Thirty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 19, 1913

Number 1574

And Chat's All.

A thousand cults, a thousand creeds— Is one a rose and the rest but weeds? Or is each one suited to meet some needs? Is your own so great that the rest seem small? Then keep it and live it. That's all.

Pagan or Christian, Gentile or Jew, How may you know that your own is true? Not for him or for me or for others, but you? To live by, to die by, to stand or to fall? Why, keep it and live it. That's all.

When the wolves of the world are on your back. Does it help you to beat the mad horde back? To laugh at the snap of the snarling pack? Does it leap to your heart like a huntsman's call? Then keep it and live it. That's all.

When the strong are cruel; the weak oppressed, Does it help you to help? Does it sting in your

Does it sob in your soul with a wild unrest? To fight against might and let nothing appall? Then keep it and live it. That's all.

When the last fight comes, and you make your stand,

And the sword of your strength breaks out of your hand,

And the ground 'neath your feet turns to shifting sand;

Does it sting when your back is against the wall? Then keep it. It's yours. And that's all.

Edmund Vance Cooke.

Face to Face.

If my face could only promise
That its coldness would remain,
If my heart were only certain
It could hide the moment's pain,
I would meet you and would greet you
In the old familiar tone,
And naught would ever show you
The wrong that you have done.

If my trembling hand were steady,
 If my smiles had not all fled,
 If my eyes spoke not so plainly
 Of the tears they often shed,
 I would meet you and would greet you
 As years ago we met,
 Before our hearts were shipwrecked
 On the ocean of regret.

If the melody of springtime
Awoke no wild refrain,
If the autumn's golden burden
Awoke no living pain,
I would meet thee and would greet thee
At the old sweet trysting place,
And, perchance, you'd deem me happy
If you saw me face to face.

If my woman's soul were stronger,
If my heart were not so true,
I should long have ceased remembering
The love I had for you,
But I dare not meet or greet thee
In the old familiar way
Until we meet in heaven,
When tears have passed away.

WHEN YOU SEE

THE SIGN OF



GOOD CANDY

"DOUBLE A"

Remember it came from

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

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



LOSE the cost of bag and twine, and you may LOSE some overweight. You must take all of these chances on such a narrow margin of profit that selling sugar in paper bags means selling it AT A LOSS. On the other hand, by selling FRANKLIN CARTON SUGAR you SAVE time, SAVE cost of bag and twine, and SAVE overweight, all of which means selling sugar AT A PROFIT. That's our proposition in a nutshell. Every word is true, and worth your serious thought, because you sell too much sugar to be careless about it. FRANKLIN CARTON SUGAR is appreciated by consumers because of its quality and cleanliness: once introduced it displaces "paper bag sugar." Any jobber can supply you.

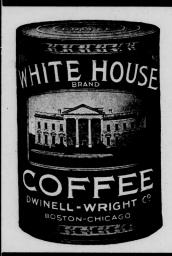
FRANKLIN CARTON SUGAR is packed in original CONTAINERS of 24, 48, 60 and 120 lbs.

Franklin Carton Sugar is Guaranteed Full Weight and refined CANE sugar.

THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA

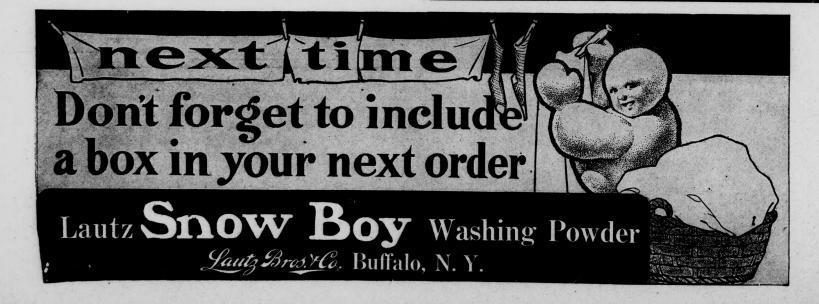
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."

Insurance:



PACKED SECURELY IN TIN CANS SEALED BY THE LABEL, this superb coffee IS REALLY INSURED against Dirt, Deterioration and Disappointment—the 3 "Ds" modern sanitary requirements and people paying good money for coffee DON'T WANT and WON'T HAVE—they'll go somewhere else first. See?

JUDSON GROCER CO.
Grand Rapids, Mich.



Thirty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 19, 1913

Number 1574

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DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 17—Learn one thing each week about Detroit (without the assistance of the Board of Commerce.)

A pound of shellac every second is the record of a Detroit plant. This means fifteen tons a day.

Them was grand words, Guy Pfander. A man is not without honor save in his own country. At home they say we are too fresh. In Battle Creek they call it wit.

Eddie Rau, the sturdy Teuton, whose last name sounds like married

whose last name sounds like married life, says that love may be blind, as the poets say, but that doesn't prevent anyone from having his eyes opened immediately after being married. Eddie has been assistant department manager for A. Krolik & Co. ever since the memorable battle of Lake.

Charlie Nuthall, whose name is synonymous with Crowley Bros. in and about the village of Grand Rapids, was a Detroit visitor last week. Considering the town Charlie hails from, he acted tolerably well city broke while here.

The second of the series of U. C. T. dances given by Cadillac Council will be held at St. Andrew's hall, 113 Congress street, east, next Saturday night. All U. C. T. members and their friends are cordially invited.

One way of producing large columns from Cloverland is to rub Ura Donald's back the wrong way with

Donald's back the wrong way with

On the other hand, we believe we could say as much in four words as follows: "Mind your own business."

However, we personally are pleased to have Gabby Gleanings criticise or roast. We accept it all in the spirit in which it is sent.

Another graduate of the Detroit jobbing house who has made good with a vengeance is J. G. Maher, Secretary and General Manager of the Cadillac Garment Manufacturing Co., Cadillac Garment Manufacturing Co., maker of misses' and children's dresses. Mr. Maher, more familiarly known to his friends as "Jimmie," was a former department manager for A. Krolik & Co., resigning that position to take up his duties at the head of the Cadillac Garment Manufacturing Co. Under his skillful management the concern has grown and prospered until from a mediocre start it is now shipping goods from coast to coast. Mr. Maher's friends will be to coast. Mr. Maher's friends will be pleased to hear of his success in his new field—and "Jimmie's" friends can be counted in round numbers, too.

There is one thing a fellow can hunt

for and can find with ease—trouble. Unless perhaps it's in an automo-

Detroit Council, No. 9, held a very enthusiastic meeting last Saturday night. A goodly crowd attended and four were initiated, while applications night. A goodly crowd attended and four were initiated, while applications were received from eleven more. Messrs. Howarn, McEachron and Starkweather, of Cadillac Council, visited the Council on the sad mission of announcing Grand Treasurer Henry Perry's death, which occurred on Friday night. Sam Rindskoff, John Murray and H. L. Murray eulogized Mr. Perry, the notice of whose death will be found in these columns. Those who were initiated at the meeting were Max Friedman, (A. Krolik & Co.); W. E. Canfield (Detroit Butcher's Supply Co.); Abe Davis (A. Krolik & Co.) and Arthur R. Jackson (Buhl Sons & Co.) In connection with these candidates, let it be said that seldom do they find a bunch of members who are as eloquent as this quartette, which bodes well for future material for the Council's offices. At the present rate of growth of the Detroit Councils, it behooves the remainder of the State to watch their laurels remainder of the State to watch their

"Bill" Canfield, in the preceding paragraph, was quoted as representing the Detroit Butcher's Supply Co. Might we ask if those supplies include masks and guns?

masks and guns?

The three windows of J. B. Sperry's store, at Port Huron, were demolished by the storm of ten days ago. Mr. Sperry went to the store, but, owing to the gale, was obliged to remain there all night. When it comes to enterprise, however, we must doff our lids to Mr. Sperry—he immediately but to a Smash Sale which proved. our lids to Mr. Sperry—he immediately put on a Smash Sale which proved quite successful.

Card received, postmarked Benton Harbor. Ora Jennings (Garland Stove Co.) and B. Chatfield (Atlantic Refining Co., Cleveland), with others, engaged in a fierce hand-to-hand rum encounter. Their expenses were paid for the balance of the week. Signed,

for the balance of the week. Signed, T. B.
P. J. Snyder, who conducts a general store at Wayne, is also catching the Detroit spirit and has a new and up-to-date front added to his store. "Windy" Williams, member of Detroit Council, No. 9, is confined to his bed by illness. Mr. Williams address is 882 Porter street, where he will be pleased to see his friends and mempleased to see his friends and members of the order. It is hoped he will soon be back on the job again in better condition than ever.

Beautiful bouquet from Brooklyn.

Beautiful bouquet from Brooklyn. When we start in business we shall—get prices from "Tad" Riordan.
G. A. Oliver, who has been selling salt for the Worcester Salt Co. ever since salt was invented, says a hard worker generally finds a soft spot with the boss.

In about three weeks it will be time

In about three weeks it will be time to begin saving for Christmas.

Dan Zant, the Charlotte wonder, who does as much as any one traveling man to keep his firm (Edson, Moore & Co.) on the map, was a Detroit visitor a few days ago. For Dan's benefit we wish to another that the benefit, we wish to announce that the same little den was removed from Grand Rapids to Detroit.

A. Mendelsohn, who conducts a dry goods and furnishing goods store at 499 Hastings street, has started in the manufacturing of ladies' and children's dresses. He will retain the Hastings street store.

O. A. Henderson, from up Lansing

way, says that the school of experience has both day and night sessions, 365 days in the year.

Louis McKnight, who is interested in the Woficot-Mills Co., on Broadmay, has opened a men's furnishing in the Woficot-Mills Co., on Broadway, has opened a men's furnishing goods store at 1132 Mt. Elliott avenue. Mr. McKnight will divide his

avenue. Mr. McKnight will divide his time between the two stores.

Mr. and Mrs. Sidney Pungs gave an informal party to a number of traveling men friends and their wives last Friday night. Refreshments were served, after which dancing was indulged in. According to reports from those who attended, both Mr. and Mrs. Pungs did themselves proud as entertainers.

Undoubtedly the news of the death of Henry E. Perry, which occurred last Friday night at a sanitarium in this city, has been received by his many friends before the publication of this issue of the Tradesman. While Mr. Perry's health had been failing him for some time, the news of his death comes as a shock. He represented Lee & Cady for a number of years and was held in the highest esteem by that house, as he was by all with whom he ever came in contact. He was an active member of tact. He was an active member of Cadillac Council, No. 143, having held Cadillac Council, No. 143, having held nearly every office in the Council. But his activity as a United Commercial Traveler did not end with Cadillac Council. He worked just as hard for the order as a whole as he did for his individual Council. At the time of his death he was Grand Treasurer of the U. C. T. of Michigan. He was also a member of the B. P. O. E. With the death of Henry Perry the Supreme Council, Grand Council and subordinate council, U. C. T. all lose a valuable friend and member, as his influence was felt by them all. The Elks and traveling men in general will also mourn his loss as well as his score of friends among the trade and about the State. The pallbearers were comprised of past counselors of the U. C. T. He was buried from his home at 361 East Grand Boulevard last 361 East Grand Boulevard Monday.

John Dietrich, general manager of the G. J. Johnson Cigar Co., of Grand Rapids, stopped over in Detroit, en route to his home, after a short business trip to Indianapolis and Toledo last week.

A longfelt want has at last been

realized in Adrian, with the opening of the New Adrian Hotel. This is a new and strictly modern hotel and S. L. Torrey, who will manage the hotel, comes highly recommended as an up-to-date hotel man.

Just to show what influence the fust to snow what influence the traveling men's pages have with the hotels is noted by the fact that there were a great many of them violating the law by furnishing roller towels for the use of guests. After receiving a the use of guests. After receiving a panning through these columns, some of them have had the roller towels laundered.

Every time we mention "Bill" O'Horo's name, we think of some of the doings down in tumultous Mexico. Bill, or, to be more polite, Wm. J. O'Horo, has been beating a regular path through Michigan for aye these many years, scattering sunshine and Tiger brand shirts and pants among the soft (?) hearted merchants for the soft (?) hearted merchants for the J. M. Robinson Norton Co., of Louisville, Ky. Bill confidentially whispered to us that he has discover-ed a way to get his meat cooked to suit his fancy in the hotels that are lucky enough to get his patronage.

Hist! We'll let you in on the secret: When he wants it well done he orders it rare.

In Detroit the Detroit United Rail-In Detroit the Detroit United Railway carries its passengers at the rate of seven for 25 cents and anyone who has been in other cities will readily agree that the service is very good on most lines. The Detroit Evening News persists in hounding the Street Railway Co. and insists that it sell eight tickets for 25 cents. In passing we wish to say that, although Detroit has tripled in size, which necessarily must have

in size, which necessarily must have increased the circulation, the subscription price remains the same while—well, ask the merchants about the advertising rates. We believe in giving Satan his dues.

Look at the smile on O. R. Bush's face. Nothing in the world but fatherly joy. His son Frank was discharged from the Allegan hospital last Saturday, after a long siege of typhoid fever. What tends to broaden the smile is the fact that Mr. and Mrs. Frank Bush will help eat "dad's" turkey at his home in Big Rapids on Thanksgiving day.

Some men act just like a mule—kick when it doesn't do them any good.

"On the other hand" and Harase.

good.
"On the other hand," says Horace Campbell (Edson, Moore & Co.,) "a good mule has a strong pull."
Horace, like his illustrious namesake who carries the weary wayfarers across the burning sands of the desert, has gone these many years without a drink Of course

out a drink.

Of course, one of our rabid disposition would not in any way insinuate that water is a drink.

Here's a list of fine looking, husky built chaps who became members of Cadillac Council, No. 143, at the last regular meeting, which will help us greatly in filling up space and make the other councils of Michigan eye the list with envy: Chas. H. Black, Frank H. Stephens, Arthur F. Hait, Wm. C. Bedford, Clarence C. Baushke, Joseph L. Cameron, Chas. B. Graham, Joseph W. Berhorfer, John T. Gallagher, Elmer J. Stephens. Jesse Dailey, Roland H. Aspinall, Wm. R. Gregory and Herbert Vornkealpenburg. Chas. H. Bathwelt and William F. Ernst, re-instated, and B. B. Brown's transfer accepted. Gregory and Herbert vornkealpenburg. Chas. H. Bathwelt and William F. Ernst, re-instated, and B. B. Brown's transfer accepted, all of which must have kept Tommy Burton's Burly Bandits, which comprise the degree team, tolerably busy.

"Adolph who made Armada famous." Some title for this giant discussion.

"Adolph who made Armada famous" Some title for this giant disciple of the Kaiser Adolph Hinz who sells tobacco and Lowney's candy for the J. L. Marcero Co. Adolph, who is making a reputation for himself and the Marcero company, refuses to forsake the fresh eggs and salt pork of Armada for the storage egs and street car fares of Detroit. Adolph says, apropos of city life: "All is not gold that glitters, but all eggs that are just laid are fresh."

are fresh."

Has Billy Pohlman returned to the Indian reservation?

It's a stand off as to which territory is the safest for a traveling man to cover—Mexico or the Upper Peninsula.

Which will, undoubtedly, evoke a column and a half from the gifted Ura Donald in rebuttal. Glen Begole—he of the sandy complexion and winsome smile—says con-

sistency may be a jewel, but who can (Continued on page 32.)

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Michigan.

Grand Rapids, Nov. 11.—In the matter of Francis J. Heany, bankrupt, merchant at Ionia, a report was filed by Fred D. Vos., trustee, showing that he has received an offer from E. J. Pierce, of St. Johns, of \$275 for stock of merchandise belonging to such estate, of the appraised valuation of \$449.14. Creditors have been directed to show cause at the office of the referee on Nov. 24 why such offer or any additional offer which may in the meantime be received should not be accepted and the sale confirmed.

firmed.

In the matter of Ernest W. Preston, bankrupt, of Grand Rapids the first meeting of
creditors was held. Creditors falled to elect a
trustee and the referee appointed Leroy J.
Herman, of Grand Rapids, as trustee; bond
fixed at \$100. The bankrupt was sworn and
examined and the meeting then adjourned,
without day.

fixed at \$100. The bankrupt was sworn and examined and the meeting then adjourned, without day.

In the matter of Albert J. Doyle, bankrupt, formerly merchant at Charlotte, the final report and account of Carroll S. Brown, trustee, was filed, showing total receipts of \$13.946,79, disbursements for preferred claims \$143.75, account of fees of attorney for bankrupt \$50, cash paid bankrupt in lieu of personal property sold \$225, first dividend of 20 per cent. on ordinary claims \$4,089.59, and for adminstration expenses \$762.63, and a balance on hand for distribution of \$8.675.82. An order was made by the referee calling a final meeting of crditors to be held at his office on Nov. 26, to consider such final report and account, petitions for attorney fees and for declaration, of 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. 12.—In the matter of Appleyard & Johnson, bankrupt, building contractors of Grand Rapids, an order was made adjourning the first meeting of creditors to Nov. 28, at which time the bankrupts were ordered to appear for examination.

In the matter of E. C. B. Judd, Incorporated,

meeting of creditors to Nov. 28, at which time the bankrupts were ordered to appear for examination.

In the matter of E. C. B. Judd, Incorporated, bankrupt, of Muskegon, the adjourned first meeting of creditors was held and the officers of the bankrupt sworn and examined. Edward B. Dake, trustee, filed an offer from M. E. & Otto Loescher, of Muskegon, of \$7,060 for the entire property of the bankrupt as per the inventory (excepting cash on hand and accounts and bills receivable) consisting of real estate, land, factory buildings, dry klins, sheds, heating and sprinkling systems; such assets according to the inventory and report of appraisers being of the appraised valuation of \$19,099.83. An order was made directing creditors to show cause, if any they have, on Nov. 24, why such offer, or any other offer which might be received in the meantime for such assets, should not be accepted and the sale confirmed.

In the matter of the Elk Cement and Lime Co, bankrupt, of Elk Rapids, the final report and account of Fitch R. Williams, trustee, was filed, showing total receipts of \$18,539.99, disbursements for administration expenses \$1,211, adjustment with bondholders' committee as of date March 1, 1912, under terms of sale \$1,181,20, expenses of appraisement of property \$276,50, preferred claims paid \$136,50, refunds on sales \$26,83, refunds, overpaid on accounts \$76,97; other expenses connected with the ultimate settlement of the estate \$2,896.95, and balance on hand for distribution of \$12,234.04; also showing the acts and doings of the trustee in conducting the closing of the estate. An order was made by the referee calling the final meeting of creditors to be held at his office on Nov. 25, to consider seuch final report and account, to consider petitions for attorney fees and for the declaration of a final dividend for creditors.

In the matter of Fred A. Covey, bankrupt, of Traverse City, an order was made by the referee calling the first meeting of creditors to be held at his office on Dec. 3, for the purpose of prov-ing claims, examining the bankrupt, election of

ing claims, examining the bankrupt, election of a trustee, etc.

Nov. 18—In the matter of the Interchangeable Fixtures Co., bankrupt, of Grand Rapids, the adjourned first meeting of creditors was held. An order was entered appointing L. Skillman, of Grand Rapids, an appraiser in place of Claude S. Allen. The officers of the bankrupt, and the trustee, Francis D. Campan, were sworn and examined, and the meeting then adjourned, without day.

Nov. 14 In the patter of Radgars Iron.

sworn and examined, and the meeting then adjourned, without day.

Nov. 14—In the matter of Rodgers Iron Manufacturing Co., bankrupt, of Muskegon, a hearing was had on the trustee's report of offer of \$4,000 from Lincoln Rogers, of Muskegon, for the assets. A supplemental report was filed by the trustee showing that he had received further offers for such assets, the largest of which was the sum of \$7,600, from Otto G. Meeske, of Muskegon, and an order was entered rejecting the offer of Lincoln Rogers and accepting such offer of Otto G. Meeske, and the sale was authorized and immediately confirmed.

Nov. 17—In the metter of Christian desired respective to the confirmed.

confirmed.

Nov. 17—In the matter of Clark O. Bigler, bankrupt, formerly commission merchant at Rothbury, Oceana county, the supplemental final report and vouchers of A. E. Souter, trustee, was filed, showing compliance with the final order of distribution, and an order was entered closing the estate and discharging the trustee. 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.

discharge.

In the matter of William H. Barr, bankrupt, a physician of Harbor Springs, an order was made by the referee calling the first meeting of creditors to be held at his office on Dec. 2, for the purpose of proving claims, electing a trustee, if desired, examining the bankrupt, etc. Nov. 18—In the matter of American Carving & Manufacturing Co., bankrupt, of Grand Rapids, the final report and account of Francis

D. Campau, trustee, was filed, showing balance on hand as per first report \$9,832.08, disbursements for first dividend of 15 per cent., \$5,037-29, and for administration expenses, \$234.90, and balance on hand for distribution of \$4,559.89. An order was made by the referee calling a final meeting of creditors to be held at his office on Dec. 4, to consider such final report and account and for declaration of a final dividend to general creditors.

St. Joseph Referee.

St. Joseph Referee.

St. Joseph, Nov. 11—In the matter of Victor L. Palmer, bankrupt, of Kalamazoo, an adjourned first meeting of creditors was held at the office of the Michigan Buggy Co., bankrupt, at Kalamazoo, Colin P. Campbell, of Grand Rapids, August Scheid and John Burke, of Kalamazoo, were appointed appraisers. The bankrupt was sworn and examined by the attorney for the trustee and his examination disclosed an alleged preference of some \$2,000 given to a certain bank during the month of September. The referee directed the trustee to make a demand upon the creditor for the return of the preference. The meeting then adjourned for twenty days at the referee's office.

Nov. 12—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the adjourned examination of the officers of said bankrupt for the purpose of disclosing assets was further continued for twenty days at the office of the referee.

referee.

In the matter of Isaac Shinberg, bankrupt, of Kalamazoo, the inventory and report of appraisers was filed, showing assets of \$212, all of which was claimed by the bankrupt as exemptions. The trustee filed his first report, showing no assets found, but cant the bankrupt had advanced \$50 out of his exemptions to pay the actual cost of administration.

Nov. 13—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, the trustee filed objections to the confirmation of the sale of the bankrupt's assets for \$12,500 to Emile M. Despres, of Chicago. The referee entered an order rejecting the bid and disaffirming the sale, whereupon Mr. Despres made an offer of \$13,500 for the bankrupt's stock and the trustee and certain creditors recommended that the latter offer be accepted and the sale be confirmed by the referee. An order later was made by the referee confirming the sale to Mr. Despres for sald sum of \$13,500.

Nov. 14—In the matter of Frank W. Flint, bankrupt, of Saugatuck, the inventory and report of appraisers was filed, showing total assets, including the bankrupt's personal property and homestead exemptions of \$1,819.90. The trustee filed a report of offer of sale of the bankrupt's assets, less the exemptions, to A. B. Bosman, of Holland, for \$495.88, An order was made by the referee to creditors to show cause why the offer of Mv. 20.

Nov. 15—In the matter of the Sanitary Laundry Co., bankrupt, of Kalamazoo, an order was entered by the referee calling for the first meeting of creditors at Kalamazoo on Nov. 28, for the purpose of the election of a trustee, the examination of the bankrupt, proving claims and for other business.

In the matter of Elwood Lamore, Charles Lamore and Lamore & Company, bankrupt, of Eau Claire, the final meeting of creditors was held at the referee's office, A dividend of Sper cent, was declared on all claims filed to show cause why a certificate recommending the bankrupt's discharge. The final order of distribution was made and final meeting of creditors, which will b

Cheerful salespeople make a cheerful store and cheerful buyers, and cheerful buyers part with their money a good deal easier than the other kind.

A man should use himself as a stepping stone to something better

Wafted Down From Grand Traverse

Traverse City, Nov. 17—Traverse City Council will hold its next regular session Saturday evening and all members are requested to be present.

members are requested to be present. Wm. J. Bowman, a member of our Council, passed away last Wednesday morning, leaving a wife and three children. We extend heartfelt sympathy in their hour of bereavement. While brother Bowman was not an old member of our order, he was an active one and rarely missed a meeting when he was in town.

We received a sad message from brother Angus MacEachron last Saturday morning stating that Gran.1 Treasurer Henry E. Perry, of De-troit, had died the night before. We troit, had died the night before. We find it impossible to express our feelings over the death of this worthy brother. He was indeed a brother. Henry, as he was best known, had been a va'uable member of our order, having passed through all the chairs of Cadiliac Council, No. 143, and at the last session of the Grand Council



The Late Henry E. Perry.

elected to the high office was elected to the high office of Grand Treasurer by a unanimous vote of the entire body. As a worker for the order his place will never be filed. His pleasant ways will always remain green in our memories. He was an honored member, a kind husband, always true to the great principles of fraternity and always ready with a pleasant word and helping hand for those in need. We sincerely express extreme sympathy to the express extreme sympathy to the members of the family.

The P. M. will change time Nov. 23, instead of the 16th, as formerly

reported.

This may seem reasonable, but is it within reason for the New Alpena Hotel, at Alpena, to charge \$1 for sample room, especially, when a trav-eler only uses same for a couple of hours? Not that we want to criticise,

hours? Not that we want to criticise, but merely for their attention.

John T. Clemens, manager of the Metropole, at Onaway, is entitled to a word of praise for the services he is handing the bovs—everything first-class, electric lights, individual towels, free bus, etc. You will do well to give him a call.

In the recent G. R. & I. wreck, at South Boardman, Jack Arata met with a serious accident and is obliged to remain off the road, his territory being covered in the meantime by a representative from Chicago. Jack sells meats for Armour & Co. Here's hoping for a speedy recovery and we are

meats for Armour & Co. Here's hoping for a speedy recovery and we are glad you are a member of the U. C.
T. and entitled to all its benefits.
H. T. Lawrence, of Lansing, is assisting W. G. Wyman in the interests of the Osborn Division of the I. H. C. of A.

A. E. Ford, formerly with the John T. Beadle Co., now carries a grip for Morley Bros., of Saginaw, he having engaged to represent the harness department. We extend best wishes. K. G. Buttars does not hold the in-

terests he did in one of the leading

terests he did in one of the leading hotels of our city.

Try this one on your piano: Tell me not in mournful numbers, life is but an empty dream, for the roller towel still slumbers, where the individual should be seen.

Bob Case, of the Handy Hotel, at Mancelona, is sure some hotel manager and always ready to accommodate the boys in the line of improvements. Now Bob has changed the position of the office clock.

Our Council is planning on the

Now Bob has changed the position of the office clock.

Our Council is planning on the special meeting to be held Saturday evening, Nov. 29, when a social as well as a fraternal session will be held. Senior Counselor W. F. Murphy wishes to announce that all members—their families as well as their friends—are cordially invited to attend. Let every traveling man and his family attend, whether he is a member or not.

Please do not get the above meeting confused with our regular meeting, which will be held next Saturday evening, at which time a class will be initiated.

be initiated.

Some very prominant speakers have been engaged for the special session, Bill Bennett not included.
Pardon us for not mentioning Isadore Jacob's name in this issue, for Mrs. Jacobs has returned from her visit East.

Walter F. Ryder, of Grand Rapids, our city and we presume they are for winter use. It sometimes is more satisfactory to carry fruit than to place same in the hands of express companies.

It might be well to call the attention of the State Health Commission as to the sanitary conditions of the G. R. & I smokers. If the stock yards as to the sanitary conditions of the G. R. & I smokers. If the stock yards at Chicago have got anything on the conditions of these cars, it is a new one on us. It does seem that the officials could arrange to at least have them swept out while waiting at Cadillac for lunch, while we might suggest that fumigation would be more appreciated. That is not all, for at Walton they frequently crowd the passengers into the cars so that a person is obliged to hang on the roof or get off. We appreciate that the hunting season is on, but are they not getting extra revenue for this? We are sure if these conditions existed on another road that is not far from here that the State papers would come out in the heaviest headlines discriminating this information broadcast and condemning the efficiency of the management. Another thing we have noticed that if any other road in the country has met with a wreck there barely appears a mention of same, but should the P. M. have a mishap it seems to delight the public press to call the attention by the, largest headlines that could be used. press to call the attention by the, largest headlines that could be used. Let's give every body a fair show and at times help the unfortunate. Boost.

Boost.

We are in receipt of names of some of the brothers who have already received their honorable discharge for their services rendered as a volunteer in the Grand Commercial Army and we hope before long to favor our readers with a nice long list. It will please no one more than our Grand Counselor E. A. Welch and Major Frank S. Gainard, of Jackson, as well as all the other officials. We appreciate that there are a number of boosters in each council, but in this matter due credit can be given just where it belongs. it belongs.

E. W. Dray, who represents the Boydell Paint Co., of Detroit, is home once more, getting acquainted with his family. E. W. is usually gone on

A RELIABLE, EFFICIENT INVESTMENT HOUSE Hilliker, Bertles & Co

'Phones; Citizens 1127. Bell M, 905. 2nd Floor Mich. Trust Bldg., Grand Rapids

long trips and there is no one who appreciates his home more than he does. It is a duty we all owe to our family.

Familiar noises from the North this week, "Ain't I doing the best I can?" We know you are, Wallie.

Impossible to keep some men down, Now we presume Wm. Alden Smith, the idol of Grand Rapids, will delve into the depths of Lake Huron to investigate the name of the overturned 500 foot freighter.

investigate the name of the overturned 500 foot freighter.

It might be well for some of the correspondents to be just a little more careful concerning council business. We realize that no one wishes to condemn any council or any officer of same purposely, but the lay members do not always accept these statements as they are intended, and in a broad sense councils try to do the best they can and there is ed, and in a broad sense councils try to do the best they can and there is hardly one that is entirely free from flaws. Of course, we like to see perfect harmony in this jurisdiction and about the only way to obtain same is to cease knocking. Boost, it will always get you more.

We have troubles of our own. Keep yours out of the Tradesman.

The last seen of Jay Young he was being shoveled out of the snow by a farmer, and we understand it cost Jay two beans to have the machine pulled out. Motoring in winter time is out. Motoring in winter time is rather expensive.

