an investment. Within five years you can quadruple your money."

The proposition certainly was alluring. It was known that property values had advanced amazingly in Bounder and persons who invested there when the town started had become wealthy. On the surface it

looked like a chance to make some easy money.

Free auto excursions were run out from the city to see this "Best Buy in Bounder." The passengers or "guests" were mostly women, dressmakers, milliners, women working on small salaries—saleswomen, stenographers, and the like—who, by eating cheap lunches, walking to their work instead of paying carfare, and denying themselves, all luxuries and many comforts, had put by a little money against sickness or loss of position, or were making just a tiny beginning of provision for old age. As has been said the passengers were mainly women, but each load included two or three men, well-dressed, substantial-seeming persons, whose conversation indicated that they were retired business men or capitalists looking for safe and profitable investments.

This real estate shark was clever enough not to do all the talking himself. In reality these well-groomed gentlemen were "cappers" in cahoots with the owner and the agent and paid to perform their parts in this reprehensible little drama.

Having arrived at Bounder, the auto was duly driven through the business section and the finer residence portion of the growing city, the real estate man fluently expatiating meanwhile upon how, only a few years before, these prosperous thoroughfares were grainfields. Then he drove to the tract he had to sell, which, by the way, was attractively named Rose Knoll. Here he assured his credulous listeners that this grassy field would in a very short time be built up with "elegant modern homes."

The cappers did their part. One, a portly personage with grizzled mustache, ponderous in movement and wearing an air of having the financial wisdom of Rockefeller and Carnegie and all the Rothschilds combined, declared repeatedly that he had traveled East and West and North and South and "for a genuine good place in which to stick a little money" he had seen nothing that would compare with "that right there."

"Colonel," said this pompous individual, addressing the real estate man, "you save me a whole block of this. Here's a hundred dollars to bind the bargain." He took out a fat pocketbook and handed a crisp one hundred dollar bill to the agent. "I'll wire home for money to-night. If it were not that my means are mostly salted down in securities that it would take several weeks to mar-

ket, there wouldn't any other living and breathing soul get a foot of this. I'd take it all."

"Not too fast, friend," interrupted Capper No. 2, who all along had been silent and had seemed absorbed in deep thought. "I've been considering this thing thoroughly and I've decided to take three blocks myself. It's too good to pass up. I always feel safer putting money into land than into anything else. Land can't burn down nor blow away and this here is bound to come up in value. I'll pick my three blocks right about there"—and with a wave of his pudgy hand he indicated the lowest, flattest portion of the tract, the part that in wet times was covered with from two to four feet of water—"it lies so nice and level. Unless some of you ladies would want those lots," he added gallantly. "I'm going to have you for neighbors so I don't want to get you down on me in the start." Here he laughed at his own pleasantry. "Besides any of it is good enough."

Those poor stenographers and salesladies and dressmakers and milliners bit at the bait. They couldn't get their papers fast enough. Whatever each woman's little hoard was, it was checked out and passed into

the hands of that scoundrel of an owner and his rascally agent. Some made the first payment on as many lots as they felt equal to making the subsequent payments on; others bought one or more lots and paid for them outright. A liberal discount was allowed for paying all cash down. These swindlers well knew that from those who went in on the installment plan the first payment was all they ever would get.

The disappointment and grief of these women when they found that they had been victimized, the privation and even want which they must suffer in consequence of their feathering the nest of those two shameless villians, need not be dwelt upon here. The question is, what can be done about such things?

The courts afford no adequate redress for frauds of this kind. Even if these women were able to go to law, there is no likelihood that they ever could get back the money of which they have been robbed. Holding such scoundrels up to public execration accomplishes nothing. The only real remedy is preventive—it must be applied before hand. Women must learn not to be drawn into the snares which greed sets for their unwary and trusting feet.



## Know Your Goods

**T**HE salesmen with the best records are invariably those who are thoroughly familiar with every detail of the goods they sell. In other words, they *know their goods*.

Every grocer's clerk can become invaluable to his employer through his knowledge of the goods on the shelves, and this knowledge can be gained by a study of the advertising and informative material put out by the various manufacturers.

It's easier to sell advertised goods. A prejudice in their favor has already been created by the advertising.

Such easy-to-sell goods are the various products of the National Biscuit Company. Their superior quality is widely recognized. To offer N. B. C. products is to sell them; less argument is necessary, for people know them to be dependable, a knowledge gained through reading the constant N. B. C. advertising.

Put N. B. C. products on your shelves. A sight of the famous In-er-seal Trade Mark packages as well as the familiar glass front cans is usually enough to produce a sale.

## NATIONAL BISCUIT COMPANY



Dear little sister, don't, don't be taken in by such schemes. If you think of buying a city lot or any other piece of real estate, be sure that you know exactly what you are getting, that it is at least fairly good value for what you have to pay, and that you really want it, before you part with your money. As to property that is offered to you for much less than it is represented to be worth, you can be pretty certain there is something the matter with it.

A word about investments other than land property. Suppose you have some money saved up or there is a little legacy left you, so that you have a few hundred or a few thousand dollars to invest. You talk with some friend whom you know to be a person of sound, conservative judgment as to what you had best do with it. Very likely he will recommend good municipal bonds or other very high class securities, yielding four, four and a half, or maybe five per cent. Or, if you are so situated that your money can be put out judiciously on small real estate mortgages, he may tell you that in some localities you possibly might be able to realize a little more than the rates mentioned and still be perfectly safe.

If you have any considerable amount to be placed, he likely will suggest that it reduces the risk to diversify the investment—not to place all the eggs in one basket; and he will try to impress on your mind the first axiom of financial wisdom, which is that very large returns are incompatible with even reasonable safety.

But that little four or five or six per cent. that he talks about looks so small to you, it seems such a slow way to make money, that you almost are tempted to buy some mining stocks or to go into some Investment Association or Consolidation that is putting out enticing literature and promising a return of ten, twelve, twenty-five per cent. or even doubling your money.

Little girl, don't you do it. Don't read those infernal circulars. Don't listen to the propositions of smooth-tongued promoters. Remember this, that if they really had anything to offer half as good as they claim, it would be snapped up in just no time by wealthy capitalists who are all the while on the lookout for good places to put money—they wouldn't be out after the carefully hoarded savings of green little cousins like yourself.

Finally, sister, be warned against the deepest-dyed villain of them all, the man who makes love to a woman for the purpose of getting hold of her money; who mixes a little courting with much borrowing, and having gotten his iniquitous fingers on his fiancée's bank account and her diamonds, skips the country, very likely to repeat his abominable game with the next feminine fool who will listen to his unctuous pleadings. To all such, dear little sister, turn a deaf, deaf ear.

In this I have sought to admonish the too-trusting woman's heart against rogues, swindlers and hold-up men. In another article I shall sound

a note of warning against certain well-meaning and honest persons who are not to be trusted financially. Quillo.

#### Fighting the Mail Order Game.

Written for the Tradesman.

I consider credit accounts an excellent thing for a successful retailer to handle.

Were I a successful retailer I would go so far as to advertise my credit granting system, playing it up big enough for everyone in my district to see.

I would use it as one of my strongest weapons against mail order competition and I would play the game to the finish.

Credit accounts are a disadvantage to many merchants because they don't know how to handle them, but credit accounts are a tremendous advantage for many other merchants.

My own experience tells me that the granting of credit retains as customers many people who would go elsewhere for merchandise did not the lack of credit elsewhere act as a bar.

If I were opening a store in a small town to-morrow I certainly would start a credit business, but I would have an understanding with every customer at the very beginning regarding pay-days and rules governing accounts. I'd impress upon my trade the necessity of paying bills at a certain time and I would hold customers to the rule. I would not be unaccommodating, but I certainly would be firm. In my fight for trade I would use letters, storepapers and other methods of advertising to show the advantage of a credit account at my store—I'd never let up on it.

Neither would I do as a certain Chicago store does, namely show how easy it is to buy from me, but I certainly would emphasize the advantages of a credit account but I certainly would emphasize the advantages of a credit account once started.

All this may be hearsay but it is the kind that makes retail mail order houses sit up and take notice.

Cash sales have many fine points, but cash sales are keeping much business away from the mail order houses.

Were I a retailer I'd see that my credit business kept even more money away from the mail order houses.

There is always a way of using credit accounts that absolutely protects a store. There is a kind of scheme that keeps accounts safe and yet doesn't offend customers, there is a kind of firmness that enforces regular payments without offending the trade and all these things can be incorporated in the system of a store.

But no merchants, at least, not many merchants, have realized the advertising value of a credit business, a fewer still have tried as a means of attracting trade.

Your credit system, rightly run, is a decided advantage for your customers and by advertising can be turned into a decided advantage for you.

Anderson Pace.

Needing an audience for a job lot of hard luck stories, misery loves company.



## Skimming the Cream

from the breakfast cereal "fads" as they come and go is a pleasant and profitable business for the grocer—but while he is skimming the cream the wise grocer will not neglect the good old staples like

## Shredded Wheat Biscuit

a cereal that is now recognized the world over as a staple "breadstuff" made by the only process that makes the whole wheat grain thoroughly digestible. Being ready-cooked and made in biscuit form it is so easy to prepare in a few moments a delicious, nourishing meal with Shredded Wheat.



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

MADE ONLY BY

The Shredded Wheat Company  
NIAGARA FALLS, N. Y.

# CERESOTA

Is a GUARANTEED

## Spring Wheat Flour

Made in Minneapolis

A Short Patent Flour Especially for  
Family Trade

Costs a Little More—But Worth It

We Have Sold This High Quality Flour  
for Twenty Years

Always Uniformly Good

## JUDSON GROCER CO.

The Pure Foods House  
GRAND RAPIDS, MICHIGAN



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

#### Developing New Sources of Hardware Trade.

Written for the Tradesman.

Second of Five Papers.

In my former article I gave, substantially in the words of the man interviewed, the story of a young hardware clerk's awakening. How he got interested in paint, realized that his boss was selling very little paint, although there was a fat local chance for selling paint in paying quantities. Getting busy, he soon moved out all the old stock, re-ordered and sold that. It was a hardware man's first experience with a brand new idea—the idea of developing new sources of business. The story is replete with interest.

The man who told me that story is now nearing fifty years of age, and is the owner of a big hardware establishment. But he stoutly maintains that whatever success he has attained in his vocation (and he is accounted a successful merchant), is due to the fact that he is always looking for new and undeveloped sources of business. He thinks the hardware business is just as full of possibilities as any other business under the sun, and he is as much interested in the game now as he was twenty-five years ago. He has a salesforce of a dozen men, all young, red-blooded and ambitious. And he encourages suggestions for trims, special sales, country campaigns, and advertising schemes of all sorts. He contends that anything in hardware will sell if you get behind it with the right sort of boost. In spite of his varied experience as a dealer in hardware lines of all kinds, I don't know of a more open-minded man anywhere.

#### A Big Range Sale.

I think the selling instinct is just born in some men. It must have been so with this hardware man, for the dexterity with which he snaps up a simple suggestion, transforms it by quick occult manipulation into a sales scheme, at once daring and brilliant, is surely evidence of unusual merchandising ability. But I can better illustrate this trait than describe it.

Something like a year after the young hardware clerk had pulled off his record-breaking paint sale, he was trying to sell a range to a well-to-do farmer. The selling wasn't good. The customer looked, politely enough, but didn't enthuse. The truth was—

and he didn't mince words in telling it—he wanted something better, something different. He wanted a big range with an 18 inch oven, and he especially wanted a copper hot water attachment, and he didn't mind the price. But he wouldn't have anything they had in stock. He'd wait and go to the city first.

Seeing he was at the end of his tether the young clerk said: "Well, if there's such a range made, we'll order it for you right away, charging you the usual retail price. Of course we'd rather sell goods out of stock; but if we haven't got what you want, we'll get it for you if we have to send to Belfast or Berlin."

Back at his desk the proprietor gulped hard when he heard that pompous statement, but the customer fell for it, saying: "Well, go ahead, Charlie, and get me that range. You know what I want. Go after it."

And as it came about, Charlie did literally go after the range. The catalogues they had didn't show any coal ranges built with hot water tanks like the customer wanted; and rather than waste time in correspondence, the young hardware clerk got his boss to let him go to Cincinnati. And there, after some little difficulty, the boy found the range. It was a hum-dinger—a great, big, beautiful range, all dolled up in glinting silver and shimmering copper, and the price to the trade was dangerously close to \$40.00 f. o. b. The boy said: "We'll price it at \$60.00." The boss said: "That's robbery." The boy said: "No, that's business." And the boy had his way.

