


MICHIGAN TRADESMAN

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Thirty-First Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 26, 1913

Number 1575



We Thank Thee

✿

For flowers that bloom about our feet,
Father, we thank Thee.

For tender grass so fresh, so sweet,
Father, we thank Thee.

For song of bird and hum of bee,
For all things fair we hear or see,
Father in Heaven, we thank Thee.

For blue of stream and blue of sky,
Father, we thank Thee.

For pleasant shade of branches high,
Father, we thank Thee.

For fragrant air and cooling breeze,
For beauty of the blooming trees,
Father in Heaven, we thank Thee.

For mother love and father care,
Father, we thank Thee.

For brothers strong and sisters fair,
Father, we thank Thee.



For love at home and here each day,
For guidance lest we go astray,
Father in Heaven, we thank Thee.



For this new morning with its light,
Father, we thank Thee.



For rest and shelter of the night,
Father, we thank Thee.



For health and food, for love and friends,
For everything His goodness sends,
Father in Heaven, we thank Thee.



Ralph Waldo Emerson.























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. 🍷 🍷 🍷 🍷 🍷

WHITE HOUSE COFFEE



Stands SOLELY on its INTRINSIC MERIT—no premiums—no gifts—no “funny business.” Never so popular as now, it SELLS in the face of all sorts of competitive propositions; and, best of all, it SUITS—KEEPS ON selling—KEEPS ON suiting.

JUDSON GROCER CO.

Grand Rapids, Mich.

WHOLESALE DISTRIBUTORS

WHEN YOU SEE

THE SIGN OF  GOOD CANDY

“DOUBLE A”

Remember it came from

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



In Handy 1 Lb. Franklin Cartons

With Inside Bag of Moisture Proof Paraffine Paper

Packed 24 Lbs. to the Container

is one of our famous confectioner's grades, packed in handy form for household use. It will appeal to your customers because of its cleanliness, fineness and purity, and because the moisture proof carton keeps it “free.” The 24 lb. containers enable you to buy to suit your convenience.

Other FRANKLIN CARTON SUGARS are packed in ORIGINAL CONTAINERS of 24, 48, 60 and 120 lbs.

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

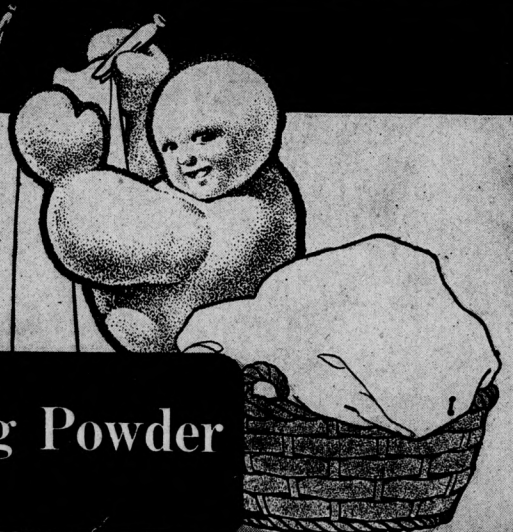
THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

“Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar.”

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

Lautz **Snow Boy** Washing Powder

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



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Inspecting Five Risks Systematically.

The recent meeting of the Michigan State Fire Prevention Association for the inspection of Grand Rapids was the largest in the history of the Association, sixty members attending. This is two-thirds of the entire membership, and fully justifies the predictions made by the officers that all that was necessary to make the work of the Association a big success was to call the attention of the members to the importance of the work it was doing. The Association inspected altogether 603 buildings, including probably more than three thousands risks. They estimate that the job is about half done, and another meeting has been called to complete it.

Grand Rapids is the largest city ever inspected by the Association. It is, therefore difficult for the special agents to express a comparative opinion as to whether the city is in good condition. Some say that the blocks they inspected were in very good shape. Others intimate that their portions were somewhat off. Grand Rapids' principal retail streets are composed of ancient buildings with modern fronts. The interiors, therefore, are far from fireproof. There are a few modern buildings on the outlying streets. Some of the comparatively new buildings are not well built, being constructed for furniture exhibition purposes and not for general use. It is the buildings most in use, and with the greatest number of people and the most valuable stocks of goods, that are in the poorest condition. One of the field men stated that there are not half a dozen buildings on Monroe avenue, the principal thoroughfare, that were not there in practically the same condition as far as fire risks are concerned when he made an individual inspection of the town in 1881, thirty-two years ago. Some of the business firms occupying them have installed sprinkler systems, however.

The building of the Judson Grocery Co. was in the best condition of any inspected. It is fireproof, and not only that, but Treasurer Stanton

is a fire protectionist of the most pronounced type. He not only keeps the building in first class condition, but he preaches fire protection to his salesmen and insists that they carry the gospel to all the houses in the State with which they do business. He convened the company's salesmen in formal meeting and had a member of the Fire Prevention Association address them.

On the 603 buildings inspected, 164 defective slips were turned in. As many of them embrace several conditions, it is hard to estimate the total number of defects reported. One of the most dangerous complaints was in regard to the old-fashioned swinging gas brackets. There were many electrical defects, such as wires crossed, and wound around pipes, and bad fuse boxes. Rubber tubes leading to gas plates were numerous. There was the usual large number of complaints of rubbish and ashes in basements. Also, there are a number of old tumbledown shacks, vacant or tenanted only by tramps. Ten or twelve of these were reported to the fire marshal immediately, with recommendations that they be destroyed.

Formerly the reports were held until the corrections recommended in the defective risks had been made and reported back, or had been referred to the State Fire Marshall for action. The Association has decided that hereafter the reports shall be made to the companies immediately, in order that if any of them are interested in the risk which is defective, they can send their own inspectors to look them over and force immediate correction, or cancel the risks. The list of corrections made will go to the companies as an affix to the report upon the inspection, wherever it may be.—Western Underwriter.

The rural church ought to be the center of interest and activity in many directions. It is not enough that preaching services shall be held there Sunday morning, Sunday school at noon, and some other meeting in the evening, and then expect that these will last through the week. The church must interest itself in the general good and welfare and its members must have a part in all that promises to benefit mankind, otherwise it is falling short of its opportunities and its possibilities. As has been said repeatedly before, there are many villages which have more churches than they need and more than they can support. If they would unite the congregations and hold the service in the best and biggest building, and then turn over one of the others for use as a social club and gathering place for the villagers and the residents of the rural region

roundabout, where they would have amusement, entertainment and instruction, both the buildings and the churches would be serving a better purpose than they are at present, leading a struggling, competitive existence. They are working at cross purposes with a handful of followers, whereas they might easily have one good, big, live, active, energetic association, yielding revenue enough to get a really good preacher who would be a leader among them and whose service would be helpful and worth the money. One of the points such an undertaking would make plain is that the churches believe they have a message and a mission to help promote the health and welfare of the community and to interest themselves in those things which hitherto have not been regarded as absolutely ecclesiastical, but which are none the less important. If people can be made healthier and happier, that is a long step toward making them better, and if the churches or the church agencies can accomplish this, they are doing something worth while. It is true that sanitary regulations are more carefully prepared and more rigidly enforced in the cities than in the country, although the commonly accepted theory is that the country is much healthier than the city. In most cases the reverse is the fact, and the reason for it is that the natural advantages of rural residence are lessened or offset by negligence.

Food experts in conference in Washington have adopted a resolution asking for the abolition of the guarantee clause on the label as specified by the pure food and drugs act, on the ground that it has caused 75 per cent. of the fraud that has occurred in the manufacture of goods. The label does not mean, as many suppose, that the Government guarantees the contents of the package. It simply means that the wholesaler will take from the retailer the responsibility of any prosecution in event of seizure of the goods under the pure food and drugs act. There is no assurance to the purchaser that the contents of the package are as represented, and for this reason the experts believe the label to be in the nature of a farce.

What our forefathers would probably have regarded as impious meddling with the divine plan goes marching on. Roses without thorns and with new odors are an old story, but we pause for a moment at the latest triumph of the puckerless persimmon. To most persons, the value of the persimmon has lain in its use for purposes of metaphor. It may fairly be questioned, therefore, whether, in eliminating from it the one qual-

ity that has made it notable, our nature-reformers have not left us poorer rather than richer. Think of the bewilderment that will come over our descendants as they read allusions to the effect of biting a persimmon, when such an effect no longer follows. There was once a time, they will explain, when some fruits were sweet and some were bitter, when some flowers were pretty, but had no scent, others were fragrant, but gaudy, and most had thorns. There was even a time, they will go on to say, when a turnip tasted like a turnip, instead of a mixture of apple and pear, strawberries grew along the ground, instead of on cherry trees, and there was no connection between pumpkins and grape-fruit.

Elbert Hubbard has a habit of appropriating sayings of others and making them appear as his own. He may claim to be the author of the motto, "Look up and not down; look forward and not back; look out and not in; lend a hand," but the late Edward Everett Hale has been credited for years with its authorship. In 1870 Mr. Hale published his book, "Ten Times One is Ten," which led to the establishment of clubs devoted to charity. These clubs had as their motto the above quotation and spread rapidly, gaining many thousands of members. A similar organization known as the "Look-Up Legion" was formed in Sunday schools.

We have sanitary drinking cups, sanitary paper towels, sanitary bubbling fountains, and the latest suggestion is that we have sanitary finger bowls. An Omaha hotel proprietor advocates sanitary paper finger bowls in silver framework, similar to the waxed paper drinking cups now in use. He urges other hotel managers to join with him in furnishing such finger bowls for guests, but why not urge sanitary coffee cups, champagne and other drinking glasses?

Don't let this talk about the retailer being an unnecessary factor in distribution disturb your sleep o' nights. Go right on making yourself so useful to your trade that they wouldn't know how to get along without you.

There are some merchants who, when they get new goods in seem afraid to push them for fear they will interfere with the sale of the old ones and they keep the new stock out of sight until it too is old.

It is well for all classes of stores to bear in mind that the good will of the school children is, or will be some day, a valuable asset.

Lazy men are just as useless as dead ones and take up more room.

MEN OF MARK.

Walter K. Plumb, Secretary Association of Commerce.

Among the ancients and, in fact, until very recent years prevailed what, for lack of a better word, might be termed a prejudice against the "young man." Wisdom was thought to be an attribute of older heads and was seldom expected in a man until he had lived out more than half his allotted time. To all positions of trust in the state the old men were chosen and the word "patres" became synonymous with wisdom. It required the dawn of the twentieth century in vigorous young America to teach the world that young men were capable of accomplishing much more than for ages had been expected of them.

To-day the old prejudice has almost died out and, given half a chance, or a mere excuse of a chance for that matter, the young man has rapidly pushed himself to the forefront, until it begins to look as though he may have a monopoly and eventually crowd the "old man" out altogether. This is the age of young men. They occupy positions of trust and responsibility in every phase of life, political and commercial, and are at the top in the church and the literature of the country. And while it is the age of the young man it is no less one of commerce. And the fact that the influence of the young man is so greatly felt throughout the continent may be in a large measure responsible for the wonderful strides taken in the commercial world. The vigor of the young man has given business an impetus for the lack of which it has suffered for years. To-day the demand is for young men. They are wanted in every branch of business and, sad as it may seem, the "old man" is being driven to understand that unless he can quicken his pace there soon will be no place for him. Some old men maintain their places in the line; others are failing to keep up and are falling by the wayside.

Walter K. Plumb was born on a plantation near Amelia Court House, Amelia county, Virginia, in the historic valley of the Appomattox River, Aug. 24, 1871. His antecedents on both sides were of English descent. When he was 3 years of age his parents removed to Michigan, locating on a farm near Ada. He attended the village school at that place until he was 15 years of age, when he attended the Grand Rapids High School, subsequently taking a commercial course at the West Michigan Business College. July 25, 1892, he entered the employ of the Sears Bakery, when owned by the York Biscuit Co., starting in as general utility man. On the retirement of Fred H. Hosford, the book-keeper, he was placed in charge of the books, subsequently devoting some years to the sales department. He continued along these lines until thirteen years ago, when Mr. Sears' services to the National Biscuit Co. necessitated his spending most of his time out of town, when Mr. Plumb was made

Assistant Manager. The election of Mr. Sears to the position of director of the National Biscuit Co. and his elevation to the management of the manufacturing department rendered it desirable for him to relinquish the title he had held so many years as Manager of the local branch and Mr. Plumb naturally succeeded to the sole management of the business, which he had practically directed for a half dozen years. Mr. Plumb retained this position until March 1, 1911, when he resigned to accept the position of Secretary, Treasurer and Sales Manager of the Fox Typewriter Co. He relinquished this position about a year later to accept the management of the Chicago office and factory of the Loose-Wiles Biscuit Co. At the meeting of the directors of the Grand Rapids Association of Commerce Monday he was elected Secretary of that organization at a

in both of which organizations he was a non-commissioned officer. He is a member of the Association of Commerce, the Grand Rapids Credit Men's Association and the West Michigan Fair Association. He is an honorary member of the Grand Rapids Retail Grocers' Association and the Michigan Retail Grocers and General Merchants' Association. His hobby is athletics and out-door sports. He is fond of horses and looks forward to the time when he will have a stable full of roadsters. He is not a member of any club, finding the home circle and the training of four lively children sufficiently attractive to occupy his spare moments.

The attitude of Mr. Plumb toward his work is characterized by patience and perseverance with a determination to do one thing at a time, and to do it well. This characteristic of the man is the most prominent of his

of business, and there is no better posted man in his line of business in the State. He is a constant reader of mercantile and scientific works and his first subscription to a newspaper was for a mercantile journal which he still reads and keeps carefully on file.

Salvation of the Public Service Corporations.

Written for the Tradesman.

Modern public service corporations are realizing the fact that there is only one way to overcome popular prejudice against this style of corporation and that is by conducting business in an open handed, frank and honest manner. Even then there often seems to be a suspicion in the minds of the public that this assertion is made simply for effect and is not carried out in practice.

If the uninformed and prejudiced person will stop and think a moment, he will see that this statement is absolutely true and that any company of a quasi public or public nature, to be successful must conduct its business honestly. Leaving aside the high moral ground of principle and viewing the matter from the cold blooded business standpoint, it will be seen that this is true.

Many of the public utility companies of to-day are managed by men who are not speculators or promoters, but who are operators whose duty to the stockholders and the bond holders whose money is in these corporations is to so conduct business as to make for permanency and growth. That being the case, it is absolutely necessary to obtain the confidence and the good will of the people. There is only one way to successfully do this and that is to give the very best of service for the lowest rate consistent with a fair return upon the money invested.

When the people whom these corporations serve come to more fully realize this fact, all the opposition, prejudice and dislike will disappear and it will be found that the public service corporation is one of the most active factors in the progress and development of the community it serves.

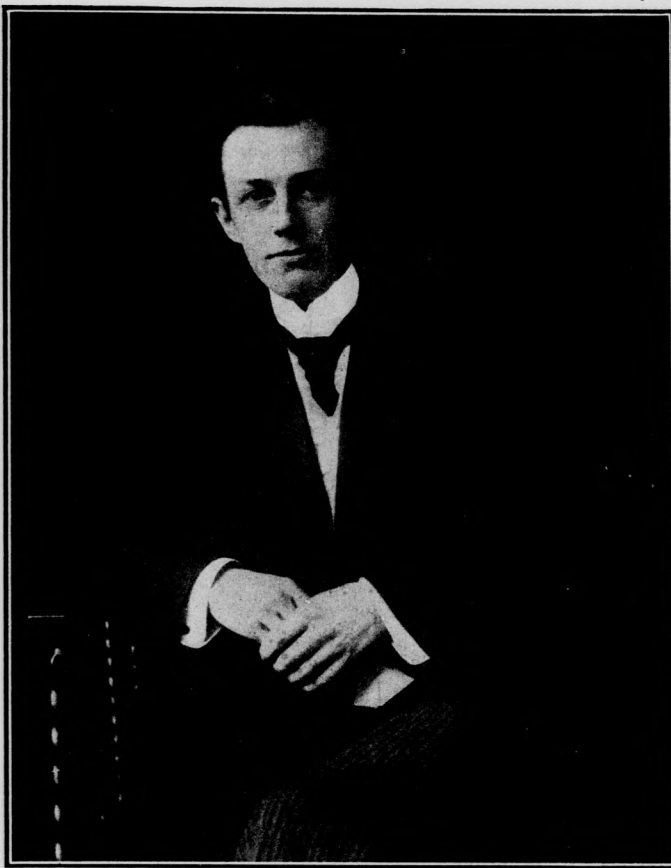
The education of the people to the truth in this matter is of necessity somewhat slow but it will be completed in time. Paul Leake.

Where He Was Lucky.

Two little negroes engaged in a quarrel, when one struck the other on the head with a wagon spoke. The negro that had received the blow rubbed his head for a moment and then said: "Look yere, Stephen, dar's one thing dat is powerful blessin' fur you." "Whut's dat?"

"De fact dat my haid is ez thick ez it is. W'y if my haid wa'n't no thicker den de common run o' haid, dat lick would er killed me, an' den you would er been tuck befo' er jestic o' de peace an' fined mighty nigh \$20. You'd better thank de Lawd dat I ain't got one of dese yere aig shell haid."

Greatness lies not in being strong, but in the right use of strength.



WALTER K. PLUMB.

salary of \$4,000 per year. The change is a welcome one to Mr. Plumb and his friends, because it will enable him to spend all his time in this city. He has never relinquished his home here. Mr. Plumb has "made good" in every position he has ever held and it goes without saying that the Association of Commerce, under his direction, will prosper as it has never prospered before.

Mr. Plumb was married Aug. 12, 1895, to Miss Mary E. Fitzgerald and is the happy father of three sons and one daughter. The family reside in their own home at 545 Fountain street. Mr. Plumb is an attendant at the Park Congregational church and is a member of both of the Maccabee organizations. He is an ex-member of the Michigan State troops, having served the State six years with the old Custer Guard and Company E,

many business traits to-day and is really the keynote and central point of his successful career as a manufacturer and business organizer and getter. Mr. Plumb works slowly and continually, keeps the desired end in sight and eventually accomplishes in his own way what others with hurry and confusion would have failed to achieve. "Make haste slowly" is his motto, and he lives up to it literally.

Mr. Plumb does not talk much and to one not acquainted with the man it would appear that he is hard to approach. Such a conclusion, however, would be unjust, because no man is more ready or willing at any and all times to give time and attention to the man who wants to talk business. Notwithstanding the great business interests entrusted to his care, he is a close and careful student of everything that pertains to his various lines

BANKRUPTCY MATTERS.

Proceedings in Western District of Michigan.

Grand Rapids, Nov. 19.—In the matter of the W. C. Beelby Barber Supply Co., bankrupt, of Grand Rapids, the schedules of assets and liabilities were filed. The only asset scheduled is the sum of \$700 or thereabouts, held by John W. Powers, receiver, which sum represents and is the proceeds realized from the sale of all the assets of such firm under an order heretofore made in the Circuit Court for the county of Kent in chancery. Each of copartners, Watson C. Beelby and Ethel E. Beelby, claims exemptions due from such assets as a partner in the business in the sum of \$250 each. The following liabilities are scheduled:

Ordinary Claims.	
Von Cleff & Co., New York	\$ 88.25
James Barker, Philadelphia	70.83
Hibbard, Spencer, Bartlett & Co., Chicago	116.10
C. Hughel Co., Indianapolis	187.94
American Shoe Polish Co., Chicago	9.20
Jarden Lithographing Co., Phila.	18.74
James B. Day & Co., Chicago	152.00
Sanitax Brush Co., Chicago	16.80
Heine & Company, New York	40.70
Merchants Pub. Co., Kalamazoo	32.50
Grand Rapids Brush Co., G. R.	19.50
Vissell Conover Co., Bronson	17.00
Ferguson Supply Co., Grand Rps.	21.40
R. W. Sunasack Co., Chicago	34.75
George Demio Co., Grand Rapids	82.96
Citizens Telephone Co., Grd. Rps.	12.10
Colgate & Co., New York	188.26
Aetna Chemical Co., Detroit	24.25
Nat'l Cash Register Co., Dayton	160.00
Sethness Company, Chicago	59.00
Misner Mfg. Co., Detroit	22.79
Herriott Bros. & Co., St. Louis	37.55
Acme Chemical Co., Detroit	59.95
Koken Barbers Supply Co., St. Louis	500.00
Schleffelin & Co., New York	45.60
Wester Brothers, New York	76.52
Kraut & Dohnal, Chicago	31.13
F. A. Clauburg & Co., New York	248.88
Western Bottle Mfg. Co., Chicago	35.39
Pictorial Print. Co., Aurora, Ill.	17.30
Gem Cutlery Co., New York	14.40
M. L. Barrett & Co., Chicago	29.60
A. Euziere, Boston	30.51
Evening Press Co., Grand Rapids	20.00
Mark W. Allen & Co., Detroit	102.84
Miller Rubber Co., Akron	20.00
Henkel Co., Fremont, Ohio	81.10
T. J. Hopkins, New York	9.00
J. Halzsager, Brooklyn	40.75
Commercial Savings Bank, G. R.	688.65
Aetna Chemical Co., Detroit	24.25
Geo. W. Louicks & Son, G. R.	11.44
Bixby Office Supply Co., G. R.	7.25
A. R. Hull, Grand Rapids	450.40
American Corrugating Co., G. R.	18.25
Boro Mentholium Co., G. R.	17.50
Dale Bros., Excelsior Co., G. R.	18.00
Grand Rapids New Co., G. R.	5.00
Slooter Brothers, Grand Rapids	4.00
Interchangeable Pictures Co., G. R.	10.00
John Vandestel, Grand Rapids	6.00
E. Fletcher, Grand Rapids	12.00
Michigan Telephone Co., G. R.	2.50
DeGood Transfer Co., Grand Rapids	35.78
Wyoming Witch Hazel Co., N. Y.	116.00
Wavenlock Co., Detroit	160.00
Willis H. Lowe Co., Boston	42.60
Van Dyk & Co., New York	60.00
J. B. Williams Co., Glatonbury	92.50
Paul Westphal, New York	54.00
James Severen, Fremont, Mich.	21.00
Arthur Olger, St. Johns	20.00
Wildroot Chemical Co., Buffalo	181.00
A. M. Foster & Co., Chicago	19.00
Illinois Glass Co., Chicago	20.22
Lindstrom Smith Co., Chicago	35.87
Kandle Head Rest Co., Phila.	18.96
Melchior Bros., Chicago	9.31
Marcus Ruben, Chicago	42.76
Sam Kuttbauer & Bro., Detroit	36.00
Rubber Bound Brush Co., Belleville	47.87
Rubberset Brush Co., Newark	61.62
The Sanax Co., New York	36.50
Whittemore Bros. & Co., Cambridge	43.50
Amole Soap Co., Peoria	18.00
Aluminum Brush Co., Chicago	29.16
Coates Clipper Mfg. Co., Worcester	73.43
Fred Dolle, Chicago	125.00
DeMilo Perfume Co., New York	14.60
F. W. Fitch & Co., Boone	19.95
Geneva Cutlery Co., Geneva	82.62
Gardner Broom Co., Amsterdam	12.00
Hyki Company, Cleveland	450.00
S. Hudes, New York	10.00
Herpicide Co., Detroit	51.25
\$6,159.02	
Preferred Claims.	
Isabelle Hooper, Grand Rapids (labor)	\$ 40.00
Joseph Hieshutter, Grand Rapids (labor)	7.00
City of Grand Rapids, Michigan, (taxes)	31.41
\$6,237.43	

Nov. 20.—In the matter of John A. Bauman, bankrupt, formerly of Grand Rapids, the final meeting of creditors was held. The final report and account of Louis Deutsch, trustee, was considered and allowed and a final order of distribution entered, final dividend of 1 per cent. declared and ordered paid to general creditors. A first dividend of 5 per cent. was paid on July 21, making total for general creditors 6 per cent. Creditors having been directed to show cause, if any they had, why a certificate recommending the bankrupt's discharge should not be made by the referee and no cause having been shown, but it appearing that the bankrupt had not been

produced for examination, due to ill health, it was determined that the matter be returned to the court without recommendation. Meeting then adjourned, without day.

Nov. 21.—In the matter of Bob H. Dillard, bankrupt, proprietor of the Stetson Shoe Shop, Grand Rapids, the first meeting of creditors was held. By vote of creditors Benn M. Corwin, of Grand Rapids, was elected trustee and bond fixed at \$8,000. Trustee immediately qualified by the filing of his bond. Following were appointed appraisers C. F. Waters, John Rings and E. H. Dickinson, all of Grand Rapids. General order for sale after ten days' notice to creditors was entered and the trustee directed to have appraisal made and sale held at earliest possible date. Meeting was then adjourned to 10 o'clock, Nov. 23, and bankrupt ordered to appear for examination.

Nov. 24.—In the matter of Fowler & Fowler, bankrupt, formerly merchants at Fremont, the supplemental final report and vouchers of Theodore I. Fry, trustee, was filed, showing compliance with the final order of distribution, and an order 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 the granting of the bankrupt's discharge.

In the matter of John Bumb, bankrupt, formerly merchant at Big Rapids, the final meeting of creditors was held, and the final report and account of Fred D. Vos, trustee, considered and allowed. Final order of distribution was entered and final dividend of 8 per cent. declared for general creditors. A first dividend of 15 per cent. was declared on June 20, making total for general creditors 23 per cent. No cause to the contrary being shown by creditors it was determined that a favorable certificate as to the bankrupt's discharge be made by the referee. Meeting then adjourned, without day.

In the matter of Francis J. Heany, bankrupt, formerly merchant at Ionia, a hearing was had on the trustee's report of offer from E. J. Pierce, of St. Johns, of \$275, for the stock of merchandise belonging to such estate. The trustee filed a supplemental report showing he had received several additional bids for such merchandise, the highest of which was \$300 from E. J. Pierce, and an order was entered rejecting the former bids and authorizing and confirming sale of such assets to E. J. Pierce at the sum of \$300.

In the matter of E. C. B. Judd, Incorporated, bankrupt, of Muskegon, a hearing was had on the trustee's report of offer from M. E. and Otto Loesch, of Muskegon, of \$7,600 for the assets. Several additional bids were made for such assets, and on request of attorney for creditors the matter was adjourned and held open to Nov. 26.

Nov. 25.—In the matter of Elk Cement & Lime Co., bankrupt, of Elk Rapids, the final meeting of creditors was held, and the final report and account of Fitch R. Williams, trustee, showing his acts and doings as trustee, his receipts and disbursements and a balance on hand of \$12,234.04, was considered and approved and allowed. In this matter certain of the creditors are classed as "commercial creditors" and the balance of the creditors as "bondholders and other creditors," being a class who had joined in a re-organization of the corporation after sale of the assets; that there had been certain administration expenses incurred for the benefit of the last mentioned class of creditors and of no special benefit of the class known as "commercial creditors;" that such expense was practically 1 per cent. upon the aggregate of the claims of the bondholding class, and therefore a first and final dividend of 4 per cent. was declared and ordered paid to the "commercial creditors," and a first and final dividend of 2.8 per cent. to the "bondholders and other creditors." Meeting then adjourned, without day.

St. Joseph Referee.

St. Joseph, Nov. 21.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, after a three day session, the hearing on petitions for the reclamation of certain property, sought to be recovered by creditors of the bankrupt, was adjourned without day. The petitions of the following creditors were granted: Felt & Tarrant Manufacturing Co., for the return of a comometer; Glidden Varnish Co., for the return of six steel drums; C. R. Wilson Body Co., for the return of certain auto parts; American Naval Stores Co., for the return of three steel drums, and the Tubular Rivet & Stud Co., for the return of two riveting machines. Testimony was taken upon the petitions of H. Scherer & Co., Smith & Schipper, M. Straus & Sons and the Kalamazoo Spring & Axle Co. and the matters submitted on briefs to the referee for his decision.