The O U Fido Klub spent one of

the O of Fido Klub spent one of the pleasantest evenings of the season last Saturday evening at the home of Mr. and Mrs. B. J. Reynolds. Games were played during the evening, after which a sumptuous luncheon was enjoyed and due credit must be tendered the Reynolds as entertainers. Archie Jordan won the consolation, while there was no consolation expressed for Bill Bennett.

Bill Bennett Sundayed at East Jor-

Assessment No. 119 expires Nov. 24. Are you enlisted as a volunteer? Four weeks until Christmas. Zelma Oole walks.

Fred C. Richter.

Co-operation Between Employer and Employe.

During the past week George W. Perkins spoke before the Boston Chamber of Commerce on profit-sharing between employer and employe. He is quoted in part as follows:

"The kind of profit-sharing I believe in," he said, "is one which is real and genuine, which permits cooperation that is thorough and efficient between employer and employe. To-day the workers are not striking simply for a definite increase of wages: they are striking for what they believe to be a fair proportion of the profits of the business in which they are employed.

"This being so, we are passing the line where labor disputes can be settled by increase in wages to where profit-sharing in some form can be practised.

"How can it be practiced effectivelyly? In our system, of any earnings above the amount of the fixed charges a certain per cent. is set aside and allowed to employes in proportion to the volume of their respective efforts. Such allotment is not paid out in cash to the employes, but is retained in the business for a certain period, being entered to the account of the individual.

"In true profit-sharing there is a form of socialism of the highest, best, and most ideal sort-a socialism that makes real partners of employer and

employe, and yet preserves the right of private property, preserves the great asset to any business that comes from individual initiative, retains the capitalistic incentive to enterprise while giving the worker a new inspiration for effort, humanizing organizations of men, promoting goodwill and industrial peace."

COMING CONVENTIONS TO BE HELD IN MICHIGAN. November. Michigan Bee Keepers' Association, De-

Michigan Retail Implement and Vehicle Michigan Retail Implement and Rapids, Dealers' Association, Grand Rapids, Y. M. C. A. Boys Conference, Saginaw, 28-30.

December.

Michigan State Horticultural Society,
raverse City, 2-4.

Michigan State Grange, Flint.

Michigan Knights of the Grip, Grand
anids

Rapids.

Michigan Branch of the National Bee
Keepers' Association, Detroit.

January.

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

Michigan Poultry Breeders' Association, Detroit, 26-Feb. 2.

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

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

April.

Joiners, Saginaw.

April.

State Bowling Tournament, Detroit.

Michigan Cost Congress. Saginaw.

Michigan Congregational Conference,
Grand Rapids.

Michigan Letter Carriers' Association,
Detroit, 30.

Degree of Honor, Flint.

June. Michigan Dental Society, Detroit. Knights of Columbus of Michigan, De-oit. 10. troit, 10.

National Association Chiefs of Police,
Grand Rapids.

B. P. O. E., Petoskey.
G. A. R., Jackson.
Michigan State Bankers' Association,
Alnena

Alpena.
Michigan Unincorporated Bankers' Association. Alpena.

July. Michigan State Barbers' Association, Michigan Retail Jewelers' Association, Grand Rapids.

Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Al-

August.
of Ben Hur, Lansing.
gan Postmasters' Association, August.
Tribe of Ben Hur, Lansing.
Michigan Postmasters' Association,
Grand Rapids.
Fifth Michigan Veteran Volunteer Infantry Association, Saginaw, 26.

fantry Association, Saginaw, 26.

September.

International Association for the Prevention of Smoke, Grand Rapids.

Michigan Association of County Superintendents of the Poor, Grand Rapids.

Michigan Association of Local Fire Insurance Agents, Grand Rapids.

October.

Order Eastern Star, Grand Rapids.

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

Buffalo, Nov. 19—Creamery butter. fresh, 26@33c; dairy, 25@27c; poor to good, all kinds, 20@24c.

Cheese — New fancy 15½@16c; choice 15c; poor to common, 6@10c.

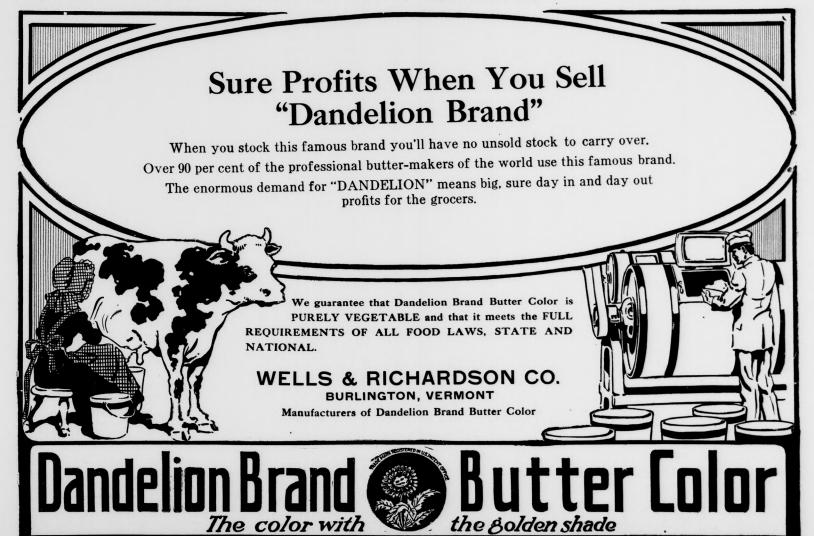
Eggs—Choice, fresh candled, 38@
42c; cold storage, 28c.

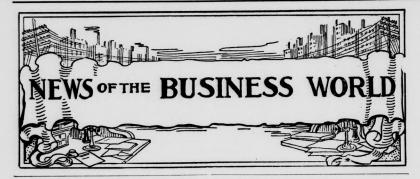
Eggs—Choice, fresh candled, 38@ 42c; cold storage, 28c.
Poultry (live)—Turkeys, 19@21c; cox. 10@11c; fowls, 12@14c; springs, 12@15c; ducks, 15@16c.
Beans — Marrow, \$\$3.50; medium, \$2.25; pea, \$2.15@2.25; white kidney, \$3.50@3.75. Red kidney new, \$2.75@

Potatoes-75@85c per bu.

Rea & Witzig.

If you have no trouble in keeping up even with the procession it ought to be no effort to push on a little faster and keep ahead.





Movements of Merchants.

Elmira—Edward Lake has engaged in the grocery business here.

Pentwater—John M. Cahill has opened a meat market here.

Chippewa—George Slater will add a line of meats to his grocery stock.

Battle Creek—Daniel Collins has opened a self-serve restaurant here.

Hastings—Artemas Pike and Carl Damon, will open a jewelry store here. Owosso—Eric Reineke succeeds Ray Reynolds in the cigar and restaurant business.

Traverse City—G. L. Lutz has engaged in the meat business on South Union street.

Webberville—Miss Aley Wright succeeds Miss Katheryn Stiff in the millinery business.

Manistee—H. A. Sponnoble succeeds L. N. Roussin in the meat business on First street.

Ravenna—A. J. Young has closed out his stock of groceries and meat and retired from business.

Grand Haven—A. E. Barry succeeds A. S. Baker in the ice cream and confectionery business.

Kalamazoo—Mrs. Christinia Hildebrandt has engaged in the grocery business at 128 East Frank street.

Allegan—A. Renick and D. J. Tiefenthal have formed a copartnership and engaged in the meat business here.

Lansing—The E. J. Bartlett Co. has engaged in the feed and produce business at 225 East Washington street.

Evart—Burglars entered the Postal Hardware Co. store Nov. 19 and carried away goods valued at about \$150.

Suttons Bay—Jacob Rufli, of Rufli & Son, meat dealers, died at his home Nov. 14 as the result of a long ill-

Fowlerville—A. J. Beebe has sold his undertaking stock to John S. Vogt, who will consolidate it with his furniture stock.

Whitehall—George Gabrielson has sold the Cottage Grove Hotel to the former owner. A. W. Veal, who has taken possession.

Blanchard—Dr. S. H. Watley has sold his drug stock to C. D. Wiley, recently of Trufant, who will continue the business.

Lansing—William C. Noys has taken over the Louis Krause plumbing stock and will consolidate it with his plumbing and heating stock.

Cheboygan—Joseph Kesseler, of Kesseler Bros., grocers, died suddenly Nov. 15, as the result of an attack of heart disease.

Jackson—The hardware store of the Smith-Winchester Co. was entered by burglars Nov. 16. Some goods and \$25 in cash were taken.

Manistee—Fire destroyed the F. C. Larsen store building and stock of general merchandise Nov. 17. Loss, about \$60,000; insurance, \$35,000.

Crane—Arthur Florence, grocer, has filed a petition in bankruptcy in the United States Court at Bay City. He owes \$2,639 and has assets of \$1,300.

Munising—Abdalla Kirkish, who conducts a bazaar store at Marquette, has opened a branch store here at the corner of East Superior and Maple streets.

Greenville — Clyde Nielsen and George W. Smith have formed a coparnership and will engage in the cigar and tobacco business about Dec.

Pentwater—E. A. Daggett and I. C. Harwood have formed a copartnership under the style of Daggett & Harwood and engaged in the grocery and meat business here.

Rexton—Chris Hansen has taken over the interest of his partner, D. N. McLeod, in the McLeod & Hansen lumber business and will continue it under his own name.

Owosso — The Young-Randolph Seed Co. will open a wholesale and retail store on West Exchange street Dec. 1 under the management of George W. Young.

Marquette—The H. O. Bell confectionery and cigar store, at Presque Isle, was badly damaged by the storm Nov. 16, huge waves dashing against the building and crushing in the side.

Cadillac—F. O. Lindquist, recently of Greenville, has leased the Cassler building and will occupy it with a stock of clothing and furnishing goods for men and women about Dec.

Three Rivers—Herman C. Lueth has sold his interest in the Lueth-Alt Clothing Co. stock to Howard Cox, recently of Woodstock, Ill., who will assume the management of the store.

Negaunce—Louis Apostle has formed a copartnership with Antenos Contatus and will engage in the confectionery business on Cleveland avenue, under the style of Apostle & Contatus Candy Kitchen.

Kaleva—Fire destroyed the I. N. Hilliards & Son store building and stock of general merchandise and the A. Kulgreen store building and stock of groceries and cigars, Nov. 12. The loss was partially covered by insurance.

Hart—Van Allsburg & Leicht have dissolved partnership, W. J. Leicht taking over the interest of his partner in the grocery stock. The meat stock was sold to Dempsey & Van Beek, who will consolidate it with their own.

Saginaw-Calvin Wadsworth, who, for the past twelve years has been

manager of the D. E. Prall & Co. drug store, has purchased the stock and will close it out. Mr. Wadsworth has also purchased the O. D. Gilbert confectionery and ice cream stock and will continue the business, adding a complete new stocks of drugs and sundries.

Jackson—The Geo. Brady & Sons Co. has been organized to carry on a general contracting and construction business in the building trades, with an authorized capital stock of \$3,000, which has been subscribed, \$2,000 being paid in in cash and \$1,000 in property.

L'Anse—The Thomas House, the oldest established hotel in L'Anse, has a new management, W. J. Reece succeeding V. D. Simar, formerly of Marquette. The new proprietor has been a resident of L'Anse for the last year, during which time he has been in the real estate business.

Ishpeming-Sam and Joseph Lowenstein, who conduct a general mercantile business at the corner of Cleveland avenue and First street, are planning either to erect a new block or to remodel the building they now occupy. The Lowensteins purchased the Cleveland avenue property about a year ago from the Eckre estate. Their business has outgrown their quarters. If they can purchase a lot anywhere in the business district on which to place their present building, they will move it from the site early in the spring and begin the erection of a new structure, making it either a two or three story brick veneer building.

Flint-Murray G. Goldberg, confidential clerk of Morris Kobacker, whose store was looted of \$3,000 here, was arrested on suspicion. A formal charge probably will be made. The strongest point against Goldberg is that he was seen in the Kobacker store the night of the robbery. Goldberg is a brother of Samuel Sanders, alias Goldberg, who is held with Henry Fell on suspicion of being connected with the local robberies, as well as the Detroit safe cracking jobs. The men claimed they were cousins at first, but later admitted they were brothers. Murray Goldberg is not suspected of participating in the Detroit job. The local and Detroit police are working together on the Detroit and Flint jobs which, they say, are closely associated and will result in more ar-

Manufacturing Matters.

Kalamazoo—The Harrow Spring Co. is building an addition to its plant. Detroit—The Art Stove Co. has increased its capital stock from \$350,000 to \$500.000.

Detroit—The F. M. Sibley Lumber Co. has increased its capital stock from \$100,000 to \$200,000.

Crystal—O. A. Sanford has leased his flour and feed mill to Fred Elliott, who will take possession Dec. 1.

Bellaire—N. A. Harper has sold his bakery to Mr. Barrie, recently of Charlevoix, who will continue the business

Detroit—The Byron Typewriter Cabinet Co. has been incorporated under the same style, with an authorized capital stock of \$50,000, of which \$25,300 has been subscribed and \$25,100 paid in in property.

Detroit — The Detroit Steering Wheel & Wind Shield Co. has changed its name to the Metalwood Manufacturing Co.

Detroit—The Ajax Brick Co. has engaged in business with an authorized capital stock of \$100,000, which has been subscribed and \$50,000 paid in in property.

Niles—The Niles Invisible Door

Niles—The Niles Invisible Door Check Co. has engaged in business with an authorized capital stock of \$500,000, of which \$310,000 has been subscribed and paid in in property.

Detroit—The New Brass Works has been organized with an authorized capital stock of \$4,000, which has been subscribed, \$900 being paid in in cash and \$3,100 in property.

Otsego—H. A. Tiefenthal has purchased the interest of his partner, W. H. Reinhart, in the Tiefenthal & Reinhart bakery and will continue the business under his own name.

Jackson—The Standard Car Manufacture Co. has been incorporated with an authorized capital stock of \$85,000 common and \$15,000 preferred, of which \$50,000 has been subscribed and \$25,150 paid in in cash.

Detroit—The American Art Glass Co. has been incorporated under the same style, with an authorized capital stock of \$5,000, which has been subscribed, \$2,000 being paid in in cash and \$3,000 in property.

Detroit—The Headlight Support Co. has been organized to manufacture and sell automobile supplies, equipment and accessories, with an authorized capital stock of \$50,000, of which \$30,000 has been subscribed and paid in in cash.

Marquette—H. M. Craig, of Gloversville, N. Y., has moved to Marquette, and started a glove factory. He will make all kinds of men's and ladies' gloves and mittens, leather and fur only, and will tan all kinds of furs and make them up.

Detroit—The Bundy-Goebel Manufacturing Co. has engaged in business to manufacture and deal in brass malleable cast iron alumium and other metal specialties, with an authorized capital stock of \$10,000, of which \$8,-500 has been subscribed and \$1,200 paid in in cash.

Morrice—Frank Graham has built a machine to sew the soles on shoes. The castings are being made in Bancroft and the machine will be in readiness to try out this week. Mr. Graham made it to use in his shoe repairing shop in connection with a shoe finishing machine which he made; the two will be connected by shaftings and run with a gasoline engine. This last machine would cost \$400 if purchased. There are 300 parts to the machine.

The man who succeeds does so because of the way he does the regular daily duties rather than because of his ability in the exceptional case which seldom occurs.

There are still a few merchants who think it smart to turn the traveling man down just as there are still men who insist upon wearing boots and side whiskers.

Honesty is the best policy, but too many people have allowed theirs to lapse.



Review of the Grand Rapids Produce Market.

Apples— Greenings and Baldwins, \$3.50; Wagners, \$3.75; Northern Spys, Jonathans and Shiawassee Beauties, \$4 @4.25.

Bananas—\$3.25 per 100 lbs. or \$1.60 @2.50 per bunch.

Butter—The demand is for fancy fresh goods and other grades are quiet. There have been large offerings of refrigerator stock. There has been a demand for butter substitutes, and this fact has resulted in the decrease in demand for the cheaper grades of butter. The makers of renovated butter have not found an active market and there is a very limited outlet for packing stock. Fancy creamery commands 33½c in tubs and 31½@35½c in cartons. Local dealers pay 25c for No. 1 dairy and 19c for packing stock.

Cabbage—75c per bu. Carrots—65c per bu.

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—There is an advancing market on eggs. Candled stock is stronger than it has been this season. All lines are strong. There is a good demand for storage and fresh eggs. Prices are about 5c per dozen higher than they were at the corresponding time a year ago. Local dealers pay 31@33c for strictly fresh.

Grape Fruit— \$4.50@4.75 for all sizes.

Grapes—Malaga, \$6 per keg; California Tokay, \$1.85 per 20 lb. crate; Emperor \$2 per 20 lb. crate.

Green Onions-20c per dozen.

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

Lemons—Verdellis, \$6.50@7 per box. Lettuce—Eastern head, \$2.50 per bu.; hot house leaf, 12c per lb.

Nuts—Almonds, 18c per lb.; Butternuts, \$1 per bu.; Chestnuts, 22c per lb. for Ohio; Filberts, 15c per lb.; Hickory, \$2.50 per bu. for Shellbark; Pecans, 15c per lb.; Walnuts, 18c for Grenable; 19c for California; 17c for Naples; \$1 per bu. for Michigan.

Onions—\$1.10 for red and yellow and \$1.25 for white; Spanish, \$1.40 per crate; pickling, \$1.35 per box.

Oranges-\$3.25 for Floridas; \$5.50 for Valencias.

Peppers—Green, \$2 per bu.

Potatoes— 75c per bu. for home grown. Country buyers are paying around 50@55c.

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

Poultry-Local dealers pay 9c for

springs and fowls; 5c for old roosters; 8c for geese; 10c for ducks; 14@15c for No. 1 turkeys and 13c for old toms. These prices are liveweight.

Radishes—25c per dozen.

Spinach-90c per bu.

Sweet Potatoes—Virginias command 75c per bu and \$1.75 per bbl. Jerseys command \$4 per bbl.

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

Veal—Buyers pay 6@121/2c according to quality.

Governor Ferris gives his rules for longevity and good health as walking six miles a day, living in the fresh air, eating proper food, keeping the body clean and sleeping well. Besides that he would fight clear of quack doctors and not plug up the cracks in the windows and doors in the winter time. He thinks there would be less tuberculosis if his rules were followed, and they are pretty good ones.

An Eaton Rapids correspondent writes: Morris H. Beman, who has been employed in M. P. Bromeling's hardware store here for the past few years, has resigned his position with Mr. Bromeling and accepted a position as traveling salesman with the Delamarter Hardware Co., of Detroit. His territory will be in the Western portion of Michigan.

The Interstate Reporting Co., 232 So. Wabash avenue, Chicago, writes country merchants for information regarding their customers, especially with reference to their paying proclivities. This concern is none other than the Hartman Furniture Co., a mail order furniture house. Consign all such enquiries to the waste basket.

President Grant, of the Kalamazoo Commercial Club, has named a Committee of one hundred to handle municipal affairs. Among matters that press for solution are better roads leading to the city, city market, extension of city limits, improvement of river, municipal abattoir and garbage and sewage disposal.

David Reed, of Saugatuck, has bought what is known as Sawdust Island, lying in Kalamazoo Lake. The Island is a relic of sawmill days and is built up of edgings thrown away in the days when timber was of little value and is being worked up into lath and stove wood.

The longest dating you can get on a bill will not keep it from coming due. Don't buy more than you want just because you are getting long time.

The Grocery Market.

Sugar—All the Eastern refiners are now asking 4.30c, f. o. b., New York, which automatically places Michigan refiners on a 4.20c basis,

Syrup and Molasses—Glucose is unchanged and dull. Compound syrup is in some demand at unchanged prices. Sugar syrup quiet at ruling prices; molasses likewise.

Tea-The strong market in teas has materialized into still higher prices. First crop Japans are all sold up and belated buyers are paying the advances. Basket fired teas are unusually scarce and show fully 3c advance since the opening. The demoralization of prices in Japan this year has, to a certain extent, discouraged the grower with the prospect of decreased production or better prices in the future. Ceylons continue strong for good cup qualities. China Greens are little sought after and the market in Blacks is easy. Javas continue to grow in favor. Prices are steady.

Coffee—Rio and Santos grades are %c lower than a week ago. Dull business, weak financial markets and particularly an easing off of the primary markets in Brazil, have been responsible. This slump makes the trade even more distrustful of the market, and buying is dull. Mild coffees are also dull, and the tendency is weaker. Java and Mocha are unchanged and dull.

Canned Fruits—Apples are unchanged and in fair demand. California canned goods are selling from first hands moderately, at unchanged prices. Small Eastern canned goods are unchanged and quiet. String beans are getting scarce.

Canned Vegetables —Tomatoes are about the same as a week ago. Corn is unchanged and in moderate request. Though prices have advanced markedly from last season, they are still moderate as compared with former years. Peas are unchanged and quiet. The supply seems ample.

Canned Fish—Salmon of all grades are unchanged and dull. Domestic sardines are unchanged from a week ago. Imported sardines are very scarce and high.

Dried Fruits-The crop of California raisins is 60,000 tons, against 100,000 tons last year. In spite of the dullest raisin business in years, due to antipathy to the new California Raisin Association, the latter has given notice that on Dec. 1 the price advances to 71/2c for fancy seeded, another advance of 1/4c. Independent holders have been selling right along at 63/4c, and have given no intimation of any intended advance. Currants are fairly active at unchanged prices. Prunes are uncertain, various quotations being made. The general tone of the market is weaker. The demand is slow. Peaches and apricots are unchanged and quiet.

Cheese—Stocks are reported lighter than usual and the market is likely to remain firm with a possible advance on the highest grade. The consumptive demand is good.

Provisions — Smoked meats are steady. Pure and compound lard are firm at an advance of ¼c, with good consumptive demand. Dried beef is in better supply and prices have drop-

ped 3c per pound. Barreled pork and canned meats unchanged and steady.

Salt Fish— Mackerel are unchanged for the week. Prices of Norway are still very high. Irish fish are unchanged and quiet. Cod, hake and haddock are steady to firm and unchanged.

The wholesalers and jobbers have adopted the plan that has long been discussed of holding weekly lunch meetings for the discussion of such topics as may come up of interest to them. The meetings will be held Monday noons at the Association of Commerce cafe. The first of the meetings was held this week and about twenty of the leading wholesalers attended. The topic discussed was the annual trade extension excursion, what was accomplished by it and how best to make use of the benefits gained. At the meeting next week the topic will be the Merchant's Week festival and how to make the week next year better, bigger and more profitable. Topics for future meetings have not yet been arranged, but there are many questions which the wholesalers could very profitably take up for discussion, and it might be suggested that a programme be arranged for the season, with the topics properly assigned. This will ensure a definite purpose at the meetings and an intelligent leadership in the discussions. Freights, shipping methods, credits, insurance, trade discounts. how to promote better merchandising methods among the retailers, how to teach retailers how to figure costs, how to educate consumers in the matter of cost of living-these are a few of the live questions which the wholesalers could profitably consider. To get the best results the various topics should be assigned, instead of depending on the members to formulate their ideas after assembling. Mature thought, based on experience and carefully arranged, is needed for leadership in the discussion, and the exchange of ideas will naturally follow. The weekly meetings have great possibilities for good and, properly carried out, the plan will do much to promote Grand Rapids as a business

Rudolph M. Bremer, who has been with the Grand Rapids National City Bank since March, 1898, rising from a minor clerkship to Paying Teller has been promoted to Assistant Cashier as a recognition of his long and faithful service. This gives the Bank three Assistant Cashiers, Arthur T. Slaght and Mahlon Smith being the others. His work will continue to be in the paying teller's window.

Harold A. Cutler, who has been Acting Cashier of the City Trust and Savings Bank since the retirement of Frank Welton, has been made Assistant Cashier under the re-organization of the staff, following the election of M. C. Huggett as Vice-President and I. B. Dalrymple as Cashier.

Wm. B. Holden, Manager of Grand Rapids Dry Goods Co., left Sunday for New York, where he will spend a week or ten days, looking over the primary markets and make purchases for the spring trade.



The State Banking Department is endeavoring to pug that hole in bank management method which in recent years has been most frequently used by the dishonest. This hole is in the savings department. The modern method of keeping savings accounts is by the card system. Savings accounts, often to considerable amounts, are frequently dormant, the depositor rarely calling to add to or subtracts from his deposit and even neglecting to come in to have the interest cred-These dormant accounts can easily be juggled by a dishonest cashier or teller, and with scarcely a chance of detection by bank officers or State examiners. This has been done in several instances in the last year or two, and how to safeguard the depositors and the banks has been one of the problems of the State Banking Department. In an effort to check up the bank books with the depositors the Department has had blanks prepared and when an examiner visits a bank he will take off a list of the depositors, or at least of the accounts that seem dormant with the amounts credited, and in due time the depositor will receive a statement from the Department asking for a verification of account, giving the amount to his credit as it appears on the books. Depositors may be surprised to receive such statements and may wonder how the State Department knew anything about it and what business it may be of the Department anyway, but then it is a precautionary measure for the benefit of the depositor himself and no offense should be taken. If the plan works successfully it is possible the next Legislature will amend the law requiring the banks themselves to send out annual statements to depositors asking for their verification of the figures which the bank books

The Fourth National, People's Saving and Commercial send annual statements to depositors with postal enclosed for reply for the verification of account, and the plan works very satisfactorily. Not only is it a safeguard against dishonesty and error, but the system serves to remind depositors that they have something to their credit and keeps them in closer touch with the bank. This method has its disadvantage, however. Sometimes wives have accounts in the bank which they do not want their husbands to know about, and sometimes it is the husband or perhaps the children who want to keep the secret. The letters containing the statement are addressed to the holder of the

book, of course, but there is always the possibility that they will fall into the hands of others, and here lies the objection to the plan. Those who make their deposit a secret form so small a part of the whole number of depositors that they may be compeled to waive their objections or find some means of covering up their account that the safety of all may be

The last Legislature plugged a hole in the banking with its amendment to the law requiring banks to send daily statement of account to their correspondents. If a Grand Rapids bank, for instance, carries an account for an up-state bank, whether it be an active or dormant account, a daily statement must be sent to the depositing bank. With this system in force it is impossible to juggle with the accounts at either end of the line. The daily statement is a check on the bank carrying the account and on the depositing bank. The plan works

A local banker says he is always suspicious of the clerk, teller or other employe who never wants a vacation. Diligence, industry, close application -these are excellent qualities in a bank, employe, but this particular banker says when he finds an employe so in love with his work that he does not want to take a week off it makes him suspicious and he at once starts an investigation. Being constantly on the job is one of the necessities in covering up most forms of crookedness and the employe who does not want a vacation is open to the suspicion of covering something up which another person would soon

The Grand Rapids Trust Company wants a home of its own. It wants to be a landlord instead of a tenant.

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Resources \$8,500,000

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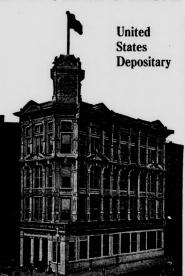
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Capital - - - \$500,000 Surplus and Profits - \$300,000

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The Old National Bank

GRAND RAPIDS, MICH.

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It is doing business now in temporary quarters, but has an eye out for a permanent abiding place. When the company was organized the plan was to occupy the second floor of the building which the Grand Rapids Savings Bank will build. Another plan is now being considered to take the first floor of the new Peninsular Club building. Both of these plans contemplate being a tenant. If the Peninsular Club would consent to sell its property and become a tenant of the Trust Company this might solve the problem. It is possible the company may determine upon some line of action the coming week.

Ira Blaine Dalrymple, the new Cashier of the City Trust and Savings Bank, will enter upon his duties as soon as he returns from his wedding trip, which will be in a few days. M. C. Huggett, the new Vice-President, will also enter upon his duties as soon as he is relieved from the secretaryship of the Association of Commerce. The acquisition of these new men by the City Trust and Savings has furnished the foundation for rumors of a contemplated merger of the City Trust and Savings and the Grand Rapids Savings. Mr. Huggett and Mr. Dalrymple are both a manner proteges of Senator William Alden Smith and in the past have been closely identified with his interests. Senator Smith is President of the Grand Rapids Savings, and their entrance into the City Trust and Savings, it is gossiped, may be the first step toward a still more important connection. The City Trust and Savings is owned by the Grand Rapids National City and as it has been conducted is little more than a branch of the bigger institution, with authority under the State banking law to do certain things which the National bank cannot do. The alliance of State and National bank, while it has this advantage, it is stated, has not been entirely satisfactory, as it has entailed a diversified instead of a concentrated interest. If a merger of the Grand Rapids Savings and City Trust and Savings were brought about it would probably be by purchase and the proceeds credited to the Grand Rapids National City Bank's surplus and undivided profits account. The rumors of a possible merger are denied by all parties interested and they are given currency in this column not as something that is likely to occur, but merely as something that is talked about in financial cir

At the last special election in Holland, at which the question came up as to the amendment of the franchise of the Holland City Gas Co., enabling it to furnish gas indefinitely at the present price of 90 cents and at the standard quality of 600 B. t. u.'s, or authorizing the city to issue \$300, 000 worth of bonds with which to bu; the property, a small body of politicians, who in this case represented the power in the political pigeon hole, voted "no" on both propositions, and thereby thwarted the real will of the people. The socialists, who polled about one-third of the vote cast, fav-

ored municipal ownership upon principle; the business interests and thinking people, who are the heaviest users of gas, voted almost unanimously for the amendment of the franchise. Thus, it was not made a political issue, but the politicians, who in order to retain a shibboleth, did not want the gas question settled because it would rob them of the campaign A company had secured a franchise from Zeeland and the township of Holland with a view of purchasing gas from the Holland City Gas Co., by which Zeeland could be furnished with gas under a high pressure system. Attempts were made by the Holland City Gas Co. to lay its mains to the city limits in order to supply this gas and also to furnish consumers along that line in the city with service. The efforts of the con:pany proved futile, because they were stopped through an injunction and the matter hung fire for a number of months, during which time Zeeland, of course, was without gas. It became necessary for the company which wished to supply Zeeland to buy a private right of way from Holland City limits to the plant of the Holland City Gas Co. That the attitude of the Holland people who thus blocked all attempts of Zeeland to get gas has resulted injuriously to the business interests of Holland and is not relished by the merchants of Zeeland is shown from the fact that in one case already a Zeeland merchant has refused to buy anything further from the Holland manufacturer with whom he dealt quite heavily before this occurred. The Zeeland merchant told the salesman that he wanted to have nothing further to do with Holland because of the manner in which it had prevented the Zeeland people getting gas; that if Holland merchants had been alive to their own interests and that of surrounding customers, they would have carried the proposition to amend the Holland City Gas Co.'s franchise, and as long as they were not enterprising enough to do that, he did not care to buy any more goods from Holland

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FIRST MORTGAGE TIMBER BONDS

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E. A. STOWE, Editor.