When the range was uncrated, and the two of them were standing off and admiring it, Charlie said: "Let's put it in the window." "That'll be a lot of trouble, and besides it's sold." "That's one reason we ought to show it off. Come on now! Never mind the trouble—I've got an idea." And they set the range in the center of the window and finished the trim with housefurnishings. Charlie got up a big placard, reading: "Price \$60.00"—and then in big red letters below, the word, "Sold." That trim created a sensation. It was the talk of the town. The range arrived Thursday morning, and remained in the window Thursday afternoon, Friday, and until Saturday afternoon; and during that time Charlie had two dozen or more enquiries about it and sold four ranges to be delivered as soon as shipment could be made from the factory; and the boss was so tickled over the situation he simply stood around and displayed symptoms of hilarity. And along

## H. Eikenhout & Sons

### Jobbers of Roofing Material

GRAND RAPIDS, MICH.

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

## 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.

## Use Tradesman Coupons

about that time it began to dawn upon the owner of the store that his clerk, Charlie, was the real honey boy.

**A Circular Letter.**

Now I believe a good letter—mind you I say a good letter—is still a mighty neat way to make a prospect think your thoughts after you; but in those days a clever circular was a real event. It made the recipient open his eyes wide. And the farmers who got Charlie's letters certainly did read them with interest. It was a bang up good letter. It dwelt on the fundamentals of properly cooked food, and it rang the praises on those uncrowned queens who preside uncomplainingly in the kitchen, trying to cook divinely on a miserable old stove that acts up abominably; and then it switched off to say that was a shame—especially when the lord of the household could easily get an excellent range at such a modest price, etc.

Charlie made up a choice list of some five hundred names of people in the town and surrounding country, addressed his envelopes carefully on a typewriter, and sent 'em out. He says that little old hardware establishment was a mighty busy place during the next week. And the calls for ranges broke all previous high-water records. They simply cleaned out everything that bore the remotest resemblance to a cooking contrivance, ordered more ranges and sold them.

About this time, Charlie, the hardware clerk, stumbled onto a truth which the seasoned hardware merchant long since converted into a kind of business maxim. He words it something like this: The local capacity for the consumption of any article in hardware is always far larger than the actual demand. Demand must be created. It is the business of the hardware dealer to look about him and discover the most economical and direct ways for converting latent needs into actual calls. Sometimes it looks hard; but always there's an easy way if you can only hit upon it.

Charles L. Phillips.

**Perfect Work.**

Written for the Tradesman.

Some American travelers visited one day the studio of a famous Chinese carver who wrought out marvelous things in ivory.

The objects disposed for sale purposes about the apartments of the artist-tradesman were many and various and delicate, and to Western eyes, strange and fantastic.

One of the travelers was particularly interested in a certain study—a diminutive ivory elephant that seemed to stand ankle deep in oriental symbolism, and evoked by the innocent wonderment of him, the very spirit of the East.

The admirer of the piece at length made up his mind to pay the price and possess himself of the curio. In and posses himself of the curio, when the artisan-dealer's attention suddenly became focused on the curio. In evident excitement he seized a lense and looked, and then he said:

"This, I cannot sell to the gentlemen. It is not perfect work. See?" And he pointed out a very faint, less than hairlike, line, imperceptible to the naked eye, unless it were a keen eye, and one accustomed to art products in ivory. "The ivory—it has defect. I no sell the gentlemen this. It is not perfect work."

"Never mind it," said the customer, "that little defect will never be noticed." But the Chinaman shook his head.

In vain the customer pleaded. The Chinese art dealer refused to budge. The American offered more than the price asked. The oriental was obdurate. "Why don't you sell me this?" insisted the American. "You are not deceiving me. I know there is a slight defect in the ivory. But I've made up my mind to forget it. I want it."

The conscientious old art dealer smiled and said: "Maybe so! But forget it, or forget it not, the defect—it is there. Even if you forget, I remember. No, no, no! It is a rule that only work that is perfect goes from this place. And this is not perfect work. Sorry, gentlemen; but this is the rule."

Charles L. Garrison.

**Twelve Essentials of the Jobber.**

1. A necessary distributor between producer, manufacturer and consumer.
2. One who sells only in wholesale lots to retailers and institutions.
3. He is an expert and connoisseur of food products.
4. He must be prompt to meet all his bills, so as to take advantage of every discount.
5. He must ship and deliver goods promptly.
6. He must collect bills promptly when due.
7. He must be one who has mastered the art of selling goods at a good profit.
8. He must be in touch with the markets of his line, and be broad-minded and farsighted enough to see the signs of the times, so as to buy heavy when the market is most likely to advance, and just enough for immediate wants when the market is most likely to be lower, never overstocking on such goods that he has only a small or limited outlet for.
9. He must see to it that his men push teas, coffees and other of the most profitable goods, and sell enough of them to overcome the less profitable goods, such as sugar, etc., so that his sales will show an average profit of not less than 10 per cent.
10. He must have as many of his

goods put up under his own private brand as is consistent with the amount that can be sold in his territory, and always have labels for same ready in advance, so as to not at any time have to substitute other brands.

11. He must never lose any sales or customers on account of being out of stock that he deals in.

12. Last, but not least he must be an expert in handling men, so-called salesmen.

Let Us Figure on Your

# Post Card Views

**WILL P. CANAAN CO.**  
GRAND RAPIDS, MICH.

## "The New Stationery House"

**"SUN-BEAM"**

FUR COATS  
LADIES' FUR COATS



The Line of Quality

MUFFS AND  
NECKPIECES

"SUN-BEAM" Fur Goods are positively guaranteed. We manufacture "SUN-BEAM" fur goods in our own complete and modern tailoring shops and in every part of the making we maintain a severe inspection. No article goes out unless conforming to the high standard of all "SUN-BEAM GOODS." Is this not worth your consideration? Write for particulars.

**BROWN & SEHLER CO.** Grand Rapids, Mich.



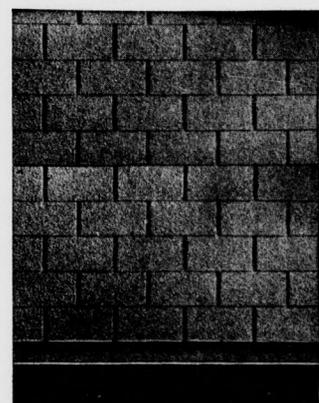
## For Buckwheat Cakes

# UNCLE SAM BUCKWHEAT COMPOUND

For Sale by All Jobbers  
**SAGINAW MILLING CO.**  
MANUFACTURERS

## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting  
Fully Guaranteed

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

Detroit	Kalamazoo	Columbus	Youngstown	Utica	Milwaukee
Saginaw	Battle Creek	Cleveland	Buffalo	Scranton	St. Paul
Lansing	Flint	Cincinnati	Rochester	Boston	Lincoln, Neb.
Jackson	Toledo	Dayton	Syracuse	Worcester	Chicago
			And NEW YORK CITY		

**H. M. REYNOLDS ASPHALT SHINGLE CO.**  
Original Manufacturer, GRAND RAPIDS, MICH.

Established in 1873

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**BEST EQUIPPED FIRM IN THE STATE**

**Steam and Water Heating  
Iron Pipe  
Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work**

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**THE WEATHERLY CO.**  
218 Pearl Street Grand Rapids, Mich.



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 Past Grand Counselor—John Q. Adams, Battle Creek.  
 Grand Junior Counselor—M. S. Brown, Saginaw.  
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 Second Vice-President—H. C. J. Cornelius.  
 Secretary and Treasurer—Clyde E. Brown.  
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

#### Chirpings From the Crickets.

Battle Creek, Nov. 10—Leo Hoag, formerly employed by the Geo. M. Graham Grocery Co., of Athens, has gone to Howell for treatment. Recent letters from Leo to members of his family chronicle an improvement in his condition. We are glad to read this welcome news and hope his improvement will be permanent.

Orin J. Wright is putting up a bungalow at Urbandale. Orin is assisting on the job and believe me, he is some mason. He sure is there with the gravel and the hoe, away out yonder in Urbandale.

W. Smith, proprietor of Hotel McElvain, Vicksburg, is rapidly recovering from a sick spell. Mr. Smith went to New York City some weeks ago to visit his son and was taken ill just as he was about to start on his trip home. We hope Mr. Smith is his old self again at this writing.

Hotel Columbia, Kalamazoo, has individual towels.

When will the Blue Goose be used as a subject for the "movies?"

William Bishop is sick at his home. Go call, you boys.

Herbert Weir Ireland is on a short business trip East.

Our Past Senior Counselor, Charles Richard Foster, put on a successful entertainment at Quincy last Friday night. This week Friday Charles is billed at Hastings. He has a lot of new things he is using this season and the boys and their families of 253 will have a chance to hear Charles at some of our nearby social sessions.

Bob Longman is now a commission man and his sales are making some of his competitors on South Water street green with envy. The best of success, Bob.

Battle Creek Council, No. 253, meets Saturday night, Nov. 15. Be with us. Assessment No. 119 is payable now. Time for payment expires Nov. 24.

The following topics have been assigned to the following brothers for

five minute talks next Saturday night at the Council meeting: "Why It Pays To Be Courteous At All Times," Boyd Cortright; "Would Woman Suffrage Necessitate New Tactics In Salesmanship," John Quincy Adams; "Six Reasons Why Misrepresentation Creates a Failure," Chas. R. Foster; "Why Charles R. Dye Is So Popular With the Ladies," Guy A. Pfander; "How Often Should a Man On the Road Write Home," Charles Brewer; "Loyalty To My Firm, Absolutely Indispensable," Chas. R. Dye. These topics were framed up by Herbert Ireland and his idea of five minute talks with the boys assigned to them met with the approval of the entire Council. We are looking forward to considerable pleasure from this affair. No doubt we have orators and don't know it. Silver tongued second Patrick Henrys!

There are some days when you are working on a commission basis that you can't lay up a cent.

The Sample Case often has articles clipped from the Tradesman. It is stuff written by E. A. Stowe, not by his good-natured rum playing traveler reporters. Never mind, men, our friend, Mr. Stowe, has seen the time Columbus, Ohio, did not know there was such a publication as the Michigan Tradesman.

So Senior Counselor Follis sent in a poem, hey? Why didn't he wait a few weeks and send in poultry? Would have been more acceptable.

Did you read the dream one of our Michigan boys had? It started on page 420 of the November issue of the Sample Case and sure is good.

The sheriff at Hastings found Geo. Steele's pocket book, but, of course, the money was gone.

Cutler Bros., at Nottawa, are shipping a fine grade of potatoes into Indiana.

A three day corn show closed at Vicksburg, Friday.

A traveler for twelve years and not a U. C. T.! Was just waiting to be asked. Was asked last week and goes in at once. That's a true story by a man who lives not far from here. Can you beat it? Have you eligible timber that is waiting to be asked? Get busy and fill out an application. Once a U. C. T., always a U. C. T. When you see it in "Chirpings," it is so. We verify every tip and hypnotize every simp.

I met Geo. Clark, of the Putnam factory, at Kalamazoo last week. This carload salesman is the young man who put the high cost, in living, up north this summer. Also helped make life worth the living for a bunch of summer girls. Also helped close some long engagements that were getting as expensive as married life itself. What! George responsible for all of that? "Sure." "Why?" "Because he sells Lowney chocolates." This little gent had a corner on all the tin horns in the city of Grand Rapids the 13th and 14th of last June, and he had them on the corner, too. What corner? Nothing doing. If I told you, you might know where it was and you would be disappointed if you found a drug store on that particular corner.

Our friend Goldstein is truly turning out some good copy and such wit—he can truly be called the Mark

Twain of the Tradesman family.

"Honks" says Miss M. Paradise, of Detroit, is a guest of Mr. and Mrs. F. H. Hastings this week. Hope Lansing papers will not have a head—Milton's Paradise Lost before the week is gone. Bet a pair of dice I'm crazy.

Am looking over last week's issue and read the little poem entitled "Boil It Down." In my case it's those cruel words, "Too late." But it's not too late to subscribe for the Tradesman or asking too much of you to

Read the Tradesman.

Guy Pfander.

#### Wafted Down From Grand Traverse Bay.

Traverse City, Nov. 10—All subordinate councils are planning to hold a special social and fraternal session on the evening of the fifth Saturday of this month to comply with the wishes of our Supreme Counselor, at which time short talks will be given by some of the members. These meetings are not only for U. C. T. members, but their families and friends and you might call it a get-together meeting. Inasmuch as this is the Saturday after Thanksgiving, it will be expected that most of the boys will be at home and will attend these meetings. Let's all say a few words for the good of the order on this great big U. C. T. night.

R. L. Ross, the popular salesman of Carson, Pirie, Scott & Co., has placed a fur overcoat on his new merschaum pipe.

James B. Shaughnessy, of Michigan Hardware Co. fame, is displaying a new hat. Jim says the reason he wears a hat that is three sizes too large for him is to cover the bald spot on the back of his head.