Nov. 22.—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, an adjourned first creditors meeting was held at the office of the referee. The trustee's report and account, showing cash of \$14,182.42 was considered and allowed. A first dividend of 5 per cent. was declared and ordered paid on claims to the amount of \$43,179.15. Administration expenses to the amount of \$932.02

were ordered paid and the meeting adjourned for three months.

Nov. 24.—In the matter of William C. Snyder, bankrupt, of Baroda, the trustee has filed report showing the entire assets converted into cash, except certain accounts receivable, which appears of no value to the estate. The trustee has been directed to file his final report for the purpose of calling a final meeting of creditors to close the estate and the declaration and payment of a final dividend.

Honks From Auto City Council.

Lansing, Nov. 24.—A. E. Krats (Aultman Taylor Co.) left this morning for Mansfield, Ohio, where he will spend the week attending the annual salesmen's meeting of his company.

Mr. and Mrs. James Hammell are both ill at their home on North Walnut street. Wonder if assuming the duties of Hotel Inspector is in any way responsible?

Mrs. L. J. Harris is much improved and considered out of danger. It is expected she will be able to leave the hospital some time this week.

M. L. Moody, the George Washington of our Council, was home over Sunday, for the first time in many moons.

Our Senior Counselor, D. J. Mahoney, started on his trip Sunday night. Ambitious? Yes, but that's not the only reason. By thus economizing time, he expects to finish his work in time to attend our next Council meeting.

J. C. Brandimore (R. M. Owen Co.) is home for Thanksgiving dinner and expects to get the turkey by throwing pennies. Good luck to you, Jay, but if the butcher would only trust us—but what's the use?

We were much pleased to receive a visit last week from our esteemed brother, Guy Pfander, of Battle Creek, who writes Chirpings from the Crickets. Guy says he likes our town and will probably buy it some day and take it home with him. As usual, his last words were, "Read the Tradesman."

M. E. Sherwood returned last Friday from the North, bringing all the birds the law allows one man to carry. Yesterday he put the family pistol in his hip pocket and enticed his neighbor's hound pup to the city limits, where he succeeded in bagging two rabbits. Morris is sure some hunter.

Harry Squires (National Grocer Co.), one of the bran new members of our Council, has been confined to his home on Cherry street for the past week with a high fever resembling typhoid.

Somewhere on the road between Detroit and Lansing there's a farmer who is not at all particular about keepin' his hogs off the highway and a certain member of our Council often drives his rough rider past this particular farm faster than a walk. Recently the rough rider and a 400 pound hog came to blows in an effort on the part of each to retain possession of the road, which resulted in a ruined tire and a badly damaged hog. Ask Charles Nesen how many drinks are required to settle a matter of this kind out of court.

A Reminiscence: Fifteen years ago to-day Mark S. Brown, of Saginaw, representing the Hazeltine & Perkins Drug Co., of Grand Rapids, was hunting for big game at Hulburt's Lake, forty miles west of Sault Ste. Marie, when he came across a large deer which for some reason was acting rather strangely. Did Mark shoot? Yes. Did the buck fall? Yes. Was the buck blind? Yes. Huh! How do you know? Why, we were there and saw the whole thing.

Many rumors are current to the effect that the terminal of the Ionia and Big Rapids branch of the P. M. will be moved to Lansing in the near future. There seems to be no question but that an arrangement of this kind would facilitate the movement of local freight and greatly improve the passenger service.

H. D. Bullen.

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



Movements of Merchants.

Glenn—Harry McDowell has engaged in the meat business here.

Gobleville—Homer Conery has engaged in the grocery business here.

Lacota—J. Waller, recently of Glenn, has opened a meat market here.

Bronson—W. M. Monroe & Son, grain dealers, are erecting a warehouse.

Niles—F. C. Schmidt has added lines of groceries and fruit to his stock of meats.

Evart—Spencer Covert has added a line of shoes to his stock of general merchandise.

Jackson—C. H. Vedder has opened a cigar and confectionery store at 110 South Mechanic street.

Corunna—The creditors of the Corunna Hardware Co. will receive about 30 cents on a dollar.

Standish—The State Bank of Standish has increased its capital stock from \$20,000 to \$30,000.

Hillsdale—McLeod & Son have opened a bazaar store in the Sutton block under the style of the New York Racket Store.

Stanton—Mrs. William Thomas has sold her stock of bazaar goods to L. E. Brown who will consolidate it with his own.

Hancock—Edward Pinten, manager of the late John Pinten hardware store, on Trescuico street, is closing out the stock.

Ishpeming—Trembath Bros., dealers in paints and wall paper, are erecting a brick and cement business block on Canda street.

Boyer City—F. F. French & Son have removed their dry goods stock from East Tawas to this place, locating in the Quick building.

Ionia—Smith & Smith & McSweeney have removed their stock of books, stationery and wall paper to their new location, 318 Main street.

Vicksburg—Fred Hull, who has conducted a grocery store here for more than thirty-five years, died at his home Nov. 23, aged 68 years.

Pontiac—The P. H. Caruthers & Co. dry goods store on North Saginaw street was burglarized Nov. 23 and silks to the value of \$1,000 taken.

Manistee—Louis Bauer, who conducted a grocery store on First street, died at Mercy sanatorium Nov. 22 as the result of a stroke of apoplexy.

Lansing—Arthur C. Haite has sold his interest in the Haite & Jarvis furniture and undertaking stock to John E. Nash and the business will be continued at the same location, East Franklin avenue, under the style of Elmer J. Jarvis & Co.

Negaunee—F. J. Muck has formed a copartnership with his son, Ray, under the style of F. J. Muck & Son and engaged in the meat business in the Mulvey block.

Detroit—The Gratiot Coal Co. has been incorporated under the same style, with an authorized capital stock of \$20,000, which has been subscribed, \$1,000 paid in cash and \$5,000 in property.

Mulliken—Davids & Holland, furniture dealers and undertakers, have dissolved partnership. Mr. Davids will continue the furniture business under his own name and Mr. Holland the undertaking business.

Trout Creek—The Trout Creek Rink Association has been organized to build and maintain a building for ice skating, roller skating and dance hall, with an authorized capital stock of \$1,000, of which \$600 has been subscribed and paid in cash.

Munising—H. H. McMillan, Cashier of the Peoples State Bank, has been appointed trustee for John W. Depew, grocer and meat dealer. The liabilities aggregate about \$7,000. The assets are about \$5,500—\$2,000 in stock and \$3,500 in book accounts.

Cadillac—A guarantee company has paid the Cadillac State Bank \$10,000, the amount of the bonds of former Cashier C. J. McHugh, who recently defaulted to the extent of about \$40,000. George G. Brown, of Cheboygan, will become cashier Dec. 1.

Manistee—William Zamrowski and Ewald Krempel have formed a copartnership under the style of Zamrowski & Krempel and will engage in the grocery and meat business Dec. 1. Both men were formerly managers of departments in the F. C. Larson store.

Bellevue—John H. York, who has conducted a general store here for the past thirty-six years, has sold a half interest in his stock to F. E. Greene, recently of Norvell, who will assume the management of the store, thus enabling Mr. York to take a much needed rest.

Flint—Halliday Brothers, grocers, of this city, have started suit against Thomas H. Fitzpatrick, a milk dealer for \$5,000 damages. They allege Fitzpatrick circulated false reports to the effect they had failed. They say it was for revenge, because they would not buy milk.

Escanaba—The Land & Loan Co. has made a large purchase of timber from Joseph E. Mallman, one of its officers, and will carry on a lumber business in the future. C. J. Sawyer will have charge of the woods operations while Mr. Mallman will have charge of the lumber office.

Fenton—Henry Franklin Bush, 76 years old, who died here Sunday, was a leading business man here for forty years, operating the Fenton flouring mills. For several years he was in business in Ionia with the late J. L. Hudson, of Detroit. Bush was prominent in Masonic circles.

Detroit—Sol Rosengarten, dealer in ladies' clothing, has merged his business into a stock company under the style of the Rosengarten Specialty Shop to carry on a general dry goods business, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Cadillac—Chester Barlow, who is to be the manager of the F. O. Lindquist store here, has arrived from Greenville, where he has been employed by Mr. Lindquist for several years as fitter. In the past two years he has fitted over 40,000 suits of clothing. He will move his family to Cadillac in the near future.

Detroit—Behr Bros., dealers in hides, pelts, furs and tallow, have merged their business into a stock company under the style of the Behr Bros. Co., with an authorized capital stock of \$60,000 common and \$40,000 preferred, of which \$70,500 has been subscribed, \$3,757.50 being paid in cash and \$66,743.50 in property.

Capac—An order has been issued in the St. Clair Circuit Court, discharging the Detroit Trust Co. as receiver of the bank of George W. & F. T. Moore. The company asked to be relieved. The sum of \$7,878.26 will be turned over to the new receiver, which will, with the sum on hand, bring the total up to about \$12,000.

Detroit—Alfred C. Hempel, well known among the German-American residents of Detroit, died Monday, after a lingering illness at his home, 934 Mt. Elliott avenue, aged 57 years. He was particularly well known in the wholesale and retail hardware trade, in which he had grown up from boyhood. For the last twenty-eight years he had been with Standart Bros.

Ishpeming—Relatives and friends of Alderman John S. Olson, of the A. W. Myers Mercantile Co., who was operated on Saturday in Columbia hospital, Milwaukee, have been informed that he was on the operating table for five hours and that the operation, performed by Dr. Yates, was a most difficult one. Complications had arisen, but it is reported that Mr. Olson has an even chance of recovery. It is said that if he had not been operated on he could have lived but a few days.

Flint—The F. A. Jones Co. has been organized to conduct bazaar stores at Flint and elsewhere, handling goods ranging in price from 1 to 25 cents. The stockholders of the new corporation are as follows: J. H. Crawford, of Crawford & Zimmerman, President; F. B. Elliot, of the Economy Shoe store, Vice-President; E. W. Atwood, well-known farmer and capitalist, Treasurer; F. A. Jones, former manager of Kirby's 5 and 10 cent store, Secretary and general manager; Henry Zimmer-

man, of Crawford & Zimmerman; Elwyn Pond, of the Hub Shoe store. The company has opened its first store in the Moffett block. It is 40 x 150 feet in dimensions.

Crystal Falls—Herman and William Holmes, well known jobbers here, will log again on the Iron River extension of the Chicago, Milwaukee & St. Paul Railway in the same territory in which they had camps last winter. A second camp will be established at Fortune Lake to cut a small stand of timber there, most of which is hemlock. Charles Uren, of this place, will cut the timber on an 80 acre tract at Amasa. Eli Poutenin will also log in the Amasa district. One of the jobbers in this district who was getting out timber for the Escanaba Woodenware Co. has closed operations.

Detroit—Building permits taken out in the city last week represent a total prospective expenditure of \$404,225 for construction work, which compares with \$399,760 for the preceding week and with \$351,250 for the similar week of last year. There were 103 permits issued for new buildings, on which the cost estimates made a total of \$375,725, against 104 permits and \$343,920 for the week before and 104 permits and \$331,710 for the week in 1912. Alterations and additions number 27, amounting to \$28,500, in comparison with 37 permits and \$55,840 the preceding week and \$19,540 for the week of last year.

Manufacturing Matters.

Durand—Arthur Bailey will open a bakery here about Dec. 1.

DeWitt—J. L. Simmons will open a bakery and restaurant here Dec. 1.

Detroit—The Eureka Vacuum Cleaner Co. has increased its capital stock from \$10,000 to \$25,000.

Evart—Loren Loudon has opened a bakery in connection with his ice cream and confectionery business.

Saginaw—The Saginaw Ammonia & Bluing Co. has reorganized and will double its present capacity and build an addition to its plant at 522 State street.

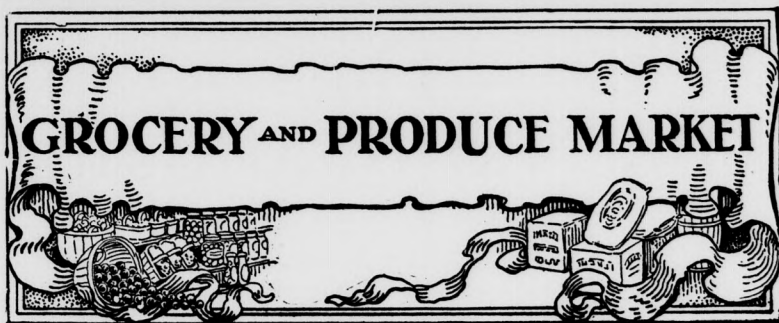
Flint—The capitalization of the Flint Varnish Works has been increased to \$1,000,000, and W. W. Mountain, former general manager, elected President.

Detroit—The Wear-U-Well Shoe Co. has been incorporated with an authorized capitalization of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in cash.

Detroit—The Scott Tie Co. has engaged in the general lumbering business, with an authorized capitalization of \$25,000, all of which has been subscribed and paid in cash.

Detroit—A new company has been organized under the style of the Ontario Motor Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

Detroit—The Saxon Motor Co. has engaged in business with an authorized capital stock of \$250,000 common and \$100,000 preferred, of which \$250,000 has been subscribed, \$90,000 paid in cash and \$75,000 in property.



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 consumptive demand for butter is good. Receipts are only moderate, and high grade butter is in very light receipt—about enough to supply the demand for this grade. Butter below high grade, however, is very dull, and stocks are ample, both of fresh and storage. Fancy creamery commands 33c in tubs and 34@35c 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—Receipts of new-laid eggs are still very light and the market is firm and unchanged. The extreme high price is certain to curtail the demand, and if there is any change in price it will be downward, if receipts increase at all. Fancy storage eggs are about done and if fresh eggs continue so scarce the trade will have to be supplied with summer storage eggs. Local dealers pay 31@33c for strictly fresh.

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

Grapes—Malaga, \$6 per keg; California Tokay \$2 per 20 lb. crate; Emperor \$2.25 per 20 lb. crate.

Green Onions—25c per dozen.

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

Lemons—Verdellis, \$7 per box.

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

Nuts—Almonds, 18c per lb.; Butter-nuts, \$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, 19c for Grenoble and 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.

Oranges—\$3.25 for Floridas; \$4 for California Navals.

Peppers—Green, \$2 per bu.

Potatoes—The market is weaker and lower. Country buyers are paying 45@50c; local dealers get 65@70c.

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

Poultry—Local dealers pay 9c for

spring and fowls; 5c for old roosters; 8c for geese; 10c for ducks; 13@14c for No. 1 turkeys and 12c 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@12½c according to quality.

The Compostone Co. has engaged in business to manufacture and sell composition stone, plaster cement and to do a general manufacturing and mercantile business. The new company has an authorized capital stock of \$15,000, of which \$7,510 has been subscribed and \$2,510 paid in in cash. The stockholders and the number of shares held by each are: Thos. H. Talpey, 500 shares; Peter Osterhouse, 250 shares and Grace M. Tapley, 1 share.

Saginaw—At the last meeting of the Jackson & Church Co., W. L. Miles, formerly of Wickes Bros., was elected director and Vice-President. Mr. Miles was associated with Wickes Bros. for nineteen years, for most of that period being manager of works, and sales and for several years Secretary of the company. He has sold machinery in nearly every state of the Union and in nearly every province of Canada.

Behler & Cox, dealers in hardware, have merged their business into a stock company under the style of H. F. Cox Co., with an authorized capital stock of \$10,000, of which \$6,000 has been subscribed, \$420 paid in in cash and \$5,580 in property. The stockholders and the number of shares held by each are: H. F. Cox, 34 shares; H. F. Cox, trustee, 10 shares; Albert W. Cox, 15 shares and Louise J. Cox, 1 share.

Judd E. Houghton (Iroquois Manufacturing Co.) is rejoicing over the advent of a grandson—Archie Roy Kowalske, Jr., of East Jordan. The lad tipped the beam at 7 pounds. He is the first grandchild to gladden the hearts of Mr. and Mrs. Houghton.

Cornelius Huizinga succeeds John Diephuis in the hardware and bazaar business at 743 Division Ave., S. W.

The Michigan Chair Co. has increased its capital stock from \$300,000 to \$400,000.

The Michigan Garment Co. has increased its capital stock from \$5,000 to \$20,000.

The Grocery Market.

Sugar—The refined market is less satisfactory than the raw sugar situation, for the price permits of little or no profit, owing to the keen competition for business. The country is going slow, despite prevailing attractive prices, presumably feeling that any advance would be checked by offerings of beet refined in Eastern territory. Of late Michigan interests have not seen fit, as a rule, to take orders in freight absorption points, but they must market their sugars, and are to be reckoned with before the end of the season. There are those who feel that the larger interests will yet put prices for cane granulated higher, as the margin for refined is only 54 points, which leaves no room for profit at the 4.30c level.

Tea—The market remains in a firm condition. Japan high grades are all out of first hands. Basket fired are scarce and high. Shipments from the Orient are very light. Formosa Oolongs are in good demand. Ceylons and Indias are holding very firm even in low grades.

Coffee—Rio and Santos grades are ¾c lower. The demand is poor and the future of the market is very uncertain. Mild coffees show no special change for the week, although the situation in this country is weak, in sympathy with Brazils. Prices of mild coffees in this country are below the parity ruling in primary markets. Mocha coffee is very scarce and very high. Java is steady and quiet.

Canned Fruits—Apples are unchanged and dull. California canned goods are in some little demand from first hands and assortments are becoming badly broken. Prices are unchanged. Small Eastern canned goods show only an ordinary demand at unchanged prices. The chance is that a big scramble will ensue for the small varieties of canned goods before the new pack.

Canned Vegetables—No. 3 full standard tomatoes were offered at 67½c f. o. b. Baltimore Saturday. While the offerings at that figure were comparatively small, they were still greater than the trade seemed ready to absorb, and the market closed quiet. In the remainder of the list of staple vegetables conditions remain about as previously outlined in these reports. There is little demand, but offerings from first hands are limited and there seems to be no desire to quicken the movement by making concessions from the quoted figures.

Canned Fish—The light offerings of both imported and domestic sardines, due to the virtual failure of this season's pack, imparts a strong tone to the market, but, as buying in all lines is on the hand-to-mouth order, prices show no quotable improvement. Salmon is firm although little new business for forward shipment is reported. Coast markets are reported closely cleaned up on red Alaska, and the trend of prices on pinks there is upward as a result of a relatively strong statistical situation. Offerings of sockeyes are light. Medium reds are getting more attention, and the market has a firmer tone.

Other canned fish is quiet, but the general tone of the market is firm.

Dried Fruits—An active demand is reported for new crop Persian dates on the spot and the market has a firm tone. No change in prices is looked for in the near future, although it is said to be probable that the receivers of fruit shipped direct may make a radical cut in quotations when the last cargo, which is near at hand, has arrived, in view of the promised competition from London. The last direct shipments of Smyrna figs have been made, it is reported and in view of a steady consuming demand prices on spot are held well up to the quoted figures. In California prunes little business of consequence was reported on Saturday in either spot or forward shipment goods. Advices from the Coast reflected a firm feeling in the larger sizes, but there was no quotable change in prices. Intermediate counts were neglected and comparatively easy, but the same sizes are offered sparingly and are firm, as such interest as is manifested in the smaller sizes by the Eastern distributing trade seems to be confined to these. Recent arrivals of California prunes have been large, but the demand seems to have equalled the supply. There have been no fresh developments in the California raisin market lately. On the spot, stock arriving from the Coast is being offered in a jobbing way at 7½c for old and 8c for new crop fancy, but few sales are making. Offerings are confined to brokers representing packers affiliated with the Associated, and it does not appear that the latter is disposed to change the current course of events by endeavoring to supplant these factors by any special agency. The market for forward shipments is dull but steady. The latest advance made by the Associated becomes effective December 1, on which date the quotations based on 7¼c f. o. b. Coast for fancy seeded in 16-ounce cartons will replace present asking prices. Meanwhile spot goods are offered here at 8c for new fancy seeded and 7½c for choice.

Syrup and Molasses—Glucose is unchanged and so is compound syrup. Sugar syrup is unchanged and dull. Molasses has not yet opened its season. The demand is slow at ruling prices.

Cheese—The market is firm with a moderate consumptive demand; prices are unchanged. Stocks are lighter than usual and nothing in present conditions indicates early or radical change.

Provisions—Smoked meats and bacon are ¼c lower. Pure and compound lard are steady with a fair consumptive demand. Canned meats are unchanged. Dried beef is in better supply and is steady at 1c per pound off. The market is still about 3c above normal.

Salt Fish—Everything in fish is scarce, firm and high, with the possible exception of Irish mackerel, which seems less strong than Norways. The latter are very scarce and very firm. Cod, hake and haddock are all unchanged and steady to firm with slow demand.



Since the holding-up of the Banking and Currency bill in the Senate committee, for more thorough consideration and amendment, convincing both Washington and the business community that it could not be passed this session, several highly interesting questions have arisen. Does this mean a long postponement of the legislation? Will the bill be radically amended, or passed substantially in its present form? Will its consideration be entangled through the intrusion of other matters in the proposals to amend it, such as deposit guarantees, the Money Trust matter and so forth?

Prevalent opinion is that the bill cannot get immediate consideration in the winter session, but will be enacted before March; that it will be amended, but that the nature of the amendments will depend on the character of the debate—which, however, is likely to be in the main restricted to the perfecting of the measure on the lines to which consideration has already been devoted. Since neither the Democratic nor the Republican report from the Senate committee will give any endorsement to the plan of a single central bank, the prospect of any practicable debate on that proposal may be regarded as remote.

Mistaken prediction as to the final form and date of passage of currency legislation has ruined the reputations of so many legislative prophets in Washington during the present session that it is now impossible to get, from members of the Senate Committee on Banking and Currency, even a private opinion (without qualification) on either of these subjects. While the Administration Senators are proclaiming confidently that a form of bill approved by the President will be finally enacted, it is realized that there has as yet been no opportunity afforded to individual members of the Senate to express their views on the currency question. Therefore, there has been no groundwork laid for an absolute prediction with reference to the final form or date of the passage of a bill.

It is the belief of many Senators, alike on the Democratic and Republican sides, that several of their colleagues will be swayed by argument in the coming debate on the floor of the two houses. There is a widespread feeling in the Senate that currency legislation ought not to be made the subject of partisan or political controversy. How many such Senators there are cannot be established by any canvass. It is certain

that the Republican members of the Banking and Currency Committee, assisted by Senator Hitchcock, of Nebraska, will make a determined fight for their proposed amendments. They will not only push their own suggestions aggressively, but they will criticize the Administration measure to the best of their ability. The difference between the two series of committee amendments will be broadly advertised to the country by speeches in the Senate.

The regular session of Congress will open next Monday. An entirely new programme of legislation will then be in force. By special order of the Senate, entered into long before there was any thought of the present currency situation, the Senate has given prior right of way to other measures which will occupy its time until close to December 15. It is believed that the currency debate could be resumed by then; but shortly after that, or within another week, will come the usual Christmas recess to continue until about January 5.

The earliest date now mentioned for the final passage of the Currency bill by the Senate is the middle of January, while other guesses run along as late as the middle of February. The question of altering the Administration proposals in any particular rests, it is believed, solely with those Senators on both sides who are believed to be awaiting the debate with open minds and who are liable to be swayed by argument.

Chicago experienced a decided failure in its first trial in retailing bonds over the city counter. Sales of Chicago city 4 per cent. on the first day were only \$22,000, and on the second day there were sales of only

STOCK OF THE National Automatic Music Company

Approved by the
Michigan Securities Commission
Under the New So Called

"BLUE SKY" LAW

This stock pays 1% per month

LOOK IT UP — IT'S
WORTH WHILE

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

The Old National Bank

GRAND RAPIDS, MICH.

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

GRAND RAPIDS NATIONAL CITY BANK

Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

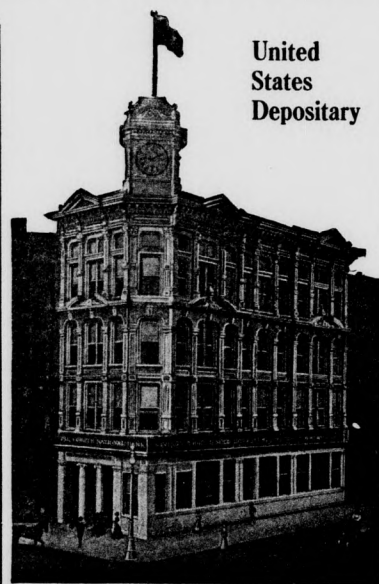
Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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



United
States
Depositary

Commercial
Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

\$2,000 more. The issue, in \$1,000 denominations, failed to attract the small investor, who might have been inclined to make purchases had the bonds been in \$100 or even \$500 denominations. Interest on the issue is exempt from the income tax, and this feature, together with a direct offer to the purchaser, eliminating the middleman, was expected to bring in a large return to the city treasury, but the effect was ludicrous. The assessed valuation of Chicago is \$940,450,000, while the total debt on September 30 was only \$24,503,000, and under the 5 per cent. allowance, the city has a borrowing power of \$47,022,000, of which \$22,519,000 has not been exercised. The bonds now being offered are a part of the issue authorized at the election in April last for the purpose of reimbursing the general corporate fund of the city for the withdrawal made necessary by the Supreme Court's decision on the Juul law. Interest on the issue is payable semi-annually.

Chicago bank stocks are selling at a level at which La Salle street firms specializing in those securities are advising purchases. Uncertainty over the Currency bill has affected the market and prices have declined, although earnings of the various banks are large, owing to the long period of high interest rates on loans. The decline in bank stock shares here and in other cities has been influenced, too, by sympathetic action with other classes of securities. If a workable Currency bill is passed, creating a banking system in which the existing banks will very generally participate, it is believed by specialists in bank shares that prices will recover quickly. It is pointed out that although stocks of some of the leading banks can now be purchased for prices prevailing several years ago, the book value and earning power have greatly increased. The stock of one large National bank in 1905 was selling at 410, the very price at which it is selling to-day. In the interval, the book value has increased from 220 to 320, and the dividend is 4 per cent. per annum larger than 1905. State banks as a rule have held their market values better than the National banks, which are more directly affected by the uncertainties covering currency legislation.

Although the bond market since the first of the month has been even more dull than the stock market, there has not been a tendency to view the situation in that department as pessimistically as last spring and early in the summer, when stagnation prevailed at a low level, which had not been approximated since 1907. Bond prices, instead of establishing new low levels in sympathy with stocks, have advanced slowly, which supplies an indication that the supply of securities is moving, and that the shelves of bond dealers are not the only receptacles for investment issues. A period of continuous absorption of bonds without the interference of speculators is what a banker of prominence recently said he most wished

to see. The average speculator, whose desire is invariably for action, would much rather contemplate a decline in quotations than such a condition as that brought by the slow digestion of securities, while the real bulls are not apt to complain of speculative inertia so long as prices continue to move upward.

Quotations on Local Stocks and Bonds. Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	335	340
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	48	50
Am. Public Utilities, Pfd.	74	76
Cities Service Co., Com.	79	81
Cities Service Co., Pfd.	69	71
Citizens Telephone Co.	75	77
Comw'th Pr. Ry. & Lt., Com.	53	55
Comw'th Pr. Ry. & Lt., Pfd.	75	77
Comw'th 6% 5 yr. bond	95	97 1/2
Pacific Gas & Elec. Co., Com.	35	36
Tennessee Ry. Lt. & Pr., Com.	12	14
Tennessee Ry. Lt. & Pr., Pfd.	60	62
United Light & Rys., Com.	79	80
United Light & Rys., 1st Pfd.	76	78
United Lt & Rys. new 2nd Pfd.	71	73
United Light 1st and ref. 5% bonds	86	99
Utilities Improvement, Com.	41	43
Utilities Improvement, Pfd.	62	64
Industrial and Bank Stocks.		
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	204	260
Old National Bank	250	206
Peoples Savings Bank	250	

November 26, 1913.

A Deserted Spot.

She (frightened): What do you intend to do with me?

The Villian (fiendishly): I am going to take you to the store of a man who never advertises, and leave you there.