November 19, 1913.

Remember that great word of Matthew Arnold: "There is a power, not ourselves, which makes for righteousness." Structurally the universe exhibits a positive, distinct moral trend. To-day is better than yesterday and to-morrow will be better than to-day, because the power making for righteousness is unceasingly making war upon selfishness, wickedness and the tiger in man. It is a winning fightnot because of our strength-but because the forces making for the betterment of the human race are on our side.

TREASON IN THE CABINET.

Wm. B. Wilson, Secretary of Labor in the cabinet of the President at Washington, should be relieved of his portfolio without delay and without ceremony as utterly unworthy of the high office he holds. The Government is supposed to be for all the people, regardless of sect, denomination, faction The Labor Department in the National Government was created for the uplift of labor in general in this country and the improvement of industrial conditions. According to Secretary Wilson's idea, however, the Labor Department is for the special benefit of that small part of labor which is unionized. Less than 10 per cent. of the labor of this country is in the union ranks. Less than 10 per cent. of the toilers bow down to the walking delegates and humble themselves before the Ninety self constituted bosses. cent. of the wage earners are free. But it is Secretary Wilson's idea that the less than 10 per cent. of labor that is unionized is the only labor that his Department is bound to recognize or should have any dealings with. He expressed that idea at the convention of the American Federation of Labor in session at Seattle. He was one of the speakers at that convention, and opening his address he began it "Fellow unionists." This might have been overlooked as an indiscretion and forgiven as a figure of speech, but what he said in the course of his address disclosed his real attitude and revealed his utter unfitness to be a part of the Government which is supposed to be for everybody. Here is what he said:

"The Department of Labor as now organized and directed will be utilized to co-operate with the great trade union

movement in its effort to elevate the standard of human society.

"There can be no mediation, there can be no conciliation between employers and employes that does not presuppose collective bargaining; and there can be no collective bargaining that does not presuppose trades unionism."

This is a plain delivery of the Government over to unionism. Unionism does not stand for the uplift of labor or for the improvement of industrial conditions. It stands for dynamiting, for violence, for intimidation, for coercion, for injustice. It takes away the incentive to industry and skill. It seeks to make the botch as well paid as the good workman. It puts a premium an mediocrity and penalizes merit. makes men who should be free subject to the wills and caprices of dishonest and corrupt walking delegates. Employers all over the country have had their experiences with unionism and everywhere they are fighting to keep unionism out where it has not got a hold and to wipe it out where it is established. Ask the furniture manufacturers of this city what they know and think of unionism. Ask the mine managers in the Upper Peninsula their opinion of unionism. Ask the employers of Chicago and San Francisco and of New York and of Denver. Yet according to Secretary Wilson, the purpose of the Government is to be a part of this "great trade union movement," and presumably let this great movement dictate the Government policies.

When Secretary Wilson says, "There can be no mediation, there can be no conciliation between employer and employe that does not presuppose trade unionism," he says what is not true and which common experience has proven is not true. The methods of trade unionism is to send organizers into a peaceful district, incite satisfied workmen to discontent, to awaken class hatred and to foment strife. These organizers, with no interest of their own at stake, get up a strike and they do it not for the benefit of labor, but for their own advantage. Instead of making it easy for employer and employe to get together in understanding and harmony, these "leaders" do all they can to keep them apart. In the furniture strike in this city the employes and employers would have come to an understanding in a week if left to themselves, but the outside managers of the enterprise kept it going for five months. In the Upper Peninsula there would have been no strike among the miners if they had been left to themselves, and the outsiders have been keeping it alive since early summer by the tactics that are recognized as characteristic of unionism. Unionism does not mean conciliation or mediation between employer and employe. It means continued strife with the labor bosses taking their rake-off from their dupes in the ranks or from employers willing to pay for immunity from strikes and walk-outs.

Secretary Wilson should be retired from office without ceremony. In his views he does not represent the employers of the country. He does not represent 90 per cent. of the labor of the country. If he wants to stand for the criminal methods which unionism believes in and practices he should do so as a private citizen and not as a spokesman for the Government which should be for all the people. The Government is itself "open shop" and no representative of the Government should be allowed to advocate principles which are antagonistic to National policies and ideals.

The American Federation of Labor. by the way, adopted resolutions bitterly denouncing the calling out of the troops for the protection of lives and property in the Upper Peninsula of Michigan during the mining strike. It is interesting to note that the news of one day this week from Calumet included an attack by the strikers and their sympathizers on a boarding house where nonunion miners were living, the shooting of a non-union workman, the setting fire of the home of a deputy sheriff and the cutting of the telegraph wires on the Copper Range Railroad. These four acts of violence represent the doings of one comparatively quiet day in the copper country. Had it not been for the troops in the Upper Peninsula during the summer it can be imagined what would have happened in the district with the officers of the Western Federation directing the campaign. There have been at least four murders in the copper country, trains have been fired upon, houses have been wrecked, innumerable assaults have been committed. This is all the work of unionism along the lines that have come to be customary in conducting its campaign.

EVENING PRESS APOLOGIZES.

The action of the leading retail dealers of Grand Rapids in withholding advertising from the Evening Press terminated by agreement last week and the Press has been restored to favor through the magnanimity of the merchants. E. W. Booth, the manager of the Press, humbly admitted that he was wholly in the wrong; that the merchants were absolutely right; and he made a complete and satisfactory apology in writing to the merchants for his unfortunate action in the controversy. Some of the merchants felt that the apology ought to be printed in the Press and Mr. Booth agreed to do this, if desired. but the majority of the merchants decided that he had been humiliated enough by making so abject an apology and that the injured parties could afford to be generous and treat the incident as a closed book.

It is estimated that the loss to the Press during the time this action by the merchants was in effect was from \$4,000 to \$8,000 a week. Mr. Booth was at first disposed to treat the matter in a bellicose manner, intimating that he could prosecute the merchants for conspiracy, which, of course, no practical newspaper man would consider for a moment. It is very evident that this position was not countenanced by the Detroit owner of the paper, who has been in the newspaper business long enough to know better than to start anything of that kind. One reason why the merchants were disposed to deal so generously with Mr. Booth was because of his meager experience in the newspaper business and his apparent inability to take a broad and liberal view of any question pertaining to newspaper pub-

lishing. The merchants feel that they have taught Mr. Booth a wholesome lesson and that from now on he will be inclined to be guided by sane men of practical experience in newspaper publishing rather than act on his own initiative which, because of his unfortunate lack of newspaper experience and his peculiar temperament, frequently leads him into the realm of the ridiculous and places an otherwise excellent publication in an unfortunate light in the community.

EARLY CHRISTMAS BUYING.

As soon as Thanksgiving is out of the way, which will be in another week, pressure should be put on the early shopping movement. There are many arguments that should appeal to the buying public for early shopping, and these have been dwelt upon so many times that, no doubt, they are all familiar to the trade. is the time honored appeal based on the convenience to the shopper that comes from coming before the rush. The advantage of having full stocks to select from is good and has served many a holiday campaign. welfare of the clerks who will have their work distributed over four weeks, instead of being concentrated into one, has its force as an argument and appeal. These are all good arguments and can be effectively used as a means of getting the shoppers busy. This year still another argument can be brought forth. Gifts are to be sent away to distant friends and, no doubt, many of these tokens will be sent by parcel post. In former years the postoffice without the parcel service has been almost hopelessly congested with the ordinary Christmas mails. This year for the first time the postoffice will have the parcel post to handle and it is certain to be something tremendous. The certainty that the mails will be swamped during the holiday season should suggest the wisdom of mailing packages as far in advance as possible to ensure delivery in time for Christmas. Dwelling on the importance of early mailing of Christmas gifts will help to start one class of buyers and, while they are buying for their distant friends, they will pick up things for home consumption.

In connection with the holiday trade the enterprising merchant will perfact his arrangements for the storage of Christmas purchases for delivery on such days as may be designated. The assurance that they can have their goods delivered one, two or three days before Christmas, instead of immediately, will be an encouragement to early shopping.

Watch your ferns and roses, for the Department of Agriculture is sending out warning against the advance of a caterpillar from Florida that has made its way northward to devastate greenhouses. One of these pests has a particular liking for a diet of rose leaves and the foliage of young shrubs. The caterpillar doesn't mind the snow outside, as long as he is in a warm room, and the warning is to fight early before the pest goes too

BUSINESS SLAVERY.

The Most Successful Men are Not Slaves to Business.

Written for the Tradesman.

The degree of success which one has attained in business is not altogether determined by the volume of business transacted with profit or the amount of wealth accumulated.

To serve one's patrons satisfactorily is one phase of success; to develop and increase business is another; to accumulate a competence, another; to obtain a commanding position in trade, still another. But the most desirable phase of success is freedom from the bonds of business. By this we do not mean able to retire from business, but to continue in business as its master and not as its slave.

There can be no fullness of enjoyment in knowing that wealth is increasing and at the same time feel that one is so tied down to business that he can not use or enjoy his surplus. Instead of the sweetness of elation which one should feel who has risen above necessity there is bitterness in learning that more business, more profits, more gains mean only more burdens.

There are some natures-some people-who are looked upon by others as slaves to business who seem well content. Their minds are centered, wrapped up, wholly engrossed in the one occupation. Their bonds are not galling-not irksome-and seemingly unsuspected. They are not thwarted in their ambition, because business encompassed their entire ambition. They are not disappointed in their plans, because they have no plans outside of business. They are not checked in their desires, because their desires are wholly in line with their business life. If there were no relatives, no friends, no neighbors who had claims upon that individual aside from business his slavery would seem to be no detriment.

There are at least two questions which the business man should occasionally ask himself: First, Is the purchasing public entitled to all I am giving it of my time, thought and energy? Second, Am I entitled to any more use or enjoyment of my means than I am now getting?

The only avenue of safety for some people is constant employment along one line. Any diversion from work or business seems to result in lack of interest in that work or business and consequent neglect. This betokens a lack of self-control. Many a business man would be benefited mentally, physically and financially by a certain amount of diversion. To feel the need of relaxation and forego it because of business demands when those demands might be waived without serious inconveniences to one's patrons or irremediable loss to the business is evidence of slavery.

Other evidences of slavery to business might also be mentioned: To have no stated hour to begin work or take up consideration of business; to have no definite hour to end the same. To have no leisure at meal time; to always hurry back to business without exception or variation;

to never take time to chat with a friend or customer; to never let anything except business intrude in business hours or into business communications; to be always and ever, whether in the store, on the street, aboard a car or train, or elsewhere, prospecting for business, alert for ideas or aids for advancing business.

While it is true that some kinds of business are more exacting than others, yet it is not always the fault of the business that men are slaves to it. It is more often the disposition of the man. The dominating trait which occasions business slavery may be greed alone; it may be both greed and servility; it may be unselfishnessa willingness to serve others without thought of personal gain. It may be from lack of self-assertiveness-yielding to others when one realizes that the demands of his patrons are unreasonable. It may be from failure to realize the due proportion which business should hold in relation to other interests.

Every normal man should have other interests. The boy problem would be far less serious if fathers who are slaves to work and business would devote more time at home in an endeavor to be more companionable to their sons, to more often exert parental authority, to counsel and to guide.

Business slavery may be a habit continued by one who has felt the necessity of devoting all his energy to carrying on his business until well established. He seems to have forgotten that he now has other obligations. How should he be awakened to the fact unless he has kind as well as discerning friends? Something he reads may cause him to investigate himself, but more likely if he ever realizes his condition it will come through loss of health, lack of interest, a sense of disappointment, dissatisfaction with things in general.

A slave to business may be a useful and honorable members of society but he is not the most successful.

We leave to the reader's own observation and experience to demonstrate the truth of this statement. Such a life is not symmetrically developed. It can not have the breath and fullness and outreaching influence which may be discovered in others who are masters of and not slaves to business.

The slave to business may be worthy of our sympathy and not deserving of condemnation. He may fill one place well but fail if he attempted to occupy more. Nevertheless he is not getting out of life all that he might. He needs to get out of the treadmill and take a new start. He needs to see as those about him see that his slavery is not necessary. He needs to learn that he could accomplish as much or more in the way of business if he were to break away from his bonds and in a free and recuperated condition take up his work with zest and satisfaction.

It may be that some are slaves to business because they are illy qualified for such business, and must make up in time and effort what they lack in ability. If such are better adapted for some other vocation it were well if they might find themselves, or it.

One who would avoid becoming a slave to business must learn to discriminate between what is actually necessary to be done and what is not. He must not attempt to investigate every business proposition which is presented when he knows he is carrying all he is able. He must decline some of the opportunities to increase his gains. He must not add new lines or branch out in various directions without adequate support for those undertakings: such support including capital, help and executive ability. He should if possible learn his limitations without reaching the danger point. A break down is the only way some ever learn their limitations.

He who does not determine to be a master may become a slave. Are you a slave to business? Are you headed that way?

The first man to ask for a vacation is usually the one who least needs it. And probably the first to take warning from the foregoing and declare to free himself from business slavery will be the one who is tending to an opposite course—neglect of business. Candidly canvass the situation and decide accordingly.

E. E. Whitney.

Why the Mail Order House Holds Trade.

Written for the Tradesman.

More than price, more than variety, more than anything else, does courtesy, accommodation and a guarantee get business for the mail order house

It is the absolute certainty mistakes will be corrected, that losses will be made good, that defective merchandise will be replaced, which brings a customer of the mail order house to the buying point.

Don't think, however, for a minute that the mail order houses are easymarks. They're not.

They act on the belief that a customer is always right, but a chronic complainer finally gets on their blacklist.

For example: a certain customer of a mail order house purchased a pump one August and nine months later, after he'd allowed the pump to stand out in snow, storm, rain, wind and all kinds of weather, complained that the pump was defective and asked the return of the purchase price.

The mail order house refunded the money, sent back for the pump, but its appearance told the story. An investigator was sent to the town where the complainant lived and, posing as a traveling salesman, found out how the customer had bunkoed the big mail order organization. When the investigator's report was made, the complainant's name was placed on a black-list and never since that time has he been able to buy goods from this particular mail order house. The mail order house is not easy, but it is certainly courteous and accommodating. The mail order house makes a business of showing complainants that complaints are welcomed. Instead of putting up a barrier to complaints they render complaints easy and pleasant to make. Mail order

houses make a practice of seeing that all orders and complaints are handled with courtesy.

And it is this policy of courtesy and accommodation at all times, that has cemented a bond between so many mail order customers and the big mail order house.

If we used the balance of this paper to amplify this talk, we couldn't drive our point with better effect.

Will you not, as a reader of this talk, draw from it the moral that it contains for you? James Grayson.

The Interest of Creditors.

Judge Learned Hand, of the United States District Court, in speaking recently before the New York Credit Men's Association at its eighteenth annual dinner, made the following remarks:

He said that the difficulty in the administration of receiverships in bankruptcy lay in the fact that merchants interested in the winding up of an estate very frequently manifested an attitude of indifference, and paid little, if any, attention to the proper adjustment of the cases. Judge Hand said that the moment a proprietor of a concern learned that one of his customers had "gone broke," he would immediately tell his bookkeeper "to write off the account to profit and loss," and forget all about it.

"If people in interest," he said, "won't take any interest, and give their power of attorney to the first man who asks for it, they should not complain when the administration of an estate is not carried out in a satisfactory manner. There are two ways of winding up a business: first, an autocratic way; and, second, a democratic way. The word 'autocratic' is offensive to the ear to most Americans, but autocracy in bankruptcy is often the best policy."

Judge Hand suggested that in cases where it is necessary to seize the estate of a bankrupt the court immediately select a receiver whose duty it should be to call a meeting of creditors at the earliest possible moment. This plan, he thought, was the best practical realization of the bankruptcy act.—Weekly Bulletin.

Those who keep track of such things notice that suicides are very liable to pattern one after another, and that the method successfully adopted in one or two cases is very likely to be followed. For example, of late bi-chloride of mercury has apparently been used for this purpose much more than formerly, and the record shows that it does the business very effectually, whether taken by mistake, on a dare, or with suicidal intent. A day or two ago two men in Newburg, each about 27 years old, swallowed some bi-chloride of mercury tablets on a dare, and the result was to be expected. This drug has figured in the public prints more in the last six months than ever before. Thus its dangers have been advertised in a way that amounts to a warning in most instances, but as a temptation in some. It is not a good thing to have in the house. It has its uses, but should be carefully guarded.



Warning Against Honest But Incompetent Advice.

Written for the Tradesman.

Last week I warned women against the schemes of swindlers. This week I shall undertake the more difficult and delicate task of putting them on their guard against honest and well-meaning persons who are incapable in financial matters. This note of warning is needed even more than the other. For if the whole truth were known it would be found that women fully as often lose money through following the suggestions of thoroughly well-meaning friends, as by walking into the traps set by deliberate scoundrels; and it is far harder to disregard the kindly intended advice of a friend than it is to turn down the specious propositions of strangers.

First let me tell a little story which, if it never had a foundation in actual fact, is at least true to human nature and experience.

In olden times an Oriental merchant was journeying across the desert to a city where he was accustomed to sell his wares. In a strong bag thrown across his camel was a little stock of merchandise, some silks, spices, perfumes, and precious stones, all that he had in the world. Not being very bright in intellect he had placed his wares in one end of the sack and an equal weight of common stones in the other end, to balance the load on the animal.

The burden was heavy on the poor camel and progress was slow. After a time he fell in with a fellow countryman making the same journey. They engaged in friendly conversation and very soon the newcomer suggested that the stones be discarded and the simple, sensible plan of dividing the wares, placing half of the weight in each end of the sack, be adopted.

The traveling merchant joyfully followed the suggestion and they went on. For a whole day they journeyed together. During this time the newcomer advanced many bright and original ideas, but also spoke sadly of his poverty that compelled him to wear rags and make his way across the desert on foot.

Finally the merchant exclaimed: "How is it that a man blessed with so keen a mind as yours should be reduced to such straits?"

Then the stranger confessed that he had been unfortunate in all of his ventures. During his lifetime he had launched many brilliant projects, but for unforeseen reasons each one had failed so that at the winding up of his latest speculation he had been left utterly destitute.

Then the slow-witted merchant's

face became sad and he sat long in deep thought. Finally he arose, bade farewell to his new-found friend, and began to retrace his steps over the desert to his halting place of the day before, for he had remembered an old adage which runs, "Never take the advice of an unlucky man."

Wearily he dragged along the road until on the morrow about two o'clock he came to the tiny oasis with a spring trickling over the sand, where he had rested on the previous day. Here he again placed all his wares in one end of his sack, picked up the stones which he had thrown aside and placed them in the other end, and, after a brief stop, put the load on his faithful camel and resumed his journey. Having arrived at his destination he found that some great public edifice was under construction, and they were running so short of material for the walls that he readily sold the few cobble stones that he had, with seeming stupidity, used as a counterweight, for more money than the full value of his merchandise.

The moral of this little story is easily discerned. The man who is not successful in managing his own affairs is not a safe counsellor, even though his arguments may seem very sound and compelling. I wish I might say that it is easy to put this simple principle into applicaton.

As to financial insight, the money sense as you may term it, humanity is divided into just two classes-the small portion who have it, and the great mass who have it not. Mentally and spiritually it is no especial credit to a person to have it. Indeed, those who have it in marked degree often in other respects are such commonplace or even inferior persons that there is much of truth in that choice bit of sarcasm. "If you want to know what the Lord thinks of money, look at the people who have it." While financial acumen adds not one iota to intellectual brilliancy or to moral worth it is a handy thing to have in the house. Especially would it be very convenient to womankind if their husbands, sons, sons-in-law, nephews, uncles, fathers, brothers, and brothersin-law, all could have an abundance of this very available ability, for the lack of it involves countless embarassing situations and difficult problems.

Strange to say, those who haven't the first primordial germ of financial ability do not realize their deficiency. I never have known a man to think he was a poet unless he could write at least a jingle, nor to imagine he was an artist unless he could make some sort of a sketch or a daub; but hundreds and thousands of men who have no more judgment in money matters than a newly hatched bird feel themselves

perfectly capable of giving advice regarding investments of any size or moment. Indeed, it is a case in which fools rush in where angels fear to tread. The person who really understands the difficulties that beset all matters of property and investment is not eager to give advice; while the one who has no prescience of risks and losses is ever ready with his counsel. I believe this is peculiarly a masculine weakness; women who can not accumulate nor hold onto any money themselves are not so apt to set up as Solons of finance.

The easy and natural thing for a woman is to be guided as to her money matters by her husband, or, if she is a widow or a spinster, by her nearest men relatives. And thereby hangs many a tale of woe.

We will say Jennie is left with a little insurance money. She makes her home with a married sister, and her brother-in-law, Jim, has been awfully good to her in her bereavement. She herself doesn't know anything about what to do with her money, so she is very likely to fall in with Jim's suggestions. Jim is very much taken up with some promising project or other—perhaps some friend of his is promoting a rosy-hued scheme and has imbued him with profound faith in it. Jim would put his own money into this—if he had any.

He is perfectly honest in believing that this is the golden opportunity for Jennie's funds. But Jim's sincerity and kindness do not make it prudent and wise for Jennie to follow his advice. Women readers, make a note of this.

Or take that other case that happens fully as often, where the amiable Jim believes he could use Jennie's money to very good advantage himself. He wants to go into business or he has some invention he wishes to exploit. or he would like to invest in some land or other property. He believes with all his heart that he will be able to pay back the principal in a short time together with a high rate of interest. He gets the money. But the thing doesn't pan out as he expected it would. Her little store is dissipated and neither he nor she has anything of value to show for it.

This sad story with slight variations is repeated over and over. Perhaps it is an aunt that furnishes the money and a nephew who squanders it; or a sister finances a brother. And oh, the sons and sons-in-law that are set up in ill-starred and impractical ventures by trusting mothers and mothers-in-law!

The most difficult situation of all is the one where the wife has some means and the husband is lacking in money sense. The youthful bride,

seeing her chosen one through love's magnifying mists, believes that her young lord is equal to all things, even to all financial things. She wants no thought apart from his, and she desires no separate bank account. Her money "goes right in"-and she wants it should. A few years pass over the heads of the pair and those early morning mists have cleared away somewhat. The wife now sees all too clearly her husband's lack of financial ability, very likely sundry other of his deficiencies Being as well. Her money is gone. human she is apt to upbraid him for her losses.

Many losses and much domestic bitterness might be prevented if women would learn three things:

- 1. Because a man is good and kindhearted and stands in close relation to one does not make him a competent adviser. Women should size up their men relatives and even their husbands impartially and be guided accordingly. Sometimes it takes stamina to do this. but it saves trouble in the long run. I knew one woman of great strength of character who steadfastly refused to affix her signature to the mortgage when her husband wished to borrow on their fine farm to invest in mining stock. The money loaner was in the house ready to draw his check for the amount. Long into the night her husband argued with her without avail. Results proved the wisdom of her firm-
- 2. Girls and women should learn all they possibly can about financial matters. If they don't need the knowledge to-day, they may to-morrow or next week.
- 3. Further, they should learn to supplement their own scant knowledge and experience by the counsel of persons of conservative judgment and demonstrated ability in financial lines, who have the high character to give not only sound but wholly disinterested advice. Those who can be trusted to do this are the very salt of the financial earth.

 Ouillo.

In the forest are ten thousand sharp eyes, unseen but all-seeing.

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MAIL ORDERS GIVEN PROMPT ATTENTION.

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Plan for New Kitchen Hardware good thing about it is that a hardware Window Trim.

Goods Required.

One dozen fire shovels. One-half dozen fry pans. One-half dozen clothes lines. One dozen flour sifters. One dozen strainers. One dozen mashers. One dozen egg beaters. One case carpet tacks. One dozen coat hangers. One dozen toasters.

window trim is appropriate for almost any season.

First, cover the background with blue crepe paper, then over each fold of the blue, put a strip of white. Make this by folding the white paper to make it about half its regular width. Over each white strip put a rosette made out of blue crepe paper. This sort of background decoration will help fill out the window, as there is comparatively little merchandise in the trim.

Begin at the left by pinning eight

Two dozen padlocks.

Diagram of Fixtures for Window Trim.

One dozen can openers. One dozen basting spoons. One dozen mixing spoons. One dozen mincing knives. One-half dozen cleavers. One dozen meat forks. One dozen cake turners. One-half dozen iron handles. One dozen curtain rods. Six sadirons. Two dozen lamp burners. One dozen tack claws. One dozen shelf brackets. One dozen knife sharpeners. Three dozen handy knobs.

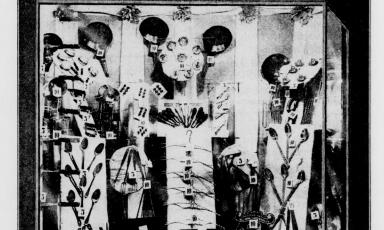
Fixtures.

Five rolls white crepe paper Two rolls blue crepe paper. Three 6-inch boards, 30 inches long. Three 12-inch boards, 36 inches long. Five candy pail lids. Seven metal T-stands. Nails. Pins.

Plenty of price tickets.

One of the best window trimmers in the United States has said that he regarded kitchen hardware as being without a superior so far as window

display possibilities were concerned. He was not far from right. Another potato mashers to the background next to the glass. Then put five fry pans on the background over each blue strip as the picture shows. You will have to use small nails here.



The Window Completely Trimmed.

Now for the large unit on the left side. Make this by placing a 30-inch board over a tall box. On this put a T-stand and on this a candy lid covered with white crepe paper with five strainers pinned on it. You can fasten the lid on the T-stand with the aid of some bent pins and a string. On each side of the T-stand put a pile of four flour sifters. In front of the T-stand put a small board covered with white crepe paper and three sadiron handles.

Next, cover with white crepe paper a wide board about 36 inches long. Pin on it eleven basting spoons in the way shown by the photograph, and lean this board against the box in front.

Next comes a T-stand and covered candy pail lid containing four toasting forks. Put this T-stand on the floor and in front of it three curtain rods tied together in a tripod effect.

For the center unit take a box of the same height, another 30-inch board, and three T-stands. Cover another circular board with white crepe paper and pin on it eight lamp burners and wicks, as we have done. Unless this T-stand is taller than the other two, it should be stood on a small paste-

Cover another T-stand with five cards of handy knobs, and another with can openers. Then against the center T-stand lean a card of tack claws.

Cover a wide board with white crepe paper and coat hangers. Then put it on the floor, leaning against the center

On the right of this put on the floor a T-stand fitted with the circular arrangement before described, and pin to it some shelf brackets.

The floor plan arrangements is apparent in the photograph. The merchandise on the floor follows. Eight chopping knives.

Two cards padlocks. A box of knife sharpeners. Three cake turners. A coil of wire. Three eggbeaters. Six sadirons. Three fire shovels. A pile of carpet tack boxes.

A fry pan. The last thing to build is the large unit at the right. This is made the same as the one on the left, only that on the T-stand we have shown lamp wicks and on each side of the T-stand, some toasters.

Be sure to make a free use of price tickets in putting up this trim.

Price tickets add both to the beauty and pulling power of a window trim. -Butler Way.

If your fall and winter lines are to be moved off before they grow old on the shelves, don't wait for the demand to come before beginning to advertise

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S. C. W. El Portana **Evening Press** Exemplar

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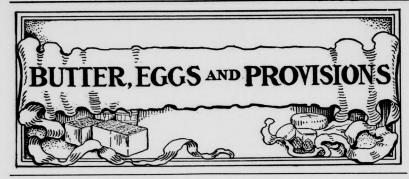


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Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Effectiveness of Laws Regulating Cold Storage.

The history of cold storage legislation in the United States presents an interesting study of the processes by which laws are made in our several states.

The various state legislatures are supposed to reflect public opinion, and in the long run and the average case that is a safe proposition; but when popular prejudice and misunderstanding exist, there is apt to be unwise action.

For the past three or four years the cold storage industry has been under attack in the press, based upon popular prejudice as to the wholesomeness of products carried in cold storage and the prevalent idea that our cold storage warehouses were used to withhold goods from the market in order to raise prices, thus increasing the cost of living.

If the first legislative proposals had been made law the cold storage business could not have existed, but by investigations, hearings and Government reports the true facts appeared and the restrictions were modified. It was found impossible to entirely eradicate the false notions of the matter in spite of demonstrated facts, and although isolated abuses existed there was no justification for the legislative remedies prescribed in some of the states.

The course which has been pursued by the United States Government in the matter of control of cold storage products entering interstate commerce, over which it has jurisdiction, has been wise and reasonable. No legislation has been enacted as vet, but through the Department of Agriculture scientific investigation of the whole matter has been made, followed by a process of education touching proper methods of preparing goods for cold storage. This forms a basis of fact upon which adequate and reasonable regulation of the industry can be devised, if necessary. The United States Senate Committee on Manufactures, after exhaustive hearings, in which the testimony of Government experts was introduced, took no affirmative action and the drastic bill proposed expired in committee.

The State of Massachusetts has adopted a very reasonable cold storage law, but that was a result of the report of the Massachusetts Commission on Cold Storage, which made a most thorough study of the subject. Other states have fairly reasonable laws, but

some of them are far from equitable, and most unjust and crude. Not only are many of the existing laws inefficient, but, owing to the form of government whereby the individual states legislate upon interstate matters, we are confronted with a number of incongruous and divergent enactments on the statute books of the several states covering the perishable products of the country at large, involving discrimination and unequal conditions.

It is the purpose of this paper to briefly consider the cold storage laws of some of our Eastern states with regard to effectiveness and to enquire whether anticipated results have been secured, and to make a plea for uniformity and reasonable regulation, since some form of control seems to be demanded.