Hotels, kindly take notice! Jim Shaughnessy would appreciate it if all hotels would arrange for individual towels, for then he would not be obliged to carry a comb to comb his hair (?).

Mrs. L. Hankey, of Petoskey, is spending a few weeks at the sanitarium at Battle Creek, and Lew reports she is doing fine.

The M. & N. E. Hotel, at Buckley, has installed a furnace and the boys may expect to keep warm this winter.

The O. U. Fido Klub met at the home of Mr. and Mrs. W. F. Morford Saturday evening. A surprise was sprung upon them, as all the members presented themselves in masquerade costumes. Card playing was enjoyed throughout the evening, after which lunch was served and all feel that the Morfords know how. Bernie Reynolds certainly had some makeup.

Mr. and Mrs. W. G. Wyman were pleasantly surprised by a number of their friends dropping in upon them unexpectedly Saturday evening, and remaining until a late hour. No refreshments were served.

Some one reported that they saw Jim Goldstein studying his price book, but upon close investigation they noticed that Jim was in possession of a U. C. T. ritual. Jim has been started through the chairs of Cadillac Council, No. 143, by being elected as Sentinel. Go to it, old boy, you are welcome.

A. E. Ford, of late with the John T. Beadle Co., of our city, has severed his connection with this firm, but we expect to give you more favorable news at our next issue.

Isadore Jacobs, representative of the N. C. R. Co., called up our Irish ticket agent, Mike Carroll, this week and asked him the quickest route to New Jerusalem, but Mike kindly informed our friend that N. J. was not included in the P. M. system.

H. C. Hoffman now plays in one of our leading orchestras Saturday evenings. Well, Herman is a hustler and you can't get away from it.

Little has been said of Frank M. Gardner of late, just because Frank

has been boosting "Rouge Rex" for Hirth-Krause Co., but here is one that has come to light and was handed us by one of Frank's schoolmates and happened while they attended school at Grawn. The teacher asked Frank to parse the following: "Mary milks a cow." Frank, right up on his feet began: "Cow, a noun, feminine gender, third person and stands for Mary." "How do you make that out—stands for Mary?" asked the teacher. Frank replied, "Why, if the cow didn't stand for Mary, how could she milk her?" Frank was excused.

W. G. Wyman, just recently married, insisted that the preacher leave the word "obey" out of his marriage ceremony. He says she doesn't any-school at Grawn: The teacher asked the marriage ceremony with unnecessary words.

way, so what's the use of cluttering up Talking about Christmas, Isadore Jacobs says, "Andt nopody is satisfied nowadays like I usedt to when I was a poy. Ven I was a poy if I got a sled andt some popcorn and some candy, it was a fine Christmas already yet. But now a boy vill stand up in front of a private Christmas tree covered with Government bonds, airships, automobiles, diamond rings and a candy store and sniffle vile he whines: 'Iss that all?' Isadore you are right.

Assessment No. 119 expires Nov. 24. Have you enlisted in the Grand Commercial Army?

Only five more weeks until Christmas. Fred C. Richter.

#### Commends the Anniversary Edition.

The Hirth-Krause Co. has sent out the following letter to its customers:

The Michigan Tradesman is one of the strongest trade papers in the United States and is celebrating its thirtieth anniversary by a special issue.

This edition contains many articles of interest to all merchants and we have caused same to be mailed to you. We know you are a busy man, but we hope you will peruse in particular the following articles:

Page 9 "Store Management."  
 Page 60 "Unfair Competition."  
 Page 46 "Stopped Mail Order Buying."

Page 46 "How To Meet Mail Order Competition."

Page 66 "Business Success."  
 Page 38 "Golden Words."

We mention these since they appeal to us. No doubt others will be found of special interest to you.

Hirth-Krause Co.

It may be hard to understand how some men cannot sell goods, but it is harder to understand how some others do.

## HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Best Beds That Money Can Buy

## 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.

### DETROIT DETONATIONS.

(Continued from page 1.)

Perkins, of D. M. Amberg & Bro., of that city, to Miss Bertha Loetscher, of St. Joseph. It will do no harm if Charlie and his bride receive congratulations through more than one column, as a more popular traveling man never made a telephone drive in the paper bound prevarication sheets, according to information we have received. Mr. and Mrs. Perkins will spend a two weeks' honeymoon in Kentucky. The bride and groom have the best wishes of the Detroit contingent of traveling men.

"Big Mike" Brenner, merchant, constable, night watch, marshal and all around good scout, who pays rent in Gaylord, but bounds between Saginaw and Lake Superior like a football in a real game, says that most men remind him of a card game. When duty calls them, it generally finds them holding a four flush.

Gavil Gassel, the Lewiston merchant, with a name that sounds like a noise made on a fiddle bow with a piece of resin, says he cannot understand why they call a rich man's lazy son "indolent," while a poor man's son, with the same inclinations is called "loafer."

A "man" who runs a place in Wolverine, coquettishly admits that he is the best hotel keeper in that spot in the woods. Mr. Storey is the man's name. He also adds that he cares not for the trade of the minority traveling men—the Hebrews. What we are surprised at is that such a brilliant hotel keeper should languish in Wolverine when there are so many large cities and so many openings for brainy (?) men.

After which outburst we beg to announce that Wolverine is to be omitted from our regular line-up.

At the meeting held by Cadillac Council, No. 143, last Saturday night, sixteen were admitted to membership in the Council. The work was put on by "Burton's Burly Bandits," which was that organization's first appearance. New uniforms were ordered, but did not reach Mr. Burton in time to be distributed among the "bandits." Owing to lack of space—another way we have of not saying we did not receive them in time—we will publish the list of new members next week.

Cadillac Council is showing worlds of ginger in everything except furnishing news items to the Detonations columns.

Ura Donald: Exchange of sympathy is extended you. We, too, received a kind invitation to refrain from poeting.

E. H. Warner, Senior Counselor of Council, No. 9, is stirring up the Council to make this the best year ever and with great success, too. Which brings to mind the old saying, "What's in a name?" Well, in Warner's there is war.

And then F. C. Richter may give us a \$5 fountain pen for boosting his candidacy.

Anyone who has been married as long as we have and then spends ten minutes writing out congratulations to newlyweds—but what's the use? Carnegie will probably never hear of it.

For a gill of gasoline we'll boost Harry Hide—orn for Grand Secretary of the Michigan U. C. T.

If it wasn't for the fools what good would it do the other guys to be clever?

Fred Hannifin, of Owosso. Coming!  
James M. Goldstein.

Glad to Hear From Smith.

Royal Oak, Nov. 8—In the very pleasant mention of my business here by your Detroit correspondent in your issue of Nov. 5, it was a little inaccurate in stating that I made deliveries in Detroit once a week, when the fact is, frequently my one and one-half ton Universal motor truck takes capacity loads into the city five and six times a week.

I run my business differently from the usual modes. It is just now increasing at the rate of about \$500 a week over a year ago. I have thought perhaps some of my ideas on doing business might be a benefit to others and it has occurred to me that you might like to publish them if I should find time to describe them.  
D. K. Smith.

### Zephyrs From the Upper Peninsula of Michigan.

Marquette, Nov. 10—Good for you, Goldstein! The page of honor on the great souvenir edition! First pager, eh!

Say, Sunny, a word of warning: Take a friendly tip, but keep it under your hat. Last week you made a reference to Mr. Fixel as the Burns of the credit men. You meant all right, but you must be careful lest you inadvertently and unintentionally offend some other Burns. You are apt to.

Heiney Wendell has made another of his periodical trips to the copper country, distributing sunshine and chocolates with his old-time vigor. He and Martin Behner are continually vying with each other as to which of them distributes the most jollity, as well as the most chocolates. It is always a pleasure to meet such jolly good fellows.

W. G. Tapert, at the Soo, is greatly perturbed over the revival of religion at the Soo lest it reach his own little heart, as he dislikes to resign his job as an able representative of the meat trust.

We like your style, E. P. Monroe, of Merry Musings from Muskegon, but you ought to loosen up and give us a little more of the wholesome stuff you hand out.

We noticed in Gabby Gleanings from Grand Rapids a neatly worded little "slam" for U. P. Council and especially the writer of this column, concerning the annual official visit of the Grand Council officers to our Council. "Gabby" is the correct expression all right. We have no apology to offer to Mr. Rockwell, nor to his informant in this matter. In past years this event was with us an occasion for a banquet and a generally good time. It was so planned for this year and was at first, in fact, planned so for Sept. 23, but afterward postponed. Why it was postponed is a matter of our own concern. Brother Hoffman—always welcome at Marquette, because we revere and honor and love him here—came along unannounced and unheralded. It is true that a misunderstanding arose as to the time he should come, but all the disappointment it caused was that we had no banquet and no public function, but the fact still remains that we not only had an official visit from the Grand Council officer on Sept. 23, but that said official visit was all that could be desired in the way of any official visit. Brother Hoffman was at his best. His talk was a kindly talk which lacked none of the old-time enthusiasm. His words sank deep into the hearts of our membership and his official visit was more than all we expected of him. He has no grievance. He was looking for no banquet and sought no opportunity to unload, according to Brother Rockwell, any oratorical pyrotechnics. He came here, did his duty fully, met his friends, came as a gentleman and left as a gentleman, and our friend, Brother Rockwell should have insisted on obtaining his information from Brother Hoffman direct, instead of swallowing a second-handed bum steer from a Grand Rapids man who, I understand, according to his own handwriting, had a few oratorical pyrotechnics up his sleeve himself for the same extended occasion and who takes to heart his disappointment at being unable to "unload." Mr. Burns should speak for himself and let Brother Hoffman do likewise. Taking the situation all in all, we do not accept with very good grace the strictness

of Brother Rockwell and beg to inform the gentleman that we are amply able to take care of our own affairs up this way and when we need council and advice we will seek it.

W. C. Houghton is high and dry on the water wagon. We recently read a letter from him to a former boon companion who still persists in remaining off the wagon. The letter was a temperance spell which would do credit to John B. Gough or Father Matthews.

Frank C. Brown, who recently purchased the hardware business of Peterson Bros., at Trenary, is making a great success of the venture. Success to you, Frank. We are glad to hear it.

Charlie Kirkpatrick, the hustling produce salesman at Negaunee, has a side line. Every time he takes an order while working Negaunee, he hurries over to his sweet faced girl's place and plays a piano duet with her and then makes off and gets another order. Because of this beautiful diversion, it is said by authenticated parties, his business is more than doubled. Nearly half the young traveling men in Negaunee are now busily engaged in their spare time taking music lessons. Look out, Charlie. You will have competition!

On our recent visit to Sagola we missed the sweet face of the handsome little telephone operator, Miss Crystal Dunbar. On enquiry, we were informed that she resigned to accept a position in the mercantile establishment of J. T. Mason, at Niagara, Wis. She left a host of friends at Sagola.

Schoch & Hallam have completed several improvements to their jewelry store at Marquette, the most notable being a front of most unique design, the idea being original with Mr. Hallam's brother, who is an architect and contractor of more than ordinary attainments. The front would have to be seen to be appreciated. The lighting system used in the front is most effective.

We fear that the friendly relations established between the Duluth, South Shore & Atlantic Railway and the United Commercial Travelers of Michigan hang at the present time on only a very slender thread. The Michigan Railway Commission is having its troubles with that company, but declines at the present time to make any of the grievances public. It has communicated with the Grand Counselor and the Grand Executive Committee.

No, Brother Rockwell, Ura Donald wasn't the only absentee at the birthday party of Brother Stowe. Honks from Auto Council was absent and also Kaleidoscopic Kinematics—whatever that means—from Kalamazoo. It was too bad that the United States mails went back on us, as we mailed our letter in good time, but for some reason it didn't reach the Tradesman office until the presses were rolling off the last forms of the monster edition of which we are all so proud.

Ura Donald Laird.

### Jaunty Jottings From Jackson.

Jackson, Nov. 10—O. H. Fausel, 230 Chittock avenue, is the newly made member of Jackson Council, No. 57. Mr. Fausel represents the Hirth-Krause Co. of Grand Rapids, and is a busy man. He even had a telephone call while at the Council rooms.

A. E. Walworth is also a member once more, having come back with his withdrawal card and was reinstated last Saturday evening. We had a large attendance at this combination meeting and interest is constantly increasing. E. A. Gifford gave an interesting black board entertainment in the juggling of figures and Leon Hardy sang some of his songs that please.

Perhaps there is no one more enthusiastic over his work than W. H. Lyons, who sells the output of Berton E. Poor's cigar factory, of Jones-

ville. Will is a loyal member of Jackson Council and lives in our city. The cigar is called the B. E. P. and the quality of the cigar, together with Mr. Lyon's salesmanship, are making it very popular with a large number of dealers and smokers.