She (fainting): Help! I am lost! No one will ever find me there.

REAL ESTATE IS THE FOUNDATION OF WEALTH AND INDEPENDENCE

We can show you some of the finest highly improved farms, or thousands of acres of unimproved hardwood lands in Michigan, that are rapidly increasing in value. We also have the largest list of income property in this city—INVESTIGATE.

GEO. W. BRACE & CO.,
64 Monroe Ave. Grand Rapids, Mich.
Citizens 2506 Bell Main 1018

A RELIABLE, EFFICIENT INVESTMENT HOUSE Hilliker, Bertles & Co

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

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

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Deposits

7 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

YOUR FAMILY NEEDS YOU

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

The Preferred Life Insurance Co. of America

Grand Rapids

TRUST FUNDS KEPT
SEPARATE FROM
COMPANY FUNDS

TRUST FUNDS ALWAYS
CREDITED WITH THEIR
OWN PROFITS

BE AS CAREFUL

IN SELECTING AN EXECUTOR AS THOUGH YOU WERE CHOOSING
A MANAGER FOR YOUR BUSINESS— THE

GRAND RAPIDS TRUST COMPANY

WILL ACCEPT THE TRUST IF APPOINTED EXECUTOR OF YOUR ESTATE
AND WILL RETAIN POSSESSION OF YOUR PROPERTY UNTIL
EVERY PROVISION OF YOUR WILL IS EXECUTED.

IT HAS THE TIME AND ABILITY TO ATTEND
TO SUCH BUSINESS.

ESTATES CAREFULLY MANAGED
AND CONSERVED

DUTIES OF TRUSTEE FAITH-
FULLY PERFORMED

Michigan Trust Co.

Resources \$2,000,000.00.

OFFICERS.

Lewis H. Withey, President.

Willard Barnhart, Vice President.

Henry Idema, Second Vice President.

F. A. Gorham, Third Vice President.

George Hefferan, Secretary.

Claude Hamilton, Assistant Secretary.

DIRECTORS.

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3% Every Six Months

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

\$100.00 BONDS--6% A YEAR

United Light & Railways Company

Securities Are Marketable

They are actively traded in at

Boston Chicago
New York Columbus
Louisville Grand Rapids

and several cities in Iowa and
elsewhere. This insures a ready
market should you for any reason
desire to sell.

Ask for our circular.

Howe, Corrigan & Company
Investments

Mich. Trust Bldg. Grand Rapids, Mich

ONE HUNDRED DOLLARS

WILL EARN

6%

If invested in a collateral
trust bond of the

American Public Utilities Company

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

Bonds amply secured by under-
lying liens. Any bank will pay
the interest—March 1st and Sep-
tember 1st.

We recommend the investment.

Kelsey, Brewer & Co.

Bankers, Engineers, Operators

Mich. Trust Bldg. Grand Rapids, Mich.



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY,
Grand Rapids, Mich.

Subscription Price.

One dollar per year, if paid strictly in advance; two dollars if not paid in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

November 26, 1913.

THE TREND OF TRADE.

When the Tradesman is asked, what the feeling of interior trade centers is, regarding the shorter and longer outlook for business in this country, the answer is not difficult. In nearly all lines of business, the belief is that we have a season of trade reaction ahead and the impression prevails that the slowing-down process that has been under way for three months is to continue. It is not likely, to be sure, that the leading lines of merchandise will experience any material decrease in distribution during the next thirty days or so, because the holiday season is at hand, and a great deal of business of that character is under way. But the opinion is rather freely advanced by financiers, bankers, merchants, and manufacturers that after the turning of the year there will be a further slackening, which will be more pronounced than any that has been witnessed so far this year.

It is undoubtedly admitted, and in the best-posted quarters, that business conditions are fundamentally sound, and that when such restrictions are removed as the uncertainties of banking and currency legislation, and when the full effect of the new tariff has been measured and discounted, there may be a decided change for the better. Granting those new conditions, recovery may be rapid. The basis for this belief, which is widely held, is the smallness of the stocks of manufactured goods and of merchandise in general in hands of leading consumers. They cannot continue to run along in this condition indefinitely, and any change would have to be in the way of betterment.

On the other hand, it would be useless to deny that a more or less uneasy feeling still exists regarding the attitude of the Administration towards large business interests and the constant stirring up of controversy over the various industries by the Federal authorities. There are some people in a position to observe business conditions from intimate connections who believe that the slowing down would have come regardless of any governmental policies. The money market, the position of Europe, and the attitude of labor are cited as obstacles to an immediate and permanent improvement.

People must choose for themselves between these varying points of view. One fact deserves mention—nobody is now talking of bad business, purely as a consequence of bad crops. It is now beginning to be better realized that, with the year's winter wheat crop the largest ever raised in this country, with an average spring wheat yield in the Northwest, and with the third largest oat crop on record, the shortage in the corn crop cannot of itself have a disastrous effect on trade. Even in the sections where the corn crop was lost, there was a good wheat crop, and there is far from being an alarming local situation.

Those sections will doubtless go a little slow in their purchase and distribution of merchandise, but they will buy a fair quantity. The only sections that have been hit hard are Kansas, Oklahoma, Nebraska, and Missouri. But even as regards those States, there is no calamitous situation. In Oklahoma, farmers who have obligations due in the way of interest on mortgages have met them promptly, despite their poor crop output. Should there be another year of poor crops, the situation might be changed materially, because many might not be in shape to take care of their payments. But the outlook for the new winter wheat crop is better than the average at this time, and the acreage largely increased. In other words, these very communities have a better chance than they had a year ago.

Meantime one often hears the question—referring to the reports of active business by merchants—why should the dry goods trade be doing so well, if general reaction is under way? Some leading jobbers answer that merchandise business of this sort is always the last to feel depression, which explains why it has not felt it to any extent so far. What may happen in the future remains to be seen. There will be a good trade up to the holidays, in any event. When one considers the way men and women dress, not only in the large cities but in the small towns throughout the country, it is easy to see that they need more and better things than they did comparatively few years ago. They have been educated up to spending more money. The rising generation is dressing better, and has more personal comforts and luxuries than their predecessors. It is certainly true that shipments of dry goods and general merchandise are heavier than last year, that the buying is conservative, and that no one is carrying large stocks. Even the "re-order trade" is good at the moment.

Prospects for business on the railroads is regarded as promising an average volume in the West. The grain and merchandise movement so far this year is ahead of any previous one, and there are indications of the roads having a fair run for months to come. In the States of Illinois and Iowa, on the other hand, there are 50,000,000 bushels less corn to be moved from the farms than last year. There are similar conditions in regard to some other grains. All indications point to the fact that, while

the wheat crop has furnished a good percentage of business so far, there must be a still larger increase in the marketings, in order to make up for the loss to the railroads in corn.

WILL HE MAKE ATONEMENT?

It is currently reported that Deacon Ellis has finally joined the Methodist church on confession of faith and simultaneously announced his candidacy for another two years term as Mayor of Grand Rapids.

It is understood that Deacon Ellis has made a public acknowledgment of the sins he committed as a common gambler and the long-time owner of a gambling establishment and expressed regret over the sinful life he lived so many years.

Repentance is a good thing, especially in the case of a man like Deacon Ellis, but repentance is only one step on the ladder to heaven. The Good Book repeatedly places quite as much stress on atonement and restitution as it does on repentance. Bulwer Lytton says:

"There is a future in store for any man who has the courage to repent and the energy to atone."

John Hodder, the philosophic and philanthropic rector in the Inside of the Cup, says:

"If you would save your soul, you must devote the remainder of your life to an earnest and sincere attempt to make restitution to those you have wronged."

In another place Hodder says:

"If you seek your God and haply find Him you will not rest night or day while you live until you have restored every dollar possible of that which you have wrongfully taken from others."

Has anyone ever heard of Ellis making restitution of the many thousands of dollars he wrested from the fathers, husbands, sons and brothers who patronized his gambling hells, conducted in defiance of the law and in violation of every precept of the Bible?

Deacon Ellis caused the ruin of men, the despair of women and the starvation of children. He contributed to the wrecking of banks and started men on the downward path of embezzlement and dishonor.

What has Deacon Ellis ever done in the way of atonement by restoring his ill-gotten gains to the people from whom he filched the money dishonestly, criminally, contrary to the laws of God and man?

A GOOD AMERICAN TRAIT.

The people of continental Europe often express wonder, as well as admiration, because of the public generosity of American millionaires. Over there that sort of thing is not common at all, and the reasons for it are obvious. In the first place, for time out of mind it has been customary to hand estates down from sire to son, and custom in that country amounts almost to law. Another and equally good reason is, that there are not so many millionaires per capita in Europe as there are in the United States. There are a great many wealthy families, who retain their riches by never giving any of them

away, but there are not the chances for a poor boy to become a millionaire and there are not as many of them who do it, as there are here. The business of founding or endowing colleges, schools, hospitals, etc., is far from being brisk in Europe. It is not fashionable and there are not many precedents, so when they read frequently about that sort of thing in this country, they marvel at it and are very slow to become Americanized.

The American habit in this respect is certainly a very good one, and by it the whole people profit. A multimillionaire in Chicago not so very long ago decided to celebrate his birthday anniversary by giving half his wealth for educational purposes. He had enough left to live on handsomely for the remainder of his days. By way of explanation of his act, he said that he had received this money from the public and received a great deal more than he could personally use and more than his family needed for their comfortable maintenance. Accordingly, he felt in duty bound to give back to the people a part of that with which they had entrusted him. This was a very proper appreciation of the responsibility which wealth imposes. The man who has a million has a great many more obligations and responsibilities than the man whose income is a thousand a year. It is not only a pleasure, but a duty to do for others what you can, and those who have large wealth can do a great deal. Americans lead the world in appreciation of this fact. In no other country are there as many homes, hospitals, colleges, etc., donated and endowed for public use. It is a very commendable trait and characteristic and to the credit of wealthy Americans be it said, that they are annually giving more and more money to help their fellowmen.

Only in a superficial sense would it be a step down for the builder of the Panama Canal to take up with the reconstruction of an inland city of the third class. One can easily imagine how the opportunity exists at Dayton for setting up a scheme of city building and organization that might serve as a model the country over. It would be a source of pride that America should no longer have to go to Dusseldorf or Budapest for inspiration. A model Dayton from the hands of a Goethals would be all the more native because it would arise out of peculiarly native conditions—the devastation of flood or fire with which modern European cities have scarcely to reckon.

A Pittsburgh butcher blames the pure food laws for making the cost of living high. He says that when oleomargarine and butterine sold as butter and cereals were allowed in meat products, prices were much lower. He believes oleomargarine a better food and much cleaner than half the butter sold in Pittsburgh, but that people have been prejudiced against it and pay fancy prices for butter.

If your business is not worth advertising, advertise it for sale.

Thanksgiving is not a day; it is a habit. We cannot be thankful on Thanksgiving Day unless we have been learning how every other day in the year. There are some simple rules: Walk on the sunny side of the street; live as much as possible in the best room in the house; think about your friends, not your enemies; talk about your good luck, not your bad. These are some of the ways of acquiring the spirit of cheerfulness which is the only soil in which the flower "Thanksgiving" will grow.—James M. Farr.

UNSATISFACTORY SERVICE.

While Washington authorities are congratulating themselves on the success of the parcel post and are making plans to extend the service and possibly lower the rates, former postal officials who have had a long career of service under the Department, and whose judgment is correspondingly good, are looking on somewhat doubtfully, believing that the course of events in the Post Office Department is not altogether encouraging and that if matters continue on their present basis very serious difficulties will be encountered.

The strongest criticism is upon the proposition of the Government to extend the parcel post service and possibly to reduce the rate or raise the limit of weight for parcels transmissible in this way. This is a suggestion that has been made in an authoritative manner of late by members of Congress and by men who are administrative factors of influence and importance. The suggestion has gained much favor with the radical element in Congress, and there is a strong belief in many quarters that provisions looking in that direction will be included in the next Post Office appropriation bill, which will be brought forward now in the next two or three months in the natural course of things. The postal experts to whom reference has just been made believe that this would be unfair to the express companies who are already very hard hit by the reduction in their rates and the simultaneous intensification of competition due to Government parcel post enterprise. They also believe that it would be exceedingly unwise to attempt it in the present state of things when it is not known how much ought to be paid to the railroads for the work they are now doing or how much will have to be paid when Congress finally acts on the question, as it is expected to have to do in order to continue the services of the roads on their present basis. The large surplus now believed to exist in the parcel post system would, according to them, largely disappear if a proper basis of accounting and payment were to be determined upon. On the other hand, to extend the service under these uncertainties would place the Government in a position that might be embarrassing when it came to pay for the service rendered upon a commercial basis, particularly upon a basis determined by the new work thus undertaken.

While the parcel post has as a whole been received with satisfaction by the public at large it is contended by the expert observers that in detail it is not proving a very satisfactory service and

that decided improvements will be needed before it has gone very much further, as an incident to the perfecting and standardizing of the work. It seems also to be felt that to some extent at least the rapid development of the parcel post has interfered with the efficient conduct of other branches of the post office. In the nature of the case, this is a somewhat general opinion which cannot be substantiated by concrete evidence but that it exists there seems to be very little doubt. After the new Administration came into office last spring there was some decided improvement in regularity and promptness of delivery, but the belief is expressed in various quarters that this increase in efficiency has been in a measure lost, partly on account of the failure to cope successfully with the multiplying labors resulting from the parcel post. The opposition to parcel post as such has largely been thrown into the background by the approval of the general working of the scheme expressed in many quarters that are profiting by it, but there is still a very strong opposed interest which will be manifested whenever the subject becomes practical in Congress. The postal officials already referred to express the opinion that if the facts as to cost and actual working of the system can be made known in a thorough and effective way they will be sufficient to check any further advances or extensions of it.

That the Dutch are still bent on taking Holland seems inferable from the Government report favoring the reclamation of the Zuyder Zee. As engineering goes nowadays, the only real difficulties are financial. The inland sea is 85 miles long and from 10 to 45 miles broad, but it is studded with islands, and its mean depth is only 11.48 feet; so shallow that the increasing size of vessels is starving the ancient ports, Horn and Monnikendam. The inevitable opponents of the scheme are the herring fishers, who have been making about \$1,000,000 a year. However, as the plans discussed in 1886, 1894, and 1901 all provided, the fisherman could be indemnified. The report of the Government commission estimates that thirty years' work and \$75,000,000 would reclaim more than half a million acres of land, upon which \$28,000,000 worth of crops could be raised annually. To the Hollanders, moreover, uneasy under the shadow of Germany, an increase in area and population must seem important. Napoleon's famous annexation on the ground that the country was only the sediment of French rivers, more and more loses all point except that of insolence, owing to the work of the dikes and steam-pumps.

Thankfulness is one of the most fragrant of the graces. It is an emotion which must not only be experienced, but also gladly and fully expressed. The expression of it deepens the capacity for feeling it, and sweetens not only the life of him who gives utterance to it, but also the wide life of mankind. The sense of gratitude is one of the greatest traditions of the American Republic, and to keep it alive and hand it on to our descendants is one of the high privileges of every loyal American.

CHILLED GOODS.

In front of many an enterprising establishment it is not unusual to see at this season many vegetables and not a little tender fruit exposed outside, although the mercury may be below the freezing point. Every housewife knows when she stops to think that chilled goods deteriorate rapidly. Even though the potatoes are not sufficiently chilled to acquire the sweetish taste, they must be used soon or they will incline to rot. Apples show the same shortening of life. Cold storage may be all right to a certain degree, but that is not below the freezing line. Even the flying snow settling upon the goods produces the old moisture so undesirable.

With bananas and oranges the effect is still worse. They are short lived at best, and any extreme in temperature is certain to hasten the decay. Freezing in their native land is known to be a damage. Why is it less one when they are offered to the customer. True, they are supposed to have almost reached the point of consumption, and so less damage will probably be noticed. Yet the fact remains that it is present and will be noticed in case they happen to be kept a few days.

On chilling days room can usually be made inside for these products with more satisfactory results. If you do not chance to make immediate sales, they will be in better condition for future use. If you do sell, they will be firmer and more desirable in the hands of the patron. The public can view the dainty fruit quite as well through the window—if it is kept bright and shining; and the bulletin board will keep them fully informed as to any choice consignment of the more bulky goods. And the careful purchaser will regard the products properly protected from inclement weather as the more desirable.

REASONS FOR THANKFULNESS

Thanksgiving is a National as well as an individual holiday. Naturally, individual reasons or occasions for gratitude and rejoicing are matters for intimate fireside discussion. The only proper observation that may be made for the benefit of all, or nearly all, individuals and families is that life is worth living in spite of trouble, sorrow, failure, apparent gloom, and that beauty, happiness and joy in life largely depend on our own philosophy and attitude toward it. The man or woman who has earnestly sought "to get understanding" will find personal reasons for thanksgiving to-day.

Nationally speaking, the reasons for thanksgiving are indeed many.

Let us give thanks for the decline of bitter and prejudiced partisanship, for the growth of independence and intelligence, for the progress of causes embodying justice and humanity, for better municipal government, for the march of the idea of merit and service, for the new conscience that challenges ancient evils and impels vigorous effort toward their mitigation or cure.

Let us give thanks for peace and the blessings it spells and entails. Let us give thanks that the venal and unscrupulous union leaders have not yet suc-

ceeded in breaking down our industrial system. Trials, disappointments, blows, backward steps must needs come, but let us give thanks for the general trend of things material, political and moral, a trend on the whole decidedly upward and onward.

It may seem to be inappropriate at Thanksgiving time to introduce a question like the income tax, but it has introduced itself, and we are to make the best of it. Some people will be thankful that they are below the taxable limit. A man said the other day he never was so glad before that he was poor. There is the Thanksgiving spirit for you. But the income tax, coming as it does to bring sufficient revenue to the country to atone for reduced tariff duties, might be worse. After all the greatest hardship will be having to reveal all your personal affairs if you are taxable. If you are below the stated three or four thousand limit, your affidavit that you have not the necessary income to be taxed, will probably clear the skies for you, and keep you from trouble. So far explanations as to the manner of collecting the tax serve to confuse rather than to make plain. Even the collectors do not know how to handle it. One thing that has been explained is that if you are paying salaries to single employes above three thousand dollars, or to married men above four thousand, you will have to deduct the tax from the salary and make return to the Government yourself. Another thing to be thankful for—that there are at least some on your force whose salaries you will not have to juggle.

The senior member of a Brooklyn firm celebrating its twenty-sixth anniversary says he and his two brothers started with a capital of \$300, but Ben Franklin's proverbs were their guide and nothing was wasted. They saved the string that came around packages from wholesale houses and used it to tie up customers' bundles. The smallest details were looked after and business grew until now they have a chain of shops. The small defects were watched, but so carefully did the brothers manage and so honest were they in their dealings that many of their original customers of twenty-six years ago still buy of them and are glad to do it. Poor Richard's maxims were heeded and they are just as good to-day as they were twenty-six years ago.

Raisins and prunes have become important factors in the fruit exports of the United States, while a few years ago they were equally important factors in the fruit imports. In 1903 the exports of raisins only amounted to four and a third million pounds, and the exports of prunes were sixty-six million pounds. In 1913 twenty-eight million pounds of raisins were exported, and 118 million pounds of prunes, while imports of these articles have correspondingly decreased. The whole world recognizes the quality of American raisins and prunes, Germany taking forty-nine million pounds of the latter this year, along with 333,000 pounds of raisins.

A drop in the temperature is a sure sign of colder weather.

Advertising, and the Law of Averages.

Written for the Tradesman.

Somewhere Mark Twain said thirty thousand people die annually in India as a result of snake bites. If you should bet that next year there'll be thirty-five thousand, or only twenty-five thousand, people dying in India as a result of snake bites, you'd lose. There'll be thirty thousand—simply because, according to the law of averages, that's India's annual budget of fatalities from snake bites.

A certain train over a given road, leaving Chicago for New York, at a certain hour of the day, carries just so many coaches; and, taken one day with another, the traffic varies very little. How does the railroad know how many coaches to put on? They find out through the law of averages, and an intelligent use of it. Generally the train is comfortably filled, and it's the rarest thing that anybody stays over because he can't get a birth. Sometimes he'll have to put up with an upper, but he gets into New York on schedule.

By means of a simple little device held in the hand of an observer, it can easily be determined just how many people pass a given corner each day. The actual number passing for a certain number of days is accurately counted. The total of all the days the count was made is divided by the number of counts. That gives you the average. And, according to the law of averages, that's all the people that are going to pass that particular corner.

Importance of the Law.

The law of averages is a most important law for the merchant to understand. A thorough knowledge of it will often keep him from making droll mistakes.

The simple method of registering the number of people passing a given business site is an excellent way to get at the actual value of that site as a place of business; and is used by concerns operating chain stores.

So many thousands of people passing a given corner each day, means so many opportunities for getting customers; and, according to the law of averages, so many opportunities mean so many actual visitors and so many actual sales.

A knowledge of the law of averages is indispensable to careful buying and skillful advertising.

Take a store located in a small town or city. According to the law of averages, its sales in a given line cannot exceed a certain amount. And the careful merchant will be able to gauge the call beforehand. Why? Because he knows (1) the total population of the place; (2) the approximate percentage of them that deal with him regularly or occasionally; (3) and the number who might, under certain circumstances, be induced into his store; (4) and finally he has a pretty good clue to local tastes and preferences in the fashions and materials of a given class of merchandise.

Now, suppose a shoe dealer in Kankakee or Keokuk, takes a violent fancy to "tango" pumps. Supposes he reasons thus with himself: 'Here in Kankakee (or Keokuk, as the case may be) there are 740 women and misses. In the surrounding country, in easy access to my store, there are 460 more women

and misses. That makes 1,200 potential buyers of 'tango' pumps. Therefore I can sell, at least, three hundred pairs.' Is that good logic? Well, hardly; and I venture the assertion that there isn't a shoe dealer in either of these towns that would be guilty of such reasoning.

Knowing of the law of averages would save them from such egregious blunders.

Knowing the law, as I assume they do, they know very well that, of all the women and misses in and about these above-named communities, about a certain percentage of them could reasonably be expected to take onto "tangoes." And this number of possible buyers of "tangoes"—extremely small as compared with the total number of women and misses—must be further decreased. It must be divided by the number of shoe dealers in the respective community that may, can, or most likely will, stock up on "tangoes."

Particularly in Advertising.

Nobody can be a good advertiser who does not know the law of averages. Otherwise his optimism is sure to play hob with his better judgment, and a lot of good money will be squandered in trying to accomplish the impossible.

Good advertisers to-day want exact statements about circulation. They want to know, just as thoroughly as it is ever possible for an outsider to know, the number of readers the paper actually has. If the publication is sent out to certain people free, the advertiser wants to know how many.

So they insist on sworn statements of circulation, the exact number going to people who pay nothing for it, etc.

So many readers mean, according to the law of averages, so many people are likely to read the advertiser's announcement.

So many readers of the announcement means so many enquiries.

So many enquiries mean so many sales.

So many sales means so much profit.

What relation does this profit bear to the expense of the advertising?

So, with the expert advertiser—the man who knows among other things the workings of the law of averages—there is practically very little guesswork.

As far as I know, there is nothing of value in print on the subject of the law of averages, to which the reader can be referred. But you can readily see the importance of it in buying, in advertising, and in marking. For, if you do a credit business, you can figure on a certain annual loss through bad accounts. Out of every thousand people who, in a given community, buy on credit, just so many are slow pay, poor pay, or no pay. The percentage varies with localities; and in some lines the tendency to cheat the dealer seems to be more pronounced than in other lines. Looking over your books, and a careful study of the data you have therein, should give you the percentage of your yearly losses through bad accounts.

In order to get averages you must keep careful records. And the concerns over the country—particularly in our cities—that are doing big business to-day, are seeking to tabulate all sorts of data—and making the record thereof just as accurate as possible. This en-

ables them to find out what the law of averages is doing for them in scores and hundreds of ways. Consequently buying and advertising are becoming scientific, expert, satisfactory. Guesswork is being eliminated. It pays to know the law of averages.

Frank Fenwick.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

November.
Y. M. C. A. Boys Conference, Saginaw, 28-30.

December.
Michigan State Horticultural Society, Traverse City, 2-4.
Michigan State Grange, Flint, 9-13.
Michigan Knights of the Grip, Grand Rapids.
Michigan Branch of the National Bee Keepers' Association, Detroit.

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

February.
Fifth Annual Automobile Show, Grand Rapids, 9-14.
Michigan Dairyman's Association, Grand Rapids, 10-14.
Retail Grocers and General Merchants Association, Grand Rapids.
Michigan Association of County Drain Commissioners, Grand Rapids.
Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.

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

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

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

June.
Michigan Dental Society, Detroit.
Knights of Columbus of Michigan, Detroit, 10.
National Association Chiefs of Police, Grand Rapids.

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

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

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

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

October.
Order Eastern Star, Grand Rapids.
November.
Michigan State Sunday School Association, Adrian.

December.
Michigan State Potato Association, Grand Rapids.

The world generally pushes a man the way he makes up his mind to go.



For Buckwheat Cakes

UNCLE SAM BUCKWHEAT COMPOUND

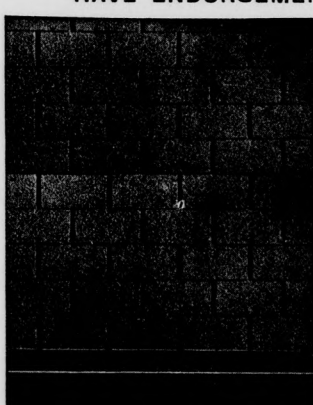
For Sale by All Jobbers

SAGINAW MILLING CO.


MANUFACTURERS

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting Fully Guaranteed

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

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

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer, GRAND RAPIDS, MICH.

Jaunty Jottings From Jackson.

Jackson, Nov. 24—Frank L. Day has resigned his position with the Fuller Buggy Co. and accepted one with the Toledo Rex Spray Co., representing them in Michigan, Northern Ohio and Indiana. Mr. Day has been in the direct employ of the Fuller Buggy Co. for about twelve years, although he has had business relations with them about twenty years. The manufacture of automobiles instead of buggies brings about the change and Mr. Day has been winding up their buggy affairs for the last two years. The Toledo Rex Spray Co. is fortunate in securing his services, for he is of the "make good" kind.

A. J. Kaiser, grocer, Adrian, has been succeeded by A. J. Kaiser Co. This brings into the firm his son, Edwin Kaiser, and also Thomas Gaffney. Mr. Kaiser says it is thirty-nine years ago the first of November, since he left the farm as a very young man and started in the grocery business in Adrian. He has seen many discouraging days, but through this long term of years of faithful application, he has met with a degree of success that few attain. He has held the office of Mayor and has been identified with many of the industrial enterprises of his city. He says he is far from the retiring age and his looks confirm the assertion.

Maurice Heuman, Secretary of Jackson Council, No. 57, says that next March is apt to give him a record of two years without a suspension. Can any Secretary in the State say the same?

Mr. and Mrs. Royal Mapes, who live at 705 Fourth street, attended our last social gathering and we hope to see Roy a member of No. 57 in the near future. He represents the Crown Paper Co., of this city.

Supreme Counselor Claude Duvall says that new interest in the growth of our order is being manifest in different parts of the country and it already looks like a big year.

Al. G. Brower will appear on the programme at our December meeting. Also John H. Boardman, Jr.

Must be the matter of the Michigan State Cannery, mentioned under this heading two weeks ago, was not worthy of a passing notice by any of our correspondents. Still we are all interested in a square deal and have the best interests of traveling salesmen at heart. Then, too, if we were to wear or use prison made stuff, it seems no more than right that we fully understand what we are doing and where our money is going. Of course, the State is engaged in many noble and great enterprises and its name, when associated with our educational, agricultural, pure food, fisheries interests, etc., makes us all proud of what Michigan is doing. But when it comes to going to the retail trade to sell canned products under the label of "Home Grown," canned, guaranteed and sold by the Michigan State Cannery when that cannery is nothing more or less than the Michigan State Prison, we think the least we could ask and expect would be that "Michigan State Prison" appear on the label. Then if any are partial to food that has been grown and canned by convict labor and sold direct to the retailer by men employed by the State, to go against jobbers and United Commercial Travelers who are taxpayers and supporting these State institutions, they can be sure what they are getting when the true name or real name of the institution appears on the package in so many words.