New York, New Jersey, Massachusetts and Pennsylvania, four of our large Eastern States, depending largely upon the West for food supplies, now have cold storage laws. The people of these States consume more than they produce and are amply provided with cold storage facilities to provide for the requirements of the vast centers of population.

These laws vary greatly as to definition and scope, and are ineffective to this extent in the alleged protection given to the consumer. The New York law covers public warehouses only, and does not apply to goods carried in private plants, regardless of size or length of time stored. This is a discrimination against the warehousemen and is grossly inefficient in that it does not provide for the large quantity of perishable goods carried in the large refrigerated houses of private concerns.

The New Jersey law covers all food but liquids, the New York law excepts nuts, fruits, cheese and vegetables, and the Massachusetts and Pennsylvania laws specifically apply to fresh meats, fish, poultry, butter and eggs.

In all the agitation in connection with the question of cold storage, the first remedy for the supposed abuses was an arbitrary time limit. The more ignorant or biased the legislator or newspaper writer, the shorter and drastic were the limits proposed. While the laws of the States under review in this respect are not as impossible as the first proposals, some of them are unnecessarily restrictive and ineffectual. The Massachusetts rule in this regard, as in most points, is the best under consideration. It provides for a limit of twelve months, the natural cycle of the year, with privilege of extension on particular consignments by following the prescribed procedure. New Jersey has an extension privilege, but the limit on all goods is fixed at ten

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months. The New York law provides an arbitrary limit of ten months on meat, poultry, fish and eggs, and twelve months on butter, making it a misdemeanor for the warehouseman to carry these products for a longer period. There is no privilege of extension, and the cold storage man is in the uncomfortable position of violating either this law or the Warehouse Receipts Act, where negotiable receipts are outstanding and he is compelled to hold goods until the return of such receipts. In the opinion of most lawyers and business men an arbitrary time limit is unconstitutional as being equivalent to confiscaton of property where the goods are wholesome and possess intrinsic value. Thus far the matter has not been taken to the courts.

In the law recently passed in Pennsylvania, which is the most drastic as to time limits yet adopted by any of our states, it is provided that no foods can be offered for sale which have been stored beyond the time mentioned, which runs from four months on beef to ten months on undrawn dressed fowl. In this bill eggs are limited to eight months and butter and fish to nine months. It is past finding out how such periods were selected when twelve months is the only proper limit, if one is to be imposed, so that the flush product can be carried through to the next year, and then providing for an extension of time, if proper and necessary.

Any time limit less than one year is not effective in the interest of the consuming public, but adds a burden of cost, because production is discouraged and a period is left during which certain articles cannot be adequately supplied to the market.

The facts concerning the proportion of goods carried for long periods, and the average time foods remain in cold storage, which are presented by Bulletin No. 93 of the United States Department of Agriculture, issued April 5, 1913, further demonstrate the ineffectiveness of time limit legislation and the mistaken views which gave rise to the demand for such provisions.

This report, compiled before any of these laws went into effect, reads as follows, on page 30, regarding business in all of the cold storage warehouses of the country during 1909-10: "Let the percentages for the deliveries of ten months be stated. These are represented by 99.7 per cent. for fresh mutton, 99.9 per cent for fresh pork, 98.9 per cent. for dressed poultry, 97.8 per cent. for butter and 99.9 per cent. for eggs. The important observation to be made is that the receipts into cold storage are entirely or very nearly exhausted by the deliveries within ten months." That is to say, without any legislation, by the very law of supply and demand, and profitable commercial usage, very little is carried over ten months, and practically nothing beyond twelve months, except in the case of some articles, where a season of overproduction requires a slightly extended period.

As the time limits proposed in the various laws were based on the assumption that undue lengths of time affect wholesomeness, and were introduced as a preventative of withholding of goods for purposes of price control, it is in-

teresting to note the conclusions of the above report of the Department of Agriculture with regard to average length of storage for the year 1909-10, as follows:

Months.

75.	Mont
Fresh beef	 2.28
Fresh mutton	 4.45
Fresh pork :	 .88
Butter	 4.43
Poultry	 2.42
Eggs	 5.91

These facts clearly indicate that time limits as a means of regulation are ineffective, as the evils aimed at do not exist to any appreciable extent.

The futility of laws limiting the time of storage is further very strikingly shown in the outcome of the famous Keith egg case. This had to do with frozen liquid eggs, a product much under criticism, and which it was claimed should be stored under strict time limits.

The State Board of Health of New Jersey, after the United States Supreme Court had decided in favor of the owner against the contention of the Government that the goods were unwholesome and unfit for human food, declares, in releasing the frozen eggs which had been in storage about three years at a temperature below zero Fahrenheit, as follows:

"The condition of these eggs after two years and a half storage at a temperature below zero is the same as was at the time the eggs were placed in storage. The Board, for the purpose of further informing itself as to the quality of these eggs, ordered that various articles of food should be prepared from portions of the frozen product. This was done and the members of the Board and representatives of the press ate of the cakes, pies and ice cream so prepared without any injurious effects."

Under the proper provision of the New Jersey law the time of storage was extended and the goods released for use as wholesome food.

The provision for marketing packages with date of receipt, and in most cases with date of withdrawal, which our cold storage laws contain, is a feature of some value and not seriously objectionable as a record of fact. effectiveness, however, lies in the interpretation of such information if it should reach the consumer. The dating as showing the length of storage is not so valuable as an indication of condition and quality as it is as a record of the seasonableness of the time of receipt into storage, which does give an idea of quality, but this information the consumer cannot interpret and understand, hence it is valueless. Except in Pennsylvania, the laws do not require the dating to follow the goods to the consumer, and in wholesale handling the facts are known anyway. This is one of those theoretically correct provisions which are practically inefficient and inoperative.

The sections in the laws under review providing for supervisory inspection are not open to objection and have been doubtless salutary in bringing up the standard of the business, especially wiregard to the small houses where carelessness may have existed.

The provisions in the Massachusetts law prohibiting the restoring of goods

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

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released for the purpose of placing them on the market for sale to consumers is an excellent rule and better than the same regulation in the other laws in its phraseology and scope.

The license feature is a good provision and effective in standardizing the industry and placing proper control in the hands of the health authorities.

All the laws require stated reports of holdings, either three or four times each year, to the proper state health official. This is a valuable requirement for publicity, provided the information can be quickly tabulated and published. As a matter of fact, the figures when issued are usually several months old and are absolutely valueless and misleading when thus delayed. This information must be fresh and timely, or the provision is utterly ineffective and harmful.

The provision requiring that cold storage products shall be represented as such when placed on sale is sound and reasonable in theory, but difficult of enforcement in fact. Its ineffectiveness resides in the fact that is is impossible to prevent its violation, and while attempts may be made to enforce the rule its general observance is quite remote.

A law not generally enforced or applied leads to injustice and discrimination, and it not successful in achieving its ends unless uniform in operation.

Undoubtedly the next step in cold storage legislation in the United States is the adoption of a uniform measure by revision where laws are now enacted and by acceptance of the uniform law by those states that propose to pass such legislation. In the judgment of the writer, the nearest we have to a model bill is the Massachusetts law. The so-called model uniform bill prepared by the Association of State and National Food and Dairy Departments, which has been adopted by some states, is an excellent piece of work, except that too much is left to the discretion of officials in making regulations which would destroy the principle of uniformity. This measure defines cold storage in the usual way, imposes a limit of twelve months on meats, fish, game, poultry, eggs and butter, with privilege of extension on particular consignments of goods. It provides for licensing dating in and out, supervisory inspection, quarterly reports, sale under proper sign, and prohibits restorage after placing on sale to consumers. It also gives wide powers to the health authorities in making regulations covering the preparation of articles of food for cold storage.

It is reported that the Commissioners of Uniform State Laws are working on a uniform measure which when completed will be recommended to the several state legislatures for adoption. It is hoped that this body will be successful in writing a workable and reasonable measure, and that by reason of the standing of the body its measure will be adopted by those states that undertake cold storage regulation.

Frank A. Horne.

Plenty of business men every year fail, not because they could not see far enough ahead to avoid disaster, but because they would not look ahead.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The track elevation plans proposed by the Michigan Central Railroad at Kalamazoo will mean the closing of streets and depreciation of values in some cases, so that real estate dealers and property owners are pricking up their ears.

One of the Corunna factories, the United States Robe Co., is operating its plant night and day and has orders in hand sufficient to keep the factory in full operation for the next year.

Through the efforts of the Commercial Club, two of the flowing wells on Main street, Eaton Rapids, are to be fitted up as ornamental fountains built of field stone. There are ten flowing mineral wells in the city and five of them are located on Main street, giving the city one of the best and purest water supplies in the State.

A home for working girls will be opened in Lansing under auspices of the Industrial Aid Society. Philanthropy rather than charity is the aim and girls will be provided with room, board and a home at actual cost.

The State Sunday School Assciation, which met last week at Benton Harbor, goes to Adrian next year.

The Auto Tractor Co., a new industry at Niles, will operate at the Kawneer plant until spring, when it is planned to erect a factory 90x250 feet

A new lime plant is being planned for Charlevoix. John Burns and E. S. Stacks, of Charlevoix, and W. P. Porter, of East Jordan, are interested in the proposition.

A notable art exhibition will be held this week at the new Central high school, Kalamazoo, under auspices of the Kalamazoo Art Association

More building has been done in L'Anse this year than for many seasons past.

The Hart Cedar and Lumber Co. has completed a new office building at Hart and has made other improvements.

During October eighty-five cars of produce and twenty-six cars of merchandise were shipped from Scottville, while shipments for November promise to be still larger. This record for a town the size of Scottville is hard to beat.

Lansing retail mercahnts met and indorsed a credit rating system. The Association will hold its annual meeting in December.

Oakland county prisoners confined in the Pontiac jail have been successfully employed in building roads this year. Had these 105 men remained in jail the county would have paid 50 cents a day each for their keep, and this sum instead was paid by Bloomfield township, which had the benefit of the labor. The men worked 145 days and built two miles of stone and one mile of dirt road. During the year not a prisoner escaped, which shows that the prisoners respected the honor system under which, in a measure, they were placed. They were treated as human beings, not social outcasts, and the

county officials say it is the only system. Deputy Sheriff Ryal says: "Two or three weeks of idleness where a man literally has his food put into his mouth are not ambition builders and a prisoner is apt to take life easy and expect the world to continue to feed him without any effort on his part. Ten hours of work a day is a much better tonic."

President Galbraith, of the Bay City
Board of Trade, has named his committees and asks that they investigate
and initiate plans or work along lines
of their own without waiting for suggestion or initiative on the part of
the President or board of directors.
An educational campaign on a charter
revision for Bay City is being planned.

Almond Griffen.

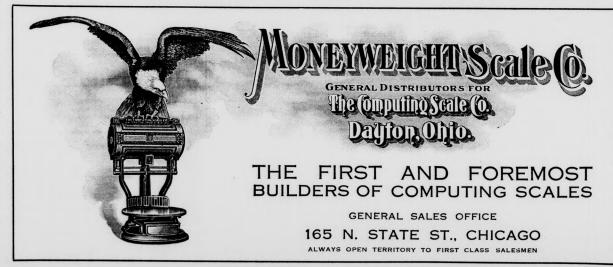
SERVICE

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



Chirpings From the Crickets.

Chirpings From the Crickets.

Battle Creek, Nov. 17—Hotel managers find it decidedly to their interests to have the Tradesman on file in their reading rooms. Many of the boys keep in touch with retail changes through the columns of the Tradesman and the hotel in the city or town in which a traveler is can trace much patronage and good will to the simple fact that the Tradesman is on file on the hotel reading table, where patrons of the house are free to use it and get such information as they and get such information as they

Make your hotel more complete by

Make your hotel more complete by subscribing for the Tradesman.

"Con," our friend from Kalamaz 30, who so ably represents "Kirk," of Chicago, was handicapped in a method of entertaining his friends and patrons at Benton Harbor some few weeks ago, but he had a chance to let loose of some expense money before he left town. Sure was good. Has to be good to put it over en "Con." Details later.

Heard one this week that's good.

good to put it over on "Con." Details later.

Heard one this week that's good. A German couple, with a large family of children, landed at New York. They had a lot of baggage and a large heavy trunk made an inspector suspicious. He asked the husband and father to unlock the trunk so that he (the inspector) could see what it contained. The new arrival pulled out a key and unlocked and opened the trunk. It contained a heavy stone. The inspector asked grandpa (for he was my grandfather) what he was going to do with the stone. He replied he had brought the stone over to put in his sauer kraut barrel. The family left New York and came to Kalamazoo, where they bought a farm. They were walking down the street in Kalamazoo one night about 10 o'clock and the old lady told the husband she thought it was pretty late for respectable married people lo belock and the old lady told the husband she thought it was pretty late for respectable married people to be on the street. The old gentleman replied, "We should worry. We're in America now."

Mr. Fennimore, jeweler at Parma Mr. Fennimore, jeweler at Farma, has vacated the space he had with M. B. Hawes and is now located in the store formerly occupied by B. F. Peckham. Mr. Hawes will add to his general stock and Mr. Fennimore, in his new location, will carry a larger line of jewelry. Both boys are good business men and we are glad to see them succeed. They are both stocked for and will have a nice Christmas and will have a nice Christmas

trade.

Is Eva Tanguay within the law? She is within out gates to-day anyway and is singing "I Don't Care" for all she is worth, which is some. I wouldn't care either if I was drawing her salary. You would get a letter from me postmarked St. Petersburg. Florida or Tampa. Would be down that way burning up that overer shell. that way burning up that oyster shell beach in a little "6" and not caring whether Wrigley put up the price again or not.

whether Wrigley put up the price again or not.

Speaking of autos, Mr. Griffith, of Climax, invited Ira Barkley, a merchant of that village, to accompany him to Kalamazoo not long ago in his car. Mr. Barkley accepted the invitation and the trip was an enjoyable one. Coming back something went wrong and the two gentlemen had to abandon the car and walk back into Kalamazoo and stay all night. Ira wanted to get back to Climax and did not relish the idea of staying in Kalamazoo that night. He had several tickets he had purchased on a car that was going to be raffied off and his little experience with his friend's car sort of soured him on machines generally and the first thing he did when he got back to Climax was to give his auto tickets away. Did you get them, George? them, George?

Our Past Senior Counselor, Jacob

Norman Riste, has a cute downy antibarber growth on his upper lip. Really small and boylike for such a big lealthy, good natured fellow as Past Senior Counselor Jacob Norman Riste. Am anxious to meet Norm

some cold, frosty morning, when he had to run to get a train and see how

John Adams read the Council a wire received Saturday from F. C. Richter, telling of the death Friday night of Grand Treasurer Henry Perry, of Detroit. Brother Perry was ry, of Detroit. Brother Perry was known to thousands of Michigan people and was a traveler for Lee & Cady out of Detroit. He will be missed and he occupied a place that will be hard to fill.

P. E. Lane, who went South for his health, is somewhat improved.

Mr. Wilson and Wm. Hoyt were made members of 253 Saturday night. Watch us grow.

Watch us grow.

made members of 253 Saturday night. Watch us grow.

John Q. Adams made a real speech Saturday night. He told us he got out of bed, dressed, paid his hotel bill, ran a mile for his train, all in seven minutes. This happened at Sturgis. I guess that's going some. If it was some of our other fellows I— but John, believe me! I think he did.

Bro. Ireland is with the Night Commander Lighting Co., Jackson. Bro. Ireland made a motion Saturday night which was seconded by Guy Pfander, that E. A. Stowe, publisher of the Michigan Tradesman, Grand Rapids, be congratulated by the boys of 253 for his success in his chosen work and the splendid anniversary number he put out two weeks ago. The boys of 253 wish to thank Mr. Stowe, through their local correspondent, for the space he has devoted to furthering their interests and trust their pleasant business and social relations may continue in the future. Many copies of the Tradesman come into Battle Creek and the boys of 253 make up quite a subscription list themselves.

Special open meeting, Saturday, No, 29.

Pay your assessment before Nov.

No. 29. Pay your assessment before Nov.

May all the boys and their families have a bountiful Thanksgiving.

After your good Thanksgiving dinner and when you get your good cigar lighted

Read the Tradesman.

Guy Pfander.

Let Us Figure on Your

Post Card Views

WILL P. CANAAN CO.

GRAND RAPIDS, MICH.

"The New Stationery House"

Reynolds Flexible Asphalt Shingles HAVE ENDORSEMENT OF LEADING ARCHITECTS



Guaranteed

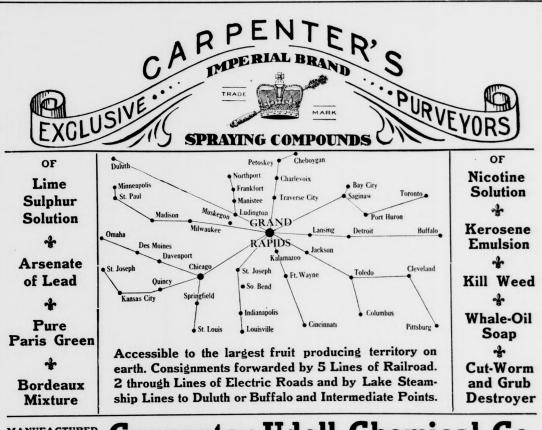
Reynolds Slate Shingles After Five Years Wear

Wood Shingles After Five Years Wear

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

Dayton Syracuse And NEW YORK CITY

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



MANUFACTURED

Carpenter-Udell Chemical Co. GRAND RAPIDS, MICHIGAN



The Clever Idea of Making Remnants Artificially.

Written for the Tradesman.

Every merchant knows how remnants accumulate and how untidy and out of date they make a stock look if allowed to remain on the shelves or in the cases with the other goods. To keep a stock looking smart and fresh and inviting there must be constant cleaning up of odds and ends.

By taking a little time and using shrewdness and ingenuity, remnants, at least on most of the staple lines, need not be a source of loss. You can get your money back on these short lengths and receive much effective and valuable advertising besides.

All ends of calicoes, muslins, toweling crashes, embroideries, ribbons, laces, linings, bright colored silks, etc., should be measured and tagged with the amount and the price, and placed, each class of goods by itself, in boxes or baskets where customers will have convenient access to them.

Probably most of my readers know that these grab boxes, as they often are called, are very popular with patrons. By touch we all test the evidence of the other senses. It is well to assume that all your patrons are from Missouri, and there is no way in which you can so easily show them as to allow as much handling of all classes of goods as is compatible with keeping your stock neat and free from soiling.

These grab boxes of remnants furnish a splendid opportunity to gratify this perfectly natural desire of customers to get their hands on things—to "paw goods over," as it sometimes is humorously expressed.

Of course remnants are and should be priced a little lower than regular. The serious-minded bargain-seeker goes through a box carefully, taking up each separate item and examining it, considering meanwhile whether she could use 35% yards of this or 13/4 yards of the other to advantage. That a certain type of women takes a keener delight in finding a remnant that just suits her needs than she ever does in having the right amount of goods cut off from a large piece, is well known by observing salespeople.

Finding the price and amount plainly marked so that she can make her selection without having to enquire or trouble any salesperson to take down goods, is another feature of the remnant that appeals to many customers. Altogether the remnant, insignificant though it may seem, is bound to hold its popularity.

The remnant-grab-box idea is capable of almost indefinite expansion. In large stores tables or counters are used in place of boxes or baskets. When not enough remnants occur naturally, so to speak, to supply a properly stimulated demand, remnants may be produced artificially by cutting up new goods.

Some shrewd city merchants have long done this, and the practice might advantageously be introduced into rural stores. Human nature is the same at Blackberry Corners as in New York City.

Take calicoes for instance. In almost every order there will be some pieces that, without being seemingly objectionable in any way, do not take with your trade. Instead of letting these stay on the shelves until they become yellowed or soiled, try cutting off two or three short lengths from each at a time and putting them in the remnant box. Gauge the price according to the goods. What is especially undesirable must be priced low. With desirable goods, the reduction on staples should be only slight—sometimes none at all will be necessary.

It will increase your sale on narrow ribbons to make remnants. Wider ribbons suitable for hair bows are also good sellers in proper lengths. A little experimenting will show you in what lines you can use the idea to advantage. But keep the grab boxes going, manage them intelligently, and you will be surprised at the results.

Of course in certain lines, remnants are to be avoided. In heavy wool goods a length that does not contain enough for a skirt, and in light wools and dress silks a piece that is too small for a blouse, has to be priced very low. There is a knack in selling the right amounts on the last end of a piece, so as not to have an almost worthless half or three quarters of a yard left on one's hands. What will sell in remnants depends almost wholly on the purpose for which the goods are to be used. Sometimes two or three very short lengths of the same material can be bunched together and sold to better advantage than either one alone. Use brains on the subject of remnants and they will prove not a loss, but, indirectly at least, a source of profit.

Nothing is easier than forming a habit of tardiness. Every time you allow yourself to be late you make it easier to be late again. You will have to work for what you get in this world and probably in the next. Luck never made any man successful.

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.

Holiday Novelties

Our Men's Furnishing Department is complete with specialties for the Holidays.

Men's Neckwear in 1-12 fancy boxes at, per doz. . \$2.15 and \$4.25

Men's Suspenders in 1-12 boxes at, per doz. . . \$2.25 and \$4.25

Men's Dress Shirts of every description.

Men's and Boys' Gloves and Mittens.

A visit to our fifth floor will convince you that we can Satisfy Your Needs in this line.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

COLD WEATHER GOODS

FOR IMMEDIATE DELIVERY

Underwear—Hosiery—Gloves—Mittens—Sweaters
Blankets—Comforters—Hockey Caps—Auto Hoods
Cotton and Wool Flannels.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

THE SOLDIER BOY.

He Darkened and Gladdened Thanksgiving Day.

Written for the Tradesman.

Many happy Thanksgivings had been spent by near and far relatives at Grandma Spaulding's in the past; the present one, although the sun shone even more brightly than usual after a cold, clear night, was not quite up to the happy standard of those past and gone.

Willard Franklin, the grandson, and a clerk in his uncle's store, would not be present to enjoy the festivities of the He had passed successfully through the Spanish war and had written Grandma Spaulding that he would be present with her and other dear ones on the present occasion.

Two months after the reception of that letter came the sad intelligence that Willard had been lost at sea on the return passage from the Philippines. That had been six months ago and yet the wound and sorrow still rankled.

All the relatives were coming, however. One vacant chair could not quite still the pleasure of the others. Many had arrived. Grandma went into the farmhouse parlor and sat down to look over a collection of photos. The face of Willard, her favorite grandson, was among them.

The old woman sat regarding it thoughtfully then rose with a sigh and went out to her kitchen. Willard's mother came in and sat down to look over the photographs. She sat for a long time contemplating the face of her lost boy.

"He did his duty at Santiago," she murmured. "He might have come home then, as did many of the other State Guard, but he went to the Philippines determined to see the whole show, and then started back only to perish in a storm at sea!"

There was a choke in the gentle voice, a tear starting to the tired eyes of the woman. "His uncle would have had him in the store with him now had Willie come home. I didn't want to come to-day, only mother insisted and I couldn't refuse her. It was so pleas-ant here those other Tranksgiving Days, with Willard and Daisy-"

The low voice trailed off in a quivering sob and Mother Franklin leaned her dark head on the pile of cards and sat silent.

The door opened, a soft step crossing the carpet. The bowed little woman at the table heard it not. Presently a gentle hand fingered the soft graying hair, a voice whispering in the woman's

"Never mind, mamma dear-I may call you that mayn't I, Mrs. Franklin? You know how near it came to being that in reality," and the hand caressing the head of the woman was resplendant with the shine of a diamond on her engagement finger.

Daisy Manners drew a chair and sat down beside her once prospective mother-in-law. The elder woman lifted her head, brushed aside her tears and responded to the kindliness of the girl with a forced smile.

"It's all over now," she said; "but his face called up all the past, and we were so happy you know on every re-

curring Thanksgiving Day. Poor Willard!"

It was with difficulty that Daisy, blonde as a lily, with tender violet eyes and cheek of pallid pink, withheld her own tears. She still wore her engagement ring, although old Peters, the money-lender of Dodd's Corners, had persuaded hard for her to exchange the same for one of his own.

"A girl who could forget her sweetheart in one short year ought to be scalped," replied Daisy to the old pleader, which ended it for the time, although the rich man believed the time would come when Miss Manners would be glad enough to accede to his wishes.

"He would have been a partner now, in the store, if he had come back, Daisy." whispered Mrs. Franklin.

"Yes, I know."

And then two heads blended together, while two pairs of eyes regarded the smiling, boyish countenance looking up at them from the old photograph. Poor consolation for Thanksgiving Day. The elder woman ran her arm about the waist of her companion when she saw that the girl was about to cry.

"It isn't right anyhow to feel very happy on this day," avowed Mrs. Franklin. "Back in war time, as I've heard mother tell, the good President Lincoln called the people together yearly for one day of thanksgiving, fasting and prayer. The fields down South were red with the blood of dead and dying men who fought for the old flag. Not much to be thankful for, was there? The day was given over to fasting, not feasting as now. I sometimes feel that it is almost wicked to eat and drink and be merry on Thanksgiving Day. I know I shan't touch a morsel of the big turkey ma has prepared."

Even as the woman spoke the door fell ajar and the grateful aroma of roast turkey came into the room.

"I shan't eat turkey either," sighed Daisy, still regarding the pictured face on the card. A step crossing the carpet was unheard by the two women. Not until a hand was laid over the eyes of each did the two know of the presence of a third party in the room.

"Guess who, mesdames?" called a masculine voice.

Both women screamed. The hands fell from their eyes, a man forced them to their feet, his arms going about each, while he kissed first one's cheek and then the other. "All a false report, of course," went on the voice. "Lost at sea, true enough, but rescued as you read about in story books, taken to a far China port; a long time getting back, but here I am ready to eat turkey with the two best women on earth!"

It wasn't a dream after all. Willard had returned, alive and well, bronzed by sun and storm, yet the same happygo-lucky boy as of old. He kissed the ring on Daisy's finger, even permitting his happy mother to depart leaving him for one happy half hour alone with his sweetheart.

"Come, children, the turkey is ready," said Grandma, poking her wrinkled yet happy face through the doorway. Willard and Daisy were happy, too, as they went out, hand in hand, to meet the guests and partake of Thanksgiving Old Timer. cheer.

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 ? eless. Make coal oil produce gas—3 more light. At dealers or prepaid by Steel Mantle Light Co. Huron 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.

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

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

Look for the Triangle for

Warmth, Comfort

and Good Cheer

Clean, Odorless

Economical

Heat

Wherever.

Whenever,

You Want It

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

LAMSON



With Lamson Carriers in your store you settle the "service" problem at once and for all-no matter how large your business may grow. Lamson Carriers are elastic, they stretch to meet the largest or they contract to serve the smallest store

They centralize and save expense and lost motion. Ask Your Neighbor! Wire, Cable, Tube, Belt and Pick-up Carriers THE LAMSON COMPANY

BOSTON, U.S. A. Representatives in all principal cities



stant, unchanging heat through every hour of burning, whether the fount holds one gallon or one pint of oil. In all other heaters, heat diminishes

No smoke and no smell, and no trouble to re-ick. The new PERFECTION Oil Heater can be taken care of without even soiling the hands.

For best results use Perfection Oil.



Small and light enough to carry from room to room, the PERFECTION gives you plenty of heat for thorough comport the first chilly days. It saves lighting your regular fires until real cold weather begins. Then it warms out-of-theway rooms when you want to use them, is handy for the bathroom, or if anyone is sick at night.

There is hardly a month in the year when the PERFECTION isn't needed for comfort and good cheer. Without trouble—no tuel or ashes to carry—and at wonderfully small expense. See the latest PERFECTION heaters at your dealers. He has the different models. Drop us a postal for descriptive book, gladly mailed free.

STANDARD OIL COMPANY (AN INDIANA CORPORA Chicago, Ill.



Matters of Interest to Shoe Dealers. Written for the Tradesman.
Will Turns Come Back?

From many sections of the country, from the extreme East to the extreme West and from the Lakes to the Gulf, word comes that the demand for turns is on the increase.

Many dealers are dubious turns, and cannot quite see this forthcoming call for them that has been predicted for the spring and summer, 1914. And yet there are apparently a good many shoe dealers who believe turns will be popular again.

Personally, I don't warm up to this turn crusade a little bit.

I cannot resist the impression that the strenuous efforts now being made to boost turns, and the scattered calls for turns that have been thus far elicited, are analogous to those belated and untimely blossoms that one sometimes sees on a doughty old peach tree that has lived its daya brave show, but not much prospect of fulfillment.

Oh, there'll always be some demand for turn shoes; very old people and people with extremely sensitive feet. will continue to wear them; and for strictly in-door wear, turn shoes, slippers, bootees and the like, are all good and all practical. But the turn shoe isn't a practical piece of footgear for a vigorous, red-blooded person's street wear. And it never was a practical shoe.

Turn shoes somehow suggest boudoirs, rouge-pots and musk. The very thought of turns brings grandmother and all those dear little airs and manners and artificialities that were a part of her. But woman's sphere has vastly broadened since grandmother was a girl. Women today no longer live the severely sheltered, highly artificial life. They go pretty much where they will, and whither they like, and in all sorts of weather. In order, therefore, to provide herself ample foot-protection in this new order of life that she is living, women are going to keep right on demanding good substantiallybuilt welt shoes.

Good Repair Work.

The other day I noticed a placard in the window of a repair shop, reading as follows: "We Don't Cobble, We Repair Shoes." And there's a difference.

I recall having seen somewhere a sign in or about a repair shop in which "We Do this statement occurred: Scientific Repair Work."

Many repair shops are now announcing to prospective patrons that repairs will be made "While You

And the more progressive repair shops of our cities are doing an immense amount of business.

A bright and enterprising young fellow who owns and operates a downtown repair shop, told me a few weeks ago that all this increased-costof-living talk was the very finest sort of advertising for repair people. Said his business has increased over 30 per cent. in the last twelve months He attributed it largely to the fact that the average man had read so much in the papers and magazines about the upward trend of prices he had made up his mind that he must retrench somewhere. And many of them began by having their shoes repaired rather than buy a new pair.