The coffee always is good when made by A. W. Town and he made it last Saturday night.

"The Jobber's Justification" is the subject of an article by Mr. Crissy in the Saturday Evening Post of Nov. 1. Mr. Crissy does not only justify the jobber in his existence, but he shows in a sane and logical manner that he is a very necessary factor between the producer and consumer and in a conclusive way he figures him out of the high cost of living. It might be a beautiful theory to do away with the middleman, but the jobber is just as essential in any line as elevators are for the storing and handling of grain. With our ever increasing population, who would deem it safe to live in a State like Michigan without the many jobbing houses, with their large stocks of merchandise, blending the fat years with the lean and extending their financial strength, both toward the manufacturer and the retailer? This is a very interesting subject and a careful study of it will show in many cases that the cost of living is really lowered and not increased by the jobber, who is destined by the laws of commerce to always remain with us.

The Michigan State Cannery say that they grow, can and sell their own products. It is located at Jackson and the word "Home" is displayed on the labels of their canned products, which are seen on many retailers' shelves. We are wondering if it would have any effect on the sale of these goods if the label stated that they were canned at the Michigan State Prison? Perhaps some of our worthy U. C. T. correspondents might give us their opinion.

Spurgeon

### News Items From the Soo.

Sault Ste. Marie, Nov. 10—There will not be much news from the Soo this week, as the larger part of the male population has taken to the woods. Sunday was the big day for moving and vehicles of all description were pressed into service, carrying baggage and camping outfits to the different points, and for the next two weeks there will be all kinds of hunting stories and reports of the wood's progress.

Chas. O. Pregitzer and party left Monday for the Neebish, where they will occupy Mr. Pregitzer's new cabin. They have taken along a first-class chef, formerly of the Waldorf, and the bill-of-fare will compare favorably with most of the \$5 houses throughout the country.

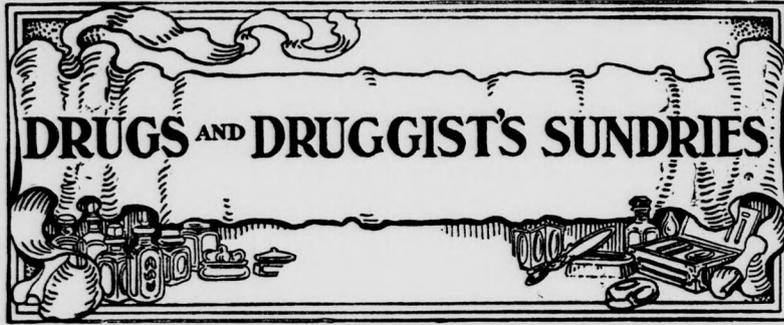
The traveling men covering the South Shore and Soo Line lumber camps are investing in high rubber boots and snow shoes this week, as many long hikes are predicted as the trains are running irregular and very late with the thousands of hunters who are scattering throughout the copper country and near the Soo.

John Ross, the colored man who fell in the canal last week and was drowned, is yet in the canal. It may be possible that the body will not be found until it reaches the head and can be taken from the grates.

The revival meetings at the tabernacle are going in full blast, with an attendance of about 2,000 at each meeting. The Sunday meetings were largely attended, as most of the traveling men were in the city and can always be relied upon as being present at a gathering of this nature.

W. G. Tapert.

The door of success is in front of every one, but there are many who never find the keyhole.



**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. Cochrane,  
 Kalamazoo; James Robinson, Lansing;  
 Grant Stevens, Detroit.

**Michigan Pharmaceutical Travelers' Association.**

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

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

**Some Reasons Why Hot Soda Pays.**

Although the number of druggists who have put in hot soda apparatus is considerable, there are still many throughout the country who have failed to avail themselves of this source of income. There is really no excuse for the druggist who owns a soda fountain—and it is hard to find a druggist who does not own one—to allow his soda apparatus to lie idle throughout several months of the year, when at little cost he can provide himself with a handsome hot soda apparatus, and thus make the soda department a profit-yielder through the entire year. A complete hot soda outfit can be put in for as low as \$5, and the finest of hot soda apparatus can be installed at from \$200 to \$300. The most elaborate apparatus ought to pay for itself in a single season.

The druggist who is so situated as to be able to draw a good male custom can make his hot soda trade even more profitable than the cold. The majority of men who drop into a saloon during the noon hour or at night, or when coming home from some place of amusement, for a bit of cold lunch, and drink a glass or two of beer or whisky, do not do so because they really want the drinks, but to satisfy the cravings of a hungry stomach. Let the druggist once get these men to try a cup of hot bouillon, daintily served with a crisp biscuit or cracker, or a hot dish of coffee or chocolate, the chances are that they will become regular patrons of the soda fountain. There is not a single valid reason why the druggist should not reach out for this trade and keep his fountain running and earning something all the time.

Some druggists, when asked why they do not handle hot soda, say that it doesn't pay. Now, if a druggist

sells cold soda all the year around, a hot apparatus on his counter will sell enough cold soda to make the proposition pay, even though the sale of hot soda itself be very slight. People who have watched the business for years know that hot soda stimulates the sale of cold soda. There are various reasons for this. A hot apparatus on your counter is an advertisement that there is still something doing, and that the soda fountain has not been given over to the roaches for the winter months.

Then say, for instance, that four people will walk up to your soda counter. Two of them will take hot soda and two of them will call for cold soda. The hot soda helps sell the cold soda, and the reverse is, of course, true. Manufacturers know this to be a fact. Now, if a druggist does not sell cold soda all the year, he certainly ought to carry hot soda to keep that end of the store alive. An abandoned soda fountain is a cheerless sight. You know the scene—empty boxes piled up, and roach trails traced aimlessly here and there.

Other druggists, when asked why they do not handle hot soda, say that it is too much trouble. Now, if hot soda is too much trouble, breathing is too much trouble. Hot soda isn't any trouble. Here is a business that can certainly be carried on at a minimum expenditure of money, effort and time. There is no bewildering array of flavors to carry in stock. Only a few different drinks are in demand. Most of these you do not make yourself, but buy ready for the addition of hot water. All of these may be bought in small packages.

The finer hot soda apparatuses are even automatic, regulating the supply of gas and the water supply. You do not even have to watch them. The smallest apparatus requires very little care. Hot soda is certainly not a proposition involving much "trouble." It would seem that the smallest store ought to be able to work up a hot soda business that would yield a profit of a dollar a day. A dollar a day isn't worth the trouble, you say. Maybe not, but even that would pay the rent. In all these things it must be remembered that there is something more than a direct profit involved. Hot soda, like cold soda, pays an indirect profit. It gets people into the store. It shows that you are alive.

If you have a transfer corner, where people wait on cold blustering days, hot soda is almost a necessity. You can't afford to be without it. Business comes to you at such a location, but many a profitable hot soda business has been built up in an apparent-

ly unpromising field. Don't go into the hot soda business, however, if you are going to condemn it before hand without a trial.

Give it a fair chance and it will earn you some money, and act as an advertisement for you as well.

Speaking of advertisements, outside of printer's ink, one of the best seen this summer was a five-foot thermometer which a druggist displayed in one of our large towns. A thermometer is always a center of attraction in hot weather, and a five-foot thermometer is apt to attract more than a casual glance. The readings of this particular thermometer were officially quoted every day by four newspapers with a combined circulation of about 200,000. This druggist's name went before half a million people daily without it costing him a cent other than the original cost of the thermometer. Rather easy advertising, this.

It is not wise to wait until snow flies before ordering your hot soda goods. Order early, especially if you are not near a wholesaler. There are enough late orderers to snarl up shipments, so don't add your name to the number. It is well to be ready for the first cool nights.

In some sections they have educated the people to drink hot soda in August. Nothing unreasonable about this. People drink hot coffee on the Fourth of July, and also eat ice cream at Christmas. The fact is, the people will buy whatever you have to sell, provided you offer it attractively. The best hot soda town is not necessarily in Siberia. Some of our Southern Gulf towns sell as much hot soda as any other cities of their size.

In buying hot soda accessories, a druggist has a fine chance to display some individuality. In buying glass tumblers, you haven't much choice. You have to take what your neighbor has, and they are all very much alike. But the hot soda field offers a more varied assortment. There are gorgeous red and yellow mugs for malted milk and beef tea. There are dainty china cups and saucers for cocoa and chocolate. There are little tureens for soup. There are odd-shaped cracker plates.

You can lay in a very attractive lot of counterware for a very little money. And hot soda must be served daintily and attractively. You cannot slop it and expect to build up any great amount of trade. You must cater to the eye as well as to the palate. Have nice mugs and dainty cups and saucers. Try to pick out a pattern that will stamp your store with some individuality. Have paper napkins. If the trade demands them, have linen napkins. The laundering of a napkin costs but a trifle. Have crackers and wafers on hand, both salt and sweet. Salted wafers are fine with beef tea and clam broth, and the ordinary graham wafer makes a great accompaniment to a cup of chocolate.

Don't growl that you are not setting out a free lunch. Not a bit of harm in a druggist setting out a free lunch if it is done tastefully and brings business. A little hot soda business is a great thing to work with;

you can get such pleasing effects with an outlay of so little money.

It makes a fine advertisement for a little store, even though the business involved is not so very large. People notice these things and talk about them, and, if you will keep plugging at it, you will eventually get the business. A small store has a better chance to be dainty with its hot soda accessories than has a big store, for cups and saucers are hard to handle and when you are doing a rushing business you are liable to break them. A large store, therefore, cannot ordinarily make the attractive display that is possible for a small store.

If you are running a soda fountain menu card or booklet, now is the time to get up a special edition given over to hot soda.

These may be mailed to customers returning to the city from the summer resorts, and will not only boom your hot soda business, but serve to remind them that you are still doing business at the old stand. If you have a large hot soda trade, you should by all means carry a full line of the delicious soups and broths that are now marketed so tastefully. The hot soda business is growing and more novelties are offered every year.

Hot soda helps sell cold soda.

And vice versa.

Have a general cleaning up before starting the hot apparatus.

Start with a small urn, if you feel dubious.

Hot soda is very little trouble.

Ice cream can be sold in cold weather.

Hot soda is an advertisement.

The various manufacturers offer some handsome and useful catalogues.

Take a chance and try it.

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.	332	335
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	77	79
Commercial Savings Bank	215	
Comwth Pr. Ry. & Lt., Com.	49½	50½
Comwth Pr. Ry. & Lt., Pfd.	74	76
Elec. Bond Deposit, Pfd.	60	65
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	175	178
G. R. Savings Bank	240	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	20	25
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.	33½	34½
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	15	17
Tennessee Ry. Lt. & Pr., Pfd.	66	68
Utilities Improvem't Co., Com.	40	42
Utilities Improvem't Co., Pfd.	60½	62
United Light & Ry., Com.	78	80
United Light & Ry., 1st Pfd.	77	78
United Light & Ry., 2nd Pfd.		
(new)	72	74
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens Tele. Co., 6s	1923	101½ 102
Com. Power Ry. & Lt. Co., 6s	1924	96 97½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	89 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

November 12, 1913.

**Putting It Off.**

"He's a mean man."

"How so?"

"When his little girl begs for an ice cream sundae, he asks her if she wouldn't rather have a gold watch when she's 19."