This is the season for the spirit of Thanksgiving and what is to hinder us from being truly thankful?

Dick Howard, of Howard Thomas, general merchants, Parma, is in the North woods hunting for big game. Mr. Thomas is looking after the big business they have already captured in Parma and, between the two, many big stories can probably be told by

both when Dick gets back. We hope he gives us a piece of venison.

L. K. Cook, fancy grocer, Marshall, has been laid up with a broken collar bone, on account of a fall. His son, Ray, has conducted the business during his father's absence.

Thos. W. Watkins, Chelsea, is adding a full line of groceries to his already established bakery business.

The State of Michigan forbids the coloring of oleomargarine when placed on sale to the consumer. The Michigan State Prison grows and cans food articles under the label of Michigan State Cannery and not Michigan State Prison. Is there an object in this and are they afraid it would hurt the sale to say prison products, while coloring might help the sale of oleomargarine?

Spurgeon.

James F. Hammell Made Hotel Inspector.

Lansing, Nov. 24—You, of course, are informed of the inadequacy of the hotel law on account of the promoters of the measure having failed to provide for any appropriation to finance the work. Well, this did not stop Hon. James V. Cunningham, President of the Hotel Commission. You of course know that the Commissioners of Labor, Dairy and Food, Insurance and the Secretary of the State Board of Health constitute a Hotel Commission as provided in the Hotel law. The Hotel Commission appointed James F. Hammell, Chief Clerk of the Labor department, Hotel Inspector. Headquarters of the Commission will be in the Labor department. The factory inspectors, special agents and boat inspectors of the Labor department have been appointed deputy Hotel Inspectors by the Hotel Commission. Hon. Jas. V. Cunningham's inspectors' pay is already provided for by the Labor department appropriation, hence the inspectors will do the work of deputy Hotel Inspectors without extra compensation until such time as the law can be amended and made workable. James F. Hammell will direct all hotel inspection work from the Labor department, under the direction of Hon. Jas. V. Cunningham, Labor Commissioner. This arrangement provides a means whereby the hotel law may be made operative.

D. E. McClure.

Ass't Sec'y State Board of Health.

Doings in the Buckeye State.

Written for the Tradesman.

The State Board of Charities and Correction, in session at Akron, endorsed the act that provides for opening the school houses of the State as social centers; also the act calling for extension work by the State University.

Of the eighty-eight counties, eighty-two have appointed sealers of weights and measures. Of various scales in use the chief inspector reports the ordinary spring balance to be the most treacherous, his records showing one out of three to be inaccurate, while the most reliable scale is the computing scale with only one error in thirty-five as the average.

The American Cash Register Co., of Columbus, is removing to Saginaw, taking about 100 men with their families.

Citizens of East Dayton insist that the reduction plant located there must be removed outside the city.

Ohio sealers of weights in session in Columbus recommended that the time-honored bushel measure be eliminated and that sales by weight be adopted as the universal system.

Almond Griffen.

The New Stationery House

Have taken the agency for

"Longrock" Pennants

Wait for our salesmen with the big line of New Novelties in Pennants and Pillows

WILL P. CANAAN CO.

Grand Rapids, Mich.

We Offer for Investments

Commonwealth Power Railway & Light Co. 6% 5 year convertible bonds due May 1st, 1918 @ 97½ and interest to net about 6.7%. They are issued in \$100.00, \$500.00 and \$1000.00 denominations. Earnings statements show that the company is earning an amount equal to 5½ times the interest on the present outstanding bonds—ask us for circular.

HOWE, CORRIGAN & CO.

INVESTMENTS

Michigan Trust Bldg.

Grand Rapids, Michigan

Thirty Years

Is a long time to publish a trade paper. Few have survived the storms of commercial adversity for even half that length of time. The Tradesman has lived through thirty years of usefulness. It has witnessed the birth and death of a dozen trade papers which have tried to succeed in the Michigan field. Why is this? We'll tell you. The Tradesman has been fearless. It has never left a stone unturned to advance the interests of honest merchants or to uncover or expose to public view the tricks of unworthy dealers and trade demagogues. It has stood for all that is good and has been the pronounced enemy of that that is bad. It has at times lost many dollars' worth of business by reason of these methods. The Tradesman's policy has been straight—no vacillating, no wabbling, one price to all, every one treated alike. Clean morals and clean business methods have made its subscribers loyal friends and have held some advertisers since its first issue. Isn't that reason enough for you?

CLEAN SWEEP SALE.**How an Illinois Merchant Conducted One.**

One of the secrets of success in the general store is something new all the time and something doing all the time. There are months when this condition can be brought about by the merchandise itself. There are other months, such as August, when the merchandise has to be supplemented by selling stunts and special efforts.

George W. Hermann, a general merchant of Bartonville, Ill., solved his problem one dull month by pushing a 7 day Clean Sweep Sale. He writes that it increased his cash sales during the seven days just about 33 1/3 per cent.

The big feature of Mr. Hermann's sale was a Block System Clean Sweep handbill. He sent out plenty of these, making sure that each customer and prospective customer got one.

In addition he made the Clean



Sweep proposition felt throughout his store by the free use of yellow price tickets, which he had printed from a cut like the one illustrated on this page. Over the drawing of the broom he wrote or printed the price he wanted for the article. These price tickets were placed on all merchandise and festooned in the window and in the store.

A quantity of new merchandise was bought for the sale to give live interest to the event and with it was sold a number of items that had outlived their usefulness to him.

It is easy to arrange a sale of this kind and very inexpensive. The Block System handbills can be printed in almost any amount at a reasonable price.

Simmered right down there is very little to this Clean Sweep Sale other than that supplied by the handbills and the merchandise, but the effective way in which Mr. Hermann used the Clean Sweep price tickets gave an air of originality to the thing that brought in big results.

A live Iowa retailer has hit upon a scheme for waking up his trade in the dull months and has worked it so successfully that dull months are no longer experienced in his store.

He advertises an offer to make free delivery to any person within ten miles of his store, of a bill of \$5 worth of merchandise. These orders can either be written or telephoned to the store. Then before the order is delivered the merchant calls up all the farmers between his store and the

place where the delivery is to be made and says that Mr. So and So has given an order which is going to be sent to him that morning and if anybody else has any wants to be supplied the goods can be delivered without any additional trouble or expense. The merchant explains he is very glad to make the other deliveries, as his man is going that way anyhow. —Butler Way.

The man who tells the truth, the whole truth and nothing but the truth at all times can never hope to be popular in human society.

**Eat and Be Thankful.**

That Columbus discovered the cranberry.

That good old apple-sass is still with us.

That the hobble-skirt hasn't scared the turkey away.

That the goose doesn't kick about it.

That the pumpkin pie wears that same golden smile.

That a ham-bone makes a good Thanksgiving feast.

That you can pass your plate twice and not be called a hog.

That the family next door got the rooster.

That the cook didn't mix the oil can with the stuffing.

That under the pure food law there must be an ounce of real coffee for every pound of beans and chicory.

That the tramp went into the house on the corner.

That the old setting hen died of pneumonia before the farmer could sell her.

That the grocer and butcher didn't shut off credit the day before.

That the mother-in-law who was coming over fell and broke a leg.

That what duck we can't eat can be sold for calfskin.

Yes, there are lots of things to be thankful for, even down to the salt, which is only half-flour.

Neighborly Help.

Jess—Miss Schreecher is going abroad to finish her musical education.

Tess—Where did she get the money?

Jess—The neighbors all chipped in.

Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago
St. Louis Minneapolis
Dallas

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

The Principle of Accommodating One's Self.

Written for the Tradesman.

To accommodate one's self is more than merely to be accommodating.

It is easy enough to render occasional favors when such favors are solicited by one's patrons, and he would be a poor stick of a shopkeeper, indeed, who refused to do so; but the principle of self-accommodation goes much farther, and means infinitely more, than that.

To accommodate one's self is to project one's self into the realm or sphere in which the other fellow lives and moves and has his being; to lay aside for the time being our own personal inclinations, preferences, prejudices, and look at matters from the other fellow's standpoint; to impress him by unmistakable tokens that ours is an attitude of sympathetic understanding rather than cold, critical judgment.

Everybody who is engaged in business—particularly in retailing enterprises of any kind that brings them much in touch with people—ought to have a perfect understanding of the law of self-accommodation. The born merchant and the born clerk will, of course, have a kind of intuitive understanding of it and, consciously or unconsciously, he will use it every day in his dealings with different classes of people; but there are a great many people in retailing establishments throughout the country who do not, apparently, know anything of the principle of self-accommodation, either in theory or in practice.

It is now generally admitted, I believe, that Saul of Tarsus was one of the greatest tacticians that ever lived; and somewhere he says: "I made myself servant of all that I might gain the more. I am become all things to all men." In his all-consuming passion for winning other people to his own religious views, this aggressive leader of men and movements sought first of all to establish friendly relationships, to win the confidence of the people, to entrench himself in their regard. He manifested an interest in people that they could not fail to appreciate; and because of his interest he was willing to do for them in ways they could hardly suggest or ask.

The ability to accommodate one's self gracefully is indeed an asset. It's no trouble to do business with people if you can get them to like you personally. Liking you, they'll take your word about the goods. But if they don't like you, you've certainly got to go up against strong show-me attitude. And the going isn't easy. And it's easy to get people to like you—just as easy as it is to create the opposite feeling. But you can't induce people to like you unless you understand the principle of self-accommodation.

"It takes all kinds of people to make a world," and the old saying comes so naturally to our lips when somebody has unexpectedly displayed a streak of yellow in his nature, and we have charged another item to profit and loss. Human nature is complex, many-sided, marvelous in pos-

sibilities. We are not all alike. We don't see alike, don't think alike, don't act alike. Back in the misty, bygone periods of time, before ever men began to keep weather records, temperamental differences developed among men. Many of these divergencies have widened and deepened with the years. So what you are personally depends a whole lot on who your father was, and your grandfather, and forebears back, back into the long-gone past into which we cannot go. And environment has also helped, in some measure, to make you the man you are. And what is true of you is true of every other person. And the world is full of types and varieties and kinds.

But all kinds of people buy merchandise. They must be clothed and fed and housed and provided with the implements, tools, commodities, appliances, conveniences, comforts and luxuries of our highly complex modern life. So the people whose business it is to sell, sell to people of all sorts. And here is the dealer's opportunity—to know the people who deal with him or might deal with him; to understand their manner in life, their mode of thought, and the influences that have made them what they are; to relate himself sympathetically to

them—in other words to accommodate himself to them. By so doing he will win their friendship—and get their trade.

Frank Fenwick.

Heaven's First Law.

Written for the Tradesman.

If order is heaven's first law, on earth obedience is the great desideratum.

The network of obligation is as wide as the race, and the meshes are so fine that no mortal can wiggle through and escape. And there's nobody big and strong enough to break the network and go uncaught.

The man lower down must obey the man higher up, and the man higher up gets orders from some one a step nearer executive headquarters. And so on to the end of the line. And the little council of men who constitute the executive staff must conform to the law of service and render obedience to their constituency.

"No man liveth to himself." Hither and thither through the tissue of human society run the threads of duty and obligation. The entire superstructure of civilization is based upon the law; and law requires obedience.

To be strong physically and mentally vigorous, we must obey the laws of Nature.

To enjoy the rights, privileges and benefits of citizenship, we must obey the laws of our city, our state, and our National government.

To acquire, hold and enjoy the privileges of fellowship and friendship, we must obey the laws of social service and love.

To acquire citizenship in the Kingdom of Heaven and possess on earth the priceless treasure of a good conscience, we must obey the laws of God.

Fortunate is the man who learns early in life the importance of obedience and makes up his mind to render service unto those masters who exercise dominion over him only for his own good. Chas. L. Garrison.

The Great Divide.

"Wilbur," called Mrs. Todd, "some one has taken a big piece of chocolate cake out of the pantry."

Wilbur looked guilty.

"Oh, Wilbur," exclaimed his mother, "after all I have said about stealing food that you were not allowed to have. I didn't think it was in you!"

"It ain't—all," said the boy quickly. "Half of it's in Mabel."

Opportunity does not create sinners; it just develops them.

This is the Stocking the Trade is Demanding



Clarehose
The
Kind You Have
Been Looking For

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
SAGINAW, MICH.

MEN OF MARK.

H. J. Vinkemulder, the Well-Known Produce Dealer.

Seldom during the last thirty years has the Michigan Tradesman printed a biographical sketch that more clearly has shown the successful attainment of a fixed purpose in life than does the sketch here presented. And seldom has such an article contained more material for the reflection of any young man who may at this time be standing upon the threshold of his career. To such a young man this story of one who has trodden rugged paths in the freshness of his youth is especially worth reading. The story of Henry Vinkemulder is that of a young man who started with no better advantages than have thousands of his kind, but who set his goal early in life and attained it by the simple process of seizing his opportunities when he saw them and making the most of them. To-day Mr. Vinkemulder, still young in years, is not only the President and general manager of a large produce house which has ramifications in every part of the American continent, director of a great bank and identified with numerous other enterprises of large caliber but, best of all, he is respected by the best business interests in his home city as a man of unswerving integrity, whose "word is as good as his bond."

Henry J. Vinkemulder was born at Grandville, April 4, 1866, being the third of a family of nine children. His father, John Vinkemulder, was originally a wagon maker by occupation. He now conducts a small store at Grandville, where he has lived for the past sixty years. He will be 88 years old on his next birthday. Mr. Vinkemulder attended the public school of Grandville until 17 years of age, when he entered the employ of Phil. Graham, the veteran Division avenue retail grocer, as delivery boy. He was subsequently promoted to the position of clerk and still later to the position of book-keeper. After five years employment in this establishment he formed a copartnership with his cousin, Cornelius Borrendamme, under the style of Vinkemulder & Borrendamme, and engaged in the grocery business at the corner of Division street and Third avenue. Each partner contributed \$650 to the capital stock. At the end of a year Mr. Borrendamme sold his interest in the business to Derk Vinkemulder and the business was continued under the style of H. J. Vinkemulder & Bro. The firm remained at the same location for twelve years, when the stock was sold in 1900 to Shoemaker & Taylor.

While still engaged in the retail business, Mr. Vinkemulder embarked in the wholesale fruit and produce business, locating in 1896 at the corner of Ottawa and Ferry streets, where he continued in business fourteen consecutive years. In the meantime he admitted to partnership Moses Dark, since which time the produce business has been conducted under the style of the Vinkemulder Company. Mr. Vinkemulder bought the double store at the corner of South

Division street and Third avenue in 1892 and still retains the ownership of that property. In 1908 he purchased the Federal building of the Government and used the material thus obtained in the construction of a new building running from Market to Louis streets, adjacent to the G. R. & I Railroad tracks. This building is 76x200 feet in size, five stories. The Vinkemulder Company took possession of this building in 1909 and now occupies the Campau street end. Mr. Vinkemulder also owns the vacant lot at the corner of Fulton and Ferry streets, formerly known as the Dykema elevator property, and two or three years ago he purchased the Robertson farm on Lake Drive. This farm comprises forty-five acres and

nearly every state in the Union and also Mexico and Cuba.

When Mr. Vinkemulder engaged in the retail business in 1888, he secured the confidence of the jobbers from whom he purchased goods to a remarkable extent. He made many friends while in the employ of Phil. Graham and these friends confidently expected to see him succeed in his new undertaking. At the meeting of the directors of a certain jobbing house, held about twenty-five years ago, a list of the customers and the amount owing by each was read. When the reader reached Vinkemulder and it was found that he owed the house upwards of \$2,000, several of the directors demurred, but the head of the house defended the credit by the statement that "Mr. Vinke-



HENRY J. VINKEMULDER

is now being platted for suburban residence purposes.

Mr. Vinkemulder is a director of the Commercial Savings Bank, the Metal Office Furniture Co., the Michigan-Texas Land & Orchard Co. and several other prosperous institutions.

Mr. Vinkemulder was married June 20, 1895, to Miss Belle Blake, of Grandville. They have had five children, four of which are still living, as follows: Blake, 17; Gerald, 14; Maybelle, 12 and Bernard, 6. They reside in their own home at 473 Fountain street.

Mr. Vinkemulder is a member of the Westminster Presbyterian church, which he served several years in the capacity of trustee. He is also a member of the Peninsular Club. He has several hobbies, among which are hunting, fishing and automobiling. He is a confirmed traveler, having visited

mulder was full of hard work clear up to his neck; that he never knows when to quit nights; that he knows where he is every minute in the day." On the strength of this statement the credit was passed. It goes without saying that the judgment of the jobber was fully vindicated by the experience of subsequent years. Mr. Vinkemulder has always paid a hundred cents on the dollar and is to-day regarded as one of the wealthy men of the town. All he has acquired has been made by his own efforts, coupled with a degree of shrewdness and far-sightedness that has enabled him to make very fortunate speculative investments in real estate and securities.

Mr. Vinkemulder is the soul of honor and has brought credit to the produce business of the city. He is everywhere regarded as the foremost exponent of the onion industry in

this country and probably handles more onions every year than any other dealer in America. His knowledge of this branch of the business, coupled with an apparent intuition, enables him to get on the "right side of the market" every year. When onions go down, he has no stock on hand. When onions go up, his warehouses are bursting with supplies.

Personally, Mr. Vinkemulder is one of the most companionable of men. He is a good fellow in all that the word implies and his advice is frequently sought in matters of business not germane to his own line.

Rather Novel Application for Position.

Judd E. Houghton, sales manager for the Iroquois Manufacturing Co., of Cleveland, recently received the following letter from a man at Knoxville, Tenn., applying for a position.

"Sir to the Sales manager you want a No. 1 Salesman I am not a experience man I am not to speak of experience, but I am a finely trained tenechal Salesman I am going to give you a short tak to prove to you that I am worthy of trust in my repost. today is essently the day of Buisness Sciance but a shorte time ago it was asumed that greek and latin fitted the boy for the man's work in Buisness by a mysterious giving of grasp. that the colleges and university wer to be looked to for our men of affairs: all this time the men who knew things in their true perspectives who had their underlying Principles at first hand who had drawn heavily from the throbbing life of lives experience not from the Opinonated dry-rot of the class rooms these men wer colled upon to do the great work a greatestns nation of history so you see I have a fine Perception developed to the highest Posiabile degree I am a Graduated tenechal Salesman I will adapet myself to the Objects methods. Problems and solutions of your Oxodoxine to dispose of your goods in the most up right way now Buisness Relationship to the harmomous and successful must be basled up on mutial confidence and 100% honesty this is my conviction I would have you know this fron the very first start I will allow you to name your minium saleiry that a man and a wife four children could live on I am 33 yrs old a white man no bad habits I will give you Service you may ever strive to attain I will give you referance as to my honesty from men hoom I have had 10 years dealings and vearious Relationship if you want a 1 man I agree to use wit only with wisdom I am a going to a wait your Frank reply I can measure up to your requirements with the exception of experience my experience is a Specuality man small amount. I await your early reply."

Remembered.

"Did your uncle remember you when he came to make his will?"

"Yes; he remembered me so well that he left my name out altogether."

If you can't win, make the one ahead break the record.

Furniture as Gift Commodities—the Dealer's Opportunity. Written for the Tradesman.

Among the sayings of the seventeenth century divine, Thomas Fuller—so eminent for his wisdom and eloquence—is this: "When thou makest presents let them be of such things as will last long; to the end that they may be in some sort immortal and may refresh the memory of the receiver."

Surely these words of the eminent divine are both apt and timely. If the statement does not constitute a full and complete description of the ideal gift commodity, it does at all events emphasize one feature of the ideal gift—it should have withal a permanency about it, and element of utility, worth or worthwhileness that time (or at least a reasonable lapse of time) cannot dispel nor use destroy.

In this and in subsequent articles I hope to say some things apropos furniture for gifting purposes that I dare hope, may prove helpful and suggestive to furniture dealers just at this time.

I sometimes think that comparatively few furniture dealers are able to appreciate furniture for what it is in itself. They buy it and sell it as merchandise—but do they love it as furniture? Are they able to see in that Jacobean sideboard historic traditions of a splendid past and potential associations and enriching traditions of a future? Can your dealer look upon that inlaid mahogany music cabinet through half-closed eyes and dream of melodies unborn, whose mute, published symbols shall one day find housing there? Does that magnificent leather rocker speak to him of a tired body relaxed and a fanciful imagination roaming unhindered through ethereal realms where sky-tints are golden and fond hopes come true?

The truth is furniture has a kind of "immortality" possessed by precious few of the chattels that men may acquire in this world. What other article of household utility endures through so many environments and vicissitudes incident to the passing years as a well made piece of furniture? What other so subtly evokes the giver, the previous owner—the departed dear one? It is as if some trailing wisp of the personality we knew and loved so dearly clung to the physical furniture form that adorns our apartments. As much as any, and far more than most, other commodities that men may acquire and hand down, furniture is rich in possibilities of suggestiveness. Some loved furniture form can bring back the past far better than your magician's wand; for a piece of furniture, by virtue of its nature as a utility-commodity for daily service, may, and often does acquire a worth far above the original price or even its intrinsic value. To those who know its history it has, perchance, a value almost beyond price. In virtue of the association of other days, this fine old piece of mahogany has become invested with sacred and tender memories.

Now my contention is that in exploiting furniture there is a great big motive available to the dealer who knows how to use it. That motive is sentiment—one of the strongest motives that impel men to action. That this thing of

sentiment which attaches to furniture has a tremendous commercial value at all times—and more particularly at Christmas time, when people are selecting suitable gift articles for friends and loved ones—is evident to many enterprising furniture dealers. The ideal gift is the one that has, in addition to mere utility and permanency, some lasting powers of evoking the giver and the occasion of the gift. In other words the ideal gift should have personal feeling. And where will you find a gift for Christmastide more eloquent of personal feeling than a worthy piece of furniture?

The foregoing reflections on the sentiment associated with furniture and the commercial value of such sentiment constitutes a sort of preface to the practical and timely matters that now claim our attention. The big stunt for every furniture dealer just at this time is to be after the holiday trade. Gift furniture—why? The public is now in a receptive mood—just waiting for somebody who can say things convincingly to tell them what to buy for gifting purposes. And you in your community, and I in mine, must be in a position to speak convincingly through the public press during the few weeks intervening between now and Christmas.

There is no doubt about it, good furniture does make the most durable, practical and sensible of all Christmas gifts. Furniture is one of the few things that increase in value with age. And the average retail furniture establishment, carrying a fairly complete line of average furniture, can list a goodly array of articles from which appropriate presents for each member of the family may be selected. For the convenience of shoppers prepare several lists. Publish one or more each week in the newspaper announcement. And have posted up at conspicuous places about the store, and in your display windows, a large bristol-board placard containing all the lists you have prepared. You might head one list: For the Mother or Wife; another, For the Father or Husband; another, For the Sister or Some Other One's Sister; another, For the Brother or Some Other One's Brother; another, For the Grandfather; another, For the Grandmother; and still another, For the Dear Little Ones.

Impress it upon the public that nothing their money can buy combines as much usefulness, beauty, comfort and durability at so low a price as a nice piece of furniture for the home. Remind them of the joy and gladness such a piece may, and often does, bring to the entire family. And then give them to understand that, at your furniture store, a few dollars stretch far and purchase much that is worth while.

Remind them, if you will, that the cheap, showy, ephemeral gift commodity is a snare and a delusion—a disappointment to him that receives and a source of regret to him who gave. Make them feel it won't be that way if they buy furniture—nobly designed and skillfully built furniture, for which your establishment is locally famous.

Frank Fenwick.

The man lacks enterprise who stands around waiting to be driven to drink.

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

In Your Quest of the Best
Buy
Williams
Beans
They are Best
Just That!

The Williams Bros. Co.
ALL SIZES of Detroit ALL GROCERS

LOOKING BACKWARD.

Experience of Thirty Years in Implement Business.*

Thirty years ago this month, I launched my business ship onto the retail implement and vehicle seas, and have sailed those seas since that date and expect to continue until I reach the harbor of old age. I have sailed through storms and pleasant weather with fair winds and contrary winds. I have seen the changes that have taken place on our business map—and the sailors change from roustabouts or traders to captains of business commerce; but it is only during the past ten years and since the organization of this Association, that the retail implement and vehicle business has assumed its rightful place and recognition as the equal of any other retail business, and to attribute this fact to the work of this organization is merely giving it its just deserts. The seas are smoother, the winds are better controlled and every sailor can have a chart and compass and sail in good company if he does not want to be a pirate.

As I look over this company, I know of no other line of retail business where you will find such a lot of good fellows as the dealers, travelers and manufacturers here assembled. While we are attending this, our tenth annual convention, let us be good fellows in every sense of that term—be friendly and sociable when not in session and be thoroughly good business men when in session. Our Association has the reputation among those good fellows who represent the implement and vehicle trade papers of having the best conventions, the best attendance during its sessions, and the best interest of any of our fellow associations. Let us live up to this reputation here and if possible, surpass it.

We are here to survey the implement and vehicle business of Michigan and to take notes of the currents and winds that are affecting it and steer our ships accordingly.

In every sale there are three essential elements to be considered: the goods, the price, the service; and these are the foundation and cap stones of all retail business. In every retail business these essentials must be considered in buying, as well as in selling. The goods and the price are the foundations and are nearly always considered carefully but not always in their right relations. The cap stone service is sometimes neglected and always causes the destruction of a business as it will of a building, when neglected. I have seen many strong large manufacturing concerns go down in disaster because they neglected the service element in their business and I have seen a great many dealers fail because of the same neglect. Many dealers are blinded by attractive goods and prices and do not consider the service given or not given or its future effects.

I have heard that a number of our members have been deceived into buying goods by attractive prices and not considering the service end of the deal.

It is one of the principles of our Association to protect our members, all the retail dealers and our customers from catalogue house competition. We take the position that everyone has a perfectly legitimate right to buy what he wants of whoever he wants to, but he should be fair and honest in all his dealings. If it is right and best for one man in a community to buy his goods of a mail order house, it is equally fair and right for every other person to do so, and if all should do so, what would become of the cities and villages and the values of our city and farm lands—and all the other values, and the institutions which make values? So we claim the service one renders in

a retail business entitles him to a fair profit on his capital, time and ability—and as fair men, whether members of this Association or not, we should not buy or encourage others to buy goods that are not only giving no service to the community but are destroying it.

We, as dealers, should do all we can to cultivate the community spirit. We should not only give our customers the best goods, the best prices and the best service, but should help to improve our town and county by getting and giving the best information and assistance to our customers and the whole community.

The implement dealer is in position to render the greatest service to the farming community he lives and does business in. No other class of retail merchants are as close to the farmers, and you will find that the Agricultural College Experiment Association, the National Department of Agriculture and the National Crop Improvement Association will help you to interest him and help him and you both to advance your business.

Above my desk on my discount calendar, I have this motto:

Count that day lost

Whose low descending sun,

Sees goods sold for less than cost

And business done for fun.

We have heard and read so much about the cost of doing business and the matter has been so thoroughly discussed and illustrated, we are apt to think it is only the good fellows who do not belong to our Association that are selling goods for less than cost; but I find a number of cases where the manufacturers and their travelers are urging dealers to sell their goods for less than their cost of doing business. Every dealer should absolutely control the selling price of all his goods and he will find it easier and far pleasanter to sell them if he has but one price and that the cash price and require interest on all deferred payments and cut out trading and canvassing.