There is no doubt about it, the shoe repair business is increasing rapidly in this country.

While all sorts of shoes come to the repair people-women's shoes, men's shoes and children's shoes-the shoes of little people predominate. Little feet are death and destruction to sole leather. The grit of our city streets and walks and play-grounds is one everlasting sand-papering process. And from the time shoes are donned in the morning until they are taken off at night, little feet are rarely still. The inevitable happens.

The truth of the old apothegm-"A stitch in times saves nine"-certainly applies in the repair business. Not merely for the sake of appearances, but also for the sake of comfort and continued service, breaks and defects in shoes that have developed through wear, should be promptly repaired. A shoe often goes to pieces rapidly through neglect. And a small item for repair work can often prolong the serviceableness of a pair of shoes and preserve the original lines of style.

Shoe dealers-particularly shoe dealers of the smaller towns and cities, where the repair business is not dominated by the big repair shops—ought to be prepared for looking after repair work. Having made arrangements with somebody to do this work about the store announcing the fact that your store solicits repair work. "Certainly, We Do Repair Work!" is quite a popular form of wording, and seems to fill the bill.

Play the Game Strong.

It has always seemed to me that shoe dealers and merchants who han dle shoes along with other lines, should be able to find plenty of things in shoe merchandizing to interest them. Both the merchandise itself and the profits accruing to him who sells more shoes aright, are certainly matters worth while.

And yet we read of failures and rumors of failure, and all the while men are quitting the game.

Why? Why do so many men seem to be unable to sell shoes at a profit?

Largely I think because they lose interest, if they ever had any vital interest, in the business; or because they fail to keep plastic and growing.

And this reminds me of a statement made by Max Carey, of the Pittsburg Pirates, in an interview published in the Chicago Post and afterwards reproduced in the Literary Digest.

"Many men in baseball," said Carey, "slow up physically. But I believe a lot of others go back because they get stale on the game-get tired of it-get worn out and in a rut and are no longer able to go it with any sort of relish. And when this happens it is drudgery, and no man can do good work."

Substitute the words "shoe retailing" for the word "baseball" and reread the above paragraph. needn't change a comma or a dashand when you've read it through you have, I really believe, the explanation of nine failures out of ten in the shoe business. Shoe dealers are simply getting "stale on the game." They let up, and then lose out. They fail to read the trade papers, fail to keep posted on what's what in footwear styles and values, become lax in store policy and methods, slip-shod in advertising-and bingo! the business goes to pot.

Play the game strong.

Cid McKay.

Twenty-Six Years With One House. Grand Rapids, Nov. 18-Old George George was a horse and e. For twenty-six year is dead. George the state of th is dead. was always ready, alike for his work. He had worn out

was always ready, anke lot his reed or his work. He had worn out many trucks, many harnesses, many drivers—but no whips. Drivers came and drivers went, but George stayed. Grand Rapids has grown some in twenty-six years and so has the Judson Grocer Co., as had George's work; but George never seemed to notice it. At least, he never mentioned it. We have moved two times to enable us to care for our business. George helped at each move. When the duty went off sugar, some twenty years ago, and everybody was down at the freight yards at 12:05 a. m. to move sugar, George was there—no grumbling at the hours. He never sought to get in the loafer class by holding a union card. He was no eight hour horse. Never went on a drunk and never asked for a day off, eight hour horse. Never went on a drunk and never asked for a day off, even to go to his grandmother's funeral. He captured two prizes in Dr. Dodson's work horse parade show and one at the West Michigan State Fair. While he left no fortune for his relatives to quarrel over, he did leave a reputation for honesty and faithful service that many a dying millionaire might envy.

Twenty-six years on one job!

Twenty-six years on one job! Faithful old George! It is not often that a horse or even a man can say it. Give the old horse a good song. Doubtless he now has wings and is drawing one of those war chariots of the Lord which Elijah claims to have seen. Heman G. Barlow.

Appearances are deceptive-if you want to know how far a frog can jump, measure his jumps.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.
Special Correspondence.

New York, Nov. 15—While the demand for spot coffee remains quiet and sales individually are of limited amounts, the feeling is rather more optomistic than a week ago and prices seem steadier. At the close Rio No. 7 is quoted in an invoice way at 93/4c and Santos 4s at 12½c. In store and and Santos 4s at 121/2c. In store and afloat there are of Brazilian coffee, 1,812,308 bags, against 2,521,550 bags at the same time last year. Business in mild sorts is simply of a jobbing character and little if any change is noted. Good Cucuta, 13½c.

Mighty little business is going forward in the sugar trade. Granulated is about as dull as it can well be. Prices remain at 4.30c and are very well sustained on this basis.

It was hoped some time ago that, as the year drew to a close, we would have decided improvement in the market for tea, but the hopes have not been fulfilled, for we have about as dull a situation as can be imagined. Buyers take only enough to do busi-ness with and, notwithstanding light shipments reported from China and Japan, no interest seems displayed and prices if anything are weaker.

Rice is steady, with a fair amount business being done at full rates. Buyers are paying more attention to Thanksgiving and Christmas goods and are letting such old standbys as rice wait awhile. Good to prime, 51/4

Spices are steady. The demand has been quite satisfactory for the week and pepper, especially, has been of interest. Singapore black, 111/4@ 111/2c; white, 181/2@1834c.

Molasses shows little change, but dealers seem quite cheerful over the steady call that prevails. No departure has been made from the rates of last week, good to prime domestic re maining at 35@40c. Syrups are unchanged.

There is a limited though steady call There is a limited though steady call for staple canned goods, but the general situation is not altogether such as holders would like to have. Tomatoes might sell faster if the prevailing rate of 70c were cut, but packers do not feel disposed to make any reduction. Corn pees beans and other duction. Corn, peas, beans and other lines move rather slowly, apparently waiting until after Christmas before taking an "onward step."

Butter has shown a decided advance within the week, but the limit seems now to be reached at 34@35c ctra creamery; first 31@32c; imitation extra firsts, creamery,

32@35c; factory, 32@33c. Seems rather queer to think that it takes about twelve cans of standard tomatoes, 3s to pay for 12 near-by fresh eggs; but, apparently, that is the situation. It is enough to turn every packer in Maryland into a poultryman. But the worm will turn and the limit of consumption has been reached. Within twenty days the retail price of farm eggs has advanced a cent a day, from 33 to 53c, and a cent a day, from 33 to 53c, and from this up to 70c is what the buyer at retail pays. Wholesale rates for white Western run from 42@58c, although it is hard to see why there should be a difference of 16c when both are called "fresh." It is thought the market will "go to smash" after Thanksgiving.

Top grades of N. Y. State cheese, 161/4@161/2c. Here, again, are figures which have not been exceeded for a good while.



Be Prepared---Buy

HOOD RUBBERS

And you will get

Better Styles Better Service
Better Fitting Qualities

And Save That 5%

Our sales of Rubber Footwear far exceed the sales of any other Michigan House.

Hood Quality and Our Service explain why.

Get our Catalogue quick,

It may snow to-morrow.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Largest Rubber Dealers in Michigan

WHAT ONE WOMAN DID.

She Left a Lasting Impress on the Community.

We are on the threshold of a great movement, the object of which is to prepare, through our educational methods, the boys and girls of to-day for success in the field of activity they are bound to occupy to-morrow.

It is a plan of elimination by substitution. In the last generation we have learned that the study of natural science, combined with mathematics, English and modern languages, furnishes a very complete substitution for the so-called classical training in fitting young men and women for usefulness in the world.

We shall soon learn that training in the various branches of agriculture can perform the same function in the acquirement of culture and the development of character that has been accorded to the classics and the natural

We find the induction of the ethical quality into this style of training a more natural relationship than it is possible to secure in the older type of instruction and, after all is said, this is the most vital thing in any system of education.

I present a simple, concrete illustration of what has been done in one community along one line of tuition which exemplifies my contention that the university and the college have a higher standard to attain than has ever been recognized, in carrying to the people in both rural and urban communities that which will fill the greatest need in the general uplift of our

The adaptation of the style of educational training to human needs in the various activities of life is the greatest test problem before the educators of to-day.

This simple contribution may open a vista for the thoughtful to investigate who regard education as something more and greater than a selfish acquirement.

It was a country school situated in the midst of a thrifty population about seven miles from the city. We were looking for a teacher who would fit into our necessities when little Miss Ellen Mercer dropped in at the home of the director and made her application for the position. She was delicate and petite and had the appearance of being a city girl. However, she presented credentials which were in every way satisfactory and said she had taken two years at the Agricultural College. She wanted to take a country school and would like to enter into an arrangement for three years if the service proved satisfactory. She allowed that she had some notions about the usefulness of a country school to the neighborhood that she would like to develop and she hoped that the school management would give her an opportunity without hampering her to make the school of larger service to the neighborhood and at the same time awaken an interest in the students which would make the school center an attraction to

The director was attracted to her independent personality and said he

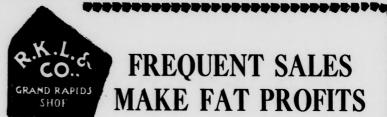
would employ her for the year, with the understanding that she would continue if all parties were favorable, always provided the rate of compensation would meet the views of the board. She admitted that the compensation meant something to her because she desired to continue and finish her college course, but she was perfectly satisfied to leave this to the school board. making it dependent upon what they esteemed the value of her service.

I will pass lightly over the experience of the first two years. Suffice to say, this little woman became an intrinsic feature of the neighborhood and made herself so necessary that no important undertaking was without her leadership. The schoolhouse had been modified so as to have a manual training department and boys under her tuition had become expert with the saw, plane and hammer; the girls had become skilled with the needle and her touch was soon felt in the culinary department of every farmer's home through the influence of the girls who had received training in simple methods of cooking at the school house. Neighborhood meetings of various kinds were held weekly at the schoolhouse and everybody went because they had a good time.

It was at the beginning of the third vear that the teacher asked if they would like to make a special study of fruits during the year. She had already made a survey of her school district and learned quite accurately the facts concerning the orchards and vineyards and gardens connected with the farmers' homes. The children from past experience knew that something interesting and valuable would come into their lives at the suggestion of their teacher and acquiesced in her plan with zest and alacrity.

It is but fair to say that Miss Mercer, in changing the neighborhood life and awakening an interest in many things not found in the ordinary country school courses, did not neglect in any way those things which had previously been received as essentials in the curriculum. Her training at the Agricultural College and some special work she had done in connection with exhibitions at fairs had equipped her for at least beginning the work in pomology as connected with the methods of getting a living by the patrons of her school. She asked the children to bring from each farm a specimen apple and said to her students that if the lessons were well learned and every one helped to make things go off promptly all the extra time would be given during the school year to the study of fruits and the most approved methods in fruit growing. The display of fruits the morning following the teacher's request was very interesting and attractive. Many varieties which the teacher at once identified were mixed with seedlings and evidently other sorts of value which she had never seen.

It occurred to the teacher that this line of instruction would have something to do with what the children would see at the coming State Fair and so every day she gave them some lesson concerning the naming of apples, their proper arrangement for purposes of display and made them acquainted with quality, as expressed in the differ-



FREQUENT SALES MAKE FAT PROFITS

This is our trademark. It designates shoes that fit, wear and satisfy.

> The wearer who knows, knows they are the best Footwear Investment he can make

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



Warm Shoes, Juliets, Slippers

We have a complete stock of these seasonable goods in all the popular colors and shades.

Your Holiday Profits will be greatly augmented if you keep well sized up on these goods.

HIRTH-KRAUSE COMPANY GRAND RAPIDS, MICH.

ent varieties. She hastily, because the time was short before the exhibition, gave them lessons concerning plums, peaches, pears and grapes, so that by the opening of the Fair they had a considerable amount of information which could be used in helping them have a good time at the Fair.

Miss Mercer arranged to go with the children the first day of the Fair when the fruits would be fresh and attendance would not be so large as to prevent the children from seeing things well.

The day at the Fair was a great one for the neighbors because, under the inspiration of the teacher, everybody wanted to go and became all at once especially interested in fruit exhibitions. A part of the Fair exhibit in the pomological hall had been arranged by the Experiment Station with plain labels and logical classification. Under the leadership of Miss Mercer not only the children but their parents spent most of the day examining the fruits and listening to her suggestions and really seeing the salient features of the exhibition through her educated eyes.

The primary purpose was accomplished of awakening an interest in fruits never before manifested in the neighborhood. The children became skilled in the selection of varieties to be grown; they learned how to graft and to bud. They learned the use of the knife and the saw in properly pruning trees. They studied insects and diseases which were the enemies of successful fruit culture.

Through the aid of the city museum they had managed to make a collection of insects which prey upon farm and garden products. The teacher called to her assistance the aid of the Agricultural College and her table was covered with books and pamphlets which were used by the pupils and the neighbors in learning about fruits and how to grow them.

Occasionally she called to her assistance experts who had become interested in her experiment and who were glad to give their services in illustrated lectures upon the various phases of fruit culture. Two or three of the school patrons were quite successful growers of apples, strawberries and grapes. These she called upon to come into the school several times during the winter and, although they had never developed any skill in speaking, she drew out from them by means of her skill in questioning, facts of the deepest interest to the school. Before the winter was over these men all had become quite fluent and at the farmers' institute which was held in a neighboring grange hall in February, for the first time these men found that they could talk on their feet, and interest an audience.

During the year the schoolhouse became decorated with drawings and lithographs of fruits, pictures of orchard trees, and a local hardware firm loaned a case of tools and implements used in connection with gardening and fruit growing and the basement which had been fitted up the year before for manual training was used for making root grafts in which each pupil became quite skillful.

There was never a school day when

fruits of some kind were not in evidence and with the opening of spring the opportunity came for doing field work and the privilege of going out into the orchards and vineyards and fields was made as a premium upon satisfactory work in the academic department. It was an inspiration to the entire neighborhood to see the interest manifested by the boys and girls under the leadership of Miss Mercer.

An unusual amount of pride was developed on the part of every farmer whose premises the school was expected to visit on a certain date; and the beauty of the entire scheme was exhibited in the diffusion of knowledge, so that every patron was in a sense educated along the lines of tuition which had been given the children.

All this occurred ten years ago. The teacher finished her course at the Agricultural College and has entered upon her life work. The children, many of them, have gone to homes of their own, but this school district is a marked location in the entire State. There is no place in which better fruits are grown and every orchard and vineyard and garden is well cared for and the neighborhood organization which was started in connection with the last year's work of Miss Mercer in the school has developed into an unusual society for the upbuilding of a farm community. The men and women who go out from this locality to grange meetings and horticultural gatherings are most useful in carrying to the public the spirit of their neighborhood. Having a Miss Mercer for each country school, we can duplicate indefinitely throughout our land the accomplishments which have been invaluable to this country school district.

Chas. W. Garfield.

Doings in the Hoosier State. Written for the Tradesman.

The gospel of scientific farming is being spread throughout St. Joseph and Elkhart counties by Messrs. Borden and Coffeen, who are at the head of agricultural work in these counties. Lectures illustrated with lantern slides will be given in the leading schools.

Building operations continue active at Evansville, the record for October being the best in the city's history.

The proposal of the meat cutters of Ft. Wayne to close all meat markets and grocery stores at 9 o'clock Saturday nights was rejected by the retail grocers.

Ft. Wayne will have a police matron at salary of \$50 per month.

A corn and apple show will be held at Columbia City Nov. 28 and 29.

The Ft. Wayne Retail Merchants' Association has petitoned the city authorities to put up street signs and numbers on houses in the outlying districts. Signs were bought for every street corner six months ago but they have never been put up.

The Indiana Retail Merchants' Association will hold its annual convention the third Tuesday and Wednesday of January in Terre Haute.

The State Fire Marshal has examined 123 cases of incendiarism since the office was established last May. The leading motives assigned in each case are the defrauding of insurance companies and malice. Almond Griffen.

Apple Day Was a Success.

"Apple Day" has been declared by the fruit growers as a huge success. Baltimore was selected as a good city for trying out the experiment. Arrangements were made to supply wholesalers and retailers with ample literature, and the local daily papers were used extensively and effectively for appeal to the buying public. Among other things, there was a booklet provided that not only told 57 but 157 various ways to use apples. It is the intention to extend this scheme later and make it Nation wide.

The motor car is the growing means of delivery. Don't postpone investigation of its possibilities until your competitors steal a march on you.

Send Us That Wales Goodyear (Bear Brand) Order Now

So you will not be disappointed when the real downright rubber weather comes.

You'll get the weather all right, so don't let it catch you trying to make out an order and wait on trade at the same time.

If you are not now handling this line, you are not giving your customers all they are entitled to for their money. The BEAR BRAND are and have for years been the standard of quality everywhere.

Order now, we can ship at once, but a day delay may mean the loss of many sales.

Mfgs. Bertsch and H. B. Hard Pan Shoes for Men HEROLD-BERTSCH SHOE CO. (Distributors)

Grand Rapids, Mich.

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 Hard ware Trade.

Written for the Tradesman.

Third of Five Papers.

It is astonishing how simple and easy big merchandizing achievements are, once you come to understand how they were built up. After you have uncovered the works, as it were, and see how the wheels go round, you feel like kicking yourself because you hadn't thought of such a plan yourself.

The hardware business doesn't differ in any essential feature from other retail enterprises; and the very same laws and principles that make for success in other lines of merchandising make for success in hardware. The people who buy hardware are just folks—not a unique order of beings at all—just folks, with the likes and dislikes, the follies and foibles, the strength and the weaknesses of other people.

So, when you've laid in your stock of hardware, your merchandizing problem is very similar to the problem confronting dealers in other lines. Briefly stated it is this: How can I sell my goods at a profit? You want to sell the goods. You must sell them—and sell them just as quickly as you can, consistent with a reasonable profit. Quick turnovers mean available money, less selling expense, and less likelihood of running upon a submerged rock during one of those financial squalls that are apt to whip up at any old time.

Finding a quick outlet for your goods is the solution of your main problem and all the little problems that shoot out like thrifty suckers therefrom. Finding a quick outlet for your goods isn't merely killing two birds with one stone; it's annihilating a whole flock at a single pot shot. And, in general, the way to find a quick local outlet for hardware—I mean a quick outlet that enables you to come clean—is to study the local field and light upon undeveloped areas—i. e. sources of trade that have thus far been neglected and overlooked.

Analyze Your Stock. •

Before going after anything it's a pretty wise rule to ascertain where it is, what it is, and how you are going to try to fetch it in. It's one thing to go after a dozen American Beauty roses and quite another thing to fare forth after a large and seditious bull.

In order to locate new and fruitful sources of trade dotting your trade zone as dandelions adorn the meadow in springtime, take a survey of your lines and see what you've got to offer your customers—not only the customers you have to-day, but also the ones you hope to acquire to-morrow. In other words analyze your stock. Use some sort of classification, just for convenience sake—putting into each separate class the various lines of merchandise that may reasonably be expected to appeal to a certain class of buyers.

Suppose, for example, you start with what we will call Household Hardware. That will include, of course, ranges and stoves (and kitchen cabinets, if you carry them), cooking utensils, and housefurnishings (if you carry such lines), buckets, tubs, wash boilers, clothes wringers, clothes lines and pins, all cutlery lines for the home, and all and sundry of the numerous lines of merchandise intended for use in and about the home. It will also include all lawn and garden tools—hose, lawn mowers, spades, shovels, hoes, rakes, etc., etc.

Now in pushing Household (or Domestic) Hardware, you will naturally expect to find your largest returns from those sections where the population is densest. For the more households there are in a given territory, the more selling opportunities you have for this class of merchandise. That does not mean that you cannot push Domestic Hardware to advantage in the country, for it can be done most successfully.

Another class of merchandise carried by a good many hardware dealers is Builders' Hardware. In order to get this class of trade, all you need is to get into the good graces of the local architects and builders. They are a hard sort to reach through customary advertising media. And, in most smaller communities, this class of buyers is so limited it would hardly pay. dealer I know personally who is quite successful in controlling this class of trade, does it through personal-contact methods. He cultivates architects and builders individually. He makes it convenient to see them (incidentally, to all intents and purposes) at social and civic gatherings. And he gives out handsome souvenirs. He showed me a beautiful gold-handled knife that he was passing around to friends and acquaintances actively engaged in the building business. These customers are not so numerous, but they are highly important in many communities, simply because they are big buyers. If it justifies you to carry Builders' Hardware at all, it would assuredly pay you to go after the business aggressively.

Still another class of merchandise and one more commonly carried than Builders' Hardware—is Farm Implements and Machinery. Under this head come all those lines designed and built

Foster, Stevens & Co. Wholesale Hardware



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

We Can Ship Promptly

Savory Enameled and Plain Roasters
Garnet Enameled Roasters
Onyx Enameled Roasters

A Complete Line of

Landers, Frary & Clark Carvers

Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth

GRAND RAPIDS, MICH.

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

FIBRETTO and PROTECTOR.

Use Tradesman Coupons

for cultivating the soil, harvesting and moving crops; wire fencing, time- and labor-saving devices for field, barnyard and barn.

In advertising and pushing these lines it is sheer waste of time and money to use anything but mediums that actually reach the people you want to influence.

With everything in this class, your trade-opportunities must be sought principally in the country.

Still another class, ordinarily carried by the hardware merchant in smaller communities, is the Sporting-goods Lines. And these lines are becoming all the while richer in possibilities for the man who wants to get actively into the game. Rods and reels; seines, minnow buckets, and traps; landing nets and fishing lines, hooks, lead and artificial lures; and countless other devices and contrivances, too numerous to mention-for anglers. And there are the wares that appeal to hunters-guns, rifles, revolvers, hunting knives, shells and cartridges, cleaning and loading outfits, and what not. And camping tools and kits, and thermos bottles, and ever so many new and desirable things of interest and value to people who love to get out of doors once in a while.

The people who are interested in the production of this class of goods apparently sit up nights incubating ideas and bringing out new inventions. They are exploited through the magazines, and advertised generally, and the demand for them is continually on the increase. And the capacity for the consumption of such goods seems positively inexhaustible. They carry excellent profits. They are easily advertised, seasonable, and quickly turned.

In seeking sources of trade for these, and all allied lines, look in the likely places. Don't waste good postage on the old grouch that couldn't be dragged on an outing with a yoke of oxen; and don't try to sell a long distance rifle to the fellow who couldn't differentiate an innocent rabbit from the surrounding landscape.

And yet another large and growing class of merchandise, now carried extensively by hardware dealers in larger and smaller communities, is Juvenile Hardware-toys, traps and devices for little people. It is worth while to know the possibilities of this class of business, to study ways and means of capturing the juvenile trade, and thus get youthful feet engaged in beating a path to your hardware store. The younger you catch 'em, the more years they have to patronize your store.

Charles L. Phillips.

The whole pie family was on display in Indianapolis the other day, at the Indiana apple show. School girls alone entered about 400 pies, those who inspected the exhibition develop a great longing for pie. The newsboys who had a feast on all the pies and cakes that were not taken away had a rare chance to sample apple and other varieties of pie and cake.

If you wonder why the farmers do not take more interest in your store, the answer may be found in the fact that you do not take much interest in their farms.

Honks From Auto City Council.

Lansing, Nov. 17—Another addition is being built to Hotel Wentworth.

Mrs. Harris, wife of L. J. Harris, of the Capital Auto Co., is seriously the family home on North Wal-

mut street.

Mrs. Woodmancy, mother of F. A.
Woodmancy and a prominent member of our Ladies Auxiliary is at
Edward Sparrow hospital, recovering
from surgical operation to which she
submitted last Tuesday.

from surgical operation to which she submitted last Tuesday.

C. C. Benson, of Ludington, a very highly respected member of our Council, recently submitted to a serious surgical operation at Mayo hospital, Rochester, Minn. We understand the operation was entirely successful in every way and that Brother Benson will soon be out of danger.

E. H. Simpkins (Perry Barker Candy Co.) reports a very sweet business during the past few weeks.

Chas. Nesen (National Grocer Co.) covered a distance between Lansing

covered a distance between Lansing and Detroit in record breaking time and Detroit in record breaking time one day last week, driving his rough rider all the way in a storm. He says it might have been cheaper by train, but he didn't have no time to spare.

M. E. Sherwood is out on another hunting trip, but he isn't taking many chances with the game wardens.

Our genial Secretary has put his car away for the winter. No more joy rides with George until the roads improve. He says when he can't make her go twenty miles an hour it isn't any fun.

The State Labor Commissioner, the State Dairy and Food Commissioner, the Insurance Commissioner and the Secretary of the State Board of Health

will join in a conference to-morrow and hope to settle the matter of providing for the salary and expenses of the newly appointed Hotel Inspector.

the newly appointed Hotel Inspector.

Members of the Knights of the Grip held a Bohemian supper last Saturday night at the home of Mr. and Mrs. James F. Hammell. A splendid time was reported by all present. Although Jim has spent the past few months rather strenuously in his new position with the State Labor Commissioner, he hasn't forgotten how to spring a good joke or pass around good smokes.

C. C. Chamberlain and L. L. Col.

C. Chamberlain and L. L. Colton, both members of our Council, but competitors in the candy business, met at Cheboygan one day last week and, with borrowed guns and amand, with borrowed guns and ammunition, went hunting. Success crowned their efforts to the tune of seven rabbits and two birds (sparrows). Night found them far from town and nearly tired out, so they applied at a Belgian farm house for support and rest. It so heavened that supper and rest. It so happened that this humble domicile contained three this humble domicile contained three husky maidens who were overjoyed at the prospect of entertaining two good (looking) gentlemen who ride on the cars every day and sell nothing but sweets, so they hurredly invited some neighbors and a regular old-time country dance was in progress until "real early," when the oxen were yoked up and the boys brought to town in time for the morning train.

We notice the editor of Detroit De-

We notice the editor of Detroit Detonations is somewhat anxious to know who put the first four letters in the Lansing correspondent's name. Sorry we are unable to answer this except in a negative way, but we are

reasonably sure it wasn't the one who put the gold in Goldstein and we are mighty certain it wasn't the guy who put the Jew in Jerusalem.

Grand Rapids is noted for its dreamers, but all records have been broken. It is a wonder he didn't wake up when he reached Detroit.

H. D. Bullen.

Assignee Sale

Notice is hereby given, that the stock of men's and boys' clothing and furnishing goods, hats, caps, trunks, valises, umbrellas, shees, 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.

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 Broom 1109 S. Chilson Ave. Bay City, Mich.

This is the Stocking the Trade is Demanding



In Wool, Worsted and Cotton.

All Weights and Styles.

Let us know your needs.

We can take care of all your hosiery requirements.

CLARE KNITTING MILLS



Grand Council of Michigan U. C. T. Grand Counselor-E. A. Welch, Kala-Past Grand Counselor—John Q. Adams, Battle Creek. nd Junior Counselor-M. S. Brown,

Saginaw.
Grand Secretary—Fred C. Richter,
Traverse City.
Grand Treasurer—Henry E. Perry, Detroit.
Grand Conductor-W. S. Lawton, Grand

Grand Conductors, Rapids.
Grand Page—F. J. Moutler, Detroit.
Grand Sentinel—John A. Hach, Jr.,

Coldwater.
Grand Chaplain—T. J. Hanlon, Jackson
Grand Executive Committee—John D
Martin, Grand Rapids; Angus G. Mc
Eachron, Detroit; James E. Burtless,
Marquette; L. P. Thompkins, Jackson.

Michigan Knights of the Grip.
President—Frank L. Day, Jackson.
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Directors—H. P. Goppelt, Saginaw; J.
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Hadden, A. B. Allport, D. G. McLaren,
J. W. Putnam.

Gabby Gleanings From Grand Rapids.
Grand Rapids, Nov. 17—Those who have perused carefully the pages of this paper have, undoubtedly, learned that at Herald hall building was to be given last Saturday evening the second of a series of U. C. T. dances. Well, it was pulled off exactly as scheduled and, while we may be a little prejudiced, owing to our being on the committee, we believe we are safe in pronouncing it a decided sucsafe in pronouncing it a decided success. If you think we are wrong, ask cess. If you think we are wrong, ask any of those who were there. The most any of those who were there. The most noticeable feature was a marked increase in attendance over the first party, which puts it down in history as a record smasher from the standpoint of attendance, about eighty couple being present. Words of praise and satisfaction were heard on every hand, but none were the recipients of more commendatory remarks than was the refreshment committee of which George Clark is chairman. Those refreshments were just the best ever, a statement which no one who saw the crowds gather around the refreshment table would venture to contradict. A feature around the refreshment table would venture to contradict. A feature second to none was the music prepared by the music committee, B. A. Hudson, chairman. Tuller's regular orchestra, augmented by the xylophone, made the music rendered by this already famous orchestra par excellence. The next party will be given Nov. 29 and is to be a hard times party and no one will be allowed on the dance floor unless he is in costume. A first and second prize will be given for the most appropriate costumes, so dig up your old duds, costumes, so dig up your old duds, air them out and come and have the time of your life.

The dance committee met last Saturday afternoon. The resignation of Fred. Beardsley, who was compelled to retire because of other urgent matters demanding his time, was accepted and Harry V. Ripperger was appointed in his place. In addition to the costume ball already mentioned, another will be given Jan. 31. It was the sense of the committee that, owing to so many requests for extra parties, something of a costume na-ture would be well received by those who attend and thereby digress slight-ly from the regular routine.

ly from the regular routine.

We hope Ura Donald Laird doesn't take too much to heart the fact that we made special mention of him out of a trio of absentees at the birthday party. On the contrary, we would feel complimented to think we were missed. We wish to apologize, however, to Honks for not missing his dulcet tones and can't understand how we did so. As for Kaleidoscopic Kinetics (never spelled twice alike in the Tradesman), we do not feel ourselves so much to blame for not missing him, because he is absent so missing him, because he is absent so much. We would like to hear from you oftener, Brother Hopkins, as we all enjoy your letters and especially the base ball dope. We thank you for the correction, Bro. Laird. We don't know your real name.

for the correction, Bro. Laird. We don't know your real name.

It has become a common occurrence to see Senior Counselor Stark and constitutional lawyer, H. W. Harwood, out on the avenue giving their heirs an airing.