WHOLESALE DRUG PRICE CURRENT

<b>Acids</b>	Cubebbs .....	@ 4 50	Digitalis .....	@ 60
Acetic .....	Erigeron .....	@ 2 50	Gentian .....	@ 60
Boric .....	Eucalyptus .....	75 @ 85	Ginger .....	@ 95
Carbolic .....	Hemlock, pure ..	@ 1 00	Guaiac .....	@ 1 05
Citric .....	Juniper Berries ..	@ 1 25	Guaiac Ammon...	@ 80
Muriatic .....	Juniper Wood ..	40 @ 50	Iodine .....	@ 1 25
Nitric .....	Lard, extra .....	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic .....	Lard, No. 1 .....	75 @ 90	Ipecac .....	@ 75
Sulphuric .....	Lavender Flowers	@ 4 50	Iron, clo. ....	@ 60
Tartaric .....	Lavender, Garden	85 @ 1 00	Kino .....	@ 80
	Lemon .....	5 50 @ 6 00	Myrrh .....	@ 1 05
	Linseed, boiled, bol	@ 49	Nux Vomica .....	@ 70
	Linseed, bid less ..	53 @ 58	Opium .....	@ 2 00
	Linseed, raw, bbls.	@ 48	Opium Camph. ..	@ 65
	Linseed, raw less ..	52 @ 57	Opium, Deodorz'd	@ 2 25
	Mustard, true .....	4 50 @ 6 00	Rhubarb .....	@ 70
	Mustard, artifil ..	2 75 @ 3 00		
	Neatsfoot .....	80 @ 85	<b>Paints</b>	
	Olive, pure .....	2 50 @ 3 50	Lead, red dry ..	7 1/2 @ 10
	Olive, Malaga, ..	1 60 @ 1 75	Lead, white dry	7 1/2 @ 10
	Olive, Malaga, ..	1 50 @ 1 65	Lead, white oil ..	7 1/2 @ 14
	Orange, sweet .....	4 75 @ 5 00	Ochre, yellow bbl. 1	1 1/4 @ 1 1/2
	Organum, pure .....	1 25 @ 1 50	Ochre, yellow less 2	@ 5 5
	Organum, com'l ..	50 @ 75	Putty .....	2 1/2 @ 5
	Pennyroyal .....	2 25 @ 2 50	Red Venetian bbl. 1	1 1/2 @ 1 1/2
	Peppermint .....	4 00 @ 4 25	Red Venet'n, less 2	@ 5 5
	Rose, pure .....	16 00 @ 18 00	Shaker, Prepared 1	40 @ 1 50
	Rosemary Flowers	90 @ 1 00	Vermillion, Eng. ..	90 @ 1 00
	Sandalwood, E. I. 6	25 @ 6 50	Vermillion, Amer. 15	@ 20
	Sassafras, true .....	80 @ 90	Whiting, bbl. ....	1 @ 1 1/2
	Sassafras, artifil'	45 @ 50	Whiting .....	2 @ 5
	Spearmint .....	5 50 @ 6 00		
	Sperm .....	90 @ 1 00	<b>Insecticides</b>	
	Tansy .....	5 00 @ 5 50	Arsenic .....	6 @ 10
	Tar, USP .....	30 @ 40	Blue Vitrol, bbl.	@ 6 1/2
	Turpentine, bbls.	@ 52	Blue Vitrol less ..	7 @ 10
	Turpentine, less ..	55 @ 60	Bordeaux Mix Pst	8 @ 15
	Wintergreen, true	@ 5 00	Hellebore, White	
	Wintergreen, sweet	2 00 @ 2 25	powdered .....	15 @ 20
	Wintergreen, art'l	50 @ 60	Insect Powder ..	20 @ 35
	Wormseed .....	3 50 @ 4 00	Lead Arsenate ..	8 @ 16
	Wormwood .....	6 00 @ 6 50	Lime & Sulphur	
			Solution, gal. ....	15 @ 25
			Paris Green .....	15 1/4 @ 20
	<b>Potassium</b>		<b>Miscellaneous</b>	
	Bicarbonate .....	15 @ 18	Acetanalid .....	30 @ 35
	Bichromate .....	13 @ 16	Alum .....	3 @ 5
	Bromide .....	45 @ 55	Alum, powdered and	
	Carbonate .....	12 @ 15	ground .....	5 @ 7
	Chlorate, xtal and		Bismuth, Subni-	
	powdered .....	12 @ 16	trate .....	2 10 @ 2 25
	Chlorate, granular	16 @ 20	Borax xtal or	
	Cyanide .....	30 @ 40	powdered .....	6 @ 12
	Iodide .....	20 @ 3 40	Cantharadies po. 2	00 @ 2 25
	Permanganate .....	15 @ 30	Calomel .....	1 20 @ 1 30
	Prussiate yellow	30 @ 35	Capsicum .....	20 @ 25
	Prussiate, red .....	50 @ 60	Carmine .....	@ 3 50
	Sulphate .....	15 @ 20	Cassia Buds .....	@ 40
			Chalk Prepared ..	6 @ 8 1/2
	<b>Roots</b>		Chalk Precipitated	7 @ 10
	Alkanet .....	15 @ 20	Chloroform .....	38 @ 48
	Blood, powdered ..	20 @ 25	Chloral Hydrate 1	00 @ 1 15
	Calamus .....	35 @ 40	Cocaine .....	4 20 @ 4 50
	Elecampane, pwd.	15 @ 20	Cocoa Butter .....	50 @ 60
	Gentian, pwd. ....	12 @ 16	Corks, list, less 70%	
	Ginger, African, ..	15 @ 20	Copperas, bbls. ....	@ 5
	powdered .....	22 @ 28	Copperas, less ..	2 @ 6
	Goldenseal, pwd 6	25 @ 5 50	Copperas, Powd. ..	4 @ 6
	Ipecac, pwd. ....	2 75 @ 3 00	Corrosive Sublm. 1	05 @ 1 10
	Licorice .....	14 @ 16	Cream Tartar .....	30 @ 35
	Licorice, pwd. ....	12 @ 15	Cuttlebone .....	25 @ 35
	Orris, powdered ..	25 @ 30	Dextrine .....	7 @ 10
	Poke, powdered ..	20 @ 25	Dover's Powder 2	00 @ 2 25
	Rhubarb .....	75 @ 1 00	Emery, all Nos. ..	6 @ 10
	Rhubarb, pwd. ....	75 @ 1 25	Emery, powdered	5 @ 8
	Rosinweed, pwd. ..	25 @ 30	Epsom Salts, bbls	@ 1 1/2
	Sarsaparilla, Hond.	@ 50	Epsom Salts, less	2 1/2 @ 5
	ground .....	@ 50	Ergot .....	1 50 @ 1 75
	Sarsaparilla Mexican,	25 @ 30	Ergot, powdered 1	80 @ 2 00
	ground .....	25 @ 35	Flake White .....	12 @ 15
	Squills .....	20 @ 35	Formaldehyde lb.	10 @ 15
	Squills, powdered	40 @ 60	Gambier .....	6 @ 10
	Tumeric, pwd. ....	12 @ 15	Gelatine .....	35 @ 45
	Valerian, pwd. ....	25 @ 30	Glassware, full cases	80%
			Glassware, less 70 & 10%	
	<b>Seeds</b>		Glauber Salts bbl.	@ 1
	Anise .....	15 @ 20	Glauber Salts less	2 @ 5
	Anise, powdered ..	22 @ 25	Glue, brown .....	11 @ 15
	Bird, 1s .....	8 @ 10	Glue, brown grd ..	10 @ 15
	Canary .....	9 @ 12	Glue, white .....	15 @ 25
	Caraway .....	12 @ 18	Glue, white grd ..	15 @ 20
	Cardamon .....	1 75 @ 2 00	Glycerine .....	23 1/4 @ 30
	Celery .....	30 @ 35	Hops .....	50 @ 80
	Coriander .....	12 @ 18	Indigo .....	85 @ 1 00
	Dill .....	25 @ 30	Iodine .....	4 35 @ 4 60
	Fennel .....	@ 30	Iodoform .....	5 40 @ 5 60
	Flax .....	4 @ 8	Lead Acetate .....	12 @ 18
	Flax, ground .....	4 @ 8	Lycopodium .....	55 @ 65
	Foenugreek, pow.	6 @ 10	Mace .....	80 @ 90
	Hemp .....	5 @ 7	Mace, powdered ..	90 @ 1 00
	Lobelia .....	50 @ 50	Menthol .....	5 50 @ 6 00
	Mustard, yellow ..	9 @ 12	Mercury .....	75 @ 85
	Mustard, black ..	9 @ 12	Morphine, all brd 4	55 @ 4 80
	Mustard, pwd. ....	20 @ 25	Nux Vomica .....	@ 10
	Poppy .....	15 @ 20	Nux Vomica pow ..	@ 15
	Quince .....	75 @ 1 00	Pepper, black pow	20 @ 25
	Rape .....	6 @ 10	Pepper, white ..	30 @ 35
	Sabadilla .....	25 @ 30	Pitch, Burgundy ..	10 @ 15
	Sabadilla, pwd. ....	35 @ 45	Quassia .....	10 @ 15
	Sunflower .....	6 @ 8	Quinine, all brds ..	25 @ 36 1/2
	Worm American ..	15 @ 20	Rochelle Salts ..	23 @ 30
	Worm Levant .....	40 @ 50	Saccharine .....	1 50 @ 1 75
			Salt Peter .....	7 1/2 @ 12
	<b>Tinctures</b>		Selditz Mixture ..	20 @ 25
	Aconite .....	@ 75	Soap, green .....	15 @ 20
	Aloes .....	@ 65	Soap, mott castile	10 @ 15
	Arnica .....	@ 60	Soap, white castile	@ 6 25
	Asafoetida .....	@ 1 00	less, per bar ..	@ 68
	Belladonna .....	@ 60	Soda Ash .....	1 1/2 @ 5
	Benzoin .....	@ 90	Soda Bicarbonate 1 1/2	@ 5
	Benzoin Compound	@ 90	Soda, Sal .....	1 @ 4
	Buchu .....	@ 1 00	Spirits Camphor ..	@ 75
	Cantharadies .....	@ 1 00	Sulphur roll .....	2 1/2 @ 5
	Capsicum .....	@ 90	Sulphur Subl. ....	2 1/2 @ 5
	Cardamom .....	@ 95	Tamarinds .....	10 @ 15
	Cardamom, Comp.	@ 65	Tartar Emetic .....	40 @ 50
	Catechu .....	@ 60	Turpentine Venice	40 @ 50
	Cinchona .....	@ 1 05	Vanilla Ext. pure 1	00 @ 1 50
	Colchicum .....	@ 60	Witch Hazel .....	65 @ 1 00
	Cubebs .....	@ 1 20	Zinc Sulphate .....	7 @ 10

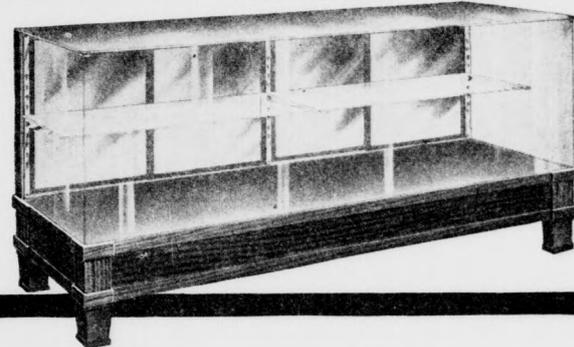


Our Home—Corner Oakes and Commerce

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 & PERKINS DRUG CO.



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

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

FOOTE & JENKS' COLEMAN'S (BRAND)

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

# GROCERY PRICE CURRENT

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

## ADVANCED

## DECLINED

### Index to Markets

#### By Columns

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A	Ammonia	Axle Grease
B	Baked Beans	Bath Brick
C	Candles	Canned Goods
D	Dried Fruits	Farnaceous Goods
E	Eggs	Fishing Tackle
F	Fruit Jars	Gelatine
G	Grain Bags	Herbs
H	Hides and Pelts	Horse Radish
J	Jelly	Jelly Glasses
M	Macaroni	Mapleine
N	Meats, Canned	Mince Meat
O	Molasses	Mustard
P	Nuts	Olives
R	Pickles	Pipes
S	Playing Cards	Potash
T	Provisions	Rice
V	Salad Dressing	Saleratus
W	Sal Soda	Salt
X	Salt Fish	Seeds
Y	Shoe Blacking	Snuff
Z	Soap	Soda
	Spices	Starch
	Syrups	Table Sauces
	Tea	Tobacco
	Twine	Vinegar
	Wicking	Wrapping Paper
	Yeast Cake	

### 1

AMMONIA	Doz.
12 oz. ovals 2 doz. box	75
AXLE GREASE	
Frazier's.	
11b. wood boxes, 4 doz.	3 00
11b. 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	
No. 1, per doz.	45 @ 90
No. 2, per doz.	75 @ 140
No. 3, per doz.	85 @ 175
BATH BRICK	
English	95
BLUING	
Jennings'.	
Condensed Pearl Bluing	
Small C P Bluing, doz.	45
Large C P Bluing, doz.	75
BREAKFAST FOODS	
Apetizo, Biscuits	3 00
Bear Food, Pettijohns	1 95
Cracked Wheat, 24-2	2 50
Cream of Wheat, 36-2	4 50
Cream of Rye, 24-2	3 00
Posts Toasties, T.	
No. 2	2 80
No. 3	2 80
Farinose, 24-2	2 70
Grape Nuts	2 70
Grape Sugar Flakes	2 50
Sugar Corn Flakes	2 50
Hardy Wheat Food	2 25
Postma's Dutch Cook	2 75
Holland Rusk	3 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
Mapl-Wheat Flakes,	
2 doz.	2 70
3 doz.	2 80
Mapl-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
Pointed Ends	85
Stove	
No. 3	90
No. 2	1 25
No. 1	1 75
Shoe	
No. 3	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
BUTTER COLOR	
Dandelion, 25c size	2 00
CANDLES	
Paraffine, 6s	7 1/2
Paraffine, 12s	8
Wicking	20
CANNED GOODS	
Apples	
3 lb. Standards	@ 90
Gallon	2 75 @ 2 85
Blackberries	
2 lb.	1 50 @ 1 90
Standard gallons	@ 5 00