If a man can't find his chief pleasure in his business, he is in wrong and will not make the success he should or could. We should control in the buying so far as quantity and service is concerned, as well as in the selling and realize the pleasure of being masters of ourselves and our business.

We are here to discuss the problems of our business, to learn what others are doing, to learn how to improve our business individually and collectively. We want every dealer who has come here to go home satisfied. We have members here who are experts in every department and detail of the retail implement and vehicle business, who are ready and willing to impart their knowledge and advice to any of their brother dealers, but we are a modest lot of good fellows and each must ask for what he wants. You are urged to make use of the question box or if you prefer, ask any of the officers and they will direct you to the right man. We are here to help each other, for a man's business is no better than the man. Business character and personal character are inseparable. If you think your business is not the best or equal to the best retail business in your community, something is wrong with you and you should strive to make it so, and there is no better way to learn how to judge the business as a whole or get an average of its standing than by attending these conventions of your business associates.

I expect to spend twenty more years in this business and I want them to be years of work—not alone for money and myself—but years of happiness in usefulness to my family, my community and my fellow business men.

We have with us here, some manufacturers and a large number of their representatives, the traveling men, who are equally interested with us in our business. They are here to help

us and through us, the whole implement and vehicle trade of Michigan—and we want them to understand this is their convention as well as ours and to share in its responsibilities and opportunities. We have taken a forward step in this convention by holding all open sessions and believe this will result in an open, candid and free discussion of our trade matters and hope it will do more good for all concerned than any of our previous conventions. This is no place to air personal grievance. This is no place to try out any wrongs or injuries. No fair minded man would attempt to decide a case without at least trying to get the facts or views of both sides.

This does not mean that we do not want to know and help our members in their personal grievances or troubles at this time, but in order to avoid misunderstandings and possible injury to either party in a controversy, we have appointed a conference committee who will consider any and all complaints or grievances of members, travelers or manufacturers with power to call any member or members of this convention in consultation and who shall report on all matters considered by them at the last session of this convention.

Seven years ago, we met in our third annual convention in this city with 276 members on our roll and to-day but 116 of these remain in the business, which shows the great number who have gone out of the business in seven years, less than 42 per cent. remaining. Taking the whole number of dealers in the State, the percentage of those going out of the business would be much higher, we should estimate at least 10 per cent. per annum.

We are here to learn how to conduct the retail implement and vehicle business of this State with greater efficiency. Efficiency in buying—efficiency in selling—and efficiency in collecting. Let us use the three days we are here to our mutual and personal profit.

Fall and Winter Grocery Specials. Written for the Tradesman.

Grocers ought to follow the lead of dry goods merchants, clothiers, and other aggressive fellows in other lines of merchandising, who are everlasting decoying new customers into their stores by means of leaders or specials.

I know of several grocers who have mastered this highly modern art, and are using it with profit.

I know one concern that has a standing special—one they use year in and year out. It is a good popularly priced coffee—and a real value at 17 cents a pound. They buy fifty to a hundred bags of green coffee at a time, do their own roasting and blending, and keep an ample stock of fresh-roasted coffee on hand at all times. The quality is excellent, considering the price, and it's always the same. They put it ground in one, three and five pound bags, and do an immense business in this line. The manager of the store told the writer their coffee trade was a life-saver to him during the dull season of last year and the year before.

I know another city grocer who has made a lot of money year after year selling—what do you think? Sorghum. Just plain, old-fashioned sorghum. Many city people cherish fond recollections of the days when they used to enjoy fresh country sorghum. And they'll buy it if they can get it. This grocer realizes that we haven't been civilized beyond the

desire for sorghum, and he has a standing order for an ample supply from some country folks who know how to make the genuine article. He sells barrel after barrel of it every fall.

Honey is another article that can easily be used almost anywhere as a leader. Get good honey—either strained or in the comb—display and advertise it properly, and you'll sell a lot of it.

Mince meat is another good fall and winter special—particularly if you can get a supply of tip top home-made mince meat—the boiled cider kind, rich and black with fruits and spices. Most people prefer buying their mince meat if they can get it good. And what you have to do to get their trade is to convince them you have the good kind—like mother used to make.

Many grocers have built up quite a reputation for the good of their country butters and the dependability of their strictly fresh country eggs. These are old staples, to be sure; but there are many discriminating buyers who are on the outlook for fresh, sweet butter and eggs, fresh beyond a doubt.

Extra choice canned goods make attractive leaders; and so do superior delicatessen products, fancy fruits and nuts, fine cigars and candies. Indeed it would require entirely too much space to enumerate the various commodities that may be used as leaders and specials by the grocer. And besides it isn't necessary. The main thing is to suggest the idea, show how it can be used to advantage, and let the grocer work it out according to his own resources and the peculiarities of his own trade. A leader that works well here does not necessarily work well there. Try different articles until you hit one of the ones that go big, and stick to these.

Eli Elkins.

Thankful Johnnie.

I am thankful that my dear school teacher was sick for three days last week and gave us easy lessons.

I am thankful that father laid the broken looking-glass to the cat instead of me.

I am thankful that I have licked every boy I have scrapped with this last year.

I am thankful that no Black Handker has thrown a bomb and torn my darling mother all to rags.

I am thankful that we have got an old rooster for dinner, and that father and mother have poor teeth and can't eat tough meat.

I am thankful that when I put a billiard ball in my mouth on a bet of five cents the doctor only had to take one of my jaws off to get it out.

I am thankful that father is not a party man, but always votes for the best man, and is flush for a week or two after election.

I can't begin to tell all I am thankful for, but will close by saying that I am thankful a boy hit me in the head with a baseball and rendered me unconscious, and I had a chance to stay home and play with my goat for four straight days.

*Annual address of W. L. C. Reld, President of Michigan Retail Implement and Vehicle Dealers' Association, at Grand Rapids, November 18.



CERESOTA

Is a GUARANTEED

Spring Wheat Flour

JOHN FRY

DEALER IN

GENERAL MERCHANDISE

Empire, Mich., 10/16/1913

Judson Gro Co
Grand Rapids
Gentlemen

at our 2nd annual fair held
here Oct 2, 3 & 4 there were over
30 loaves of white bread entered
made from Ceresota, Kingold, Red
Wing and H & L Best flours.

Ceresota won first prize
over all without the least doubt
or hesitation by the judges and
the judges were good competent
people that were not prejudiced
in any way.

"It won on its merits"

Respy yours
John Fry

Manufactured by
THE NORTHWESTERN CONSOLIDATED
MILLING CO.
MINNEAPOLIS, MINN.

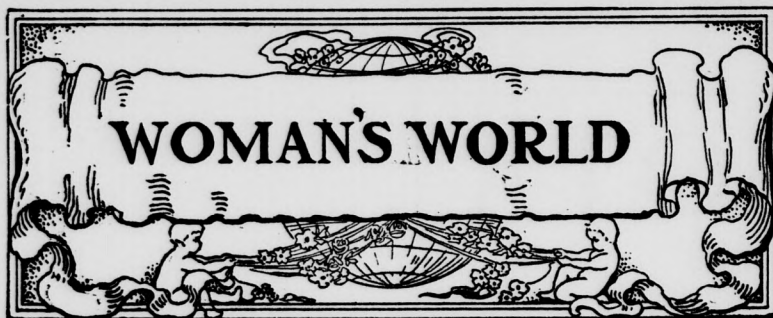
JUDSON GROCER CO.

THE PURE FOODS HOUSE

Wholesale Distributors

GRAND RAPIDS, MICH.





A Poet's Injunction and Some More. Written for the Tradesman.

In one of the happiest of his lineless rhymes, Walt Mason gives this admonition to wives:

"Be kind to your husband * * * you thought him all right on that far-away morn when he handed the preacher a V."

I can not recall the omitted portion, but it fitted in nicely in sentiment and meter with the somewhat surprising beginning and the humorous and musical ending.

This bit of advice falling on the ear certainly does cause a momentary surprise. Does the gentler sex, so-called by universal consent, need any injunction to be kind? Are not kindness, gentleness and tenderness the very essence of the womanly nature? Doubtless they ought to be. But candor deters us from making the sweeping generalization that they always are. Physical cruelty and brutality we more naturally—and correctly too—associate with perverted types of the masculine nature. But there is laceration of feelings as well as of flesh; there is heartlessness of speech as well as cruel domination of brute force; and many a refined and dainty lady, who would shrink from crushing a worm with her slender foot, can not plead entire innocence of harshness of tongue and temper.

On the whole Uncle Walt's advice deserves indorsement and possibly elaboration beyond the brief limits of his terse metrical precept.

Be kind to your husband. How? Financially, for one way. Don't keep his nose forever to the grindstone by your extravagance. If he has to work hard for small pay, do your part by being frugal and economical and making the money go just as far as possible. Don't set in to coax for diamond earrings or costly furs that you don't need, just at the time when he is worried and harassed over some big bills he has to meet that already are past due.

If your husband is one of the good honest fellows predestined by Nature to be a plodder, don't be all the time reminding him of his lack of success. Doubtless he feels it just as bitterly as you do.

As I before have said in these columns, financial insight, the money sense, is a gift. The man who has it merits no particular credit for the favor which Providence has bestowed upon him. The man who has it not, surely deserves no censure for his deficiency in this respect.

If your husband is compelled to spend the years drudging for some other man at say \$15 to \$20 per, don't be constantly throwing it up to him how much better you might have done had you

taken some other one of your long train of admirers instead of himself. Some women, faded, wrinkled, sour-tempered, sharp-tongued and unattractive in every way, never are done telling of their girlhood triumphs. Old friends with good memories often receive these narrations with a sly smile and a big grain of allowance, but even if such reminiscences were literally true, they were better left untold.

Does it never occur to you that your John possibly could have done better as well as yourself? It wouldn't sound very well for him to be making any boast about it, but didn't they say that pretty Jennie Matthews would just have given her eyes to have gotten him, and didn't her rich uncle leave her a clean hundred thousand in his will? Or, supposing that he who is now your husband hadn't married the heiress, were there not several other nice girls who were "willin'" and might it not have been that but for your adroit angling he would have selected some one of them, who, if she didn't bring him money, would have made him very contented and happy, and wouldn't have been always nagging him and reminding him of his shortcomings and inadequacies?

Dear reader, if you are one of the carping sort, change your ways before the sun goes down again. Get a new mental attitude. The unkindness of many a woman takes the form of blaming her husband for everything, absolutely everything that goes wrong. If a stormy day upsets my lady's plans John is in some way responsible. Life brings care and labor and sorrow. Her spirit is sore and disappointed. For some inexplicable reason she always assumes that it is her husband who has prevented her youthful dreams from coming true. That this is not only unjust, but, to a man of any spirit, is exasperating and even maddening, goes without saying; yet how many women there are who, although so circumstanced that it would seem to an observer that they might easily be very comfortable and happy, still are forever raising the plaint of disappointed lives!

Remember, things haven't panned out for your husband just as he expected they would when he looked at the future through the hopeful mists of youth.

Be kind to your husband. Not long ago I heard a man say "I guess my wife never thinks I am tired." These words were dropped carelessly, but what a tragic revelation they made! That man has followed a difficult profession, one involving not only great mental and nervous strain, but much hard physical work as well, for over thirty years; yet she who should be the partner of his sorrows as well as his joys, has so

little realization of his labors, so scanty an appreciation of his struggles, that she never seems to think he is weary!

Love is blind. In its youthful beginnings it has no vision for faults and failings, errancy and vice. Later, alas! even where a genuine and lasting affection exists, there is apt to come a preternatural keenness of sight as to all shortcomings, together with an amazing blindness as to homely virtues, self-effacing devotion and everyday heroism.

Be kind to your husband. Bear in mind that sometimes he is tired and don't too often drag him out to the theater or a bridge party when he would rather stretch himself in an easy chair at home and read his paper. And when he is rushed and hurried and overworked, don't bother him with absurd little errands like getting a ball of No. 10 crochet cotton or matching a skein of filo silk.

Be kind to your husband. Remember his likes and dislikes. So far as you can consistently with hygienic laws and the high cost of living cook the things he enjoys eating. Sometimes use the flavors he prefers, even if they don't just "win your favor."

Be kind to your husband's small peculiarities and to his harmless little conceits and egotisms. Laugh at his jokes even if they are rather poor ones and

you have heard them before. Don't expect him to do all the hard work and give you all the fine clothes and pleasures and luxuries.

Now I don't mean that you should be too dead easy, nor fail of bestowing the gentle wifely discipline so essential to the soul's welfare of every mother's son of the whole masculine creation. By no means. But exercise your prerogatives in a tactful manner, so that you will not annoy and wound, but inspire and uplift instead.

We writers, who make it our business to hand out advice to all classes and conditions of people, find one very disheartening thing to contend against. This is the fact that the wrong persons are the most likely to take our counsel. Those whom the coat doesn't fit are the ones who are sure to try to put it on. While this does not silence us entirely, it saddens us. Let me explain a little more fully.

Some meek, submissive little woman who never has dared to call her soul her own and who long ago spoiled her husband hopelessly by humoring his every crotchet as you would the whims of a sick baby—such a one will read this article and will wonder if I mean her. Directly her overworked conscience will get under motion and soon will have her strongly suspecting that

Know Your Goods

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

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

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

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

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

NATIONAL BISCUIT COMPANY

all unwittingly she has been unkind to her lord and master. At once she will begin to figure on scrimping closer and slaving harder so as to give "him" the whole of every pie instead of the biggest piece as she heretofore has done. Dear Mrs. Excessive Meekness, you who are making a door-mat of yourself for your husband, you don't need to read this article. You wait until I write something on The Sin of Submitting to Domestic Despotism. Then read that piece and profit by it.

And you, Mrs. Faultfinding Arrogance, you who treat your husband like a door-mat, you who make all kinds of unreasonable exactions of his patient devotion and still cause him constantly to feel that he is falling far short of your requirements and expectations, while you are the lady to whom these strictures are especially directed, you are likely to glance them over hastily and not dream of making any personal application. For you like to carry the impression that you are one of the downtrodden ones, and that you are putting up with a great deal and that your husband, when taking the risks of the matrimonial lottery, was mighty fortunate to draw such a prize as you.

Now, Mrs. Arrogance, if I may for a moment have your ear, we will return to our subject. "Be kind to your husband * * * you thought him all right on that far-away morn when he handed the preacher a V." You thought it worth while to be kind to him then, young and self-assured and unmollified as he was by the experiences of life. Believe me, that if he is the good, honest, affectionate man we are supposing him to be, he is now far more worthy of your kindness and respect and admiration than he was when as a crude boy he won your heart.

Just what it was about you that charmed his fancy at that far-away time, and caused him to choose you from all others and proudly lead you to the altar when he feed the preacher with a V or something handsomer—whether it was your beautiful hair or your sparkling eyes or your pearly teeth or your vivacious ways or your stylish clothes, of course I can not tell; but with all positiveness I can say that it wasn't a critical, exacting, fault-finding disposition, for this never charmed any man. It wasn't by telling him his failings or by comparing him with some other man to his disadvantage that you won his preference and love. In those days you didn't see that he had any failings. You thought he was all right. A man likes that. And just possibly it may have been the fact that you thought him all right that caused him to see such remarkable beauty in your hair or your eyes or the fit of your gowns.

Try thinking him all right now. Try minimizing his faults and magnifying his virtues. Remember he has to bear the thrusts, sometimes possibly the jeers and ridicule of those outside. Within the walls of his own home let him feel that he is exempt from criticism.

We all believe in the great institution of matrimony and would like to see more of romance in it and less of what in common parlance is known as brass tacks. Be kind to your husband, treat him with courtesy and deference, spare

his feelings, think he is all right. By so doing you can bring into these later days that are becoming a bit dull and gray, a renaissance of that wonderful rosy glamour that shone about your pathway on that happy far-away morn when he crowned you above all women and handed the preacher a V.

Quillo.

Encourage the Book Buying Habit.

Written for the Tradesman.

The book business should be pushed because if rightly handled there is money in it. The percentage of profit is not so large as in some other lines, but, outside of the special copyrights and school books, there is opportunity to make much more than is generally supposed.

The book buying people of the community are as a class the better citizens and it is to a merchant's interest to cultivate their good will.

Book buying people can easily be interested in many profitable associated lines, such as holiday booklets, valentines, stationery, art goods and many others that will readily suggest themselves to the merchant who is anxious to expand.

The book business opens up an avenue for special and valuable advertising which can be made quite personal in its appeal. For instance, many people will read the announcement and description of a new book or series of books who would hardly give attention to circulars on ordinary merchandise.

The book buying habit, once formed, is fixed for life, and in this way the merchant gains a permanent customer.

As an indirect aid to the expansion of the business, the merchant should emphasize in his advertising the value of private ownership of good books. A person always gets more benefit from a book owned than from one borrowed.

There should be a well-selected library in every home. This sounds very commonplace, but it is nevertheless true. If Americans generally could be brought to recognize this truth, the demand for books would increase very largely. The great majority of readers are satisfied with newspapers and periodicals. Many are content to depend upon circulating libraries for their books. This ought not to be true to anywhere near the extent it is at present. Most people who read are financially able to buy books and should own them instead of borrowing them. Circulating libraries are a means of spreading disease germs—a very strong argument for the private library.

Books are attractive goods to handle. They bring nice profits and a little extra effort will win you many permanent customers.

C. W. Kaiser.

Outclassed.

"Did she come to the door when you serenaded her with your mandolin?"

"No; but another fellow came along and brought her out with an auto-horn."

Why We Should Be Thankful.

We should be thankful we are not as black as the press and pulpit paint us; that for every one who falls because of environment there are 999 who stand in spite of environment; that for every quack we have a dozen faithful doctors; for every shyster a dozen lawyers observing a code of high ideals; for every reverend character butcher a dozen pastors dispensing spiritual healing, binding soul wounds, comforting the bereaved, wiping away the tears of remorse and finding a happy goal for all broken-hearted and contrite spirits.

We should be thankful for a city full of true men who love honesty and hate hypocrisy; a thousand streets lined with homes filled with loving parents and obedient children; thousands and thousands of women devoted to faithful husbands, who will ever bask in the glorious sunlight of God's approbation, though society's limelight may never strike them, or the roll of any woman's club may never bear their names.

We should thank God there is so much to love in the world that we need have no room in our hearts for hate; so much to admire that we need not know of anything to despise; so much to praise that we may have no time to censure; so much to enjoy that we envy no one; so much to possess that we do not covet.

We should thank Him for that content which breeds joy in the humblest estate and without which the larger our possession the greater our misery and distress.

Above all, we should be thankful that the real man is the soulman, eternal as the Great Soul in whose image he is made; that the real things of life are the unseen things; love, joy, peace, happiness, contentment; things priceless in value and yet which may be the everlasting possession of the world's humblest and poorest; that the real blessings are the blessings all may enjoy, and that for time and eternity.

C. M. Woodruff.

SUN-BEAM TRUNKS, SUIT-



SUN-BEAM CASES and BAGS

We have just finished unloading three carloads of trunks, suitcases, bags, and are in position to fill all orders promptly.

These goods are of the highest grade, and will certainly be worth your consideration.

MAIL ORDERS GIVEN PROMPT ATTENTION.

BROWN & SEHLER CO. Grand Rapids, Mich.

In the Manufacture of

Clarehose

carefully selected yarns
are used



CLAREHOSE are made in a modern knitting factory, on the latest type knitting machines, by expert employes, amid sanitary surroundings and good light.

CLAREHOSE undergo rigid inspection.

CLAREHOSE are made to look well, to wear well, to give lasting satisfaction.

CLAREHOSE are made in a great variety of styles, heavy and light weights, boxed and bundled goods, all colors.

Woolen, Worsted, Cashmere and Cotton for
Men, Ladies and Children. Yarn
Gloves and Mittens.

SAMPLES GLADLY SENT

CLARE KNITTING MILLS
SAGINAW, MICH.

The Tenth Convention.

Best Meeting Ever Held By the Michigan Implement and Vehicle Dealers' Association.

The tenth annual convention of the Michigan Retail Implement & Vehicle Dealers' Association convened in Grand Rapids last Tuesday, being called to order by the President at the Common Council Chambers in the City Hall at 2 o'clock p. m. After an address of welcome, President W. L. C. Reid, of Jackson, read his annual address, which is printed in full elsewhere in this week's paper. The Secretary then read the minutes of the last convention and the minutes of the directors' meetings that have been held in the meantime and, after the appointment of committees and other necessary detail business, the convention adjourned until Wednesday morning.

On re-assembling Wednesday morning, F. M. Witbeck read his annual reports as follows:

This is our tenth anniversary and I am proud to be in a position to give you this our tenth annual Secretary's report. While, though it may be my last one, I shall endeavor to cover the ground suitable to the occasion.

As a fitting tribute to this occasion, I shall hastily review our ten years of progress and leave it to you, my brothers, who have hewn out the road through a wilderness of trade evils that all might be benefitted by organization.

During the year 1904 there were conditions existing that made it possible to bring the dealers of Michigan together in council to devise ways to overcome them. A call was sent out on a postal card, signed by four of the leading dealers in Central Michigan, asking them to meet together in conference. This meeting was called February 3, 1904, and resulted in 108 dealers assembling in Representative Hall, at Lansing, as chartered members and the formation of your present Association. Our brother, C. L. Glasgow, who is still with us, was chosen as our first President and Paul Dunham as Secretary, twenty-six additional members being added that year.

The result of this meeting, which was called for one specific purpose—the regulation of the conditions of a certain contract at that time which was obnoxious to older dealers—was accomplished and, brothers, let me say to you that for nine years you have been enjoying the benefits of our first co-operation as a result of that first meeting. Realizing at that time that we could accomplish what we went after, if all worked together, we formulated plans to keep up the organization to bring other benefits and a permanent organization and some of these benefits I will enumerate here for the benefit of the new members now with us.

Through the National Federation we secured from the manufacturers of harvesting machinery an increase of 5 per cent. discount on extras.

We secured the allowance of express or freight charges on repairs returned to factories.

We prevented the manufacturers of wagons from making a warranty on wagons that would work an injustice to the dealers.

And through our own Association: We helped in the fight against a lost cause in the parcel post system.

Secured the passage of a binder twine tag law by our Legislature.

Secured the passage of the law for-

bidding the making of exclusive contracts.

Prevented the passage of an act requiring the filing of title clause notes the same as chattel mortgages.

Secured for our members the benefits of saving of 40 to 50 per cent. on their insurance for those who availed themselves of this opportunity.

Induced a large number of manufacturers to refrain from making direct sales at wholesale prices to consumers where they had no agents.

Adopted a definition of a regular dealer that has been endorsed by nearly all of the manufacturers doing business in this State with our members.

Induced a number of manufacturers to refrain from contracting with those not classed as regular dealers; also induced a number of manufacturers who were supplying the catalogue house and irregular agents to confine their trade to and through the regular dealers, as defined by our Association.

Assisted our members in forming local clubs for bettering local conditions.

Gave our members valuable information on successful business methods and the cost of doing business.

Adjusted a number of complaints between manufacturers and the dealers to the satisfaction of both.

Helped to knock out the unfair garnishment law introduced in our last Legislature which made it a hardship on the merchant to collect on garnishment process unless it was for food and medicine.

Helped secure the passage of an honest advertising law in this State which does not debar the regular merchant from advertising his wares, but does prohibit the faker and unrighteous fellow from working schemes to gather up the shekels from your community in an unholy way and guards against false statements or misrepresentations.

You can well feel proud of your achievements, which have been noted by dealers in other states and, as a result, you as a body have been recognized from ocean to ocean as one of the leading and most progressive associations in the United States. By this I do not mean the largest in membership, but the most progressive. That we may have made some mistakes during this period may be true, but, like the individual, we have always sought to correct them, as anyone would if he wished to make progress. We have had our name and reputation to protect and have done so. We have always tried to be on the side of right and justice, believing that the retailing of implements should be through the regular retail dealer. Man is human and the Association can be no stronger or better than the members make it.

The progress we have made was only made possible by your selection of men to fill your offices who believed in our principles; who had success for this organization at heart; who unselfishly have made sacrifice of their time and money that all retail dealers of implements and vehicles might be benefitted, whether members or not, for as you know no great reform can be made by a body of men without helping the fellow who does not contribute to same.

Programme.

During the last seven years of our history, we have put out a souvenir programme in advance of each annual meeting. This booklet, which has cost us considerable, has been mailed

to every dealer in Michigan, whether a member or not, as the official organ of our Association. In its pages there has been from time to time much valuable information and always an invitation to come to our convention and help make better conditions for all.

The object of issuing this book is to furnish each dealer a list of the regular dealers in the State of Michigan and at the same time furnish a list of loyal manufacturers whose output is sold through the regular dealer, thus teaching loyalty to those who are loyal to our cause. It is paid for by those same loyal manufacturers, who are willing to contribute in the way of advertising to the up-building of our Association, for all surplus after paying for its issue is turned into our treasury to help carry on our work.

How many of you fully understand regarding same, we cannot say, but this I can say: you have not made this as valuable as you might have done had you fully understood the meaning.

It has been said that there is no such a thing as loyalty in this day and age, but I disagree with the author of this phrase. We have had loyal members, loyal traveling men and, last of all, loyal manufacturers who have stood by us in principle and purpose during all of these years. We have had members and non-members, traveling men and manufacturers who have not played fair, but, like churches, the fact that we get bad actors does not change the object of our Association or its purpose. That we are now undergoing a critical time in our history from this lack of loyalty by all factors, the future will show. So men of this convention it is now up to you.

Membership.

It is an old saying that "Charity begins at home" and that is the right place, but please explain to me why it was necessary to spend thousands of dollars to get the dealers of Michigan interested in an Association which only sought to bring them more profits, more protection from trade evils and more system through education that they might save for home comforts rather than take away and were asked to contribute the small sum of \$3 per year? How many have responded? How many have lost dollars to save cents? We cannot tell, but this we do know that there has been an annual change of about 25 per cent. of the firms doing business in our line. Some caused by failures, some lack of experience and others who sold out to embark in other pursuits.

The average membership during our ten years of life has been about 300 members out of possibly 1,200 regular dealers of Michigan. Why have not the other 900 come with us? I can tell you: it was because they were mostly of that light type of farmers who thought it was so easy to get into this business and farm work was hard, so they have drifted into one of the hardest games to make their farm work lighter and a few easy dollars. The result they find, after one, two or three years, can be summed up by the following assets: Experience, \$100,000; trouble, \$500,000; worry, \$1,000,000; last but not least, a gilt edged mortgage on the farm which is good for life. Look around you in your own community and see if this is not so. Just count the "has beens" who have gone out, sold out, failed out and why? Just because they did not have a business training and it was so easy to get into this business.

This is the class of dealers we have been unable to reach and, as a result, we have not done all for our members that we might have done had we had their co-operation and disposition to learn better ways before it was too late. They were not to blame in a sense, as they were raised on a farm at a time when associations were

not so plentiful, where the value of co-operation was not so well understood.

Would you expect to grow a boy until 21 years of age to-day and, perhaps, send him to school for three months in the winter and expect him to make a success? No, he must be educated and trained to the vocation he seeks to follow. Would you expect to take your valuable Waltham or Elgin watch to a blacksmith for repairs? No, you would take it to the man who had been educated the best to repair same and who had the reputation for knowing how.

Have you as progressive men at home done all you could to help your officers get this class of dealers to our convention that they might learn? No, you have not or this hall would not hold them. Let me say that too much indifference and not enough enthusiasm is to blame for lack of members all through these years of our history.

You come to our meetings, go home full of ginger, but by the time spring comes your ginger has got stale and business cares allow you to drop into indifference to your surroundings.

Men of minds assembled here, take heed to my warning unless you wake up and help get this 75 per cent. of indifferent material in our ranks and fighting for our principle, you, too, will have to find other occupation in the near future. Read the signs of the times, see how the farm press has been organized and educating the farmers—your customers—to cut out middleman and buy direct or through co-operative buying stunts. Note how much they have accomplished in our own State. See how the politicians are framing up laws to protect them and help them—all at the cost of the retail merchant of whom you are a part.