Speaking of the evolution of the modern traveling salesman, no more noticeable change has taken place than his gradual elimination of stories and in the place thereof his fluent discussing of and familiarity with the current topics of the day. The time was when the traveling salesman was expected to entertain his customers and a circle of country store loafers with a varied selection of the latest stories, many of them of a morbid nature, to the exclusion of business, but now instead of this, his time is devoted to the selling of goods, the education of his trade along certain mercantile lines and the boosting of his firm and the city in which his firm is located. We do not wish to convey the idea that the traveling salesman of to-day never tells a story, for he does, but the old-fashioned salesman, who thought it incumbent upon him to tell them by the hour, has been relegated to oblivion and in his place the well-read man who does not consider he has done his duty unless he has, incidentally, dropped a thought that will better the condition of his customer, his employer, his city and himself.

Famous Sayings of Famous Men:

H. R. Bradfield—"Contiguous,"

Famous Sayings of Famous Men: H. R. Bradfield—"Contiguous,"

H. R. Bradfield—"Contiguous, (used eight times in a recent ten word speech).

W. S. Lawton—"Jingle Jungle" (if you don't believe it, listen when he

John D. Martin—"If I am not out of order." N. Borden-"Diamond Edge"

(kutting remark).
E. J. MacMillan—"Boost." E. J. MacMillan—"Boost. Harry D. Hydorn—"You owe me vo dollars." "Where are my

John Hondorp—"Where are my

J. Albert Keane-"Bulletin. E. A. Stowe—"Union." (He's ag'in m—he wears a union suit).
Cash Iden—"Rum" (not the kind

Cliff Herrick-"Cribbage" (he put age in it).

Chas. Aupperle—"Fifteen-two" (not speaking of time.)
Fred C. Richter—"Ain't I a cute little feller?"

Capt. McCall - "Whip's better'n

ever."

Bill Berner—"Get 'em up."

Walt. Ryder—"It hit a stone."

Abe Peters—"Quess Ty Cobb ain't got nuthin on me. (Just guessing).

Harry Shellman—"My kid does."

Hook Visner—"I'm getting heavier" (weigh two ounces more than ten years ago).

years ago)

Harry Harwood—"Well, that there bunds reasonable." (Used seven

sounds reasonable." (Used seven times in a cribbage game).

Errata: In our last week's letter we stated that Mrs. Chas. Perkins' former home was at Muskegon. I should have said St. Joseph. Also that Mr. and Mrs. Perkins will reside on Hampton avenue, instead of Haut-

ton.

Bro. Howard Rutka spent last week in Detroit. He says he likes to linger in Detroit because they do put on some classy shows there.

Who's Mr. Stowe? Why, don't you know? He's the man, who put the ban, in banquet story telling.

Homes Bradfield spent Sunday in

Homer Bradfield spent Sunday in Petoskey. The Petoskey Sunday season is over for most of the boys since the hot weather subsided. It is possible Homer is up there on business.
The hotel at Litchfield is about

to have its semi-annual change in land-lord. Chas. Morris, of Jackson, has purchased the furniture and equip-ment and will open up about Nov. 24. Make it a good one, old man, and the boys will help you. Corl, Knott & Co. acted as host for their traveling men and heads of de-

their traveling men and heads of de-partments last Friday noon at a luncheon served at the Association of Commerce cafe, to talk over pros-pects before starting out to see the

John Porter, who represents the International Harvester Co., was one Hartenational Harvester Co., was one of the boys who was injured in the Holland wreck on the P. M. He was remembered by the boys of 131 with flowers. Brother Porter is a member of Muskegon Council, No. 404, and the boys of No. 131 were well pleased to think that they could be of service to one of our brothers who service to one of our brothers who was injured away from home. While laid up he was at St. Mary's hospital.

We wish to correct a mistake that appeared in last week's Tradesman to appeared in last week's Tradesman to the effect that the Grand Rapids Bene-fit Association will hold a meeting on Nov. 29 at the Association of Com-merce rooms on Pearl street. If you are not a member of this Association

are not a member of this Association you better make a few enquiries.

It is with much regret that we announce that our Grand Treasurer, Henry E. Perry, of Cadillac Council, No. 143, passed away last Friday night. He formerly traveled for Lee & Cady Co., of Detroit, in the cigar department and was well known among the traveling fraternity. He was a hard worker, both in business circles and in the U. C. T.

Extra: Bro. Fred DeGraff was seen dancing the two step at the last U. C. T. party which was held Saturday.

Extra: Bro. Fred DeGraff was seen dancing the two step at the last U. C. T. party which was held Saturday night at Herald hall.

Mrs. A. G. Merritt, who was operated upon for appendicitis is recovering and will soon have her full strength back again. Mrs. Merritt is the wife of Mr. A. G. Merritt and they make their home in Saginaw.

Here is a guestion for our consti-

their home in Saginaw.

Here is a question for our constitutional lawyer to answer: Why do hotels permit local people to sit around in the chairs and lounge around the writing table and make the traveling man wait until they egt ready to move?

W. S. Cain, commonly known as Bill made a bet with Mrs. Keane and

Bill, made a bet with Mrs. Keane and lost. Consequently Bill had to produce. This he did in a very graceful manner, by bringing up a pound box of Jandorf's best candy for sister Keane. We might also mention that he purchased one for his wife also at

the same time.

Who said feather party?

This week cars will run through from Grand Rapids to Saugatuck.

The Holland interurban has completed

this new division and will run the cars over the main line to Jenison and from there to Saugatuck, instead of switching at the old junction. This summer and the road is now in fine shape for the traveling public. The time schedule has not yet been decided upon, so use the phone for further information.

We understand that Mr. Mehrtens, of the new Mertens Hotel, is in the market for a manager. We can heartily recomemnd our friend, Fred Green, of Greenville. He has all the Green, of Greenville. He has all the qualities essential to a hotel manager. Fred has proven to the traveling public that he knows his business from the ground up. He knows what the boys want and what they expect. He has proven beyond a doubt that he is one of Michigan's best hotel keepers. The new Mertens Hotel, at Commerce and Oakes street, will be ready for the formal opening about Jan. 1. Work has been delayed by the slow

for the formal opening about Jan. 1. Work has been delayed by the slow delivery of the steel for the main stairways. The kitchen equipments are now being placed and, as soon as the steam is turned on, the furnishings will be installed. We wish Mr. Mehrtens success, as he is well liked by the boys.

Mehrtens success, as he is well liked by the boys.

Anyway, we think we are a little excusable if we didn't comprehend all of that birthday edition on the first reading. In fact, we are finding something new in it every day.

Some storm that, last week! Even those zephyrs that generally fan our cheeks so gently developed into a veritable hurricane that nearly swept us off our feet.

The boys are making some very

us off our feet.

The boys are making some very commendatory remarks about the hotel at Lowell. Let the good work go on. We hope it is contagious and that we will have a state wide epidemic.

At last the stinglest man has been located at South Bend, Indiana. W.

W. Schantz was seen with both arms full of beautiful Hoosier peaches and not only refused to divide, but durked whenever an acquaintance hove in

ed whenever an acquaintance hove in sight.

The Brown & Sehler Co., of this city, has a mighty wise feature in the way of sick and accident and burial insurance for its men. The cost is nominal, no officers to pay and payment is prompt. We regret to report the recent sickness and death of Wn. Ruthren, one of the employes. A check, not only for sickness, but to help defray the burial expenses, was immediately sent to the widow. Upon the death of a member of this company, which membership is confined strictly to the employes and members of the Brown & Sehler Co., an assessment of \$1 per capita is levied, which goes toward the burial of the deceased. This is a form of insurance which we believe would be beneficial to ail firms and their employes if run on the businesslike and economical plan adopted by the officers and employes of the above mentioned company.

To those who have ever solourned company.

To those who have ever sojourned at the Hotel Harvey, at Constantine, it is needless to state that this is one of the very best and finest equipped hotels in the State. Nine footers, individuals and the very best of meals. Recently owing to the high price of foodstuffs, the landlord raised his price to \$2.50 per day and the only comment we hear is, "It's worth it." If this hotel charges \$2.50 per day, it is the consensus of opinion that the roller towels, short sheets, hard beds and punk meals of the \$2 Arlington, at Coldwater, are worth, not to exceed \$1 per.

exceed \$1 per.

At last the secret has leaked out why R. M. Richards and Oscar Levy such regular attendants at the

HOTEL CODY

EUROPEAN GRAND RAPIDS, MICH.

Best Beds That Money Can Buy

Columbia theatre. At the lower left hand side of the stage curtain is a sign which reads: "Seat checks good for drinks at the Bismark cafe," and it is said Oscar got twenty-seven at is said Oscar got twenty-seven at the haul, but could use only eleven them. No report on Richards.

The captains of the U. C. T. solicitone of them.

ing teams desire us to shoot a few beans at the rest of the teams to see if they are alive. If still able to if they are alive. If still able to breathe, kindly report on those five names given out for interviews. If you are dead, of course you can't report, but in due time the fact may be communicated to the captains and your experts appointed; also if your successors appointed; also if unable to land any of the five names given you kindly report and get a fresh consignment. Please get busy.

John D. Martin Boyne Citied last

Look out for some blood curdling, hair raising wolf stories. John Ripperger is going hunting.

perger is going hunting.

We don't want to mention any names, but if you meet a U. C. T. brother, a member of the Booster Committe, also of the dance committee, constitutional lawyer and whose initials are H. W. H. (any further facts than these we positively refuse to divulge), just ask him how his personal exchequer looked after the Michigan-Pennsylvania foot ball game last Saturday.

Saturday. ave you noticed, Mr. Stowe, that the penmanship on the last few pages of our copy always deteriorates in legibility to a marked degree? If it gets so bad you can't read it, let us know. It won't hurt our feelings.

Those of us who know R. J. Ell-

Those of us who know R. J. Ell-wanger will agree that under normal conditions he is a peaceful, law abid-ing citizen, but when he drops into a depot on a day when the mercury is flirting with the freezing point and finds no fire in said depot and no evidence that any was ever there, he once proceeds to give the gent in arge a vigorous initiation of the worm that turns. At Pewamo, on the Grand Trunk, last week he met with just this abnormal state of affairs and, after all effort at getting any satisfaction from the agent had failed, he proceeded to lay the facts before the Railway Commissioner He-mans and now he is waiting for re-The Grand Trunk Railroad and other public carriers are not only in duty bound to make things comfortable at the depot for passengers, but the agent should be dismissed

from service who refuses to do so.

Late press reports reveal the news that the Attorney General decided that, owing to the fact that no provision was made for compensation of The Boosters' Committee of Grand Rapids Council No. 131 is making strenuous negotiations, in the hope strenuous negotiations, in the hope that they can get this matter satisfac-

that they can get this matter satisfac-torily adjusted.

We don't know Ura Donald Laird,
but we'll bet he's sensitive.

We'd rather be a jolly traveling

We'd rather be a jolly traveling salesman than to be a dentist and always looking down in the mouth.
Only five more days in which to pay No. 119.

pay No. 119.
And only ten more before the Hard

Times party.
At Herald hall, Nov. 29. Admission cents per couple-hard times

No one admitted on the dance floor nless in costume. This does not unless in costume. T mean general admission

Allen F. Rockwell.

An Ishpeming correspondent writes: Gus Bronson, the well-known shoe salesman, was in the city Saturday calling on his trade. Mr. Bronson this week completed his thirty-eighth year as a traveling salesman and he has made the Upper Peninsula every year during the time he has been on the road. He represents the F. C. Dovenmuch Shoe Co., of Chicago.

CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, Nov. 17—We are much pained to receive word that Grand Treasurer Henry E. Perry had been hence to join Eternal City

1. The sad news came to us called hence to John Eccane to us Council. The sad news came to us to-day through a telegram received by James E. Burtless, member of the Grand Executive Committee. We were prepared to hear the sad news, as Mr. Goldstein announced through as Mr. Goldstein announced through the Detroit column last week that he was seriously ill and we felt that he have a hard struggle to pull h. We enjoyed but a short personal acquaintance with him, but personal acquaintance with him, but we knew hom to be every inch a man, full of ambition, full of life and full of cheer. It is a sad duty, but we assure his family of our most heartfelt sympathy.

Harry E. Kelley, a brother of Richard E. Kelley, and who, until about a year ago was associated with his brother here as an active member of the Kelley Hardware Co., of this city, has, in company with another

city, has, in company with another brother, started a very fine hardware business in the new and booming town of Modesta, Cali., with a most inviting door of opportunity laying

open to them.

A fellow named W. L. Baldwin, by some inexcusable blunder on the part of his employers, got a position as a traveling representative of the Friedman Manufacturing Co., manu-facturer of oleomargarine, and in following his vocation as traveling salesman recently called on Matt Hansen, at L'Anse, a highly respected and successful merchant of that town, and when nobody was looking, stole some pocket knives, razors, etc. Mr. Hanwhen nobody was looking, stole some pocket knives, razors, etc. Mr. Hansen did not immediately discover his loss until he received private information, whereupon he very properly swore out a warrant, placed it in the hands of Sheriff Demgen, who arrested his man "with the goods," brought him back to L'Anse for trial, at which he pleaded guilty and was at which he pleaded guilty and was let off by Justice Campbell with a fine of \$50 and costs. He returned such of the stolen goods as were found in his possession. Immediately after his release he was again arrestat Negaunee for jumping a hotel at the Hotel Douglass, at oughton. Thank the Lord, there Houghton. are not very many traveling men of this fellow's stripe on the road now-adays, but we feel humiliated and this fellows stripe on the road how-adays, but we feel humiliated and chagrined that this fellow ran loose among us and we blame his house as much as we do him. It couldn't have looked him up very closely. In justice to myself I feel com-pelled to ask Mr. Stowe to correct

a serious typographical error which a serious typographical error which appeared in last week's issue, as it placed me in an unenviable position, both with the D., S. S. & A. Railway and the Michigan State Railway Commission, with which I have no acquaintance. The sentence referred to is as follows: "The Michigan Railway Commission is having its troubles with that company, but declines at the present time to make any of the grievances public." The paragraph, corrected, should read: "We fear that the friendly relations established between the Duluth, South acquaintance. The sentence referred Shore & Atlantic Railway United Commercial Trav ilway and the Travelers of Michigan hang at the present time on only a very slender thread. The State Committee on Railroads and Transporation is having its troubles Transporation 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 with the Grand Executive Commit-

Hans Hansen, of dear old Calumet, now unquestionably the happiest aveling man in all Michigan. A traveling man in all week ago he responded to the name of papa to a strapping young man of 17 summers and an equal number copper country winters, with all

that it means, and also to a beautiful and promising young lady of 13. T night, as I write these lines, he dangling a wee little miss only seven days old. Hans says that in all these thirteen years he got weaned away from the squallin' kids, but that even if the little one does bawl to beat the band, she's a million dollar

baby anyway.

Didn't I tell you? Will Tapert has his eye on that big revival meeting at the Soo.

W. J. Pohlman last week doffed the genteel and faultless attire of a fashionable traveling salesman and re-turned to his aboriginal togs and took the woods, armed with a deer ense and a trusty shooting iron license and this morning we read in the Mining Journal as follows: "William Pohlman, of this city, on Saturday expressed a 190 pound buck to his son at Detroit." The deer was shipped from Republic. Now, Sunny Jim, get busy and get a nice venison steak. He camped at Witch Lake, near Republic.

Ura Donald Laird. Republic.

Sault Ste. Marie, Nov. 17—Roy Leonard, the leading merchant of Kenneth, is reported to have taken the contract to repair the church

News Items From the Soo.

Mr. and Mrs. John Metzger, Sr., Mr. and Mrs. John Metzger, Sr., were given a royal reception at the home of their son, John Metzger, Jr., at the Shallows last week, the event being the golden wedding of Mr. and Mrs. J. Metzger. Although the weather was what they call fierce, a goodly number made the trip overland and the aged couple were recipients of many useful presents in remembrance of the occasion and hearty congratulations were extended from far and lations were extended from far and near, including Bay City, which was the old family home for the largest

the old family home for the largest portion of their married life. The deer season is still on and many of the business houses are crip-pled on account of being obliged to work short handed during the hunting season. Many of the traveling men are hunting deer instead of orders now, and in consequence there is very little "dear" being sought. Some good luck is being reported, while the less fortunate ones have not as yet regis tered. There is a prize offered fo the traveling man getting the biggest and much interest is being man fested by the numerous contestants. Some of the traveling men who are working the camps between the leisure hours of hunting are obliged to put cow bells on their horse's necks and red coats on their backs in order to reach their destination in safety while in performance of their duty. From present indications there will

be a scarcity of turkeys throughout Chippewa co county Thanksgiving and most of the Thanksgiving supply will come from St. Paul and Chicago. High prices are looked for.

Chas. Pregitzer and hunting party

have broken camp and some of the party have arrived home. They report having had excellent luck and all insurance policies on their lives are still in force. Charles only got one, but he is glad to get back and get a good rest before starting at the office routine again.

The Pittsburgh Steamship Company is closing its warehouse, as practily all their boats are now on t on their

ly all their boats are now on their way to winter quarters. The storm has put a sudden stop to navigation and few boats are now out.

The Pickford stage is still running on schedule time, making daily trips to the Soo. and reports the roads in good condition.

S. Moffat has opened up a meat market at Dafter. Wm. G. Tapert.

Selling goods is not all of salesmanship. There must be a profit of some sort or the sale is a mere waste of

Merry Musings From Muskegon.

Muskegon, Nov. 17—The amateur football game pulled off here Sunday was a very tame affair. Only two were seriously injured in the game. We know now how to get the boys out. Just advertise that a lunch will be compared and area. Prother Hobbs.

be served and even Brother Hobbs there. et Wm. Reed, ex-restaurant

We met Wm. Reed, ex-restaurant keeper of Middle ville, Thursday and —wonder of wonders—he said hello! We always considered A. W. Stev-

enson a man of truth and veracity, but he called on us Saturday and agreed to report in regard to the Council meeting, but as yet we have failed to see him, so we think he has either had a lapse of memory or joined the Ananias Club. The Continental Motor Works has

just closed a contract to build 10,000 motors for the Hudson Auto Co., of Detroit, which will greatly increase the present force of men.

Detroit, which will greatly increase the present force of men.

John Porter, after having been laid up nearly all summer with typhoid fever, had the misfortune to be injured in the Pere Marquette wreck, near Holland, last week and is now in St. Mary's hospital, Grand Rapids We understand John is getting along all O. K. and, no doubt, does not regret that he came across and gave Brother Engle and the writer his application after we labored so hard for it. John is a mighty fine fellow and a good loyal member of Muskegon Council and it is to be greatly regretted that he should be so unfortunate of late.

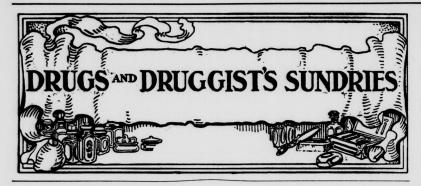
We always heard that little things count and now we know it, for that little piece of an eye tooth that the dentist assured us would never any harm, but would be hard to any into an ulcerated would never an ulcerated race, ave been sojourning home. They assure developed into an ulcerated face, therefore we have been sojourning with the folks at home. They assure us that they have discovered some things in our disposition that they never knew before. However, we expect by the time this is in print to be out again and the slight tension which now exists will be somewhat relieved.

We saw an article in the Sunday Herald about what good fare was found in the lumber camps of to-day, found in the lumber camps of to-day, as compared with a few years ago. I know a white haired little woman in old Montmorency county, who cooked many years in a lumber camp who can and did serve better meals than 99 per cent. of the hotels of Michigan—and I can find a thousand witnesses to the fact.

E. P. Monroe.

The hotel men of Missouri, Kansas and Oklahoma have an associaton which will hold its annual convention next Nevember, and one of the things planned to be done is to inaugurate a scheme to reduce expenses. The secretary of the association says there is no use in talking of the price of meat coming down and that the thing to do is to encourage the use of vegetables. It is proposed to make the meat portions smaller and the vegetable portions correspondingly larger. If the hotels are to make money the patrons must eat vegetables, which must be served attractively to lure the appetite away from meat. If the hotel managers join forces with the vegetarians to discourage the eating of meat the price of vegetables may go up and the price of meat have a tumble.

It is only a poor sort of happiness that could ever come by caring very much about our own pleaures. We can only have the highest happiness, such as goes along with being a great man, by having wide thoughts and much feeling for the rest of the world as well as ourselves.-George Eliot.



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 Associa-

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, Detroit.
Secretary-Treasurer—W. S. Lawton,
Grand Rapids.

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

The Food Feature at the Soda Fountain.

If you are in a hotel neighborhood, or a down-town business section or near a depot, or in a neighborhood with many rooming houses, or in any section where there is a floating population, you have a good chance to build up some breakfast business. The druggist who makes every hour in the day count is the man who totals up a neat profit on the soda fountain at the end of the season. With most druggists the hours from eight to ten in the morning are about as dull as any of the day. Anything that will tend to enliven business during these hours ought to be good.

Some druggists say that they won't have a cook at their soda counter, but you can get plenty of breakfast business without doing so, if you object to a food feature requiring services of a cook. Sliced bananas, sliced oranges, grape fruit, peaches in season, preserved fruit out of season, all these things go to make a breakfast for some people. Plenty of men only want a dish of fruit and a cup of coffee. Nothing is finer than a bowl of fresh sliced peaches, and prepared fruits are put up so nicely these days that you can serve this kind of stuff all winter.

But you can go further than this and still not hire a cook.

Oats, shredded wheat, whole wheat, the numerous prepared breakfast foods, all these things are easy to serve. They come in neat packages, and all the dispenser has to do is to measure out the required quantity and serve it with milk or cream. It is just as easy to dispense an order of prepared oats as to mix an egg phosphate. Nor does it seem that any greater strain on professional ethics is involved. Thousands of men in this country want nothing more for breakfast than a plate of breakfast food. and a cup of tea, milk, or coffee.

This sort of service fits right in with hot soda, and one helps to boost the other. The breakfast-food helps you to sell your hot coffee, and vice versa. Now if you want to go a little further and add boiled eggs to the menu, your dispenser can easily boil them in a hotwater urn, and with their addition you will have quite a respectable bill of fare. But you can get along very nicely without them. There are opportunities here for druggists, if they will go after them. The lunch-room people are not measuring up to their opportunities. Many a druggist can build up a business along these lines that he would never suspect existed before he made the effort. You may have some of this business at your door.

Malted Milk Coffee.

Place a tablespoonful of malted milk in a mug and add hot coffee gradually, stirring the mixture to keep it smooth. Then add a dash of cream. This drink may be sweetened or not, as the customer desires. Serve with salted wafers.

Crackers and Wafers.

Browse around among the fancy groceries and see if you can't find a cracker or a wafer-or both-different from what other dispensers are serving. There are a multitude of crackers and wafers on the market. Something different gives your store a touch of distinction, and makes people remember your soda fountain.

Afternoon Tea.

The fashionable hotels in big cities all over the country make a leader of afternoon tea now, and so do many cafes. If you have tables, you can make the afternoon tea an institution at your store, and it is a proposition well worth going in for.

The hotels have some advantage, for women go there to see the styles. But it is only a side issue with them, and the druggist who goes to work to build up a permanent following can get his share of the business, and make his store an exhibition place, too. And the man who does build up a following of this sort has a great advertisement.

In the first place, get a very high grade of tea-get something extra fine. Have individual teapots, and let all the accessories be dainty. What you want is something that will make an impression, something a little better than the ordinary run. Have your service extra good in every detail. Have something unusual in the way of wafers or crack-Serve olives and small high-grade pickles. Ladies like these things.

Then play up your afternoon tea as an institution. Advertise it well. permanent sign outside the store is a good thing.

AFTERNOON TEA AT BLANK'S.

This makes a good reading notice in Attach this to your the newspapers. regular advertising.

This will give you a good leader if you want to have a hot soda opening. It might be a good idea to mail cards to your customers, decorate the store, have music, and serve tea to your lady patrons. The afternoon tea proposition will go well in a down-town shopping section, and, in a lesser degree in uptown stores in good locations. druggist in the small town need not think this is a proposition only for the big cities. It can be made a success almost anywhere, and it will really give you a lot of good advertising without your having to expend very much effort.

After you get going nicely, the proposition will advertise itself. It is plain what a good advertisement you will have when the ladies begin to make your store headquarters. This will bring you much profitable business outside the direct profit involved on sales at the soda counter.

Home-made Pastry.

When we consider how easy it is to find a housewife who can make notable pastry, and how difficult it is to find a bakery product which tastes anything like such pastry, it seems strange that more druggists do not make contracts with some good cook of the neighborhood. There is nothing like home-made pastry. The finest bakery can't touch it; money won't buy it. It all depends on finding the cook.

If you can find such a cook to supply you with pies, you can easily draw business from all sides. The pie fiend knows a good thing when he tastes it, and will come a long distance for it. In addition to helping your own business, it may be you can also assist some deserving person in earning a liveli-

Naming a Drink.

It is a very good idea to get up some special drink and give it for a name the number of your store. A special drink need not be complicated; most of the successful ones are the reverse. other words, old combinations are sold under new names. Suppose your store is 310 Blank street. Placards reading something like this will be in order:

TRY A GLASS OF 310.

The idea is that by making such a drink popular, you make people familiar with the number of your store. If your store has a catchy number, like 66 or 101, it will help; but any number may be impressed upon the public by keeping at it. Work this into your general advertising, use signs and placards liberally, and before long you will make the new drink well known in your vicinity, and incidentally you will advertise the number of your store.

Thanksgiving Specialties.

Do not forget to put on sale some little novelty for Thanksgiving, if only in honor of the day. Cranberry syrup should be featured with sundaes or other specialties at this time.

W. S. Adkins.

How to Store Ice Cream.

As to the storing of ice cream, the entire virtue of the cold lies in the brine or melted water about the cans. Cream keeps at a proper consistence when the tins are immersed well into the brine with very little ice floating about in the water. I know particularly of an inexperienced man who dispensed his ice cream from the packers as supplied by the manufacturers and had arranged to allow the water to escape from the packers at once by removing the plug at the bottom. He stated that in spite of packing and repacking with a large amount of salt and ice, he could not keep ice cream hard, and I know that he never learned the secret and finally gave up handling ice cream in disgust. It is a mistake to remove the melted water too rapidly or often. Rather an arrangement should be made by which the cans can be held down into the water and the liquids removed only when it rises so high as to cause fear of its flowing over the edge into the ice cream. Should this happen, the best way to undo the mischief is to remove the tin at once, pour off the salt water, add several effusions of pure water, and usually the cream will be found not the worse for the entire experience, except that it may be a bit soft on the top. The danger of the cans leaking must be closely guarded against.

As to the use of plain sweet cream in plain soda, some dispensers are too free in using cream where it is contra-indicated. Cream should not be added to acid drinks, such as strawberry, lemon, raspberry, etc., or drinks containing fruit acids, as the cream is curdled, and if not drunk at once the curd collects on the surface and the customer will think something is "wrong." Cream may be added to vanilla or chocolate with improve-J. F. Rupert.

Quotations on Local Stocks and Bonds. Public Utilities,

I done Otheres,		
I	Bid. A	
Am. Light & Trac. Co., Com.	3361/2	338
Am. Light & Trac. Co., Pfd.	1051/2	107
Am. Public Utilities, Com.	50	52
Am. Public Utilities, Pfd.	74	76
Cities Service Co., Com.	80	82
Cities Service Co., Pfd.	69	71
Citizens Telephone Co.	75	77
Comw'th Pr. Ry. & Lt., Com.	511/2	531/2
Comw'th Pr. Ry. & Lt., Pfd.	74	76
Comw'th 6% 5 yr. bond	96	971/2
Pacific Gas & Elec. Co., Com.	341/6	351/2
Tennessee Ry. Lt. & Pr., Com	. 13	15
Tennessee Ry. Lt. & Pr., Pfd.	64	67
United Light & Rys., Com.	791/4	80
United Light & Rys., 1st Pfd.	. 77	78
United Lt & Rys. new 2nd Pfd	. 71	73
United Light 1st and ref. 5%		
bonds	86	99
Utilities Improvement, Com.	40	42
Utilities Improvement, Pfd.	61	63
Industrial and Bank Sto		00
Dennis Canadian Co.	104	106
Furniture City Brewing Co.	59	60
Globe Knitting Works, Com.	125	139
Globe Knitting Works, Pfd.	97	99
G. R. Brewing Co.	150	160
Macey Co., Pfd.	94	96
Commercial Savings Bank	200	225
Fourth National Bank	215	220
G. R. National City Bank	175	177
G. R. Savings Bank	250	300
Kent State Bank	200	260
Old National Bank	204	206
Peoples Savings Bank	250	200
November 10 1018	200	
November 19, 1913.		

Many a man gets into trouble by accumulating other people's money.

Your Opportunity=

lies where competition is not so

lies where competition is not so keen and where the surrounding country will support you; there are many business openings along the lines of the Union Pacific system, alfalfa mills, bakers, bankers, barber shops, blacksmith shops, brick yards, canning factories, cement block factories, creameries, drug stores, elevators, flour mills, foundries, furniture stores, garages, hardware stores, hotels, implement stores, laundries, lumber yards, meat markets, physicians, restaurants, stores (general), and a great variety of others: we will give you free complete information about the towns and surrounding country where opportunities are numerous; write today.

R. A. SMITH

Colonization and Industrial Agent, Union Pacific

nization and Industrial Agent, Union road Co., Room 1578 Union Pacific B OMAHA, NEB.