### 2

Beans	85 @ 1 30
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, 11b.	@ 1 00
Little Neck, 21b.	@ 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, 11b.	1 80
Mustard, 21b.	2 80
Soused, 1 1/2 lb.	1 60
Soused, 21b	2 75
Tomato, 11b.	1 50
Tomato, 21b.	2 80
Mushrooms	
Hotels	@ 15
Buttons, 1/2s	@ 14
Buttons, 1s	@ 25
Oysters	
Cove, 11b.	@ 95
Cove, 21b.	@ 1 75
Plums	
Plums	90 @ 1 35
Pears in Syrup	
No. 3 cans, per doz.	1 50
Peas	
Marrowfat	90 @ 1 00
Early June	1 10 @ 1 25
Early June siftd	1 45 @ 1 55
Peaches	
Pie	1 00 @ 1 25
No. 10 size can pie	@ 2 25
Pineapple	
Grated	1 75 @ 2 10
Sliced	95 @ 2 60
Pumpkin	
Fair	80
Good	90
Fancy	1 00
Gallon	2 15
Raspberries	
Standard	@
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, 1/2 Mustard	3 00
Domestic, 3/4 Mustard	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 1/2 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	@ 34 1/2
Engine	16 @ 22
Black, winter	8 @ 10
CATSUP	
Snider's pints	2 35
Snider's 1/2 pints	1 35

3	
CHEESE	
Acme	@ 17 1/2
Bloomington	@ 17 1/2
Carson City	@ 17 1/2
Hopkins	@ 18
Brick	@ 17 1/2
Leiden	@ 15
Limburger	@ 17 1/2
Pineapple	40 @ 60
Edam	@ 85
Sap Sago	@ 22
Swiss, domestic	@ 20
CHEWING GUM	
Adams Black Jack	55
Adams Sappota	55
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
Franck'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	
Per doz.	
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. 80 Braided Cotton	2 25
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	23
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
Van-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	22
COCOANUT	
per lb.	
1/4s, 5lb. case	30
1/4s, 5lb. case	29
1/4s, 15lb. case	29
1/4s, 15lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	14 1/2
Bulk, barrels	13 1/2
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
26 10c pkgs., per case	2 60
16 10c and 33 5c pkgs.,	2 60
per case	
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

4	
Mocha	
Short Bean	25 @ 27
Long Bean	24 @ 25
H. L. O. G.	25 @ 28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	21 50
Lion	23 50
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlan & Co., Chicago	
Extracts	
Holland, 1/2 gro boxes	95
Felix, 1/4 gross	1 15
Hummel's foll, 1/4 gro.	85
Hummel's tin, 1/2 gro.	1 43
CONFECTIONERY	
Stick Candy	
Pails	
Horehound	8
Standard	8
Standard, small	8 1/2
Twist, small	9
Cases	
Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13
Mixed Candy	
Broken	8
Cameo	12
Cut Leaf	9
Fancy	10 1/2
French Cream	9
Grocers	6 1/2
Kindergarten	11
Leader	8 1/2
Majestic	9
Monarch	8 1/2
Novelty	10
Paris Creams	10
Premio Creams	14
Royal	7 1/2
Special	8 1/2
Valley Creams	12
X L O	7
Specialties	
Pails	
Auto Kisses (baskets)	13
Bonnie Butter Bites	16
Butter Cream Corn	16
Candy Crackers (bskt)	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coco Macarons	16
Coffy Toffy	14
Cream, Marshmallows	16
Dainty Mints 7 lb. tin	15
Empire Fudge	14
Fudge, Pineappl.	13
Fudge, Walnut	13
Fudge, Filbert	13
Fudge, Choco. Peanut	12
Fudge, Honey Moon	13
Fudge, Toasted Cocoa-	
nut	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokays	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Manchus	15
Molasses Kisses, 10	
lb. box	13
Nut Butter Puffs	13
Salted Peanuts	15
Chocolates	
Pails	
Assorted Choc.	15
Amazon	15
Champion	12
Choc Chips, Eureka	13
Climax	18
Eclipse, Assorted	15
Eureka Chocolates	16
Favorite	16
Ideal Chocolates	13
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	25
Nut Wafers	18
Ocoro Choc. Caramels	17
Peanut Clusters	22
Pyramids	14
Quintette	16
Regina	11
Star Chocolates	13
Superior Choc. (light)	18
Pop Corn Goods	
Without prizes.	
Cracker Jack	3 25
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50
Cough Drops	
Putnam Mental	1 00
Smith Bros.	1 25
NUTS—Whole	
lbs.	
Almonds, Tarragona	20
Almonds, Drake	18
Almonds, California	
soft shell	
Brails	@ 16
Filberts	@ 15
Cal. No. 1	
Walnuts soft shell	
Walnuts, Chilli	@ 16
Table nuts, fancy	@ 16
Pecans, medium	@ 15
Pecans, ex. large	@ 16
Hickory Nuts, per bu.	
Ohio	
Cocoanuts	
Chestnuts, New York	
State, per bu.	

5	
Shelled	
No. 1 Spanish Shelled	
Peanuts	13 1/2 @ 14
Pecan Halves	@ 80
Walnut Halves	35 @ 38
Filbert Meats	@ 30
Alicante Almonds	@ 45
Jordan Almonds	@ 50
Peanuts	
Fancy H P Suns Raw	@ 6 1/4
Roasted	@ 7 1/4
H. P. Jumbo, Raw	@ 7 1/2
Roasted	@ 9
CRACKED WHEAT	
Bulk	3 1/2
24 2lb. pkgs.	2 50
CRACKERS	
National Biscuit Company	
Brands	
Butter	
Boxes	
Excelsior Butters	8
NBC Square Butters	6 1/2
Seymour Round	6 1/2
Soda	
NBC Sodas	6 1/2
Premium Sodas	7 1/2
Select Sodas	8 1/2
Saratoga Flakes	13
Saltines	13
Oyster	
NBC Picnic Oysters	6 1/2
Gem Oysters	6 1/2
Shell	8
Sweet Goods	
Cans and boxes	
Animals	10</

6

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

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

In Special Tin Packages
Festino 2 50
Nabisco 25c 2 50
Nabisco, 10c 1 00
In bulk, per tin
Nabisco 1 75
Festino 1 50
Bent's Water Crackers 1 40

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

DRIED FRUITS
Apples
Evapor'ed, Choice bulk 7
Evapor'ed, Fancy pkg. 8
Apricots
California 13@15

Citron
Corsican 15
Currants
Imported 1lb. pkg. 8 1/2
Imported, bulk 8 1/4

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

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

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

California Prunes
90-100 25lb. boxes @ 6 1/4
30-90 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 3/4
Michigun 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
Maccaroni and Vermicelli
Domestic, 10 lb. box 6 50
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 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 to 2 in. 11
2 in. 15
3 in. 20

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

Linen Lines
Small 20
Medium 26
Large 34

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

7

FLAVORING EXTRACTS

Jennings D C Brand
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
Pearl Patent 5 10
Seal of Minnesota 4 80
Sunburst 4 80
Wizard Flour 4 70
Wizard Graham 4 80
Wizard Gran. Meal 4 40
Wizard Buckwh't cwt 3 50
Rye 2 90

Valley City Milling Co.
Lily White 5 10
Light Loaf 4 60
Graham 2 10
Granena Health 2 00
Gran. Meal 2 00
Bolted Med. 1 90

Voigt Milling Co.
Graham 4 30
Voigt's Crescent 5 10
Voigt's Flourloigt 5 10
Voigt's Hygienic 4 30
Voigt's Royal 4 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, 1/4s 5 10
American Eagle, 1/4s 5 00
American Eagle, 1/4s 4 90

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

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

Worden Grocer Co.
Wingold, 1/4s cloth 5 45
Wingold, 1/4s cloth 5 35
Wingold, 1/4s cloth 5 25
Wingold 1/4s paper 5 30
Wingold 1/4s paper 5 25
Bakers' Patent 5 10

Wykes & Co.
Sleepy Eye, 1/4s cloth 5 40
Sleepy Eye, 1/4s cloth 5 30
Sleepy Eye, 1/4s cloth 5 20
Sleepy Eye, 1/4s 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 45
Less than carlots 47

Corn
Carlots 78
Less than carlots 80

Hay
Carlots 18 00
Less than carlots 19 00

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

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

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

GRAIN BAGS
Broad Gauge 18
Amoskeag 19

Herbs
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25

8

HIDES AND PELTS

Hides
Green, No. 1 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
Shearlings 50@ 75

Tallow
No. 1 @ 5
No. 2 @ 4

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

HORSE RADISH
Per doz. 90

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

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

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

Alphabets, 24 10c pkgs. 1 70
Kurl Cuts, 20 lb. pails 1 35
Kurl Cuts, 25 lb. pails 1 37
Kurl Cuts, 50 lb. pails 2 40
Egg Noodles, 24 10c pkgs. 1 80

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

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

MINCE MEAT
Per case 2 85

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

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

MUSTARD
1/4 lb. 6 lb. box 16

OLIVES
Bulk, 1 gal. kegs 1 00@1 15
Bulk, 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) 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 2 25

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

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

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

POTASH
Babbitt's, 2 doz. 1 75

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

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Lard

Pure in tierces 12 @12 1/2
Compound Lard 9 @ 9 1/2
80 lb. tubs advance 1 1/2
60 lb. tubs advance 1 1/4
50 lb. tubs advance 1 1/4
20 lb. pails advance 3/4
10 lb. pails advance 3/4
5 lb. pails advance 1/2
8 lb pails advance 1

Smoked Meats
Hams, 12 lb. av. 19 1/2@20
Hams, 12 lb. av. 19 @19 1/2
Hams, 16 lb. av. 16 1/2@17
Hams, 18 lb. av. 16 @16 1/2
Ham, dried beef sets 29 @30
California Hams 11 1/4@11 1/2
Picnic Bolled

Hams 19 1/2@20
Boiled Hams 25 1/2@26
Minced Ham 14 @14 1/2
Bacon 17 @25

Sausages
Bologna 11 1/2@12
Liver 9 1/2@10
Frankfort 12 1/2@13
Pork 13 @14
Veal 11
Tongue 11
Headcheese 10

Beef
Boneless 20 00@20 50
Rump, new 24 00@24 50

Pig's Feet
1/4 bbls. 1 05
3/4 bbls., 40 lbs. 2 10
1/2 bbls. 4 25
1 bbl. 8 50

Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00

Casings
Hogs, per 1/2 35
Beef, rounds, set 18 @20
Beef, middles, set 80 @85
Sheep, per bundle 85

Uncolored Butterine
Solid Dairy 12 @12
Country Rolls 12 1/2@18

Canned Meats
Corned beef, 2 lb. 4 65
Corned beef, 1 lb. 2 40
Roast beef, 2 lb. 4 65
Roast beef, 1 lb. 2 40
Potted Meat, Ham Flavor, 1/4s 50
Potted Meat, Ham Flavor, 1/2s 95
Deviled Meat, Ham Flavor, 1/4s 50
Deviled Meat, Ham Flavor, 1/2s 95

RICE
Fancy 6 1/2@7
Japan Style 5 @5 3/4
Broken 3 3/4@4 1/4

ROLLED OATS
Rolled Avena, bbls. 5 50
Steel Cut, 100 lb. sks. 2 65
Monarch, bbls. 5 25
Monarch, 90 lb. sks. 2 50
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 00

SALAD DRESSING
Columbia, 1/2 pt. 2 25
Columbia, 1 pint 4 00
Durkee's, large 1 doz. 4 50
Durkee's, small, 2 doz. 5 25
Snider's, large, 1 doz. 2 35
Snider's, small, 2 doz. 1 35

SALERATUS
Packed 60 lbs. in box
Arm and Hammer 3 00
Wyandotte, 100 3/4s 3 00

SAL SODA
Granulated, bbls. 80
Granulated, 100 lbs. cs. 90
Granulated, 36 pkgs. 1 25

SALT
Common Grades
100 3 lb. sacks 2 60
70 4 lb. sacks 2 40
60 5 lb. sacks 2 40
28 10 lb. sacks 2 25
50 lb. sacks 40
28 lb. sacks 20

Warsaw
56 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20

Solar Rock
56 lb. sacks 25

Common
Granulated, Fine 1 05
Medium, Fine 1 10

SALT FISH
Cod
Large, whole @ 9
Small, whole @ 8 1/2
Strips or bricks 9 @13
Pollock @ 5 1/2