The traveling man who sells you goods will be in the same boat with you and the whole success of our future organization lies in the power of our membership working in harmony to offset this influence. Will you think this over and let it soak in deep? Yes, I think you will, for most of you here realize what it means.

The Scripture reads, "Pluck the beam from your own eyes, that you may see more clearly to pluck the mote from thy brother's eye." We are all perfect, but the other fellow is not. Now, let's get the other fellow and do a little thinking. We have to-day 306 active members who have paid their dues since Nov. 1, 1912. We have 206 honorary members who have paid during this time. We have about 40 charter members still in our ranks.

Finances.

Our finances have always been in good condition and we have always been able to pay our bills promptly. Our total receipts during the period from November 1, 1912, to November 1, 1913, the end of our fiscal year, were \$2,560. We have paid out during this time \$2,522.45. We had on hand November 1, 1912, a balance of \$586.60, which, after paying all bills, left a cash balance on hand of \$642.76, which includes an interest item of \$18.61 as reported by Treasurer Slayton.

Now right here let me call your attention to our programme and how it effects our finances. We have been putting this programme before our advertisers as a business investment. We have asked you to give your support to such advertisers, so far as consistent, all things being equal, and some of you responded nobly, while others have sought other fields and in some instances have been buying goods of those whom we know are antagonistic to our principles. We have asked you to say you saw it advertised in the programme. How many of you have done this? How many of you investigate the methods of the concerns you buy goods of and take pains to learn who are loyal and who are not? Is this thoughtlessness,

carelessness or what? Do you think the manufacturers do not sit up and take notice? Just notice how our pages are reducing in number, notwithstanding we have called on hundreds of new ones to invest in same. Is this because they are losing interest? It is because you as members do not consider it as serious as you ought.

Now acknowledge our weakness, for man is human; let us correct our error and make this programme a part of our organization in the right spirit and make it just what it is intended, a loyal list of dealers for the benefit of a loyal bunch of travelers who represent a loyal bunch of manufacturers who stand together as one to place the retailing of implements and vehicles to and through the regular dealer in same. Will you do it?

Trade Evils.

Our Association was organized to help regulate some of the trade evils and correct them. We find them listed on both sides. Let us go over a partial list of same:

Sales by the manufacturer direct to consumer.

Sales by the manufacturer to catalogue house and the dealer.

Manufacturers sending out untried and imperfect tools.

Manufacturers and travelers overcrowding territory.

Travelers overloading dealers who have no selling ability, resulting in a cut price to dispose of surplus.

Asking the dealer to canvass and allowing him to trade for old machines.

Manufacturers selling to irresponsible dealers.

Dealers for unjust cancellation of orders.

Dealers for taking cash discounts long after the time specified at the time of purchase.

Dealers in making note settlements or refusal to give notes when the contract specified such settlement.

Dealers for making contracts to buy goods and cancelling same without giving a notice in time to manufacturers or shippers.

Both manufacturers, travelers and dealers for extending too much credit for implements and vehicles.

Manufacturers for establishing farmer agents, whose selling ability lies in a cut price, demoralizing regular dealers profits.

Dealers for calling on the manufacturers to donate a premium for a dealer's opening.

In fact there are so many trade evils, I shall not attempt to enumerate them here, but will leave it for this convention to take up in its proper time with discussions that we hope will bring results.

Directors' Meetings.

During the year, we have held three meetings of our directors, November 21, 1912, January 15, 1913, and September 15, at which times all matters have been carefully looked after during the interval. At the first meeting, your Secretary was re-appointed. At the meeting January 15 considerable work was gone over, among which were arrangements for our Cost Accounting Committee to prepare a letter and Cost Accounting Table and that the Secretary be instructed to mail same to all dealers, which was done. At this meeting it was voted for the Secretary to try out a district meeting, two of which were held, one at Wayne and the other at Adrian. At both places local clubs were formed, the result of which will be called for from the club secretaries at this meeting. At this meeting it was also arranged that the Secretary look after the Honest Advertising Law which was to be brought up at our last Legislature and to co-operate with our Legislature Committee and all interested parties, to the end of getting such a law on our statute books. Suffice to say that by Herculean efforts and the co-operation of several State Associa-

tion secretaries this law is now in force and Brother Glasgow will give you in his legislative report a full explanation.

There were several other matters acted on of minor importance in this report, all of which have been carried out by the Secretary except submitting a vote to the dealers of Michigan on the question of changing our meeting dates to the last week in January or the first week in February, which matter, after considering same was thought best to defer until this meeting.

Our last meeting was held at the fair grounds at the Detroit fair, where the directors were asked to assist in soliciting advertisements for our programme and go over final arrangements for this convention.

Legislative.

We have had a session of the Legislature, a strong factor for us to bring results to this body when we go after same, as our past record shows, but not wishing to take away from Brother Glasgow the honor of presenting you a report of the Legislative Committee, will leave this matter for his report, but let me admonish you that you have a weapon to help yourself in the Honest Advertising Law passed at the last session of which he will advise you.



HON. C. L. GLASGOW,
Chairman Legislative Committee.

National Federation.

Much good has been done by the affiliation with this body, which acts as a higher court and is more far-reaching and effective than our own body. At the last meeting, held in Chicago in October, several new associations had become affiliated and the results showed more effective work than ever before. Our delegate, J. F. Follmer, will give you a full report of what was done there, at the proper time.

There are many other matters I might bring up here, but as they have been mentioned in our President's report, which will be followed by others at the proper time, I will omit them here.

We are making history. We have written in that history progress for nine years. What will be our record for nine years hence? Will system and business methods win? Will the sale of our commodities stay through regular dealers or will the great education that has been undermining you for years to cut out the middle man have reached you?

Men of this convention, here is some serious thought: Do not let

indifference stare you in the face, but wake up to the grave reality before it is too late. Let this Association and its principles be your watchword for the remainder of your business career. Put your whole soul, heart and mind into building up your walls of defense against further trade evils and mend your own ways while asking the other fellow to mend his. Let all factors be one in principle, in spirit and bound together by brotherly love, the fellowship of a right understanding of each other.

This will, no doubt, be the last Secretary's report it will be my pleasure to present to you, but before closing same I want to take this opportunity to thank each and every officer, member, traveler and manufacturer for the courteous treatment always given me in matters relating to the Association and for the co-operation you have extended when called on during the twenty-eight months I have been in this office. I may have made some mistakes. I may have done or not done all or more than you have wished, but through it all I have tried to do my duty as an officer, because I as a charter member have always believed in co-operation, backed by a true spirit of fairness for all. I hope this Association may live and continue

C. A. Slayton, of Tecumseh, presented his annual report as Treasurer, showing total receipts during the year, of \$3,165.21 and disbursements of \$2,522.45, leaving a balance on hand of \$642.76. The report was accepted and adopted.

Isaac Van Dyke, of Zeeland, chairman of the Fire Insurance Committee presented the following report:

The matter of fire insurance has been discussed several times in our annual meetings, but whatever course of action has been proposed, it seems that we have not yet solved the problem to the satisfaction of all concerned. We, undoubtedly, all agree that where we own property which can be destroyed by fire that that property should be insured so as to have some returns at a time when perhaps most needed.

A large question in every line of business (and our line is by no means excepted) is how can we (or I) reduce expenses and still maintain the same or larger volume of profitable sales. Fire insurance is an item of expense which must occur yet, unlike various other expense which needs must be, it brings no returns to our advantage.

Some of us in the last few years have bought insurance at a reduced cost, but a large number of dealers, for various reasons, did not or could not benefit by this opportunity.

There are other associations in our State who profit by co-operation in this matter.

It seems to us that a committee could be named at this meeting for the purpose of devising some plan which this Association would endorse and also endeavor to get a guaranty at this meeting from our members to carry a certain amount of this class of insurance.

We should be and, no doubt, we are looking for our own best interests as well as that of our Association and in this matter of insurance we could be of very much benefit to each other.

The report was adopted and placed on file and the President was instructed to appoint such a committee. He thereupon appointed Mr. Van Dyke chairman, with instructions to select his own associates on the committee.

H. M. Kinney, of Winona, Minn., discussed at some length, the subject of Cost Education and Value of local Clubs and E. S. Roe, of Buchanan, presented the proposition of the Michigan Federation of Retail Merchants.

Wednesday afternoon F. M. Witbeck presented the report of the Complaints Committee, which is published in full elsewhere in this week's paper:

Hon. C. L. Glasgow, chairman of the Legislative Committee, presented his report, which was adopted, as follows:

Your Legislative Committee have what is known as off years. That is, years in which the Legislature does not convene, thus depriving your Committee of anything to report, except such suggestions as may be received by them during the year from the members of the Association for consideration of the Legislative Committee at the following session of the Legislature.

Among the bills considered by the Legislature, of 1913, were the following: Senate Bill No. 344, known as an amendment to the law relating to garnishment in justice court. This bill provided that no one could bring suit in garnishment and reach the man's wages unless it was for the necessities of life, medical attendance, drugs and family stores. This act further provided that no one could

to thrive under the new officers whom you may choose to guide you and the work you lay out here for them to do. Age creeps on like a burning candle, a puff and our light is gone. As individuals, we step out one by one, as an Association may we live forever.

Younger men will be called to fill our chairs. Your ranks will be filled with raw recruits each year, making it necessary to extend your work to this new material. Some of you will be selected for the next officers and my closing hope is that you will select men who are willing to make sacrifices that our Association, which we have held together for nine years, may continue to grow and prosper.

We glory in past achievements And the work our record shows. May all stand for advancement And reap of what he sows. Our field of work is planted, To be watched with greatest care, Waiting for the nearing harvest, Shall we garner in our share? The time is drawing closer When we must sink or swim, Who will be the dead ones, And who are sure to win?

recover for these debts unless he gave a bond to the justice of the peace before the summons was issued, said bond to be twice the amount of the claim and which was to save the defendant harmless from expense, including loss of time, made necessary to defend same and coupled with an attorney's fee of \$5 or more in case the complainant lost. This was not considered a bill in the interest of dealers and through the efforts of the several business organizations in the State enactment of the bill was defeated.

Another bill, known as No. 67, and entitled The Honest Advertising Law, passed the Legislature in the latter part of the session. Its purpose is to prevent false and misleading advertising. Those advertisements which a merchant runs to show bargains and to attract customers are not included in the list, but the false advertising matter of foreign mail order houses, medicine concerns, fake practitioners in every profession and trade, are now fully under control and prohibited from doing business.

Another bill which should interest all dealers is the one relative to doing business under assumed names and which requires that every transient merchant who shall advertise a sale for an insurance company, a bankrupt and assignee, trustee, receiver, syndicate or manufacturer closing out sale, fire sale, etc., must file an affidavit with the county clerk in the county where such license is sought, showing all facts relating to the reasons and characters of the sale and proving the facts advertised. The affidavit must show the name or names of the person or persons from whom the goods were obtained, the date of delivery to the seller, the place from which the goods were last taken and all details necessary to locate and itemize the goods. Failure to so state shall

justify refusal by the clerk, of such license. False statements in affidavit constitutes perjury under the penal code. Such license must be taken out in every county wherein such business is done and is good only in the country where taken out and for one year after date of issue. Application for license shall state name, place of business, kind of business, length of time and the applicant shall pay the treasurer the sum of \$150. The treasurer issues a receipt and the applicant files this receipt with the county clerk, who issues the license. No license is good for more than one person unless such person is a member of a co-partnership, nor is the same good for use in more than one place. Violation of the act constitutes a gross misdemeanor.

It would appear to us that a strict enforcement of this statute would make retail machinery and carriage sales by transient merchants sufficiently expensive and troublesome to prevent such sales being made.

Your committee desires to confess that what was accomplished in the behalf of dealers in assisting in the enactment or defeating of the bills in question should not be credited alone to your committee. The Secretary of this organization, together with the secretaries of the hardware dealers, lumber dealers and other organizations, are entitled to great credit—in fact, the majority of credit for these results, which simply show both the value and necessity for co-operation, not only among the members of this Association, but among business men generally throughout the State.

F. M. Witbeck then read a poem entitled A Story in Rhyme, which was originally and exclusively published in the Tradesman of Aug. 13, as follows:

An implement farmer moved into our town
Who thought himself wise, and looking around
Saw a man called "A Dealer" living at ease
Raking in money with a go as you please.
"Now," says the farmer, "there's room for one more,
I'll buy me an auto and rent me a store,
Make a contract of sale of goods in my line,
Place them on the market. Now that looks fine.
I'll contract the spreaders, they ought to sell,
Perhaps, too, a binder and mower as well,
These are the ones that bring a good price;
I'll clean up a thousand or more in a thrice.
I own my home, as well a good farm,
And am sure I can trade without doing harm.
The makers will do it because I am good
And what I don't know, no one else should."
So muses the farmer as he gets into line,
To make a "new dealer" and do it up fine.
Away goes a letter to the harvester man,
Who sends down a blockman as fast as he can
To write up his contract in wonderful haste,
For sure this poor farmer has money to waste.
And as he is good without much to learn,
He draws up a contract and gives him a turn.
"Now," says the blockman, "Let's take a ride;
I have a good prospect, with others beside;
We'll canvass the country and beat Dealer Brown
Who has sold them for years, the oldest in town.
We'll start in with Jones for he wants to buy,
And next go to Smith and give him a try.
We'll sell two or three to give you a start,
By getting signed orders, which you have a part."
They drive up to Jones' as fast as they can
To give him a smile, extend out a hand.
Well, Jones he falls for it, so easy you see,
But first names the price before he'll agree
To sign up the order. "Pay in the fall—
If the crops fail you don't pay it at all.
The payments are easy, one, two, three years,
The machines will make good, don't have any fears."
"We'll now drive to Smith's and give him a rub,
I'll keep the order, you keep the stub.
When he gets his machine, throw in the twine
We think we can hold him to payments on time.
We close for the moment, sale number one,
You've made a good profit, your start has begun.
When we get up to Smith's, you bring it around,
This is the place where the best crops are found.
For Smith is a sooner and hard to agree,
Money sticks to him like bark to a tree.
He will work hard to lower our price
But to take on his order, will look very nice.
But here we are now." "Smith, how do you do;
We just drove over and were looking for you;
We heard you are needing a binder to bind

And we are out selling just the right kind."

"Oh, ho," says Smith smiling, "now what is your price?
I hear that your binder works wonderfully nice,
But I have been talking with a dealer named Brown
Who has been for years selling binders around.
His prices are higher, though he deals on the square,
And when I need parts, he has them all there.
Now if you sell me, you must beat Dealer Brown
Or I'll get it from him when I next go to town.
He has a standard machine—time tested and tried—
Will work with two horses, carry bundles besides."
"Well," quotes the agent, "what you say may be true;
Here is the point, what we say we will do.
We build a machine with a hundred less parts,
It is well put together by men of high arts.
When it ties up a bundle it wastes not of string,
Don't clog in the aprons, it's an open end thing.
The levers work easy, all parts free from flaws
And sure it's a wonder how easy it draws."
"Very well," says Smith smiling, "how much for cash?
You throw in the twine, a whip with a lash,
A set of those trucks, canvas cover and knives,
For I want all the fixings," Smith quickly replies.
"Now, Mr. Smith, that's a lot to throw in,
But we want your order as you have the tin.
We'll throw in the extras for one thirty five
Deliver it here with two extra knives."
"No, you can do better, or I'll go and see Brown
Who has quoted me better if I bring it from town.
But say, Mr. Agent, how are you on the trade?
I've an old machine there, the best ever made.
If you will take that and allow me enough
I'll give you the cash and buy of your stuff.
You are still making half," as he bluffs their surprise
Whose skin would crack if he closed up his eyes.
Up speaks the new dealer, "We must have your biz
And if the price does the business, cut the price it is.
We'll take your machine and cut it a ten,
So sign up the order, here is pencil or pen."
This closes the finals to deal number two,
Puts over another, what else could they do?
So on after the others, whoever they be
And finally land their man number three.
This manner of sales runs on until fall
When a settlement man on the new dealer calls.
"I've called to make settlement," he says un-abashed,
"Hand over your note and give me the cash.
You owe me two thousand, a little bit more."
"But I've not got it," says the man of the store.
"Where has it gone," says the man who is wise,
"I vow I don't know," with a look of surprise.
"I had a good sale, some sold for cash,
Some I traded for a lot of old trash."
For some I took notes, as good as the bank
And a horse that I took, was re-sold to Hank.
Now I figure it up there must be some lost.
We sold at a profit, how much did they cost?"
"Now, Mr. New Dealer, we'll go easy on you,
Take your note for a balance, a thousand is due.
We've figured your notes and counted your cash,
The balance will settle, without counting the trash,
Your note with a mortgage secured by the farm
We'll accept without interest, so don't look alarmed.
We'll give you a contract on which to make good,
Others have done it, you could if you would.
Now you have signed it, thanks that's all right,
I'll pocket the proceeds and bid you good-night."
"Now," ponders the New Dealer, "I'll try it again,
Trust to my luck, for they all do the same.
I'll buy for a hundred and add on a ten,
Sure in the difference is the profit, by hen.
Now Brown over there, is taking his ease
Has laid by some money by selling to please.
He started in business not so many years ago
And how he made good, I reckon I know.
I'll go and do likewise, I'll get in the game
Sell Tom, Dick and Harry, no matter what name.
As long as I sell for more than the cost
I'm sure that the profits will cover my loss."
We will now draw the curtain, step over to Brown's
The man who made good and ease he had found.
We'll ask him to loan us his key to success
The one that all dealers ought to possess.
"I'll be only too glad," says frank Mr. Brown
To show you the way that I to success found.
That brought me my trade, made me some cash,
How I guard against losses, resulting in smash.
I first buy my goods of those who are fair,
Who do not play double and feed me hot air.
Now when they arrive, I check the goods in,
If it happens repairs, I place them in bins,
All numbered and lettered according to part
Where I could get them alone in the dark.
The regular goods, I place on my floor
With samples complete set up for my door.
With this all finished, I figure my cost
And sure with my figures to cover all loss,
By charging up time, my rent and expense,
Even postage I add, for my future defense.
Upon this I add profit, this key I possess
And standing firmly by it, to reach my success.
In selling my goods I try to be nice,
And quote one and all, my one only price.
Some may remonstrate and say, neighbor Jim
Has quoted him better, a special to him.
For this I care not nor do I complain,

But show them my service, 'tis this I explain.
 I show them though higher they money will save,
 I stick to the truth, though they say I'm a knave,
 And when I have sold him he is pleased to declare
 That Brown sells the goods, no other compare.
 They go from my store no troubles to brood,
 Their troubles are ended, I knew they would.
 They always come back when they want any more,
 This is the way we succeed with our store.
 I read the trade journals, all published by men
 The "Savers of life," by the power of pen;
 They may not be holy or always just right,
 It's a help to us all to read what they write.
 Upon every subject they speak out the truth,
 And when they hit hard can furnish the proof.
 They teach us the difference between sword and pen,
 That a little more gospel will make better men.
 They help extend trade, if we wish to apply
 The methods they teach and of whom to buy.
 Their columns are full of the latest and best,
 From these I posted and gave them a test.
 I wish to make mention of paying my bills
 Without worry or fright that brings nervous chills,
 I buy what is needed, they can sell me no more
 Or I would be filled from garret to floor,
 Discount my bills promptly, not several days late
 But enter a record that gives me the date.
 In selling, I sell for cash or a note,
 As failing in this, I might have been broke,
 When the goods are delivered not after they're tried.
 Sell only such goods as are known far and wide.
 I buy of the makers that don't double play,
 Treat them all fairly in a frank open way.
 When I send in an order, though small in amount
 I make it so plain that it comes on a count.
 This rule I apply in getting repairs
 With customers waiting, all hurry for theirs,
 I look up the list and send in the price,
 It comes with the asking, back in a thrice.
 I realize a maker cannot have small accounts
 From Dan to Beersheba for these small amounts,
 No more can I, no better than they
 Take chances on such with promise to pay.
 I never stand out and say what a fool
 When through some mistake they ship the wrong tool,
 But quickly advise them an error was made,
 Ship on another I'll see that your paid.
 Another point here, that I wish to make plain,
 That an order and contract are one and the same,
 And when I have made it for goods that I buy
 I will always stand by it, root hog or die.
 I never cancel, for cancel means loss
 And adds one more item in figuring cost;
 No matter if I or they are to blame,
 Somebody pays it, if Brown is my name.
 The way that I figure the point is just here—
 If I get it allowed, we pay it next year.
 We may think it mean, this much I know
 It is added expense wherever you go.
 'Tis better by far to turn a traveler down,
 And not be afraid he will call on others in town,
 Than give him an order to tie up his goods
 Expecting to cancel, as some dealers would.
 There's truth in the gospel, do as you would,
 Live and let live, as others you should.
 'Tis this that I practice day after day,
 And sum up my faults—there's no other way.
 But say, I am drifting, I was talking of ways
 That brings me my business and where success lays.
 I started in here, it's some years ago;
 Some said I would fail if I did not go slow,
 But others advised me to be of good cheer,
 Be prudent, buy careful, have nothing to fear.
 Well I started at once to get into the race,
 Determined that busting I'd keep from my place.
 Though business then was conducted on wind
 And the longer the time, the lighter the sin,
 I plodded along in the same old way
 That I had been told, take his promise for pay,
 Until I soon found that money was tight
 And the way I was going would do me up right.
 Well just about then, like a star in the East
 Came a letter inviting, which told of a feast;
 The place it was Lansing in the State Hall,
 Where the implement dealers both great and small,
 Would gather together and frame up a plan
 To better conditions—all come if you can.
 Well, I went with decision, found much to learn,
 And a good healthy bunch, all spoke in their turn.
 Some thought it was frosty, others said it would last,
 Others were doubtful and brought up the past.
 Well no matter what happend, this much is true
 This meeting brought benefits for me and for you.
 We started a something that brought in more pay,
 By teaching the new the much better way.
 They taught above all to figure the cost,
 Not sell goods too cheaply, or all would be lost.
 They taught us protection, they taught us to give,
 To cut down expenses to let others live.
 They saved us insurance, they saved in good will,
 Secured better discounts from factory and mill.
 Say, that's not all, there's a new one of late,
 With an Audit Committee, they're saving us freight.
 I cannot tell all of the 'is' and the 'ain'ts'.
 But this I'm sure, they've adjusted complaints.
 You asked for information, this then I'd explain:

A membership did it and made me this gain;
 Made me this store with cash in the bank,
 Bought me this auto, now whom should I thank?
 I own that I did it by adopting new ways,
 Installing a system and found that it pays.
 I know when I sell that my prices are right,
 My profits are here when I leave for the night.
 This all came about by attending these meets,
 Where dealers are brothers ever ready to greet,
 To bring out in council, asking justice for all,
 In Annual Meetings held once in the fall.
 A spirit of fairness that all may join hands
 Connected on earth with good will to men,
 Protecting my business with pencil and pen.
 You may have my story of how I succeed,
 Not selfish to neighbors or swallowed in greed,
 I stand by my colors of justice and right,
 If you'll excuse me, I'll bid you good-night."

Part Two.

This picture of business, so true yet so old,
 Ought to set others thinking to get in the fold.
 We may or many not all be like Mr. Brown,
 But the implement farmer is everywhere found.
 Let us just for a moment change our text
 To point out the dangers to all of our sect.
 Our business is drifting fast onto the shoals,
 The rocks of destruction will soon take our tolls.
 Unless you who are dealers give us a hand
 To pull by these wreckers now over our land.
 There's one way to do it, unloosen your sails,
 A good local club can put crimp in their tails.
 Now do not be selfish nor hold up by greed,
 Come across with your neighbors to follow this creed
 By insisting that makers treat one and all fair,
 Insisting that everyone play on the square.
 Now the word organize to some gives a pain,
 While others, who're thinkers, come in when it rains;
 But think what you will or do what you may,
 If we don't stand together the devil's to pay.
 All dealers take warning to the sign of distress,
 Come over and help us, let all do their best.
 Our ship is now sinking, we'll go on the rocks
 Unless you give a hand and make for the docks,
 Where protection and progress, fair profits as well
 Will make machine business for dealers to sell.
 If you'll join with our members in seeking right ways,
 You'll find in the end that the system well pays.
 A pull at the pumps will bring her through still,
 Protection will land her, so work with a will.
 You have much to win with, all to lose,
 An implement dealer will soon have to choose
 With selling direct, what then will you find?
 Nothing to do. How does that ease your mind?
 Your business gone, your town out of commish,
 Caused all by indifference, is this what you wish?
 Since shipments by parcel now go in the mail
 It helps out the 'loger to spread on more sail.
 The fact is just here, care not how it sounds,
 Such houses are growing by leaps and by bounds.
 The proof of the pudding is chewing the string,
 Just read your papers and see how they sing
 To the tune of two hundred millions or more,
 Goods that might have been bought at your store.
 Now do not lament or read this with surprise
 These figures so large, they give you sore eyes;
 For this is only one of the many that be.
 At the rate we are going many others you'll see.
 To the regular dealers, I'm going to speak plain
 And tell you the truth of the implement game.
 That our path is not golden or covered with flowers,
 Our time goes to others and we work at all hours.
 Between buyer and maker, we stand for a lot,
 While we hold the bag, they've got the pot.
 Need I say more upon it or who is to blame,
 For its fish or cut bait in the implement game.
 How can we change? we're so long in the ruts,
 We've learned to use swear words while screwing the nuts;
 Stood for damnation and for high priced repairs,
 When we sum up our profits the most of it's theirs.
 But say, Mr. Dealer, let all these things pass
 And listen with ears as long as an ass,
 If you wish to bring changes in way of reform
 Put your hand to the wheel, help weather the storm,
 Get out and work, now don't be a dub,
 But work with a will to form local clubs,
 Get all your members to join with the State
 Who meet once a year and remember the date.
 Try and make one that would to see rise
 The mist now heavy in the implement skies,
 Make the standard of members, no other compare,
 When they meet in convention be sure and be there.

Part Three.

We will close, Mr. Dealer, this drama of life,
 With its thorns and its thistles so everywhere rife.
 I cannot tell all in this day of much greed,
 But pluck out the roses from amongst foul weeds.
 Remember all nature which you see at a glance,
 Is run on a system and not on a chance,
 A system so perfect that even a flea
 But what counts in its purpose to help you and me.
 Our Creator was wise when He gave us the land,
 But to bring us home comforts, He added our hands,
 And to balance it all, He gave man his brains.
 That he might control all, and handle the reins.
 That His purpose was good, no man can deny
 But does man do his best, or some even try

To help his conditions or do with his hands
The work laid upon him that our Maker demands?
How much better for all if we cut out our greed,
Willing that all should partake of their need.
Help one another as the conditions demand,
With these words for our final, "United we stand."

The members were so greatly pleased with the poem that they ordered a printed copy sent to every member.

In the evening a very enjoyable banquet was given in the Furniture Exchange building, provided by the following hosts:

Barclay, Ayers & Bertsch, Belknap Wagon Co., J. H. Benton, Brown & Sehler Co., Carpenter-Udell Chemical Co., Clemens & Gingrich Co., Hotel Cody, Chas. A. Coye, Inc., Crathmore Hotel, Fairbanks, Morse & Co., Robert D. Graham, Grand Rapids Association of Commerce, Grand Rapids Oil Co., Grand Rapids Supply Co., Great Western Oil Co., Wm. Groen & Son, Herkimer Hotel, W. C. Hopson Co., International Harvester Co. of America, Michigan Tradesman, Livingston Hotel, J. L. Purchase & Son, Schantz Implement Co., Sherwood Hall Co., Ltd., Standard Oil Co., Union Station Lunch Room, A. T. Davis & Son, Eagle Hotel.

Thursday forenoon and afternoon the following topics were discussed at some length:

No. 1. Are the manufacturers giving good service in sending invoices?

No. 2. Are the manufacturers giving the cash paying dealers large enough cash discounts?