WHOLESALE DRUG PRICE CURRENT

WHOLESAL	LE DRUG FRICE	CORRENT
Acids	Cubebs @4 50	Digitalis @ 60
Acetic 6 @ 8	Frigaron @2 50	Gentian @ 60 Ginger @ 95
Boric 10 @ 15	Eucalyptus 75@ 85 Hemlock, pure @1 00 Juniper Berries @1 25	Guaiac @1 05
Carbolic 19 @ 23	Juniper Wood 4000 50	Guaiac Ammon @ 80 Iodine @ 25
Citrie 63 @ 70 Muriatie 1% @ 5	Lard, extra 85@1 00 Lard, No. 1 75@ 90 Lavender Flowers @4 50	Iodine
Nitric 5½@ 10	Lavender Flowers @4 50	1ron, clo
Oxalic 13 @ 16		Myrrh @1 05
Sulphuric 1% @ 5	Lemon 5 50@6 00 Linseed, boiled, bol @ 49 Linseed, bld less53@ 58	Nux Vomica @ 70 Opium @2 00
Tartaric 38 @ 45	Linseed, raw, bbls. @ 48	Opium Camph @ 65
Ammonia	Linseed, raw less 52@ 57 Mustard, true4 50@6 00	Opium, Deodorz'd @2 25 Rhubarb @ 70
Water, 26 deg 6½@ 10	Mustard, true 4 50@6 00 Mustard, artifi'l 2 75@3 00 Neatsfoot 80@ 85 Olive, pure 2 50@3 50	Paints
Water, 18 deg 4½@ 8 Water 14 deg 3½@ 6	Olive, pure 2 50@3 50	Lead, red dry 71/2@ 10
Carbonate 13 @ 16	yellow 1 60@1 75	Lead, red dry 7½@ 1(Lead, white dry 7½@ 10 Lead, white oil 7½@ 10
Chioride 12 @ 15		Ochre, yellow bbl. 1 @ 11/4 Ochre, yellow less 2 @ 5
Balsams	Olive, Malaga, green 1 50@1 65 Orange, sweet4 75@5 00 Organum, pure 1 25@1 50 Origanum, com'1 50@ 75 Pennyroyal 2 25@2 50 Peppermint 4 00@4 25 Rose, pure 16 00@18 00 Sandalwod, E. I. 6 25@6 50 Sassafras, true 80@ 90	Putty 2½@ 5
Copaiba 75@1 00	Organum, pure 1 25@1 50 Origanum, com'l 50@ 75	Putty 2½ @ 5 Red Venetian bbl. 1 @ 1½ Red Venet'n, less 2 @ 5
Fir (Canada) 1 75@2 00	Pennyroyal 2 25@2 50 Pennermint 4 00@4 25	Shaker, Prepared 1 40@1 50 Vermillion Eng. 90@1 00
Fir (Oregon)40@ 50	Rose, pure 16 00@18 00	Shaker, Prepared 1 40@1 50 Vermillion, Eng. 90@1 60 Vermillion, Amer. 15@20 20 Whiting, bbl. 1@1½ 1½ Whiting 2@5 5
Peru	Sandalwod, E. I. 6 25@6 50	Whiting 20 5
	Sassafras artifi'l 45@ 50	Insecticides
Berries Cubeb 65@ 75	Spearmint b block uu	Arsenic 6@ 10
Fish 15@ 20	Sperm 90@1 00 Tansy 5 00@5 50 Tar, USP 30@ 40 Turpentine, bbls. 0533½ Turpentine, less 57@ 62 Wintergreen, true 05 00 Wintergreen, sweet	Blue Vitrol, bbl. @ 61/4 Blue Vitrol less 7@ 10
Juniper 7@ 10	Tar, USP 30@ 40 Turpentine, bbls. @53%	Bordeaux Mix Pst 8@ 15
Prickley Ash @ 50	Turpentine, less 57@ 62	Hellebore, White powdered 15@ 20
Barks	Wintergreen, sweet	Insect Powder 20@ 35
Cassia (ordinary) 25	Wintergreen, art'l 50@ 60	Lime & Sulphur
Cassia (Saigon) 65@ 75	Wormseed 3 50@4 00 Wormwood 6 00@6 50	Solution, gal. 15@ 25 Paris Green 15%@ 20
Elm (powd. 25c) 25@ 30 Sassafras (pow. 30c) @ 25		Miscellaneous
Soap Cut (powd.	Potassium Bicarbonate 15@ 18	Acetanalid 30@ 35
25c 15 @ 20	Bichromate 13@ 16 Bromide 45@ 55	Alum 3@ 5
Extracts	Carbonate 12@ 15	Alum, powdered and
Licorice 24@ 28	Chlorate, xtal and powdered 12@ 16	Bismuth, Subnitrate 2 10@2 25 Borax xtal or
Licorice powdered 25@ 30	Chlorate, granular 16@ 20 Cyanide 30@ 40	Borax xtal or
Flowers	lodide 3 20@3 40	powdered 6@ 12 Cantharadies po. 2 00@2 25
Arnica 18@ 25	Permanganate 15@ 30 Prussiate yellow 30@ 35	Calomer 1 20@1 30
Chamomile (Ger.) 25@ 35 Chamomile (Rom.) 40@ 50	Prussiate yellow 30@ 35 Prussiate, red . 50@ 60 Sulphate 15@ 20	Carmine 20@ 25
		Cassia Buds @ 40 Cloves 30@ 35
Gums	Roots Alkanet 15@ 20	Cloves 30@ 35 Chalk Prepared 6@ 8½ Chalk Precipitated 7@ 10 Chloreform 27@ 10
Acacia, 1st 40@ 50 Acacia, 2nd 35@ 40	Blood, powdered 20@ 25	Chloroform 38@ 48 Chloral Hydrate 1 00@1 15
Acacia, 3d30@ 35	Calamus 35@ 40 Elecampane, pwd. 15@ 20	Cocaine 4 20@4 50
Acaccia, Sorts @ 20	Gentian, powd 12@ 16 Ginger, African,	Cocane 4 20@4 56 Cocoa Butter 50@ 66 Corks, list, less 70% Copperas, bbls. @ Copperas, less 2@ 6 Copperas, Powd. 4@ 6 Corrosive Sublm. 1 05@1 16 Cream Tartar 30@ 38 Cuttlebone 25@ 3 Dextrine 7@ 3
Acacia Powdered 35@ 40	powdered 15@ 20	Copperas, bbls@
Aloes (Barb. Pow) 22@ 25 Aloes (Cape Pow) 20@ 25	Ginger, Jamaica 22@ 25 Ginger, Jamaica,	Copperas, Powd. 4@
Aloes (Soc. Powd.) 40@ 50	powdered 22@ 28 Goldenseal, powd 6 25@6 50 Ipecac, powd 2 75@3 00	Cream Tartar 30@ 3
Asafoetida 75@1 00	Ipecac, powd 2 75@3 00	Cuttlebone 25@ 3:
Asafoetida, Powd.	Licorice, powd. 12@ 15	Dextrine 70 10 10 10 10 10 10 10 10 10 10 10 10 10
Pure @ 75 U. S. P. Powd. @1 00	Orris, powdered 25@ 30 Poke, powdered 20@ 25	Emery, all Nos. 6@ 10 Emery, powdered 5@
Camphor 55@ 60	Rhubarb 75@1 00 Rhubarb, powd. 75@1 25 Rosinweed, powd. 25@ 30	Epsom Salts, bbls @ 11/2
Guaiac 35@ 40	Rosinweed, powd. 25@ 30	Ergot 1 50@1 7:
Guaiac, Powdered 50@ 60 Kino @ 40	Sarsabarilla, Hond.	Flake White 120 1
Kino, Powdered @ 45	Sarsaparilla Mexican,	Formaldehyde lb. 10@ 18 Gambier 6@ 10
Myrrh @ 40	ground 25@ 30 Squills 20@ 35	
Myrrh, Powdered . @ 50	Squills 20@ 35 Squills, powdered 40@ 60 Tumeric, powd. 12@ 15 Valerian, powd. 25@ 30	Gelatine
Opium 6 80@7 00 Opium, Powd 8 75@8 95	Valerian, powd. 25@ 30	Glauber Salts bbl. @
Opium, Gran 8 90@9 10	Seeds	Glue, brown 116 1
Shellac 28@ 35	Anise, powdered 22@ 25	Glue, brown grd 10@ 1: Glue, white 15@ 2:
Shellac, Bleached 30@ 35 Tragacanth No. 1 1 40@1 50	Bird, 1s 8@ 10	Glue, white grd 15@ 26 Glycerine 23½@ 36
Tragacanth, Pow 75@ 85	Caraway 12@ 18	Hops
Turpentine 10@ 15	Celery 30@ 35	Iodine 4 35@4 6
Leaves	Caraway 12@ 18 Cardamon 1 75@2 00 Celery 30@ 35 Corlander 12@ 18 Dill 25@ 30 Fennell 30 30	Indigo 85@1 00 Iodine 435@4 60 Iodoform 540@5 60 Lead Acetate 12@ 10 Lycopdium 55@6
Buchu 1 85@2 00	- cuiton & 00	Lycopdium 55@ 6
Buchu	Flax, ground 4@ 8	Lycopdium 55 \(\tilde{6} \) 6 6 Mace 80 \(\tilde{0} \) 90 \(\tilde{0} \) 10 Mecury 75 \(\tilde{0} \) 8 Morphine, all brd 4 55 \(\tilde{0} \) 4 8 Nov Version 8
Sage, ¼s Loose. 20@ 25	Foenugreek, pow. 6@ 10	Menthol 5 50@6 00 Mercury 75@ 83
Senna, Alex 45@ 50	Lobelia @ 50	Morphine, all brd 4 55@4 8
Senna, Tinn 15@ 20 Senna, Tinn. Pow. 20@ 25	Mustard, yellow 9@ 12 Mustard, black 9@ 12 Mustard, powd. 20@ 25	Nux Vomica @ 10 Nux Vomica pow @ 1
Uva Ursi10@ 15		Pepper, black pow 20@2 Pepper, white . 30@ 3 Pitch, Burgundy 10@ 1 Quassia 10@ 1
Olls	Quince 15@1 00	Pitch, Burgundy 10@ 1 Quassia 10@ 1
Almonds, Bitter,	Rape 6@ 10 Sabadilla 25@ 30	Quinine, all brds25@364
true 6 00@6 50 Almond, Bitter,	Sabadilla, powd. 35@ 45 Sunflower 6@ 8	Quassia 100 1 Quinine, all brds 25 @ 36 4 Rochelle Salts 23
Almonds, Sweet.	Worm American 15@ 20 Worm Levant 40@ 50	Seidlitz Mixture 200 2
true 90@1 00	Tinctures	Soap, green 15@ 2 Soap, mott castile 10@ 1 Soap, white castile
imitation 40@ 50	Aconite @ 75	Soap, white castile
Almond, Sweet, imitation 40 0 50 Amber, crude 25 0 30 Amber, rectified 40 0 50 Anise 2 25 0 2 50 Bergamont 7 50 0 80 Cajenut 75 0 85	Aloes @ 65 Arnica @ 60	Soap, white castile case
Anise 2 25@2 50	Arnica @ 60 Asafoetida @ 100 Belladonna @ 60	less, per bar @ 6
Cajeput 75@ 85	Benzoin Compound 9 90	Soda Bicarbonate 140
Cajeput 75@ 85 Cassia 1 50@1 75 Castor, bbls. and	Benzoin Compound @ 90 Buchu @1 00	Spirits Camphor
cans 12½ @ 15 Cedar Leaf @ 85 Citronella @ 60	Buchu @1 00 Cantharadies @1 00 Cansicum @ 90	Soda Sal 1@ Spirits Camphor 0 7 Sulphur roll 2½@ 3 Sulphur roll 2½@ 3 Sulphur roll 2½@ 3 Sulphur roll 2½@ 3
Citronella @ 85 Citronella @ 60 Cloves 1 50@1 75	Benzoin Compound 90	Tamarinds 100 1
Clares 1 50@1 75	Cardamon, Comp. @ 65 Catechu @ 60	Tartar Emetic 40@ 5 Turpentine Venice 40@ 5 Vanilla Ext. pure 1 00@15 Witch Hazel 65@1 0 Zine Sulphate 70 1
Cocoanut 20@ 25 Cod L4ver 1 25@1 50 Cotton Seed 80@1 00 Croton . @1 60	Catechu @ 60 Cinchona @ 1 05 Colchicum @ 60	Witch Hazel 65@1 0
Croton @1 60	Colchicum Ø 60 Cubebs Ø1 20	Zinc Sulphate 70 1

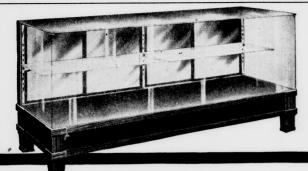


Our Home-Corner Oakes and Commerce

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, an liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED Corn Syrup Prunes Raisins. Spring Wheat

Index to Markets	1	2
By Columns	AMMONIA	Beans
A Col.	12 oz. ovals 2 doz. box 75 AXLE GREASE Frazer's.	Baked 85@1 3 Red Kidney 85@ 3 String 70@1 1 Wax 75@1 2
Ammonia	1lb. wood boxes, 4 doz. 3 00 1lb. tin boxes, 3 doz. 2 35 3½lb. tin boxes, 2 doz. 4 25 10lb. pails, per doz 6 00 15lb. pails, per doz 7 20 25lb. pails, per doz 12 00	Blueberries
B Debut Beens 1	3½1b. tin boxes, 2 doz. 4 25 101b. pails, per doz6 00	Standard 1 8 Gallon 7 0
Baked Beans 1 Bath Brick 1 Bluing 1	25tb. pails, per doz 20 25tb. pails, per doz 20	Little Neck, 11b @1 0 Little Neck, 21b @1 5
Bluing 1 Breakfast Food 1 Brooms 1	BAKED BEANS No. 1, per doz45@ 90 No. 2, per doz75@1 40 No. 3, per doz85@1 75	Clam Bouillon Burnham's ½ pt2 2
Brushes 1 Butter Color 1	No. 3, per doz85@1 75 BATH BRICK	Clam Bouillon Burnham's ½ pt 2 Burnham's pts 3 Burnham's qts 7 5
Candles 1	English 95	Fair 65@ 7 Good 90@1 0
Canned Goods 1-2 Carbon Oils 2	BLUING Jennings'. Condensed Pearl Bluing	Fancy @1 3
Catsup 2 Cheese 3 Chewing Gum 3	Small C P Bluing, doz. 45 Large C P Bluing, doz. 75	Monbadon (Natural) per doz 1 7
Chicory	BREAKFAST FOODS	Gooseberries No. 2, Fair 1 5 No. 2, Fancy 2 3
Chocolate	Apetizo, Biscuits3 00 Bear Food, Pettijohns 1 95 Cracked Wheat 24-2 2 50	No. 2, Fancy2 3
Cocoanut	Cream of Wheat, 36-2 4 50 Cream of Rye, 24-2 3 00	Standard 8
Crackers 5, 6	Apetizo, Biscuits 3 00 Bear Food, Petitijohns 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 Posts Toasties, T. No. 3 2 80	¼ ID
Cream Tartar 6	T 04 0 0 70	Mustard, 11b
Dried Fruits 6	Grape Nuts 2 70 Grape Sugar Flakes 2 50	Soused, 1½tb1 6 Soused, 21b2 7
Farniaceous Goods 6	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	Mustard, 11b. 1 8 Mustard, 21b. 2 8 Soused, 1½1b. 1 6 Soused, 21b. 2 7 Tomato, 11b. 1 5 Tomato, 21b. 2 8
Fishing Tackle 6 Flavoring Extracts 7 Flour and Feed 7	Kellogg's Toasted Rice	Mushrooms
Fruit Jars 7	Biscuit 3 30 Kellogg's Toasted Rice	Hotels @ 1 Buttons, ½s @ 1 Buttons, 1s @ 2
Gelatine 7	Kellogg's Toasted Wheat	Cove, 11b@ 9 Cove, 21b@1 7
Grain Bags	Krinkle Corn Flake 1 75	Plums 90@1 3
Herbs 7 Hides and Pelts 8	Manl-Wheat Flakes	Pears in Syrup No. 3 cans, per doz1 5
Horse Radish	Mapl-Corn Flakes 2 80 Minn Wheat Cereal 3 75	Peas Marrowfat 90@1 (
Jelly Glasses	Ralston Wheat Food 4 50	Marrowfat 90@1 (Early June 1 10@1 2 Early June siftd 1 45@1 5
Macaroni 8	Raiston What Food 10c 1 4b Saxon Wheat Food 2 60 Shred Wheat Biscuit 3 60 Triscuit, 18	Peaches Pie
Mapleine	Triscuit, 18 1 80 Pillsbury's Best Cer'l 4 25	Pineapple Grated
Molasses	Post Tavern Special 2 80 Quaker Puffed Rice 4 25	Pumpkin
N	Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 1 75	Fair Sood Sancy 1
Nuts		Gallon 2 1
Olives \$	Wheat Hearts	Raspberries Standard @ Salmon
Pickles \$	DDOOMO	Warrens, 1 lb. Tall 2 3 Warrens, 1 lb. Flat 2 4
Pipes 8 Playing Cards 8 Potash 8	Fancy Parlor, 25 lb. 4 50 Parlor, 4 String, 25 lb. 4 25 Standard Parlor 23 lb. 37 Common, 23 lb 3 25 Special, 23 lb 3 00 Warehouse, 33 lb 4 75 Common Whisk 1 00 Fancy Whisk 1 26	Red Alaska 1 45@1 1 Med. Red Alaska 1 25@1 3 Pink Alaska @
Provisions	Common, 23 lb3 25 Special, 23 lb3 00	
Rice 9 Rolled Oats 9	Common Whisk 1 00 Fancy Whisk 25	Domestic, ¼ S
Salad Dressing 9	BRUSHES	
Sal Soda 9	Scrub Solid Back, 8 in 75 Solid Back, 11 in 95	No. 3, cans 9 No. 10, cans 2 4
Salt Fish 9	Pointed Ends 85	Shrimps Dunbar, 1st doz 1 3 Dunbar, 1½s doz 2 3
Seeds	No. 3	Succotash
Soda	Shoe	Fair
Spices 10 Starch 10 Syrups 10	No. 3 1 00 No. 7 1.30 No. 4 1 70	Strawberries Standard Fancy 2
Table Sauces 10	No. 3	Tomatoee
Tea	Dandelion, 25c size2 00	Good 1 0 Fancy 1 3 No. 10 3 2
Twine 13	CANDLES Paraffine, 6s 7½ Paraffine, 12s 8 Wicking 20	CARBON OILS Barrels Perfection @11
Vinegar 13		D. S. Gasoline @181
Wicking	CANNED GOODS Apples 3 Tb. Standards @ 90	Deodor'd Nap'a
Wrapping Paper 14	Gallon 2 75@2 85 Blackberries	CATSUP
Yeast Cake 14	2 fb 1 50@1 90 Standard gallons @5 00	Snider's pints 2 3 Snider's ½ pints 1

ithin six hours of mailing.	CHEESE
ress. Prices, however, are	Acme
will have their orders filled	Carson City @17½
and the theoretical and	Hopkins @18 Brick @17½
	Leiden @15
DECLINED	Leiden @15 Limburger @17½ Pineapple 40 @60
	Edam @85 Sap Sago @22
	Edam @85 Sap Sago @22 Swiss, domestic @20
	CHEWING GUM
	Adams Black Jack 55 Adams Sappota 55
	Beeman's Pepsin 55
	Chiclets 1 25
2	Colgan Wint Chips 60
	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) Spearmint, Wrigleys 60 Spearmint, Wrigleys 60 Spearmint, 3 box jars 3 90 Trunk Spruce 55
Beans	Juicy Fruit 55
Baked 85@1 30	Red Robin 55
Red Kidney 85@ 95 String 70@1 15	\$2.20) 55
Baked 85@1 30 Red Kidney 85@ 95 String 70@1 15 Wax 75@1 25	Spearmint, Wrigleys 60 Spearmint 5 box iars 3 00
Blueberries	Spearmint, 3 box jars 1 80
Standard 1 80 Gallon 7 00	Trunk Spruce 55 Yucatan 55
Clame	Zeno 55
Little Neck, 11b @1 00 Little Neck, 21b @1 50	Bulk 5
Clam Bouillon	Red 7
Burnham's ½ pt2 25	Eagle 5 Franck's 7
Clam Boullion Burnham's ½ pt	Scheuer's 6
Corn	Franck's 7 Scheuer's 6 Red Standards 1 60 White 1 60
Fair	
Fancy @1 30	German's Sweet 22
Monbadon (Natural) per doz	Walter Baker & Co. German's Sweet 22 Premium 32 Caracas 23 Walter M. Lowney Co. Premium, ¼s 29 Premium, ½s 29
per doz 1 75	Walter M. Lowney Co. Premium, 4s 29
No. 2, Fair1 50	Premium, ½s 29
No. 2, Fair	CLOTHES LINE
Standard 85	Per doz. No. 40 Twisted Cotton 95 No. 50 Twisted Cotton 1 30 No. 60 Twisted Cotton 1 70 No. 80 Twisted Cotton 1 70 No. 50 Braided Cotton 1 20 No. 50 Braided Cotton 1 25 No. 60 Braided Cotton 1 25 No. 80 Braided Cotton 2 25 No. 50 Sash Cord . 1 75 No. 60 Sash Cord . 2 00 No. 60 Jute . 90 No. 72 Jute . 1 00 No. 60 Sisal . 85 Galvanized Wire
Lobster	No. 50 Twisted Cotton 1 30 No. 60 Twisted Cotton 1 70
½ 1b	No. 80 Twisted Cotton 2 00
Mackerel Mustand 11th	No. 60 Braided Cotton 1 25
Mustard, 21b 2 80	No. 60 Braided Cotton 1 85 No. 80 Braided Cotton 2 25
Soused, 1½1b 1 60 Soused, 21b 2 75	No. 50 Sash Cord1 75
Mackerel Mustard, 1lb 1 80 Mustard, 2lb 2 80 Soused, 1½1b 1 60 Soused, 2lb . 2 75 Tomato, 1lb 1 50 Tomato, 2lb 2 80	No. 60 Jute 90
Mustaneau 280	No. 72 Jute
Hotels @ 15	Galvanized Wire
Hotels @ 15 Buttons, ½s @ 14 Buttons, 1s @ 25	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 No. 20, each 100ft. long 1 90 No. 19, each 100ft. long 2 10
Cove, 1tb	COCOA
Plums 90.01 25	Baker's
Plums 90@1 35 Pears in Syrup No. 3 cans, per doz1 50	Colonial, ¼s 35
	Colonial, ½s
Marrowfat 90@1 00 Early June 1 10@1 25 Early June siftd 1 45@1 55	Epps 42 Hershey's, ½s 30 Hershey's, ½s 28 Huyler 36 Lowney, ½s 33 Lowney, ½s 33 Lowney, ½s 33 Lowney, ½s 33 Van Houten, ½s 12 Van Houten, ½s 36 Van Houten, ½s 36 Wan-Eta 36 Webb 33 Wilber, ½s 33 Wilber, ½s 33 Wilber, ½s 32 COCCOANUT
Early June siftd 1 45@1 55	Huyler
Peaches	Lowney, 1/4s 33
Pie 1 00@1 25 No. 10 size can pie @3 25	Lowney, ½s
Pineapple	Van Houten, 1/8 12
Grated 1 75@2 10 Sliced 95@2 60	Van Houten, ½s 36
Pumpkin 80	Wan-Eta 36
Good 90	Webb
Fair 80 Good 90 Fancy 1 00 Gallon 2 15	Wilber, ¼s 32
Raspberries	Wilber, ¼s
Standard @	1/8s, 51b. case 30
Warrens, 1 lb. Tall2 30 Warrens, 1 lb. Flat 2 40	4s, 15tb. case 29
Warrens, 1 b. Tall 2 30 Warrens, 1 b. Flat 2 40 Red Alaska 1 45@1 50 Med. Red Alaska 1 25@1 35	½s, 151b. case 28 1s, 151b. case 27
1 IIIK Alaska (2) 90	14s & 1/2s 15tb. case 28
Sardines Domestic, 1/4 s 3 25	14s & 1/2s pails 16
Domestic, ¼ Mustard 3 00	Bulk, pails 141/2 Bulk, barrels 131/4
French, 1/4s 7@14	Baker's Brazil Shredded
French ½s13@23 Saur Kraut	26 10c pkgs., per case 2 60
Domestic, 4s 3 25 Domestic, 4s Mustard 3 00 Domestic, 4k Mustard 2 75 French, 4s 7@14 French, 4s 13@23 Saur Kraut No. 3, cans 90 No. 10, cans 2 40 Shrimps	16 10c and 33 5c pkgs., per case 2 60
Shrimps	COFFEES ROASTED
Dunbar, 1st doz	Common 19
Succotash 90	Fair
Good 1 20	Fancy 21
Strawberries	Fair 19½ Choice 20 Fancy 21 Peaberry 23 Santos
Standard 95 Fancy 2 25 Good 1 05 Fancy 1 35 No. 10 3 25	Common
Tomatoes	Choice
Fancy 1 05	Choice 21 Fancy 23 Peaberry 23
No. 10 3 25	Maracaiho
CARBON OILS Barrels	Fair 24
Perfection @11 D. S. Gasoline @181/	Mexican
Gas Machine @30½	Choice
Cylinder 29 @34½	Hair 95
Engine 16 @22 Black, winter 8 @10	Fancy 28 Java Private Growth26@30 Mandling31@35 Aukola
CATSUP Spider's pints	Private Growth26@30
CARBON OILS Barrels	Mandling31@35 Aukola80@32

	-
Mocha Short Bean	No
H. L. O. G26@28 Bogota Fair	Pe Wa Fil Ali
Fair	Joi
Spot Market, Strong Package New York Basis Arbuckle	H.
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F.	Bu 24
Extracts Holland, ½ gro boxes 95 Felix, ½ gross 1 15	Na
Hummel's foil, ½ gro. 85 Hummel's tin, ½ gro. 1 43 CONFECTIONERY Stick Candy	Ex
McLaughlan & Co., Chicago Extracts Holland, ½ gro boxes 95 Felix, ½ gross 1 15 Hummel's foil, ½ gro. 85 Hummel's tin, ½ gro. 1 43 CONFECTIONERY Stick Candy Palls Horehound 8 Standard 8 Standard 8 Standard 8 Twist, small 9	NI Se
	NI Pr Se
Big Stick 81/2	Sa Sa
Cameo	NI Ge
French Cream 9 Grocers 6½ Kindergarten 11 Leader 814	Sh
Majestic 9 Monarch 8½ Novelty 10	At
Second S	Bo Bo
Valley Creams	Br
Pails Auto Kisses (baskets) 13 Bonnie Butter Bites16 Butter Cream Corn16	Ca
Candy Crackers (bskt) 15 Caramel Dice	CE
Coco Macaroons 16 Coffy Toffy 14 Cream. Marshmallows 15	Ch
Empire Fudge14 Fudge, Pineapple13 Fudge, Walnut13	Ch Ch
Auto Kisses (baskets) 13 Bonnie Butter Bites .16 Butter Cream Corn .16 Candy Crackers (bskt) 15 Caramel Dice13 Cocoanut Kraut .14 Cocoanut Waffles .14 Coco Macaroons .16 Coffy Toffy .14 Cream Marshmallows 1b Dainty Mints 7 lb. tin 15 Empire Fudge14 Fudge, Pineappl .13 Fudge, Pineappl .13 Fudge, Walnut .13 Fudge, Choco Peanut 12 Fudge, Honey Moon .13 Fudge, Toasted Cocoanut .12 Fudge, Toasted Cocoanut .13 Fudge, Cherry .14	Cr Co Co
nut	Co
Kokays	E: Fa
Kokays 14 Iced Maroons 14 Iced Gems 15 Iced Orange Jellies 13 Italian Bon Bons 13 Manchus 15 Molasses Kisses, 10 13	Fr Fr
Nut Butter Puffs13 Salted Peanuts15	Gi Gi Gi
Chocolates	Gi
Choc. Chips, Eureka . 18 Climax	H H In
Eureka Chocolates16 Favorite	La
Nabobs 18 Nibble Sticks 25 Nut Wafers 18	L
Ocoro Choc. Caramels 17 Peanut Clusters 22 Pyramids 14 Ouintette 16	M M M
Regina 11 Star Chocolates 13 Superior Choc. (light) 18	M M N
Without prizes. Cracker Jack 3 25 Giggles, 5c pkg. cs. 3 50	Oi Pe Pe Pi
Cough Drops boxes Putnam Menthal 1 00	Re
Smith Bros 1 25	Susu
Almonds, Tarragona 20 20 21 21 21 21 21 21 21 21 21 21 21 21 21	Su Tr Va W
Brazils @16 Filberts @15 Cal. No. 1 Walnuts soft shell	I
Walnuts, Chilli @16 Table nuts, fancy @16 Pecans, medium @15	Ba
Pecans, ex. large @16 Hickory Nuts, per bu. Ohio Cocoanuts	Ca Ch Ch En Fi
Cocoanuts	Fi Gi

	-
	Shelled
	No. 1 Spanish Shelled Peanuts 13½@14
	Pecan Halves @60 Walnut Halves 25@29
	Filbert Meats @20
	Peanuts 13½@14 Pean Halves @60 Walnut Halves 35@38 Filbert Meats @20 Alicante Almonds @45 Jordan Almonds @50
	Fancy H D Suns De-
	Roasted @714 H. P. Jumbo, Raw @714 Roasted @724
1	
	CRACKED WHEAT
	24 21b. pkgs 2 50
	CRACKERS National Biscuit Company
	Brands
	Butter Boxes
,	Excelsior Butters 8 NBC Square Butters 61/2
	Seymour Round 61/2
1	Soda
3	NBC Sodas 61/2 Premium Sodas 71/2
	Select Sodas 814
•	Saratoga Flakes 13
	Ovster
	NBC Picnic Oysters 614
	Gem Oysters 6½ Shell 8
•	Sweet Goods
	Cans and boxes
•	Atlantics Also Asstd 12
	Avena Fruit Cakes 12
	Bonnie Doon Cookies10 Bonnie Lassies 10
•	Brittle Fingers 10
	Cameo Biscuit Choc. (cans) 25
3	Cameo Biscuit Asstd.
	(cans)
	Cecelia Biscuit 16
	Chocolate Bar (cans) 18 Chocolate Drops 17
	Chocolate Drop Cen-
	ters
	Choc. Rosettes (cans) 20
	Cracknels
	Cocoanut Drops 12 Cocoanut Macaroons 18
	Cocnut Honey Fingers 12
	Coent Honey Jumbles 12
	Eventide Fingers 16
	Family Cookies 81/2
	Fig Cakes Asstd 12 Frosted Creams 8½
	Frosted Ginger Cookies 81/2 Fruit Lunch Iced 10 Ginger Gems Plain 81/2 Ginger Gems Iced 91/2 Graham Crackers 8
	Graham Crackers 8
8	Ginger Snaps Family 814
	Round
	Ginger Snaps NBC Round 8 Household Cookies 8 Household Cks. Iced 9 Hippodrome Bar 12
	Tioney Jumples 12
	Jubilee Mixed 10
	Lady Fingers Sponge 30 Leap Year Jumbles 18
	Lemon Biscuit Square 8½ Lemon Wafers 17 Lemona 8½ Mace Cakes 8 Mary Ann 8½ Marshmallow Cfe, Ck. 13 Marshmallow Walnuts 18 Medors
	Mace Cakes
	Mary Ann 81/2 Marshmallow Cfe. Ck. 13
	Marshmallow Walnuts 18
	Medora
	Oatmeal Crackers s
	Penny Assorted 81/2
	Oatmeal Crackers Orange Gems 34/2 Penny Assorted 34/2 Peanut Gems 16 Raisin Gems 11
s	Raisin Gems 11 Reveres Asstd 15
	Raisin Gems
	Sugar Fingers 12
	Sugar Crimp 81/2 Sultana Fruit Biscuit 16
	Triumph Cakes 16 Vanilla Wafers 17
	Waverley 10 In-er-Seal Trade Mark
	Baronet Biscuit
	Cameo Biscuit 1 50
	Cheese Sandwich 1 00 Chocolate Wafers 1 00
	Excelsior Butters 1 00 Fig Newton 1 00
	Fig Newton 1 00 Five O'Clock Tea Bect. 1 00 Ginger Snaps NBC . 1 00