Halibut
Strips 18
Chunks 19

Holland Herring
Y. M. wh. hoop bbls. 12 00
Y. M. wh. hoop 1/2 bbls. 6 50
Y. M. wh. hoop kegs 75
Y. M. wh. hoop Milchers kegs 80
Standard, bbls. 10 25
Standard, 1/2 bbls. 5 50
Standard, kegs 62

Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 2 lbs. 75

10

Mackerel

Mess, 100 lbs. 17 00
Mess, 40 lbs. 7 20
Mess, 10 lbs. 1 90
Mess, 8 lbs. 1 60
No. 1, 100 lbs. 16 00
No. 1, 40 lbs. 6 80
No. 1, 10 lbs. 1 80

Whitefish
100 lbs. 9 75
50 lbs. 5 25
10 lbs. 1 12
8 lbs. 92
100 lbs. 4 65
40 lbs. 2 10
10 lbs. 75
8 lbs. 65

SEEDS
Anise 14
Canary, Smyrna 7 1/2
Caraway 10
Cardomom, Malabar 1 20
Celery 50
Hemp, Russian 5
Mixed Bird 5
Mustard, white 8
Poppy 9
Rape 5 1/2

SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85

SCOTCH
Scotch, in bladders 37
Maccaboy, in jars 35
French Rapple in jars 43

SODA
Boxes 5 1/2
Kegs, English 4 1/4

SPICES
Whole Spices
Allspice, Jamaica 9 @10
Allspice, lg Garden @11
Cloves, Zanzibar @22
Cassia, Canton 14 @15
Cassia, 5c pkg. dz. @25
Ginger, African @ 9 1/2
Ginger, Cochinchina @14 1/2
Jace, Penang @70
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkgs. dz. @45
Nutmegs, 70-180 @30
Nutmegs, 105-110 @25
Pepper, Black @15
Pepper, White @25
Pepper, Cayenne @22
Pakrika, Hungarian

Pure Ground in Bulk
Allspice, Jamaica @14
Cloves, Zanzibar @29
Cassia, Canton @20
Ginger, African @17
Mace, Penang @75
Nutmegs @35
Pepper, Black @19
Pepper, White @27
Pepper, Cayenne @24
Pakrika, Hungarian @45

STARCH
Corn
Kingsford, 40 lbs. 7 1/4
Muzy, 20 lb. pkgs. 5 1/4

Silver Gloss, 40 lb. 7 1/4
Muzy, 40 lb. pkgs. 5 50

Gloss
Silver Gloss, 16 3lbs. 6 1/4
Silver Gloss, 12 6lbs. 8 1/4

Muzy
48 lb. packages 5
16 3lb. packages 4 1/2
12 lb. packages 6
50lb. boxes 3 1/2

SYRUPS
Corn
Barrels 28
Half barrels 30
Blue Karo, No. 2 1 90
Blue Karo, No. 2 1/2 2 30
Blue Karo, No. 5 2 25
Blue Karo, No. 10 2 15
Red Karo, No. 1 1/2 3 60
Red Karo, No. 2 2 15
Red Karo, No. 2 1/2 2 55
Red Karo, No. 5 2 50
Red Karo, No. 10 2 40

Pure Cane
Fair 16
Good 20
Choice 25

TABLE SAUCES
Halford, large 3 75
Halford, small 2 25

TEA
Japan
Sundried, medium 24 @26
Sundried, choice 30 @33
Sundried, fancy 36 @40
Basket-fired, medium 30
Basket-fired, choice 35 @37
Basket-fired, fancy 40 @43
Nibs 40 @42
Siftings 10 @12
Fannings 14 @15

Gunpowder
Moyune, medium 35
Moyune, choice 33
Moyune, fancy 50 @60
Pingsuey, medium 33
Pingsuey, choice 35
Pingsuey, fancy 50 @55

11

Young Hyson

Choice 30
Fancy 40 @50

Ooling
Formosa, Fancy 50 @60
Formosa, Medium 28
Formosa, Choice 35

English Breakfast
Medium 25
Choice 30 @35
Fancy 40 @60

India
Ceylon, choice 30 @35
Fancy 45 @50

TOBACCO
Fine Cut
Blot 1 45
Bugle, 16 oz. 3 84
Bugle, 10c 11 00
Dan Patch, 8 and 16 oz. 32
Dan Patch, 4 oz. 11 52
Dan Patch, 2 oz. 5 76
Fast Mail, 16 oz. 7 80
Hiawatha, 16 oz. 60
Hiawatha, 5c 5 40
May Flower, 16 oz. 9 36
No Limit, 8 oz. 1 80
No Limit, 16 oz. 3 60
Ojibwa, 8 and 16 oz. 40
Ojibwa, 10c 11 10
Ojibwa, 5c 1 85
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 4 00
Peach and Honey, 5c 5 76
Red Bell, 16 oz. 1 78
Red Bell, 8 foil 3 98
Sterling, L & D 5c 9 18
Sweet Cuba, canister 9 18
Sweet Cuba, 5c 5 76
Sweet Cuba, 10c 9 95
Sweet Cuba, 1 lb. tin 4 50
Sweet Cuba, 1/2 lb. foil 2 25
Sweet Burley, 5c L&D 5 76
Sweet Burley, 8 oz. 2 45
Sweet Burley, 16 oz. 4 90
Sweet Mist, 1/2 gro. 5 70
Sweet Mist, 8 oz. 11 10
Sweet Mist, 8 oz. 35
Telegram, 5c 5 76
Tiger, 5c 6 00
Tiger, 25c cans 2 35
Uncle Daniel, 1 lb. 60
Uncle Daniel, 1 oz. 5 22

Plug
Am. Navy, 16 oz. 32
Apple, 10 lb. butt 38
Drummond Nat. Leaf, 2 and 5 lb. 60
Drummond Nat. Leaf per doz. 28
Battle Ax 30
Bracer, 6 and 12 lb. 30
Big Four, 6 and 16 lb. 32
Boot Jack, 2 lb. 90
Boot Jack, per doz. 90
Bullion, 16 oz. 46
Climax, Golden Twins 48
Climax 14 1/2 oz. 44
Climax, 7 oz. 47
Days' Work, 7 & 14 lb. 37
Creme de Menthe, lb. 62
Derby, 5 lb. boxes 28
5 Bros., 4 lb. 66
Four Roses, 10c 90
Gilt Edge, 2 lb. 50
Gold Rope, 6 & 12 lb. 58
Gold Rope, 4 & 8 lb. 58
G. O. P., 12 & 24 lb. 40
Granger Twist, 6 lb. 46
G. T. W., 10 lb. & 21 lb. 36
Horse Shoe, 6 & 12 lb. 43
Honey Dip Twist, 5 & 10 45
Jolly Tar, 5 & 8 lb. 40
J. T., 5 1/2 & 11 lb. 35
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 20 oz. 28
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 58
Parrot, 12 lb. 34
Patterson's Nat. Leaf 93
Peachey, 6-12 & 24 lb. 40
Piper Heidsieck, 4 & 7 lb. 49
Piper Heidsieck, per doz. 96
Polo, 3 doz., per doz. 48
Redcut, 12-3 oz. 38
Scrapple, 2 & 4 doz. 48
Sherry Cobbler, 8 oz. 32
Spear Head, 12 oz. 44
Spear Head, 14 2-3 oz. 44
Spear Head, 7 oz. 47
Sq. Deal, 7, 14 and 28 lb. 30
Star, 6, 12 & 24 lb. 43
Standard Navy, 7 1/2, 15 & 30 lb. 34
Ten Penny, 6 & 12 lb. 35
Town Talk, 14 oz. 31
Yankee Girl, 12 & 24 30

Scrap
All Red, 5c 5 76
Am. Union Scrap 5 40
Bag Pipe, 5c 5 88
Cutlas, 2 1/2 oz. 25
Globe Scrap, 2 oz. 30
Happy Thought, 2 oz. 30
Honey Comb Scrap, 5c 5 76
Honest Scrap, 5c 1 55
Mail Pouch, 4 doz. 5c 2 00
Old Songs, 5c gro. 5 50
Old Times, 1/2 gro. 5 50
Polar Bear, 5c, 1/2 gro. 5 76
Red Band, 5c, 1/2 gro. 5 76
Red Man Scrap 5c 1 42

SPECIAL PRICE CURRENT

Table with 12 columns listing various goods and prices. Includes items like Scrapple, Smocking, and various types of flour and sugar.

Table with 13 columns listing various goods and prices. Includes items like Pilot, Prince Albert, and various types of soap and paper.

Table with 14 columns listing various goods and prices. Includes items like Egg Crates and Fillers, Faucets, Mop Sticks, and various types of wire and mesh.

Advertisement for Johnson Cigar Co.'s Brand featuring the 'S&W' logo and listing various cigar products and prices.

Advertisement for Apex Hams and Old Master Coffee, featuring images of the products and descriptive text.

Advertisement for Kitchen Kleenzer Soap and various cleaning products, featuring an image of the soap can and descriptive text.

Large advertisement for American Seating Company, featuring images of chairs and tables, and text describing their products and services.

# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Hickory axes, 500 pieces Ohio stock 4 x 5, 4 1/2 x 5 1/2, 5 x 6 and 5 1/2 x 6 1/2, 7 feet long and up, also % in panel poplar, all widths. Charles F. Shields & Co., Cincinnati, Ohio. 610

For Sale—Paying meat market. Address Peter Holst, Waupaca, Wis. 604

For Sale or Exchange—160 acre improved farm only 3 1/2 miles from good railroad town in Anderson county, Kansas, rural route, telephone lines and close to church and school. All fine rich tillable land, free from stone. 100 acres in high state of cultivation. Cottage with four rooms, large new barn, chicken house, etc. Incumbrance only \$2,500. Price \$12,000. Will trade equity for good running stock of merchandise to the amount of \$10,000. It must be first-class. Address Philip Ray, Iola, Kan. 603

Four sections Home Journal pattern cabinets, glass front, with outside mahogany finish; two sections full of Home Journal patterns; sell entire outfit for \$75. Address Humphreys, Webb City, Mo. 602

For Sale—Bright, clean stock of dry goods, millinery, ready-to-wear, invoicing about \$12,000, in live Central Illinois city of 7,000; fine room; best location; rent reasonable; grand opportunity for right man; owner retiring. Best of churches and schools. Address F. J. Woods Pontiac, Ill. 601

For Sale—30 room hotel, fixtures and furniture, 5 year lease, privilege of five more. Everything new this year. Will sell for part cash, balance on time. For particulars address W. D. F., care Michigan Tradesman. 600

Tavern Hotel, Blissfield, Mich., for sale, only hotel in town of 2,500. Good business, \$2 per day, long lease, low rent. Small running expense. \$3,600, easy terms. 599

Salesman now connected with outside jobber wishes to become identified with local firm. A member of U. C. T. 131 and prefer to boost Grand Rapids. Reference, present employers. Address Salesman, care Tradesman. 609

Want regular shipments, especially longhorn and prints. Also apples and vegetables of every kind. W. W. Marmaduke, Washington, Ind. 606

Big money in cattle raising, 6 per cent dividends guaranteed. Your money returned at the end of five years at your option. You get the benefit of the dividends on cattle growing, regardless of amount. We are organizing a corporation to raise cattle on the rich alluvial soil of the Mississippi bottom. We have the land on which is an abundance of pasturage and on which cattle can be run the year round without feed other than the natural growth of grasses in summer and cane in winter. This we want to place against sufficient money with which to stock this land with cattle. If interested write us. Tennessee Cattle Co., Dyersburg, Tenn. 607

For Rent—Modern store, 46 ft. front, 120 ft. deep, best choice central location, 200 miles away from larger city. Rare chance for first-class business man. Geo. Ludwigs, Walla Walla, Wash. 605

Business Opportunities—In Waterloo, the fastest growing town in America of 36,000; 60 miles of paving, new interurbans being built every year, trade territory unlimited, 8,000 employed in factories, school census shows an increase for this year 3,000; 600 new dwellings erected; over \$4,000,000 spent in improvements. We have two store rooms left, each 20 x 100 now occupied by Black's department store. By far the best location in the city suitable for cloaks and suits, clothing, jewelry, drugs, pianos, or any business not needing more room. Can give second floor if wanted. Four rooms already rented. Address for particulars. Woods Bros., Waterloo, Ia. 608

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

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

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 owing, \$10,000 cash will handle. Address Geo. D. Wisely, Blairtown, Mo. 575

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

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—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

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, Calif. 587

\$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

Wanted—To buy printing press and type, large enough for a six column newspaper. Address No. 583, care Tradesman. 583

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

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

For Sale or Rent—Hotel, partly furnished. Good location. Reason, advancing years. Address John E. Evans, Allegan, Mich. 577

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

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. 612

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

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

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

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System, Capital Bank, St. Paul, Minn. 814

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

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

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

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

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

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

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

## 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. Klotterberg, Danforth, Ill. 579

## Unavoidable.

"Have you been able to meet all the demands of your creditors?"