No. 3. Should a manufacturer make a change in agency when the old dealer has a large stock of his goods on hand?

No. 4. Should a manufacturer who furnishes canvassers and experts give a dealer who does not require such assistance a better price or larger discounts?

No. 5. Should the manufacturers fix the retail prices on their goods?

No. 6. Should not the manufacturers insist on their agents or dealers getting the same per cent. on a large tool as small ones?

No. 7. Should the manufacturers increase the discount on repairs without increasing the list price?

No. 8. Should the manufacturers extend to the new dealer, who has no financial backing, unlimited credit because he has good prospects for selling goods?

No. 9. Would it not be better to shorten the terms of payment on large tools for not over ninety days?

No. 10. Should the dealers encourage advertising in home papers on the sale of implements to encourage the publishers of same to not use so many foreign advertisements and should the dealer or manufacturer pay for same, or both?

The discussions found expression in the following resolutions, which were unanimously adopted.

Resolved—That manufacturers are not sending invoices for goods, especially extra parts, as promptly as they should.

That manufacturers are not giving the cash paying dealers large enough cash discounts.

That a manufacturer should not change agencies where the dealer has a large stock of goods without the consent of said dealer or relieving him of said goods.

That a manufacturer who furnishes canvassers and experts should give the dealer not using such service an extra discount to cover same.

That manufacturers should be more careful in extending large credit to irresponsible dealers.

That dealers endeavor to shorten time of credit on large tools.

That dealers should advertise in their local papers and promote closer relations between the farmers and business men.

Resolved—That we endorse the work and recommendations of our National Federation.

Resolved—That we endorse the Michigan Federation of Retail Merchants.

Resolved—That we endorse the one cent letter postage movement.

Resolved—That we endorse the National Fair Trade League.

Resolved—That we appreciate the assistance and accept the offer of help from the National Manufacturers' Association in the forming of local clubs.

Resolved—That we endorse the recommendations of the National Manufacturers' Association.

Resolved—That we endorse the action of the American Federation on the repair proposition.

Resolved—That we extend our sincere thanks to our Grand Rapids friends for their hospitality and all the good things provided for our comfort and entertainment, especially the speakers at the fine banquet last evening.

Resolved—That we extend our thanks to the trade press and the Grand Rapids city paper for their assistance and fine reports of the proceedings of this our tenth and best convention.

Resolved—That we extend our appreciation of the services of our retiring officers and wish to especially mention our appreciation of the services so faithfully rendered to our Association by our President and Secretary.

Frank L. Willison, of Climax, presented the report of the Necrology Committee, which was adopted, as follows:

We beg leave to report that at this time we have been unable to find any active member who has laid down his tools of warfare and passed to the Great Beyond, but we think it fitting at this time that we as a body take some action in regard to the death of our former valued member, Mr. Frank Mount, of Homer, who passed away since our last meeting and we hereby offer the following:

Resolved—That in the death of Mr. Mount this Association lost a valued friend and that we extend to his family our sincere sympathy.

It was decided to hold the eleventh annual convention in Lansing the third week in November, 1914.

Election of officers resulted as follows:

President—D. M. McAuliffe, Albion.
Vice-President—C. A. Slayton, Tecumseh.

Secretary—J. F. Follmer, Vicksburg.

Treasurer—J. H. Benton, Grand Rapids.

Directors—C. L. Glasgow, Nashville; Isaac Van Dyke, Zeeland; W. L. C. Reid, Jackson; R. E. Barrow, Howell.

The hold-over directors are as follows: L. F. Bertrau, Big Rapids; R. C. Zike, Capac; Paul Dunham, Lansing; E. J. Merrifield, Bloomingdale.

In point of proceedings and interest

in the meetings, the Grand Rapids convention is conceded to be the most successful one ever held by the organization.

Pleasant Remembrance of Convention.

Lansing, Nov. 21—In order that you may have this as a matter of record, we wish to thank you in a personal way in behalf of the Association and the writer for the courteous treatment to us while in your city which will be remembered for many years to come.

We also wish to thank the Michigan Tradesman through you for the help and assistance you have rendered to the Association and the implement dealers of Michigan through your columns and we hope in a measure that those who are interested in this line will appreciate this service to that extent that if they are not already subscribers to your valuable magazine that they will become so and I believe our Resolution Committee embodied a resolution covering these matters, but this is the personal thanks of the writer, as I assure you that my appreciation cannot be expressed in words, but must await the time when I can extend or hope to extend the same courtesies that you have given me while there.

I wish also to state that in our conversation this morning that we did not want you to get the trade press confused with the city press in the remarks that we made regarding same, as the trade press has always placed us to the front with the right side out; but it is the city press which we alluded to, which has always been and probably always will be of that character of story writers that seek to make sensational news out of stubborn facts and it would seem as if they wished to give a wrong impression in order that there may be a comeback, but this is not so with the trade press who have always dealt fair and given us a square deal in the best manner possible.

This is not alone confined to the Grand Rapids city papers, but has happened in every city where we have ever held our convention since the beginning and I think to guard against such things in the future that we will have to have our own reporter on the ground to take notes for them and only furnish them through our own reporter.

This explanation is made in the hope that an invitation may sometime in the future be extended again from Grand Rapids, because I know our members have a fond remembrance of the events which took place in your city on Nov. 18, 19 and 20, and will be glad to come again. F. M. Witbeck, Ex-Sec'y.

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

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

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.

You'll Want Another

when your broom from the

**Bay City
Broom Factory**

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

BALWINSKI BROS.
Manufacturers of Brooms

1109 S. Chilson Ave. Bay City, Mich.

STORES of DISTINCTION

FROM coast to coast you will find stores with a "snap" and "distinction" about them that give "tone" to the business, and attract the best class of patrons. In many cases the full equipment is from

THE Wilmarth LINE
THE CASE WITH A CONSCIENCE

The fixtures in these stores were purchased with the idea of making the *best* (and not the *least*) possible investment. If you are in need of new store equipment (or will be within a year or so) it is to your interest to write to our Grand Rapids office for literature on fixtures for your business.

WILMARTH SHOW CASE CO.,

1542 Jefferson Avenue,

Grand Rapids, Mich.

New York—732 Broadway
Boston—21 Columbia St.
Pittsburgh—House Bldg.
Chicago—233 W. Jackson Blvd.
St. Louis—1118 Washington Ave.



GREAT FORTUNES.

They Can Be Made Without Aid of Monopoly.

Among the glib generalities that have flowed trippingly from the tongue of popular economists, now these many years, perhaps none has been more common than the assertion that the large fortunes of our modern days are all derived from monopoly. Without the possession of some law-granted privilege or the ownership of natural resources limited in quantity, it is maintained, nothing more than a modest fortune can be accumulated in a lifetime, except by recourse to those methods of virtual monopolization which, in their most highly developed form, have given rise to the great combinations and consolidations known as Trusts. That monopoly does play a part of the most momentous importance in the economics of our time, we should be the last to deny; but that it has taken anything like full possession of the field is utterly untrue. And the error is of most serious practical importance, from more standpoints than one. It bears on the whole question of public policy involved in the Roosevelt attitude toward monopoly on the one hand and the Woodrow Wilson attitude on the other. It bears on the deeper question underlying this, the question of Socialism. Socialists have for decades been saying that the old forms of opportunity are as good as gone, that it has come down to a choice between monopoly by a handful of individuals on the one hand and monopoly by the Government on the other. And with something like this notion fastened upon their minds, thousands who are not Socialists have fixed their attention on those phenomena that confirm it, and have been blind to those that run counter to it.

Of course, a single instance like that of the late Benjamin Altman, or a half-dozen instances, would be of no significance. But looking at the single instance in the first place, what strikes one is that the two-score millions, more or less, which, from very small beginnings, this merchant acquired were gained simply by the exercise of just such skill, shrewdness, enterprise, tact, as have been the source of business success at all times and in all countries. There was no privilege, and no monopolization of sources of supply; neither was there any manoeuvring, or conspiring, or manipulation of prices, to drive competitors out of business. And here we come to the second point. In this success of Mr. Altman, there was nothing singular. Scores of achievements on a similar scale can be pointed to, all over the country. Hundreds, nay thousands, of cases are conspicuous on all hands where fortunes acquired in the past twenty-five years, in absolutely competitive business, by men who began with nothing or next to nothing, while not so great, run up into the millions, or near them. In the very same general line with Mr. Altman, persons still young have seen, in every large city in the country, the rise of gigantic establishments from the most modest start; and of success almost as striking on a more modest scale the evident instances are innumerable. Outside of retail business, the proofs of success

do not so readily meet the eye; but the same thing is going on in manufactures, in finance, and in various specialized forms of enterprise. The colossal growth of some of the mail-order houses is proof of what can be done by sheer energy and business ability, without the possession of a single special advantage; and the tallest building in the world bears eloquent witness to the possibilities of fortune-building in a line which, at first blush, would seem absurdly unadapted to any such ambition.

Indeed, it has turned out, as is so often the case with confident forecasts of "manifest destiny," that a change whose magnitude, and even whose spectacular suddenness, was undeniable, was nevertheless wanting in that character of finality and completeness which easy-going generalizers ascribed to it. The obsolescence, or obsolescence, of competition is far less generally assumed as a matter of course in current discussions to-day than it was twenty years ago. When Trust after Trust was being formed, when field after field seemed to be closing to competitive enterprise, when method after method of stopping this drift toward monopoly seemed to be proved futile, the conclusion that it was only a matter of a little time before nothing would be left of the older ways of business became all the fashion. It was regarded as a mark of old-fogysm to talk as though the whole matter were not settled; anybody who regarded the competitive regime as a thing worth bothering about was as much out of place in this hustling world as the old man of Dr. Holmes's "Last Leaf." But instead of sweeping everything before it, this notion, some way or other, actually ceased to make head at all, after a few years; and later on, it actually went backwards. People have found their bearings, and see plainly that they took the part for the whole; a big and important part, indeed, but still a small fraction of the great ocean of the economic activities of mankind. Monopoly is seen to be big enough to constitute a great problem; but it is not so big as either to make the solution of the problem hopeless or itself to constitute that solution.

Frank Stowell.

An Hour a Day.

There was a bank clerk who saw the men of his own age losing health year by year through overwork, indoor sedentary life and lack of daily exercise. He saw them growing yellow and flabby and unfit, and the spectacle didn't attract him. He decided that success had better come late, or even not at all, rather than at the price of a ruined body. Health became to him the choicest of the mercies, the best of life's comrades. Up and away the person in health can dash—to another job, to another clime, master of his fate. Ill health is a chain that ties to the dreariness of what is nearest at hand. After a youth of weakness and fatigue, the man was happy in finding that an hour of exercise a day changed the aspect of the outer world, and removed him for all time from the ranks of the unfit. —Collier's Weekly.

Faded romances, like withered roses, recall a glory that is past.



Won Its Favor Without a Flavor

Next to the fact that it is made of the whole wheat and in biscuit form the strongest talking point about

Shredded Wheat Biscuit

is the fact that it is not flavored, seasoned, treated or compounded with anything. It is a natural, elemental food, made in such a way that the customer may flavor it or season it to suit his own taste. Flavored cereals usually deteriorate in the market. Being made of nothing but the whole wheat grain, nothing added, nothing taken away, Shredded Wheat will keep fresh in any clime any length of time.

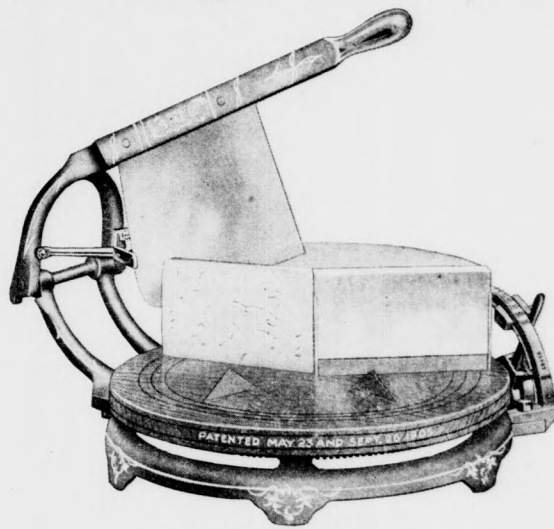


Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY

The Shredded Wheat Company
NIAGARA FALLS, N. Y.

Knowing vs. Guessing



THE SAFE WAY

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

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

QUALITY? No one questions the High Quality of the SAFE Cheese Cutter. All who have tried it are well pleased and we know you would be.

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

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

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

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

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

Computing Cheese Cutter Company
Anderson, Ind.



Status of Some Branches of Dry Goods Trade.

There is a broadening demand for printed fine goods from jobbers and retailers. Some of the large buyers are already finding that printers are so well engaged that they cannot give them new deliveries before February on cloths that are proving to be good sellers. Many of the printed crepes are sold to the capacity of the printers for anything in the way of spring delivery. Many jobbers are asking for deliveries in December, and are surprised when converters and printers reply that they cannot make deliveries for that time.

The small figured printed fabrics called jouet patterns are the most popular ones, but there is a vast variety of printed designs attracting the attention of buyers that cannot be grouped in that way. Some printers say they have never known a season when so many printed silks and cottons were wanted for spring. The converters have been put to it recently to find the cloths they require for printing purposes, and many of them are printing fancy weaves that were not intended originally to be so treated.

Printed crepes, ratines, rice cloths, voiles, poplins, stripes of many kinds and some rough faced novelty cloths are among the goods that are wanted. Printed plisses are as strong as ever, while lines like Serpentine crepes have been sold in larger volume than last year. It is noted that the demand for printed batistes, lawns, organdies and goods of this class is light and inconsequential, but the volume of other goods wanted makes printed fabrics a large factor in the business.

Embroideries.

Large embroidery houses are finding that the advance business being taken by their salesmen at the present time is irregular and, with the exception of the novelties, light in volume. In most of the orders, it is said, there is noticeable a decision on the part of retailers to operate conservatively in goods that they do not actually need for three or four months. Likewise some parts of the country are said to be more ready to place business than others.

While a considerable business, of course, is being placed in the staple goods, the only snap that can be found in the buying, it is said, is in connection with the novelties of the season. The lines with the original patterns on the new transparent and sheer cloths appear to be moving better than the others. There are high-priced embroideries, many of them around \$6 and \$7 a yard; but buyers

apparently want them. Importers have duplicated their original orders on a number of these patterns several times.

Underwear.

With cotton and yarns advancing so regularly, underwear mills have been forced to take very strong views as to prices in merchandise still to be sold for this season and no further orders for next spring. It goes without saying that, if the other market continues its present course, the openings on goods for the next fall season will likewise show an unusually high level of prices.

The advance already asked on goods for this season are very considerable, men's ribbed underwear being up 10 cents to 15 cents a dozen over the opening prices.

One line of cheap fleeces that opened at \$3 a dozen is now said to be held at \$3.32 for any business possible for the rest of the season. As a rule there are very few mills that can take duplicate business in men's goods for delivery within a month at the earliest.

On spring goods these mills that did not sell their entire production early and at low figures are now able to get higher prices. They have already marked up their shirts and drawers 5 cents a dozen and are preparing for another advance. A letter received by the selling agent of one of these lines showed that mills are seriously concerned over the present cotton market. This letter stated that another advance in the spring goods was to be expected.

Buyers, it is reported, have begun to appreciate the situation and are covering their requirements at the present market. A good sized transaction showing this was heard of in which the buyer intended at first to place only a small order at the present advance, but on learning of the sentiment in the market decided to complete his entire requirements for next season.

Hosiery.

Agents for leading lines of wool hosiery now being shown for next fall reported that business was coming in very satisfactorily; in fact, more liberally than a year ago at this time. Prices, it is claimed, are practically the same as those named a year ago, but values are said to be much better.

In regard to the cotton lines for fall the impression was that mills saw no reason for being in a hurry to name prices. One report was that some of the leading lines might be ready within the next two week. Prices naturally are undetermined, or at least are not being freely mentioned.

The immediate season apparently

Gibbs Toys

The popularity of Gibbs Toys is due to their attractive life like appearance, durability and beautiful ornamentation.

You have only to put Gibbs Toys on your counters and they sell themselves. We carry a complete line. Our illustrated catalogue, describing same, is yours for the asking. *Don't delay, write now.*

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



Our Number 555

Engineer's Overall with Coat to Match is Selling Better Than Ever

We think it is due to the fact that every suit sold by the merchant means a satisfied customer. Ask our salesman about number 555.



Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

There Are Many Good Printers

We have the advantage over most of them for the following reasons:

1. We study every need.
2. We make service satisfactory for the price every time.
3. Our aggregate of work makes every economy and efficiency possible.
4. We have had thirty years' experience.
5. We are proud of it.

Write us. Get the best we have in plans and estimates—for you.

Tradesman Company

Grand Rapids

still has its troubles for jobbers. The reports are that they have suffered disappointments in deliveries in some of the cheaper cotton goods such as the 10 cent and 15 cent articles. Prices named by some mills were so close, it was said, that deliveries have been passed over. To the jobbers who, of course, sold their goods this condition has its embarrassments, and there are reports of their being compelled to take other merchandise at necessarily higher prices. There is of course, nothing new in this story, yet it is repeated season after season. That it will be repeated next spring in some of the cheap silk goods is the expectation of the trade.

Occasionally orders are coming in for next spring, but reports persist that some of the very largest buyers have not even yet looked out for their usual requirement. Agents state that the outlook now is that late orders of this kind will meet much stiffer prices than prevailed at the opening.

Interest in a large number of colors for next spring continues and lines of 25-cent goods that want to take a chance on this vogue, it is said could get business.

Dress Fabrics.

A tendency toward women's suits that have draped skirts was strongly in evidence and garment manufacturers who were in the market for fall goods called for worsteds that possessed good draping qualities. Soft clinging materials found a ready sale in consequence.

Jobbers placed reorders on cotton warp and all wosted dress fabrics for the current fall season. A good part of the demand was for crepes, brocades, whipcords and serges. Spring dress goods moved in a moderate way. The belief that prices on foreign goods would be revised downward after the turn of the year caused many purchasers to act very conservatively.

Large contracts were placed on worsted knitting yarns for the next fall season. The prices for quarter-blood yarn was 15 cents a pound under the opening price for the 1913 season. One spinner of this class of yarn advanced his medium qualities 1½ cents a pound. Weaving yarns were in fair demand on a basis of 87½@90 cents for 2-40s half-blood white domestic. Fine hard twisted singles were bought in good sized lots by silk manufacturers.

Australian, South American and Cape wools attracted a good deal of attention. Some good sized forward contracts were entered into for Australian and River Platte wools. Free operations in filling carpet wools were checked by the high prices dulling on the primary market.

A Wicked Shame.

He knew what the old man with the benign face on him was going to say as soon as he entered the street car, and he had scarcely dropped into a seat when he began.

"Ah, friends, can I ever forget Thanksgiving Day in New England!"

"Look here, sir," replied a mean-looking man as he bent forward and fastened his eyes on the good old man,

"we don't want any such talk in this car."

"I was only going on to say—"

"Yes, I know, but you needn't say it."

"But Thanksgiving in New England is—"

"Stop it! They can't roast a turkey up, and we know it. They've got cranberries, but they stew 'em with weeds. They've got potatoes, but they are lumpy when mashed."

"But the pumpkin pies—"

"Shut up! They don't know how to make 'em and never will learn."

"But roast pig—?"

"Roast nothing! Don't talk to us, sir!"

"But can't I speak of—?"

"No, you can't! Were you born in a New England state?"

"Well, no-o-o."

"Ever live there?"

"Not skassly."

"Then you go out and drop off this car!"

And the nice old man shook his head in a sorrowful way and went.

Discouraging.

Mr. Jordan was touring by motor-car, and arrived at a crowded village inn quite late one evening. There was no spare bed to be had, which was a great disappointment, as he was tired, and very much disliked the thought of driving farther that night.

"Haven't you at least a bundle of hay you can give me?" he demanded of the landlady.

"There isn't a thing left," she answered, "except a bit of cold roast beef."

The great danger in trying to get something for nothing is that you may get what you deserve.

In the District Court of the United States for the Western District of Michigan—Southern Division.

In the matter of Bob H. Dilliard, bankrupt:

Notice is hereby given that in accordance with the order of this court, I shall sell at public auction to the highest bidder on Tuesday, December 2, 1913, at 10 o'clock a. m. at the store formerly occupied by the bankrupt at 82 Monroe avenue, Grand Rapids, Michigan, the assets of said bankrupt. Said assets consist of a stock of Stetson, Pinkus and Tobias, and Garside men's and ladies' shoes all new and in first class condition, costing approximately \$11,500; new fixtures costing \$1,750.00; the interest of the bankrupt in a five year lease of the store and basement at 82 Monroe avenue. An itemized inventory may be seen at the office of the undersigned trustee, 206-7 Houseman Building, Grand Rapids, Michigan.

Said sale will be for cash, subject to the approval of the court, and notice is hereby given that if an adequate bid is obtained, said sale will be approved within five days thereafter, unless cause to the contrary be shown.

B. M. Corwin, Trustee.

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.

Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros. Grand Rapids, Mich.

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

Crabb & Hunter Floral Co.

114 E. FULTON ST.

Citizens 5570 Opposite Park Bell M 570



OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

G. J. Johnson Cigar Co.

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



Use Tradesman Coupons

EXCLUSIVE CARPENTER'S IMPERIAL BRAND PURVEYORS

SPRAYING COMPOUNDS

OF
Lime Sulphur Solution

✦

Arsenate of Lead

✦

Pure Paris Green

✦

Bordeaux Mixture

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

OF
Nicotine Solution

✦

Kerosene Emulsion

✦

Kill Weed

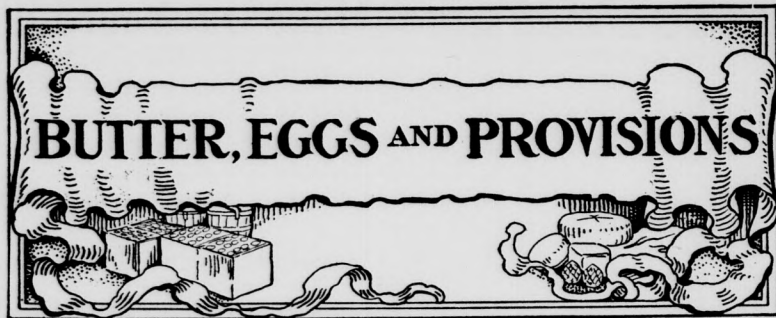
✦

Whale-Oil Soap

✦

Cut-Worm and Grub Destroyer

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



Michigan Poultry, Butter and Egg Association.

President—B. L. Howes, Detroit.
Vice-President—H. L. Williams, Howell.
Secretary and Treasurer—J. E. Waggoner, Mason.
Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Infected Importations Endanger Our Potato Crop.

Chicago, Nov. 24.—With the example of the Greeley district of Colorado before us it seems almost absolutely essential that immediate and drastic action be taken to prevent the importation of potatoes from foreign countries, all of which are likely to carry more or less infection of diseases new to this country.

The Greeley district five years ago was one of the heaviest shipping districts of our country for its size. Today they are not producing one-fifth the crop they used to, and the agricultural experts claim that before the Greeley district can again successfully engage in growing potatoes the land must be rested and the diseases starved for a period of from three to as much as eight years. This because a certain potato disease has gained a foot-hold there.

We are pleased to enclose you herewith a reprint of Leaflet No. 11 published by the Board of Agriculture of Scotland, which you should find quite interesting at this time, when as you know, great pressure is being brought by certain foreign countries through diplomatic channels and by firms here interested in the importing of potatoes to induce our Department of Agriculture to cancel Quarantine Order No. 3, made effective Sept. 28, 1912, which was promulgated because potatoes from these certain countries were affected with a disease known as "Potato Wart."

Ireland is claiming that the disease is not prevalent there, but it is admitted that they have another very dangerous potato disease known as the "Powdery Scab," which, in the opinion of our pathologists, will be transmitted to this country if we allow their potatoes to enter our ports. This other disease was, in fact, taken into consideration at the time our Department decided to place this embargo.

We are already indebted to foreign countries for many plant diseases and pests, to obtain control of which our country is spending annually thousands of dollars, most of which diseases it is certain they will never be able to completely eradicate. Among these are Late Blight, Common Scab, Black Leg, Potato-Tuber Moth, White Pine Blister Rust.

Now, as to this wart disease and Powdery Scab; Mr. L. R. Jones, Prof. of Plant Pathology, U. of W., Madison, Wisconsin, says:

"I am fully convinced from personal acquaintance with potato diseases as they occur in Europe that certain tuber diseases heretofore unknown in this country will be imported soon if the present quarantine is not strictly maintained. The Black Wart Disease is the most dangerous one, but not the only one. In less than a decade, that swept across Europe and passed from the Continent to Great Britain. These diseases are distributed by dormant spores finer than ordinary dust, which may be carried on the surface of the tuber and

absolutely beyond the powers of any inspector to detect. It is therefore useless to rely upon any form of inspection either at point of shipment or entry to guard against this danger. A policy of absolute prohibition is the only safe course."

Farmers Bulletin, No. 489, published by the U. S. Department of Agriculture, says that the wart disease has already crossed the Atlantic and become established in Newfoundland.

When you consider that the country most anxious to have us remove this embargo admits, as you will see by the enclosed leaflet, that it is a most dangerous, infectious, and infective disease, one which they have made a notifiable disease with a penalty of 10 Pounds for failure to report its occurrence, also the recommendation that the movement in or out of an infected area be restricted, and their additional admission that in certain stages of the disease or in cases of infection it is impossible to detect a diseased condition which would carry infection.

Is it not most inconsistent that they should ask us to open up our ports, jeopardize the great potato growing interests of our country (only five other crops, corn, cotton, hay, wheat and oats are valued above the potato crop) on their promise to inspect all potatoes offered for export. Our own Department knows it will be unable by the most rigid inspection to detect diseased condition, except in advanced stages, and the spread of the disease is as certain from the first as well as the advanced stages; and furthermore, even sacks that have been used to contain diseased potatoes are a very efficient medium of transmission of the dormant spores.

Now, there is no embargo against Belgium and Holland and there is danger in this because of the fact that it is more than likely that by reason of Belgium exports of her own potato that she will import potatoes for her own use, and that sacks containing these potatoes imported by Belgium may again be used, (as it is customary to reuse potato sacks,) for the shipment of potatoes to this country.

In addition to this it has been intimated to us by an apple exporter, whose name on account of his interests and business connections across the water we are not in a position to mention, that potatoes from countries against which an embargo is laid are likely to find their way here via Belgium. We quote from two of his letters, the first under date of Nov. 15th:

"I am rather inclined to believe some British stuff will find its way across the Channel and thence direct shipment from Amsterdam or Antwerp. I mean to say these folks will not 'overlook any bets.' The very geography of the country defies efforts to tell in what country or division of country a given lot of stuff comes from. There are those who rather expect Holland and Belgium will ship more tonnage than is usually available."

Under date of Nov. 15, another letter from him contained the following:

"All the English stock I have seen this season ought to pass inspection except the 'Evergood' which is showing black hearts, but that is not uncommon in that variety I am told. At any rate you see they will make a desperate effort and some plan may be worked

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

M. Piowaty & Sons

Receivers and Shippers of all Kinds of

Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced

Loveland & Hinyan Co.

GRAND RAPIDS, MICH.

We are in the market for car lots

APPLES AND POTATOES

BEANS

CAR LOTS AND LESS

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

If You Can Load

POTATOES

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

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

H. E. MOSELEY CO.

F. T. MILLER, Gen. Manager

30 IONIA AVENUE

GRAND RAPIDS

out to have an official inspection made by their authorities over there and furnish a certificate with every lot. It looks to me as if they will get over it somehow and I am still counting on a way open to come in. I have just got a cable from a friend in England asking about the situation with a view of buying quite a lot of Belgium stuff, and I have advised him to be careful."