0			<u> </u>	10	
Graham Crackers Red	Volgt Milling Co. Graham	HIDES AND PELTS Hides Green, No. 1	Lard Pure in tierces 12 @12½ Compound Lard 9 @ 9½ 80 lb. tubs	Mackerel	Young Hyson
Packed 12 rolls to container 3 containers (40) rolls 3 20 Hominy Pearl, 100 lb. sack . 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box . 60 Imported, 25 lb. box . 2 50 Pearl Barley Chester 3 00 Empire	Sleepy Eye, ½s cloth 5 20	Lunch, 16 oz	Columbia, 1 pint 4 00 Durkee's, large 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's small, 2 doz. 5 25 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 00 Wyandotte, 100 ¾s 3 00 Wyandotte, 100 ¾s 3 00 Granulated, bbls 80 Granulated, 100 lbs. cs. 90 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs 1 25 SALT Common Grades 100 3 lb. sacks 2 40 28 10 lb. sacks 2 40 28 10 lb. sacks 2 25 56 lb. sacks 2 25 56 lb. sacks 2 25 56 lb. sacks 2 20 Warsaw 56 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 @ 9 Small, whole @ 9 Small, whole @ 9 Strips or bricks 9@13 Pollock @ 5½ Halibut Strips 18 Chunks 19 Chunks 19 Holland Herring Y. M. wh. hoop bbls. 12 00 Y. M. wh. hoop Milchers kegs 80 Standard, ½ bbls. 5 50	Silver Gloss, 40 1lb. 734	Gold Rope, 6 & 12 lb. 58 Gold Rope, 4 & 8 lb. 40 Granger Twist, 6 lb. 46 Granger Twist, 6 lb. 40 Horse Shoe, 6 & 12 lb. 36 Horse Shoe, 6 & 12 lb. 35 Qentucky Navy, 12 lb. 32 Keystone Twist, 6 lb. 45 Kismet, 6 lb. 46 Rappe Dip, 20 oz. 28 Merry Widow, 12 lb. 32 Nobby Spun Roll 6 & 3 S Parrot, 12 lb. 32 Nobby Spun Roll 6 & 3 S Parrot, 12 lb. 40 Picnic Twist, 5 lb. 40 Picnic Twist, 5 lb. 40 Piper Heidsick, per doz. 40 Piper Heidsick, per doz. 48 Redicut, 1 2-3 oz. 38 Scrapple, 2 & 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz. 47 Sq. Deal, 7, 14 and 28 lb. 30 Star, 6, 12 & 24 lb. 43 Standard Navy, 7½, 15 & 30 lb. 34 Ten Penny, 6 & 12 lb. 35 Town Talk, 14 oz. 31 Yankee Girl, 12 & 24 Sheap Pipe, 5c 56 Am. Union Scrap 5 40 Bag Pipe, 5c 52 Globe Scrap, 2 oz. 30 Honey Comb Scrap, 5c 57 Honest Scrap, 5c 57 Gold Times, ½ gro. 576 Gold Times, ½ gro. 576 Red Band, 5c ½ gro. 576 Red Band, 5c ½ gro. 576 Red Band, 5c ½ gro. 576

12

Smoking

17

SPECIAL PRICE CURRENT

13 14 Pilot, 7 oz. doz. 1 05
Pilot, 14 oz. doż. 2 10
Prince Albert, 5c 48
Prince Albert, 10c 96
Prince Albert, 16 oz. 3 84
Prince Albert, 16 oz. 7 44
Queen Quality, 5c 48
Rob Roy, 5c foil 5 76
Rob Roy, 10c gross 10 52
Rob Roy, 25c doz. 2 10
Rob Roy, 5bc doz. 4 10
S. & M., 5c gross 5 76
S. & M., 14 oz., doz. 3 20
Soldier Boy, 10c 10 50
Sweet Caporal, 1 oz. 60
Sweet Lotus, 5c 6 00
Sweet Lotus, 5c 6 00
Sweet Lotus, 10c 12 00
Sweet Lotus, per dz. 4 35
Sweet Rose, 2¼ oz. 30
Sweet Tip Top, 5c 50
Sweet Rose, 2¼ oz. 30
Sweet Tip Top, 10c 1 00
Sweet Tip Top, 10c 1 00
Sweet Tip Top, 10c 1 00
Sweet Tip Top, 10c 1 50
Sweet Tip Top, 10c 1 10
Swe 4½ inch, 5 gross ... 65
Cartons, 20 2½ doz. bxs 70
Egg Crates and Fillers
Humpty Dumpty, 12 dz. 20
No. 1 complete ... 40
No. 2, complete ... 28
Case No. 2, fillers, 15
sets ... 1 35 Scrapple, 5c pkgs. 48
Sure Shot, 5c 1-6 gro. 5 76
Yankee Girl Scrap, 20z. 5 76
Pan Handle Scrp ¼gr. 5 76
Peachy Scrap, 5c . . . 5 76
Union Workman 2¼ 6 00 Faucets Cork lined, 3 in. 70
Cork lined, 9 in. 80
Cork lined, 10 in. 90 Mop Sticks Palls Traps

Mouse, wood, 2 holes
Mouse, wood, 4 holes
Mouse, wood, 6 holes
Mouse, tin, 5 holes
Rat, wood
Rat, spring

Tubs

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

Banner Globe
Brass, Single
Glass, Single
Single Acme
Double Peerless
Single Peerless
Northern Queen
Double Duplex
Good Enough
Universal
Window Cleaners Window Cleaners TWINE

Cotton, 3 ply ... 25

Cotton 4 ply ... 25

Jute, 2 ply ... 14

Hemp, 6 ply ... 13

Flax, medium ... 24

Wool, 1 lb. bales ... 9½ WRAPPING PAPER

White Wine, 40 grain 8½ White Wine, 80 grain 11½ White Wine, 80 grain 13 Oakland Vinegar & Pickle Co's Brands.
Highland apple cider ..18 Oakland apple cider ..13 State Seal sugar ... 11 Oakland white pickling 10 Packages free. No. 0, per gross 30 No. 1, per gross 40 No. 2, per gross 50 No. 3, per gross 75 Magic, 3 doz. 1 15 Sunlight, 3 doz. . . . 1 00 Sunlight, 1½ doz. . . 50 Yeast Foam, 3 doz. . 1 15 Yeast Foam, 1½ doz. . 58 WOODENWARE

Ovals

14 1b., 250 in crate ... 35

15 1b., 250 in crate ... 35

16 1b., 250 in crate ... 40

17 1b., 250 in crate ... 40

18 1b., 250 in crate ... 70

19 1b., 250 in crate ... 70

19 1b., 250 in crate ... 90

Wine Find

Wire End

1 lb., 250 in crate ... 35
2 lb., 250 in crate ... 35
3 lb., 250 in crate ... 55
5 lb., 250 in crate ... 65
Churns
Barrel, 5 gal., each ... 2 40
Barrel 10 gal., each ... 2 55
Clothes Ples

15

S. C. W., 1,000 lots ... 31 El Portana ... 33 Evening Press ... 32 Exemplar ... 32

Worden Grocer Co. Brands

Londres, 50s, wood 35 Londres, 25s, tins 35 Londres, lots, 30s 10

Old Master Coffee

COFFEE

Roasted Dwinnell-Wright Co's B'ds

WHITEHOUSE

COFFEE

White House, 1 tb
White House, 21b
Excelsior, Blend, 1tb
Excelsior, Blend, 2tb
Tip Top, Blend, 1tb
Royal Blend

San Marto
Pilot
TEA
Royal Garden, ½, ¼
and 1 lb.
THE BOUR CO.,
TOLEDO. O.

22.2

CIGARS Cigar Co.'s Brand

16 Royal High Grade

Superior Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;

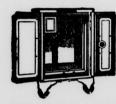
Lee & Cady, Detroit; Sy-mons Bros. & Co., Sagi-naw; Brown, Davis & War-ner, Jackson; Godsmark, Durand & Co., B Creek; Fielbach Co., ledo.



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

Prices quoted upon appli-cation, Hammond, Standish & Co., Detroit, Mich.





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



The only 5c Cleanser

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

Lautz Bros.' & Co.	
Acme, 30 bars, 75 lbs. 4	00
Acme, 25 bars, 75 lbs. 4	00
Acme, 25 bars, 70 lbs. 3	80
Acme, 100 cakes3	00
Big Master, 100 blocks 4	00
German Mottled8	15
German Mottled, 5 bx. 8	
German Mottled, 10 bx. 3	
German Mottled, 25 bx. 3	
Marseilles, 100 cakes6	
Marseilles, 100 cks. 5c 4	
Marseilles, 100 ck toil 4 Marseilles, ½ box toil 2	00
Proctor & Gamble Co.	

Pro								
Lenox vory,	6 0	Z				4	nn	
vory,	10	OZ.			 	6	75	
Star .	• • •	• • • •	• • •	• •	 	3	35	

Trad	lesman	Co.'s	Bra	nċ	1
Black	Hawk, Hawk, Hawk,	five	bxs	2	40

Black	Hawk,	ten	bxs	2	25
	A. B. T			,	
Good (Cheer	• • • • •	• • • • •	4	00
0.0	diff.		• • • • •	4	40

Soap Powde	rs	
Snow Boy, 24s fan	nily	
size	3	75
Snow Boy, 60 5s	2	40
Snow Boy, 100 5c	3	75
Gold Dust. 24 larg	e 4	50
Gold Dust, 100 5c .	4	00
Kirkoline, 24 41b.	2	20
Pearline	2	75
Soapine	4	40
Baubitt's 1776		7
Roseine		10
Armour's	8	ĐΫ
Armour's	3	70

Wisdom	8	30
Soap Compounds		
Johnson's Fine	5	10
Johnson's XXX	4	25
Rub-No-More	8	85
Nine O'clock	8	30

and an analysis of south
Sapolio, gross lots9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Scourine Manufacturing Co.
Scourine, 50 cakes 1 80
Scourine, 100 cakes3 50

Conservative Investors Patronize Tradesman Advertisers



YEAST CAKE

AXLE GREASE

MICA LE GREASE

NCORPORATE

1 lb. boxes, per gross 9 00 3 lb. boxes, per gross 24 00 BAKING POWDER Royal

> 10c sixe .. 90 14th cans 1 35 6 oz. cans 1 90 ½1b. cans 2 50

% 1b cans 3 75 1b cans 4 80 3th cans 13 00

We Manufacture

Public Seating

Exclusively



Churches We furnish churches of all denominations. designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the

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

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

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

PHILADELPHIA

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

New, up-to-date, bakery for sale. No better location. Easy terms. J. F. Hess, Marion, Indiana. 625

Marion, Indiana. 625

For Rent—Large store at Elmira, Mich., \$15 month, with living rooms, furnace, gas, shelving, tables. Would exchange for merchadnise. A. W. Stein, Fenton, Mich. 624

renange for merchadnise. A. W. Stein, Fenton, Mich.

Two Grocery Stores For Sale—One located in good town of 1,500 population, spot cash trade with low rent, small investment and a moneymaker, invoices about \$800. Also brick store building and stock of groceries, doing over \$20,000 annually. Must have cash for stock of about \$1,500 and one-half down on building, the balance on easy payments of \$6.40 per week, without interest. We roast and sell over 1,000 pounds of coftee per month. Write E. J. Pierce, St. Johns, Mich.

Would like to meet manufacturer bay-

Would like to meet manufacturer having first-class article they would like pushed in Rocky Mountain states. Have lived in Denver 12 years. Moderate salary and expenses. Address No. 622, care Tradesman.

iived in Denver 12 years. Moderate salary and expenses. Address No. 622, care Tradesman.

For Rent—Best business corner in town of 400 for groceries or dry goods; 30 feet front and 60 feet deep. Postoffice in connection. Address Mrs. J. F. Costello, Cavour, S. D. 621

For Sale—One of the oldest and best established millinery and ready-to-wear stores in Central Michigan. Stock all clean and bright, invoice about \$2,000. Fine location and excellent farming country to draw from. Will sell building also or will furnish long lease. Address No. 620, care Michigan Tradesman. 620

Barber shop at Fayette, Idaho, town of 4,000; healthy climate; good business established; three chairs; must sell. Reason, too far from relatives. \$850. Write B. H. Durrett, Lebanon, Kansas. 619

Wanted—Stock of general merchandise, dry goods or shoes. Address O. G. Price, Macomb, Ill.

For Sale—The furniture and fixtures, with the sell of the Merchant House.

Macomb, III.

For Sale—The furniture and fixtures, with lease, of P. M. Eating House, Traverse City, Mich. Whole or in part, at a sacrifice of 40 per cent. Reason, other business out of city. Enquire J. F. Haldaman, P. M. Eating House, Traverse City, Mich.

Err. Sale, Drug Stare, (Papelli). Get

For Sale—Drug Store (Rexall). Get full particulars. Address C. H. Wagner, Mount Pulaski, Ill.

Mount Pulaski, Ill.

Gall Stones—Bilious colic is result; no indigestion about it; your physician can not cure you; only one remedy known on earth; free booklet. Brazilian Remedy Co., Box 3021, Boston, Mass. 615

Wanted To Rent—A good building in good location in any good town, for billiard hall and barber shop. Will pay good rent and furnish best of references. Geo. A. Leonard, 224 Delaware St., Grand Rapids, Mich.

For Sale—HICKORY AXLES. 500

Rapids, Mich.

For Sale—HICKORY AXLES, 500 pieces Ohio stock 4 x 5, 4½ x 5½, 5 x 6 and 5½ x 6½, 7 feet long and up, also ½ in. panel poplar, all widths. Charles F. Shiels & Co., Cincinnati, Ohio. 610

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

For Sale or Exchange—160 acre im-

settled. Small investment. Address Administrator, care Tradesman.

For Sale or Exchange—160 acre improved farm only 3½ 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

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

For Sale—Paying meat market. Ad-

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

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.

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.

easy terms. 599

For Sale—Bright, clean stock of dry goods, millinery, ready-to-wear, involcing 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

churches and schools. Address F. J. Woods Pontiac, Ill.

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

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.

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.

St. Clair St., Toledo, Ohio.

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—My stock of bazaar goods and store fixtures. Central location. Ad-dress Mrs. Emma Fitch, Nashville, Mich. 611

For Sale—Hickory axles, 500 pieces Ohio stock 4 x 5, 4½ x 5½, 5 x 6 and 5½ x 6½, 7 feet long and up, also % in. panel poplar, all widths. Charles F. Shiels & Co., Cincinnati, Ohio. 610

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.

Free for six months, my special offer

sire to retire. For full information write or call The King Mfg. Co., 1106-12 Dorr St., Toledo, Ohio.

534

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.

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 Bidg., Jackson, Mich.

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 merchandises 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.

For Sale—One of the best furniture businesses in the state of California.

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, Cali. 587

\$10,000 required to swing safest store, clothing, dry goods, shoes, ladies' readymade. Business established 35 years. Moneymaker. Town 3,000 richest farming section Central Michigan. Bumper crops. Immediate possession. Good reasons. If a hustler answer. Address No. 563, care Tradesman. 563

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

\$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 Trades-man. 612

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

River. Minn.

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.

542

Look Here Merchants! You can collect a collect and particulars. Pekin Book Co., Detroit, Mich.

Co., Detroit, Mich.

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

Lumber Co., Oconto, Wis.

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. Kaufer, Milwaukee, Wis. 92

If you wish to buy, sell or exchange any legitimate business of any kind, anywaere, 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.

Bank, St. Faul, Minn.

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert. 1261 Adams Express Bldg., Chicago, Ill. 326

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

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

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

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.

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

Wanted—To buy printing press and type, large enough for a six column newspaper. Address No. 583, care Trades-man.

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

HELP WANTED.

Wanted—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to stablish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio.

bus, Ohio.

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.

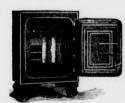
Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

SITUATIONS WANTED.

Wanted—Position by retail salesman of dry goods and ladies' ready-to-wear. Experienced buyer, advertiser and man-ager. 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. Klot-tenberg, Danforth, Ill.

Safes That Are Safe



SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co. Tradesman Building

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%

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DETROIT DETONATIONS.

(Continued from page 1.) afford jewels? Glen is one of Burnham, Stoepel & Co.'s budding young traveling men and, from all appearances, he will blossom before the

spring season opens.
"Tom" Walsh, merchant prince of Bay City, who recently moved into his beautiful new store, says most fellows who are called quitters never

even get started.

Sam Benjamin, the world's greatest story teller and one of the Fried-Keller-Kohn Co.'s (Cleveland) leading cloak salesmen, is winding leading cloak salesmen, is winding up his spring trip in Michigan. Sammy, speaking of the new shapeless coats, says: "Many a pretty coat hides a poor form."

Guy Caverly, Detroit representa-tive for the G. J. Johnson Cigar Co., Grand Rapids, has left for a two weeks' trip to Indianapolis, which Grand Rapids, has weeks' trip to Indianapolis, which means that Michiganders will have in finding "Dutch Masno trouble in finding "Dutch Mas-ters" in that city in the future. Walter Reindel (Liggett & Meyers

Tobacco Co.) who has been making the city trade for his house, has been instructed to cover the State in the interest of Velvet tobacco. Walter, interest of Velvet tobacco. Walter, being a most wholehearted young man, did not hold on to the "engagement" part of the job, but gave it to a most winsome young lady, along with a diamond ring. In behalf of Detonations and Walter's many friends was reserved bear the second of the control of the page of the control of t friends, we extend hearty conmany gratulations.

The traveling men who are always growling at everything they come in with, ought to muzzle themselves before retiring to prevent them from biting themselves in their sleep

Yes, dear reader, them's harsh words, but there's lots of them kind traveling on the road.

John Doe went deer hunting last week. He leaves his widow \$1,000 insurance.—Daily News Item.

On the other hand, many a man thought he caught a dear only to find
—but what's the use, everybody will

Sign in Detroit retail store, down-town district; Help Us Keep Our Store Closed Saturday Nights.

John Oxnard, department manager for Burnham, Stoepel & Co., who had a peep at eternity, is again able to be out and around, for which his hosts of riends are very thankful.

Speaking of secretaries of the U. C. T. If a good secretary is retained by a subordinate lodge, why not in the Grand Lodge?

"Pat" Begole has represented the

Favorite Stove Co. so long that every dog, canary bird, merchant and lay-man in his territory can tell him by his walk. 'Pat" or "Phil," as he is sometimes called, mislaid himself long enough at one time to get mixed up with the bull moose party and up with the bull moose party and with such disastrous results that he refuses to go into the woods, as he is ashamed to look a deer, which is a cousin to the moose, in the is a cousin to the moose, in the face. He ran for County Auditor on the B. M. ticket. He was not obliged to give up his road position.

Gosh! To think we were obliged to

bump into Phthisology's dream again in the Sample Case! A dream's a dream until it becomes a nightmare. In other words, once is all right, but twice—that's a horse of a dif-

rent color.
"Jack" Shepard, from up the Rapids way, who makes monthly pilgrimages to Detroit in the interest of Arnold, Constable & Co., of New Yrok, says there is no place like home and that's why so many fellows go to lodge

Hard coal, \$1 per piece or \$10 per dozen.

Just like Phthisology's dream. But dreams come true.
'Member Darius Green?

James M. Goldstein.

President Wilson's announcement that he intends to adhere to his own on heredity and environment.

precedent in regard to brevity as well as in regard to the delivery of his messages to Congress in person will be accepted with satisfaction by the public, without distinction of party. His speech at the opening of the regular session of Congress will doubtless be much longer than the address with which he opened the extra session; but the very fact of oral delivery preludes the idea of such long-drawn-out dissertations as have been recently the fashion in messages from the White House. Of the many ways in which the Presidency towers above everything else in this country, there is perhaps none more remarkable than the power of commanding public attention that goes with possession of the office. unique advantage can be frittered away by too frequent use of the opportunity, reducing a Presidential utterance to the level of an ordinary occurrence; and it can be greatly weakened by mere overdoing in point of quantity, for there is a limit beyond which people will not listen to anybody, even a President. Mr. Wilson, since his inauguration, has been sparing in the number of his appearances, not only in person but even in print; and his utterances have been brief as well as few. Evidently all this is no accident, but the carrying out of a fixed policy.

The production of salt in the United States, including Hawaii and Porto Rico, in 1912, amounted to nearly five million tons, a gain of nearly 7 per cent. in quantity, and of nearly 13 per cent, in value compared with 1911. In addition to the domestic production of salt, nearly a million barrels were imported, but these importations were in part offset by exports amounting to 445,785 barrels, leaving an excess of imports over exports of 552,879 barrels. The United States supplied over 97 per cent. of the salt consumed during the year, this country not being dependent on any foreign land for any portion of its salt supply, as the capacity of its mines and manufacturing plants is greatly in excess of the present output.

Beware of sanded chickens. The Department of Agriculture advises poultry buyers to scrutinize all chickens before buying, and not pay 20 to 30 cents a pound for sand. Some poultry shippers feed red pepper to chickens a day or two before killing them. This creates an abnormal appetite and then the chickens are fed a mixture of fine sand and a little cornmeal. That adds to the weight, but does not add to the quality of the poultry.

French banks are puzzled about cashing American coupons subject to income tax. One organization alone holds \$500,000 in American coupons and many enquiries are being made at the United States embassy about what to do. The income tax is a puzzle to many Americans, so it is not remarkable that the French are in a quandary over its interpretation.

We unload a lot of responsibility

AMATEUR AMBASSADORS.

Passing ambassadorships around so the children even unto the third and fourth generations may claim social distinction, shine in a sort of reflected glory and otherwise he snobs because their dads, grand-dads, great-granddads or some other ancestor once oc. cupied the post of American ambassador to this or that court of Europe. is the alluring prospect offered to candidates for these places to accept them for a limited time only. Thus that glittering statesman, famous for his spats, waistcoats and pink hirsute facial adornment, James Hamilton Lewis-sometimes called "Jim Ham" by the ribald or vulgarly familiar-United States Senator from Illinois, paints the entrancing picture to a constituent, one Pindell of Peoria. who desires the distinction and perquisities that go with the credentials of ambassador to the court of his majesty, Nicholas II of Russia. There are many Pindells in Illinois and few ambassadorships to be distributed. They are all friends of "Jim Ham" and Secretary Bryan, and the problem of how to keep them satisfied has been a perplexing one. But trust two so great statesmen as the Secretary and Senator to find a solution. "Jim Ham" is the letter writer of this partnership for the satisfactory distribution and apportionment of diplomatic appointments in Illinois. In one of these letters, that to the aforesaid Pindell, which has become public, the solution is set forth.

As stated there are many more Pindells or aspirants for diplomatic places in Illinois and other states than there are posts for them, so the way out of the difficulty is to give each an appointment for a year. This was the condition of Pindell's appointment. If he would agree to resign at the end of a year, then, said Senator "Jim Ham" in his engaging and persuasive letter, he would be nominated as Ambassador to Russia. The prospective Ambassador was assured he would have nothing to do during the year. The Senator promised him, and the promise came from the State Department, that the Ambassador would have no treaties to negotiate or any other diplomatic questions to look after that the already trained attaches of the embassy could not better conduct. So far as the Ambassador was concerned, even that grand universal peace programme of Secretary Bryan would be held in abeyance. All Pindell would have to do, as "Jim Ham's" letter stated it would be to draw his salary of \$175,-000, and utilize an Ambassador's travel allowance, which would enable him to see London, Paris, Berlin, Vienna, Rome, Constantinople and such other places as his curiosity and interest might suggest. The Senator advised the prospective Ambassador he need not go to the expense of renting an embassy in St. Petersburg. Apartments in a hotel would answer, since the Ambassador would be traveling most of the time and his appointment would be for only a year any way.

As a clincher, "Jim Ham" assured Pindell he would be welcomed in the most select circles wherever he went

in Europe, and entertained, for "Jim Ham" would give him letters of introduction signed by the pink whiskered and waistcoated statesman himself. Could Pindell be stubborn and insist upon more than a year or nothing in the face of such prospect and the promise of social prestige for all the Pindells of uncounted future generations? The "Jim Ham" letter has just become public, and the President is holding up, if he is not withholding for good, the nomination of this protege of Senator Lewis and Secretary Bryan, possibly arguing that as Pindell, unknown outside of Peoria a week ago, has fame enough to last him without an ambassadorship, the administration can do without the valuable service he would give it for only a year in flitting about the European capitals. And the Secretary of State is reported much depressed.

A derby hat is an inoffensive looking object, but it proved fatal in one instance related at a safety first exhibition held in New York City the other day. A sub-station foreman of an electric line was explaining some work to his men and used a derby hat to point out some details of construction. The rim of the hat came in contact with wiring which completed the circuit from the high tension line through his body to the ground. Later it was learned that the rim of the hat was reinforced with a small steel wire and this caused the death of the foreman.

Carrying coals to Newcastle is like carrying apples from Minneapolis to Ohio and Missouri. The two latter states have been noted for their apples, yet during the past two weeks Minnesota farmers have shipped thirty carloads of the fruit to the apple states. One would as soon expect coals to be carried to Newcastle as to hear of Ohio and Missouri buying Minnesota apples.

An executive is a man who makes quick decisions and is sometimes

BUSINESS CHANCES.

For Sale—An established millinery and ladies' furnishing goods business. Stock, fixtures and lease included. Location fine. Reasonable rent. If interested write The Moores Co., Battle Creek, Mich.

For Sale—A first-class drug store in one of the best towns in Northwestern Arkansas. Invoiced \$7,500, including fixtures. Terms, half cash, balance on easy payments. Address John Schaap, Fort Smith, Arkansas.

Smith, Arkansas.

If you have a business to sell or wish to buy or exchange a business anywhere in Michigan, write me, for Michigan is an open book to L. J. Fasquelle, 304 Chamber of Commerce, Detroit, 629

For Sale—Nearly new \$70 National fireproof safe at half price. Also heavy vault door, suitable for bank. Shipped f. o. b. Belding, Michigan Address T. W. Peck, Belding, Mich. 626

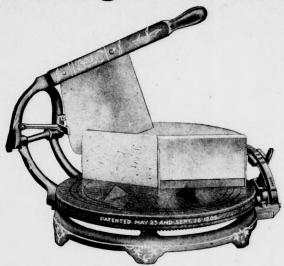
Bakery For Sale

In Indiana city of 25,000. Capacity 40 barrels of flour per week. Two ovens—one German-American 12x12, one No. 3 Middleby; one two barrel Champion mixer; one Thompson bread moulder; large boiler to furnish steam for oven and proof box: three wagons: four hors s; one Reo auto bread wagon. Will sell outauto bread wagon. Will sell outright or will lease building, machine and fixtures. Address No. 25, care Tradesman.

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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.

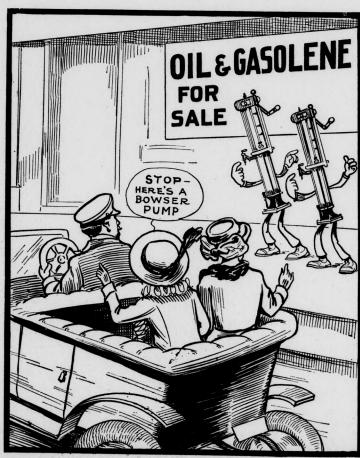
Put your finger on the leak. Don't give away profits on cheese.

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

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

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.



Bowser Automatic OUTDOOR Salesmen for Gasolene or Kerosene Beckon Trade to You

Every passer-by sees the sign and the pump—a black pump for kerosene and a bright red one for gasolene—and you soon own their business.

Oil Pull Engines are selling by the thousands, and each one in your vicinity is your legitimate customer for large quantities of oil.

Lamps aren't all out of business either.

Automobiles, gasolene engines, gasolene lighting systems consume millions of gallons of gasolene and distillate.

This business should be yours, and it will come to you with a Bowser system.

The cost is small.

The profits are large.

The business is steady

and sure the year round.

Write us and we'll show you how to make money.

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ESTABLISHED 1885

A TOY SHORTAGE?

SOME pretty well-grounded rumors report a toy shortage in the American market.

Whether they are true or not we don't know.

If such a shortage exists it doesn't affect us—at least, not yet.

Ten months ago, anticipating a banner holiday season, we plunged on holiday goods and our lines are more complete than they ever were.

The banner holiday season has come and we are prepared to take care of our customers. If there is a toy shortage, it is bound to affect us by forcing more retailers than usual to buy goods from us.

For this reason, we wish to issue a timely tip to our customers.

If you wish us to fill entire your orders for holiday goods, we suggest that you get them in immediately.

To assure yourself of getting goods when you need them

ORDER MERCHANDISE NOW

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

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