"Meet them? I haven't been able to avoid them."

A beautiful song is none the less beautiful when sung in the wilderness.

# 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.)

### The Grocery Store's Thanksgiving Trade.

Written for the Tradesman.

Not long now until Thanksgiving Day.

And Thanksgiving Day spells opportunity for the grocer and provisioner.

Thanksgiving Day has its sentimental traditions, its historic and religious association; but custom has made the chief meal of the day the center of interest.

Without a Thanksgiving dinner the day would be to most of us an uneventful occasion. We have come to demand a meal out of the ordinary both in respect of the richness and variety and toothsome of the dishes served and in the completeness and adequacy of the service.

Many little housewives who, under ordinary circumstances must skimp and save and resort to all manner of economical expedients in order to keep within the weekly allowance for groceries, meat, milk, etc., nevertheless permit themselves some latitude on Thanksgiving occasions. The factory or shop where "father" works will, of course, close for Thanksgiving, and that will give the busy wage-earner a chance to spend the day with his family. Why shouldn't the family have a dinner worthy of the occasion since, in the whole calendar of the year, there is but one Thanksgiving Day?

#### Your Thanksgiving Display.

It is none too soon to begin thinking about your Thanksgiving display. Try to make it the best, the most daring, the most appealing ever.

Select some plump, choice turkeys for display in your windows, and have round about them vegetables and fruits and delicacies.

The pyramid arrangement of fruits is always good. Fancy baskets of various sizes can easily be had; and several of these carefully packed and topped with choice selections of fruit and conspicuously displayed in your window is a good holiday stunt. Last fall I saw somewhere an uncommonly fine holiday trim in a Cincinnati grocer's window. In the center of his window he had a sort of platform or low table arrangement, about three by four feet, and perhaps a foot above the floor of the window. Suspended from above by several fine—almost invisible wires—was an immense cornucopia of papier-mache; and out of the cornucopia onto the table seemed to pour the vegetables and fruits. There was a big pumpkin, bananas in small clusters and grape fruits. There were potatoes, turnips and cabbage; cauliflower, onions and carrots; plums, apples, grapes. Altogether it was a fetching trim—and extremely simple and easy in arrangement.

If somebody about the store is handy with tools, and it is desired to have a window somewhat out of the ordinary, a trellis-work arrangement can be built in the back of the window tinted with some quick-drying material, and decorated with artificial vines.

A shelf arrangement made from boxes and covered with crepe paper is inexpensive and good for the dis-

play of vegetables, fruits and delicatessen products. The shelves—preferably three in number—should vary in depth, the widest being at the bottom; and they can be built-in at the end or back of the window, or suspended from the top by means of thin wires.

#### Your Thanksgiving Advertising.

While the getting of Thanksgiving business is largely a matter of good stock and good display, good advertising helps wonderfully.

The grocer who doesn't ordinarily use space in the newspapers ought to insert a few good announcements during the weeks preceding Thanksgiving. Let the people know that you have made a special effort to get something extra nice for the occasion. Tell them you have stocked with reference to palate joys, and intimate they'll miss it if they don't come in early to make their selections.

And speaking about selections reminds me that it is a good plan to prepare a list—maybe two or three of them—in which you have named the good things people will want, or might want, for Thanksgiving menu. It is a good plan to publish the list or lists in your newspaper advertisements, if you advertise in the papers; if not it will certainly help a lot to have them for your windows.

I give below a suggestive list. It may help you in preparing one of your own. Suppose you take a lead pencil and check the items you will have in stock and see if you haven't enough of them to make a good showing. If one of the boys about the store is handy with a shading pen or with the brush, provide him with some sheets of bristol-board and tell him to get busy.

If you sell meats, then the following will look good:

Turkeys  
Chickens  
Ducks  
Pig's-feet  
Leg-of-Mutton  
Veal Kidney Roast  
Sirloin of Beef.

Here's another:

Cranberries  
Oysters  
Prepared Soups  
Sausage  
Cheese  
Boiled Meats  
Cured Meats  
Mince Meat  
Honey  
Canned Goods

A miscellaneous list:

Turkeys  
Oysters  
Pumpkins  
Celery  
Cranberries  
Cauliflower  
Sweet Potatoes  
Irish Potatoes  
Turnips  
Grape Fruit  
Apples  
Bananas  
Grapes  
Plums etc.

A carefully prepared, neatly lettered list of items in the window and

inside the store is a good thing. It suggests ideas to your patrons and helps to promote extra sales. And that is what you need during these days preceding Thanksgiving—extra sales.

Eli Elkins.

#### Out of the Old and Into the New.

The contract for building the new home of the Peninsular Club has been awarded to the Hauser-Owen-Ames Co. at around \$125,000. The Club is now moving into temporary quarters in the basement of the Keeler building, on North Division avenue, and next week the wrecking of the old club house will begin. The building is to be completed in a year and with the furnishings, exclusive of the real estate, will represent a total cost of about \$200,000. The real estate has a present estimated value of about \$100,000.

The old club house, located at the corner of Ottawa avenue and Fountain street, was erected thirty years ago. The site at that time cost \$13,000 and the contract price for the building was \$28,000, with an additional \$10,000 allowed for the furnishings, in all about \$50,000. The city at that time had a population of about 40,000, and a \$50,000 club house was a tolerably ambitious enterprise. The old building is three stories, red brick and of ordinary construction; the new building will be five stories, rough faced red brick and terra cotta and will be fire proof, and the contract price of \$125,000 is just about in keeping with the city's growth. The first floor of the new building will be for business purposes and the four upper floors will be for the Club, with reading rooms, office and similar apartments on the first floor, billiard and card rooms on the second, dining rooms and kitchen on the third and the fourth divided into chambers for club members or guests. The building will be after plans prepared by Robinson & Campau and will be worthy of its central location and the organization building it.

The Peninsular Club was organized in 1882 and was the outgrowth of a social organization known as the Full Moon Club, which held periodical sessions for dinners and a good time. The Club leased the old Morton homestead on the hill at Ottawa and Pearl, where the Waters furniture exhibition building now stands. It was such a success that the purchase of a site and the building of a club house followed and the club house was completed for opening with a brilliant social function on February 25, 1884. The club during its thirty year's existence has maintained its high tone and dignity and has had a strong influence upon the social and business life of the city. It has never played for popularity and the nearest approach to what might have been considered successful rivalry was that of the old Owashtanong Club. This Club went to wreck in time, but the Peninsular Club pursued the even tenor of its way and to-day is strong in its membership and financially in good shape.

The old Peninsular Club house, as buildings go, is far from being a back number, and that it is to be wrecked for no other reason than that it is too small for the purposes of the Club is excellent evidence that the city is growing. A very few years ago the very idea of tearing down anything with a

roof tight enough to keep out the rain would have been considered the limit of wastefulness. Now the wrecking of the old building, even though perfectly good, is looked upon as commendable, as it will clear the way for something better.

#### Doings in the Buckeye State.

Written for the Tradesman.

Horticulturists of the city and county met at Dayton Nov. 5 and, after breaking bread together, an interesting programme of papers and discussions was carried out, the topics including forestry and rainfall, orchards, entomology, ornithology, floriculture, bee culture and meteorology.

A Commission of Public Recreation has been organized in Cleveland under the public welfare department of the new city charter.

The new State penitentiary will be located near the village of London, in Madison county, on a tract of 1550 acres. There is 600 acres of timber and an abundance of sand, gravel and clay from which the State will make concrete brick and tile. A separate prison will be built in Perry county for the incarceration of men who cannot be trusted in the open.

Cincinnati-made goods will be boosted by the Chamber of Commerce of that city.

Almond Griffen.

T. F. Roof will shortly engage in general trade at Kewadin. He has ordered his dry goods from the Grand Rapids Dry Goods Co., his shoes from the Herald-Bertsch Shoe Co., and his groceries from the Worden Grocery Co.

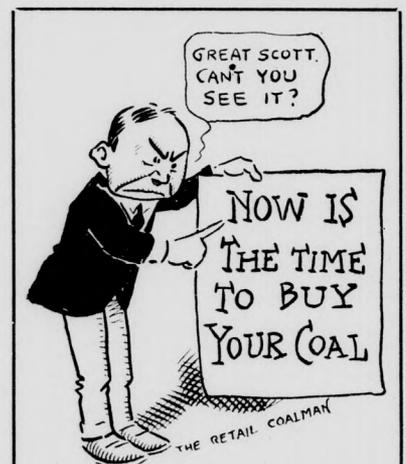
The only sure way to avoid doing the wrong thing is to keep doing that which is right.

#### BUSINESS CHANCES.

For Sale—My stock of bazaar goods and store fixtures. Central location. Address Mrs. Emma Fitch, Nashville, Mich. 611

\$1,500, with services, to invest in dry goods or general store by hustling dry goods man. Experienced buyer, manager and advertiser. Address 612, care Tradesman. 612

For Sale—Small stock of groceries, with good fixtures, located in one of the best farming towns in Northern Michigan. Must be sold at once. Estate must be settled. Small investment. Address Administrator, care Tradesman. 613



Telephone or write NOW to

**J. H. SMITH**  
422 Ashton Building  
Grand Rapids

The prompt shipper of Domestic and Steam Coals



# Explain the Many Uses of BORAX & win your Customer's Everlasting Gratitude

Tell the housewife of its many uses in the Kitchen, in the Laundry, in the Nursery, in the Sick Room, and for the Bath.

Or better still, place a package of

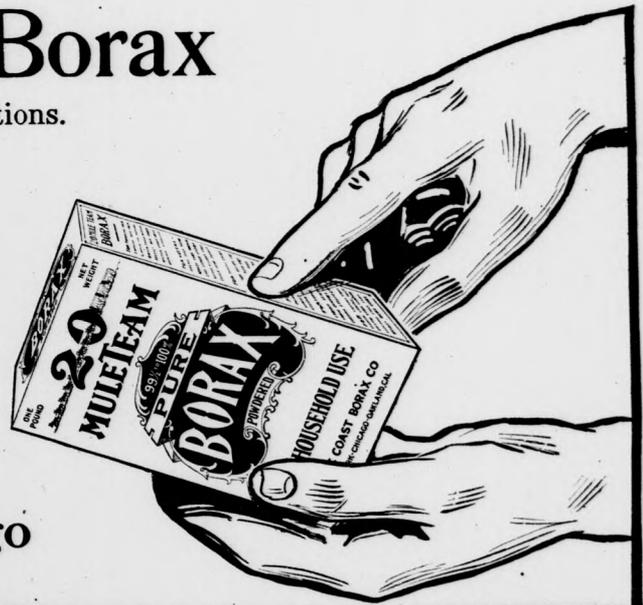
## 20 Mule Team Borax

right in her hands and let her *read* the directions.

It will require but a minute or two of your time, and it will be well worth it. For Borax is a "repeater" that shows a worth-while margin of profit.

Try the plan we suggest on the next five customers that enter your store. See if three out of the five don't buy, and *keep right on buying*.

See if you don't win their everlasting gratitude by calling their attention to this almost indispensable antiseptic cleanser. Try it now, *to-day*.



PACIFIC COAST BORAX CO., Chicago

# Karo

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

## The Increased Karo Business in Your Vicinity is Yours by Right

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

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

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

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



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



# Christmas Doll Assortments

- 17c** **F4997, Fine Quality 25c Jointed Bisque Asst**—To retail at 25c each. Ranging in size from 10½ to 13 in., turning bisque heads, jointed shoulder and hip. ½ sleeping eyes, large variety of dresses, many lace trim hats to match. You can get more than a “quarter” for some of them. Lots of 36 or more, asstd. styles and colors. **17c** Each,
- 33c** **F4998, “World’s Finest” 50c Bisque Asst**—Ranging from 13 to 15½ in., all with moving eyes, turning bisque heads, jointed bodies, various styles dresses and hats to match in lawns, satins, silks, each asst. with 12 to 18 style dresses. Regularly jobbed at \$3.90 to \$4.50 dozen; for many of them you can get 65c and 75c. Lots of 18 or more, asstd. styles and colors. **33c** Each,
- 68c** **F4999, Extra Fine Full Jointed “Dollar” Asst**—Ranging from 15½ to 17½ in., all with turning bisque heads, moving eyes, full jointed shoulder, elbow, hip and knee, asstd. lawn, silk and satin dresses in all the popular shades, with hats to match, lace trimmed underwear, no two alike. Many of these will easily bring \$1.25 and up at retail. Lots of 12 or more, asstd. styles and colors, all different. **68c** Each,

## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

SAMPLE  
HOUSES

Cincinnati  
Omaha

Cleveland  
Portland

Kansas City  
Philadelphia

Milwaukee  
Seattle