Now, if there were dangers of a potato famine in this country there might be some slight excuse for our taking some chance to obtain foods for the people, but this is far from the case. While some sections of our country have a short crop this year, as is usually the case in some sections, it is an absolute fact that Maine, Michigan, Wisconsin, Minnesota, and the far West at least have a big crop. Warehouses at the present time are well filled. The movement of potatoes would be heavier than it is but for the fact that the railroad companies have been unable to furnish proper refrigerator equipment for the safe handling of shipments.

In the last few years many new sections are being rapidly developed especially in our Central States for the growing of potatoes, and the only thing that can hinder or set-back the growth of the potato growing industry is importations of such pests as will make it impossible for our farmers to grow potatoes profitably, and if we continue to admit new pests, then indeed, are we liable to bring about such conditions as will make us frequently dependent upon other countries for our supply of potatoes, and instead of decreasing the cost of living, we are actually in danger of causing an increased cost.

I have written you at length in this matter, as I feel the subject is one of vital importance, not only to those interested directly in the potato industry, but to every citizen in the United States, be he manufacturer or clerk, for every one recognizes the fact that anything detrimental to our agricultural interests must be reflected in a manner detrimental to all industries of our country.

E. P. Miller.
(Albert Miller & Co.)

The Antiquated Egg Shipping Case.

There has been some discussion in the produce papers of late with reference to the tremendous losses which occur from breakage of eggs in transit by rail, and there is no doubt but what the loss is certainly enormous, and enough to buy a better and different type of egg case, although doubtless, the losses are greatly exaggerated by the receiver.

W. R. F. Prebe of the Executive Committee of the National Poultry, Butter and Egg Association, estimates that there are \$75,000,000 worth of eggs broken annually out of a total of \$1,000,000,000 worth produced. This means that nearly one egg out of ten is wasted. Of course, not all of this loss could be saved, but it is sure that more than half of it could be saved.

The standard egg case which has been in service for many years is a practical absurdity, and the only wonder is that some important improvement has not been made in it long ago. When eggs were worth from 5 to 10 cent per dozen it might be permissible to use a rather cheap and flimsy package in which to ship them, but to-day when eggs are worth from 20 to 30 cent per dozen they certainly demand better treatment.

It would seem that by a little experimental work and actual trial of improved cases or shipping packages

that something could be worked up which would be entirely satisfactory and protect eggs from damage, and at the same time satisfy the transportation companies as well as the shippers. The present case is entirely too small a package for the quantity of eggs it is supposed to contain. A package to contain thirty dozen eggs for shipment should be perhaps 25 per cent. larger in cubic capacity, which would allow the placing of cushions on the top and bottom of the eggs as well as around the sides. It would also allow the cells for each individual egg to be somewhat larger and the use of a heavier and stronger grade of cardboard in the manufacture of fillers. It would also allow the use of cushions between layer of eggs instead of the ordinary flat or dividing board.

These suggestions may be useful to those interested, and they are based on many years' experience in the business.

Madison Cooper.

An Egg Fable.

Once upon a time a young man was in love with a beautiful girl whose father was very rich, but the father would have none of it and forbade the young man his house and grounds. The beautiful girl was much perturbed in spirits and felt very melancholy over the affair, as she loved the young man dearly. But the stern parent would not relent and the young lovers were at a loss what to do, for give each other up they would not, and occasionally met on the street or over the fence, only to become more firmly convinced than ever that they were cut out for each other.

This young man worked in a bank, but lived with his mother in the suburbs, and at odd times had built a poultry house in the back yard and took great pleasure in looking after his feathered beauties and procured for them every comfort from oat salad to bone a la mode, potato pancakes, with substantial dishes of wheat and corn, with oyster shells to pick their teeth with. The result was that there was a constant cackle of "I've laid an egg, I've laid an egg," and Eddie, the rooster, flopped his wings and crowed and rejoiced over his wives' performances. About this time the young girl's stern father was taken dangerously ill, and was like the devil when he was sick; "When the devil was sick the devil a monk would be. When the devil was well the devil a monk was he." But now he would be a monk, and when the doctor prescribed fresh eggs and milk there was not a fresh egg to be had in the neighborhood, as it was in the dead of winter. The young man, hearing of this, sent a dozen by messenger, and this so helped the invalid that he began to improve, and, feeling friendly toward the young man, relented, and the marriage with his daughter speedily carried out lest the father should change his mind upon total recovery. In the course of time the old gentleman died and left the young man a fortune consisting of \$1,200,000—just \$100,000 for each egg which the young man had sent him. Besides he had a beautiful wife.

You can't saw wood with a hammer.

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co.
Burlington, Vt.

An Accident? Careless Weighing

A reckless driver may be caught by a fast train on the crossing in spite of the sound of the warning signal. Careless weighing may be done on any scale, but in precaution there is safety. An Automatic Visible Indicating Twentieth Century Standard Scale has all the signals for safe weighing and it saves.

Write for Information.

W. J. KLING, Sales Agent

50 Ionia Ave., S. W., GRAND RAPIDS, MICH.

New and Second-hand Scales.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

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

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

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

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

Your Opportunity

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 Railroad Co., Room 1578 Union Pacific Building, OMAHA, NEB.

THE ONLY OYSTER HOUSE IN GRAND RAPIDS.

We make a specialty of oysters, only.
WHOLESALE DISTRIBUTORS OF OYSTERS.
LOCKWOOD CO., (W. F. Fisher, Mgr.)
8 Oakes St., S. W., Grand Rapids, Mich.

Potato Bags

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

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.



HAMMOND
DAIRY FEED

A LIVE PROPOSITION FOR LIVE DEALERS
Wykes & Co., Mich. Sales Agt., Godfrey Bldg., Grand Rapids



Hickorynuts, Walnuts, Butternuts

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

M. O. BAKER & CO.

:::

TOLEDO, OHIO

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

Write or telephone. Mail samples—beans, seed.

Both Phones 1217

MOSELEY BROTHERS

Grand Rapids, Mich.

Use Tradesman Coupons

ELEVEN COMPLAINTS.

Most of Them Were Satisfactorily Adjusted.*

In making up the complaint report, we wish first to point out how important this part of our work is and how it effects the implement dealer, also how dangerous this same medium can be if not rightly handled.

The object of the Complaint Committee is to protect our members, so far as possible, from irregular sales by the manufacturers and travelers, to protect one dealer from encroaching on the rights of another and adjust, if possible, any differences that might arise between the manufacturers, travelers or the dealers. Not by coercion, which is forbidden in our by-laws and the U. S. Government itself in a National law, but by moral suasion, seeking to bring the parties together in a right understanding. Handled in this manner and in an unselfish way and right way, it is a protection, but in a threatening or combined way it is dangerous.

Let me explain: If you as a member find any manufacturer shipping goods into your territory to parties who are not classed as regular dealers, according to our definition, you have a right as an individual to remonstrate with the manufacturer against such a practice. You can use any argument you wish as such to get your grievance remedied or you can refer it to the Committee or Secretary who will look after the complaint for you and if it is adjusted, well and good, but we have no right to boycott or take any action as a body or implied understanding as such that in case a complaint is not handled or the results as you wish that we could advertise the fact or in anyway use our influence as an Association to check the trade of that manufacturer or we would all be amenable under the Sherman law as law breakers in restraint of trade.

As an individual, you have a right to buy goods of whom and where you will and you have the right as such to refuse to buy goods further of them if it is your desire but the transaction must be in a fair way.

The danger comes from being too ambitious or selfish in the matter and over-stepping the mark which would cause not only trouble for yourself but make you liable for any damage you might cause to the manufacturer.

Another point that I wish to make plain, that this department should not be used for a collection department in obtaining commissions or balances you might think due you from some manufacturer, unless it is a just claim, and never to get back at some traveler whom you did not like or that you might want to get back at for some fancied grievance.

Used rightly, this department can and will be a great help in the protection of the retail dealer and a great many complaints can be adjusted satisfactorily if the complaint comes in in proper form and full information is furnished the Secretary or officer in charge, who you must remember stands as your attorney in fact to adjust your case and he must have full details so that he can handle same intelligently. The same committee is extended for use of the travelers and manufacturers when they have grievances against one of our members and when a complaint cannot be handled or adjusted by the proper officer in charge, it will be handled by the Conference Committee, who will set a date for a hearing of both sides, as there are always two sides to the question, and if both sides want to be fair there is no question but what nearly all legitimate complaints can be adjusted in this manner to the satisfaction of all.

Here let me call attention to a word we have used very much in our

past record and that is "loyalty." What is loyalty? What is its meaning? It means, fidelity to a friend, duty to those who are loyal to you.

Now let us again go back in our record, as this is our tenth anniversary, you know. In the beginning we had demoralized conditions and trade evils. We had irregular dealers scattered galore all over our State. It was a common practice for all manufacturers to sell to regular dealers if they could; if not, sell some one any way or dig up a new agent. Our Association was formed, we framed up a definition of what a regular dealer should be to be classed as such and entitled to a wholesale price on goods. This definition was submitted to all the manufacturers doing business with Michigan dealers, with a request that they confine their trade as much as possible through the regular dealer as we defined him. Nearly 90 per cent. of those manufacturers have tried to comply with our wishes, have been loyal to the Association, have been loyal to you, but how about Mr. Dealer. Has he been true to a righteous principle, has he confined his trade to those who wish to do his will? No, not in every case. I am sorry to mention. With the power of the Association behind you to get from the Secretary such information that would guide you right in your purchases as to whom were the loyal ones, you have bought more where you could buy the cheapest, as you thought. You have sacrificed a friend for a traitor to our cause, in many instances.

Now I am going to speak plainly and I hope to set you all thinking. When I say you I mean the entire list of dealers in Michigan. You have without consideration sacrificed the principles behind which our Complaint Committee stands. You have sacrificed one of our greatest principles of protection. Not only this, but those of whom you purchased, who have double crossed you and made capital out of such investment using your name and that of the Association to accomplish a better result to the next fellow.

Now, men of this convention, take warning of what this will lead to, as what one does the others are soon to follow. Let this report sink into your system until it burns and stand by your principles of loyalty to those who are loyal to us. When you are in doubt about any firm and their methods of doing business, write to your Secretary, who will always be willing to ascertain in some way for you the knowledge you seek. Let us learn to pluck the beam from your own eyes that we may see more clearly how to pluck the mote from our brother's.

For your protection, we print a list of dealers who are supposed to be regular. These lists are submitted to you from time to time for correction. If there is any one on it not coming up to our definition, which is a fair one, write the Secretary at once and give him the facts in an unselfish way and if he is not entitled to be on the list we don't want him there, as these lists are used by manufacturers for mailing and circularizing their products and many times they contain wholesale price lists. See how this effects you. See that this list is corrected with fairness and you will again drive a nail in the coffin against direct sales (the basis for many complaints that have come in during our nine years' history).

We know men are human. We know we all have faults and that the manufacturers and travelers, as well as ourselves, have done irregular things, but let us let bygones be bygones and seek to correct the evils that make it necessary for a Complaint Committee. Let us stand together on the one broad principle of fairness and make this office of Complaint Committee like "Teddy's big club," our watchword. Those who want to be fair will be fair and

those who won't you cannot make so, but most of them are fair and will continue to be so as long as you play fair on your part and they will respect the wish of this Association if you respect it.

In summing up our report in this line, we shall omit names from the fact that it is treading on dangerous ground and as only the disloyal fellow is generally showed up, we have found that it doesn't pay to furnish him too much free advertising and there is danger of some one taking it upon himself to restrain trade and he or we would become law breakers. I do not understand that there is any law which prohibits us from publishing a list of loyal or fair manufacturers, obtained under the oath if necessary as to their loyalty and publish it in our programme each year, leaving the other fellow out, as in soliciting our advertisement we cannot always be sure of their loyalty, but with a list we could know then and in case we found a bad actor could drop him from the list and your complaints would have a tendency to make all be good.

We have received during the past year, ten complaints which are numbered from 1 to 10. We will give the nature of them, but will omit names and will give you results of same.

No. 1. Complaint from one member regarding another member placing a branch in his town and carrying the same line of goods as the complainant. We took the matter up with the member complained of and found that no injury was intended and that the complainant was under a wrong impression. Result, party complained of, who had hired a man for canvasser who lived in complainant's town, agreed not to interfere with complainant.

No. 2. Was not really a complaint, but was caused by an advertisement which was published by a merchant in a small town advertising the name of a standard fence for less than the price regular agents could sell for. Investigation found that the fence advertised was not up to the standard in weight, being lighter wired, but made by the makers of a standard fence. This complaint was also taken up through the Hardware Dealers' Association and a conference held with the manufacturers. The complainant and your Secretary were invited to attend, but at that time we could not go, but did succeed in having the sales manager come to Lansing and he promised to do anything fair in the matter. This is not yet closed.

No. 3. Complainant recites he received a roller and clover buncher from a firm and in the same car with his goods was a 4-section roller for a farmer in that vicinity, coming from the same place and same firm under plain tags, shipped on an order from Sear, Roebuck & Co. Our member gave us complete data of this way-bill and had it come from almost any other manufacturer we could have done something on it, but this firm is notoriously bad and is on the unfair list of the Trade Regulator and we had to write our complainant that if he had of written us before ordering his goods we could have informed him of this firm's manner of doing business.

No. 4. Complaint against manufacturer of selling plows to a party who was not a regular dealer. Investigation revealed the fact that when the party bought the goods it was with a view of starting an implement business in a small town where there was none. The manufacturer wrote the complainant giving full particulars and we think it was adjusted satisfactorily between them.

No. 5. Blockman who lived in a neighboring town to complainant for taking orders direct from farmers at wholesale prices or the fact that no proof was given that the orders were not given or taken through some other dealer and the further fact that

canvasser was not a regular man, he was called off the deal by the general agent.

No. 6. Buggy manufacturer for advertising in a small town where they had no agent and we had a member, that they would save \$15 to \$30 on a surrey or buggy and pay their railway fare if they would come to factory. Much correspondence came up over this and this will be brought before our Conference Committee for further consideration.

No. 7. Manufacturers selling a wagon at wholesale to a farmer in a vicinity where complainant had some months before bought some of these wagons. Investigation showed they were not sold by factory or selling agent, but by a small jobber in another town and not sold at wholesale.

No. 8. Shipping plow points direct to farmer, but as the policy of the firm who did this is to sell through jobbers or through mail, we could do nothing.

No. 9. A party advertised the name of a prominent manufacturer in connection with the sale of some spring tooth harrows at a very low price and less than the standard of their own make. Investigation showed that while the manufacturer acknowledged selling the harrows, he claimed they were old type, having laid in stock five years and were badly damaged, claiming they would have let any dealer have at the same price and glad to get rid of them. There would not have been much to this case only the fact that a brother of the fellow who had advertised the harrows had once run a catalogue house and though the brother has been dead some years, the standard name so close to a once catalogue house did not look good to our member. Results, everything explained satisfactorily to complainant and matter dropped.

No. 10 and 11. (Are the same complaint.) Several firms for shipping goods to a man who has a place of business in a locality where there is no regular dealer, but his place of business is on his farm. He is eighteen miles from both complainants and there is no regular dealer near him. This complaint has not been fully settled, though we have received much data regarding same, but the final outcome will, no doubt, be satisfactory as that seems to be the disposition of all the manufacturers interested, of whom there are several. We think here is a case where the dealers by having a good local club could have arranged to dispense with the sales complained of. We also wish to mention that this case was not brought up because of this party doing so much injury, but to protect the principles of our Association by letting the manufacturers know they were looked after when they made irregular sales and there might be some question if the circumstances of the case do not have merit on both sides.

This closes the tenth anniversary report of your Complaint Committee. Censure me if I have done wrong. Soak it in if I have told you right, but remember that if you want your future results from this Committee to count, you must stand by the standard of loyalty to those who are loyal to you.

Thanksgiving Shower.

A dozen of we girls are going to give Mae Banks a Thanksgiving shower.

That's something new, isn't it?

Yes. Mae has invited us all to eat turkey with her.

Then she gives the dinner?

Yes.

And what do you give?

We give the thanks.

Good Stuffing.

"What are you going to stuff your Thanksgiving turkey with?"

"The butcher's bill, I reckon."

*Annual report of F. M. Witbeck, Chairman Complaint Committee Michigan Implement and Vehicle Dealers' Association, presented at Grand Rapids, November 19.

Women Should Stay Married

The skill of the cook depends to a large extent on the quality of her materials.

A poor cook can spoil good materials.

A good cook can get fair results with ordinary materials.

But give a good cook first-class materials and she will produce results that poor cooks would think impossible.

There's a right and wrong way to do everything.

Cooking is an art and a very useful and pleasing one to those who take an interest in it and use

LILY WHITE

"The Flour the Best Cooks Use"

This flour is made for cooks who are really interested in their work and are ambitious to excel.

There is no achievement in baking that cannot be accomplished with Lily White.

Lily White is a specialist. Made especially for domestic use. It enables the home baking, home making woman to succeed in her calling.

It is the women who can't and won't cook who are keeping the divorce courts busy.

Buy Lily White and stay married.

Valley City Milling Co.
GRAND RAPIDS, MICH.



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

Some Ways of Grinding Out New Trade.

Stewart, the butcher, strode—he always strode, being tall and portly—into Bill Maddox's hardware store; made a feint of reaching over and hefting Bill across the counter; made a bluff at thinking better of it, and remarked:—

"Bill, you're let off for five minutes. If you don't come to time then, I'm goin' to chuck you right out into the middle of Center street, and run this joint myself."

"Save your minutes, Jeb," retorted Maddox. "You're welcome to take my job off my hands without further delay. It's rotten anyway."

"That's what I come in about." And the butcher, this time, reached over and gripped Maddox by the collar. "You mosey right along with me"—he began to lift, slowly, steadily—"and register for space alongside of me at the County Fair. I've just told 'em you're on your way and they saved the room for you. And Bill"—with a quick lift that landed Maddox over the counter to the floor—"you're on your way now."

"I'll bust your fool head in!" exclaimed Mr. Maddox, righteously incensed.

"Bill," returned his captor, seizing Bill's hat with his free hand and settling it somewhat askew on Bill's head, "you know darn well you an' nobody else in this town can do anything of the kind. Dodgast your lazy bones"—in sudden fury—"d'you want me to carry you?"

Bill twisted in his grasp, to see the butcher's face wide in a wide grin. Then he began to laugh, and said: "All right, Jeb. Leggo! I'm with you."

It was a handsome space he secured, directly opposite that of Oscar Martin & Company, his more than vigorous competitors; so perfectly located for unescapable rivalry that as soon as he had Stewart back in his store, and unsuspecting, he jumped him from behind, got a strangle hold, and squeezed until Jeb, red in the face, gestured for mercy. He relaxed his forearm from around the butcher's throat and said:

"Jeb, that wasn't for snaking me from behind my counter; it was for making me take that space across the way from Martin's. How in blazes am I ever going to make a show that'll size up with theirs? Tell me

that, you fool Indian; you got me into it."

"Why, say, Bill," Stewart protested, in innocent amazement; "ain't you got sense enough to swim out when you're in over your head? You used to be the best hardware man in town before these smart Alecks got a move on 'em. Didn't you stake me when I started in business for myself? Ain't I ready to stand by you if you need money? Bill"—impressively—"just you go as far as you like, makin' a good show at this year's Fair; and you'll find little, old Jeb Stewart treadin' strictly on the fringes of your pants, see?"

Bill was the one to make the visit next morning.

"Jeb," he prefaced, "I can't make anything like the show Martin's will, especially now that they know I've entered. The best I can do is to stand by my principle of keeping the highest grade hardware in town, and show the speciality lines I carry. But I can cinch a lot of interest in my stand if I have something doing; and I've thought of a scheme you can help me on."

"Bill," rejoined his friend, "if it's anything in butcherin' up to carvin' an elephant, count on me."

"It is something in butcherin'. Now listen: You know my line of meat and food choppers. There's nothing like them in the world. I want to run a regular demonstration, and you can give me the stuff to chop on my Number 20, the butcher's size. All you need do is give me your regular line of stuff to cut up, every day, in my regular demonstration, and you sell it at special prices beside me. We'll spring it as a surprise, and we'll both get the crowds. What do you say?"

"Didn't I always say you're the best hardware man here? Why, sure, Bill; go to it."

"Oh, I'm going to do more than that. Between times, I'll have my Number 5, the small family size, and my Number 10, the large family size, working on stale bread and crackers for crumbs, and on every other thing a woman can use them for."

The County Fair was a real county fair—one that drew its tens of thousands and meant argus-eyed inspections of everything shown, by spectators who might waste a \$5 bill on amusement but would not sacrifice a nickel in an unstudied purchase.

Maddox, once he was stirred to the battle, felt like a man who at last had found his courage and who was actually eager, for the first time, to meet his antagonists.

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Ask for prices and samples of paper for
CAR LINING

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.

Use Tradesman Coupons

He had gone along, in his home town, priding himself on his standing in his line; and the advent of a hustling, bargain-offering concern, that pitched in with whoops of lurid advertising, had taken his breath. He needed exactly the yank out of the rut that Jeb Stewart gave him.

Now, as he demonstrated—on Jeb's supplies for sausage, scrapple, hamburger steak, hog's head cheese suet and tripe—the marvelous efficiency of his meat and food chopper, he felt like a new man. He knew he had behind him the prestige of the manufacturers' advertising; that every person in the throngs watching him was familiar with the name. And as, deftly, he took the machine apart and reassembled it, to exhibit the revolving steel knives which made four cuts for every hole in the plate through which the material was forced by the feed screw, he could tell the onlookers how impossible it was for any strings, sinews or gristle to pass through without being chopped to perfection.

His sales started almost in the first hour, and the buyers included not only the shrewd housewives from the farms, but the farmers who had butchering to do and the butchers with whom such work was a specialty. He found himself, rather dazed at it indeed, taking orders for power-driven machines from men who handled big business in other towns. It looked as though he had found a chopper that had been designed especially for grinding out new trade.

Then the counter-attack came. Next day Martin's booth had a chopper at work and the crowds were divided. They claimed everything—higher quality, lower price, bigger results, the cheerful round of the cheerful liar who is happiest when he is making his biggest bluff.

By the middle of the week Maddox began to feel the apprehension of defeat. He had, he knew, the best meat and food chopper that could possibly be designed; but he could not compete with the leather-lunged barker the Martin's had hired to shout their imitation's merits. He left like heaving his "butchers' size" at Jeb Stewart's head. By Thursday morning, he was in the mood to do it; but he found himself staring, instead, at a huge sign that topped Jeb's huge stall, and read:

Results Talk!

I Offer Herewith a Cash Prize of
\$100

To the Winner of a Meat Chopping
Contest

To Be Held at this Stall
To-Morrow, Friday, at 10 a. m.
Come One, Come All,
The Best Chopper Wins!

The excitement created by that offer persisted even beyond the horse races. Maddox, when his friend grinned provocation at him, displayed only eagerness.

"Jeb," he said, "you've called the turn. I'm in it up to the neck."

The Martin's professed an equal longing for the conflict, and they kept their barker shouting all day

about the wonders their chopper would perform next morning.

The time, as fixed by Stewart, was for one hour's work, the rival machines starting off together, to be supplied with all the material each could chop of a given variety within a limited period, the speed of cutting to be apparent from amounts chopped, the quality of chopping to be gauged by three independent butchers.

"I may say," Maddox called out, as the contest started, "that this famous chopper, in the Number 20 size, will cut four pounds per minute. Now watch it."

He need not have told them to. The biggest throng of the Fair was crowding to see the struggle. Soon, as the spectators began to grasp the amounts supplied—called off by Jeb Stewart—they realized that Maddox's chopper, with an ease that evidenced its absoluteness correctness of design, was doing far better than its guarantee. Despite the frantic efforts made at the Martin's machine, there was a frequent clogging that handicapped the slow performance. The Maddox entry seemed to drive forth its product by some magic of ejection; even the suet poured out in a steady stream, perfectly cut.

The competition actually lasted three-quarters of an hour, for it was then that the Martin chopper, at one herculean wrench of its operator, broke down.

Bill Maddox went on grinding for his walkover. But the crowd wouldn't have it. They wanted meat and food

choppers; and they wanted them when they wanted them. He had to quit, take his \$100 from Jeb and, with no time for a speech, pitch in writing orders.

"Bill," said Stewart that evening, "I'll bet you've got orders from darn near every butcher in the county."

"Shucks!" answered Maddox. "I've done better than that. I've got orders from blame near all the women in the county."

C. J. P. Luzenberg.



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

The Ad Shown Above

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

STEEL MANTLE LIGHT COMPANY
310 Huron St. Toledo, Ohio

A Golden Opportunity to Turn Dead Stock Into Cash

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

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

Karo

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

The Increased Karo Business in Your Vicinity is Yours by Right

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

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

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

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



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



DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 24—Learn one thing each week about Detroit: A Detroit concern makes more than 5,000,000 bottles of ink a year.

Already Scribe Rockwell is beginning to run the new Hotel Mertens at Grand Rapids.

Geo. A. Netschke, who conducts a men's furnishing goods store at the corner of Chene street and Gratiot avenue, is causing many favorable comments to be passed on the excellent window displays of his store. His latest, which is a Thanksgiving-Fall window display, is especially deserving of favorable mention. Mr. Netschke is one of Gratiot avenue's really up-to-date merchants.

To think that Gabby Gleanings published a list of famous sayings by famous men and omitted Guy Pfander and his "Read the Tradesman."

Bert McConnell, (Burnham, Stoepel & Co.) doesn't like to ride in an upper berth of a sleeping car. Says Mac, "I go up in the air every time I have to occupy an upper berth."

And to show the elasticity of our beautiful language, others are down and out when on their uppers.

John Gaddy (G. H. Gates & Co.) personally is a very fine chap—also a comical looking feller when dressed normal—but he is the scream of our lovely village in his new variegated mackinaw. John, whose shape resembles two bay windows stuck together, somehow managed to get a perfect fitting mackinaw for his roly poly frame. Falling back to the literary we wish to announce that Mr. Caddy is the gent who put the IT in Puritan, which is the name of the brand of hats and caps he sells.

Later—We are informed that John Caddy's mackinaw was fitted to a cider barrel before he received a try on.

Truly this is an age of inconsistencies. A man will howl like a coyote because the butcher charges him \$1 for a five pound chicken and the next week he will spend \$50 for about four pounds of partridge.

About 150 attended the U. C. T. dancing party given by Cadillac Council, No. 143, last Saturday night. As a special feature during the "search light" waltz, the different Ray of Hope pictures were thrown on the screen. In order to be really and truly impressed with the success of the party, one should have watched the grey veterans of the cushioned seats cavoring around the floor in a manner that should set a pattern for some of the sluggish youngsters.

Received from Lansing this week: "The roller towel, that sooty banner of industry, still holds forth in Lansing." Very well rendered, O. A., but you neglected to give us the name of the hotel or hotels.

Liabie to be a cessation of hostilities on the part of Detonations for a week in the near future. Bill Pohlmann is coming to town.

Angus G. McEachron, member of the Grand Executive Committee, Grand Council of Michigan, delivered an oration at the grave of the late Henry Perry that brought even the hardest to tears. Mr. McEachron and Henry Perry were warm personal friends and what McEachron said came from the heart. We regret we are unable to publish the oration, but the only copy was sent to the Sample Case and will appear in that paper in due time.

W. G. Kerns, proprietor of the Hotel Wentworth, at Lansing, is building an addition to the hotel. It is Mr. Wentworth's intention to make the Wentworth one of the finest and largest hotels in that section of the State.

J. Dunlavey, clerk at the Hotel Wenonah—by the way one of Michigan's greatest hotels—of Bay City, says that if some of the traveling men he meets would stay home dur-

ing the cold months, what a vast amount of money they could save on fuel. They furnish enough hot air to heat a four family flat. And Dunlavey ought to know!

Cadillac Council, No. 143 will hold a special meeting Saturday night, Nov. 29, for the purpose of initiating a surplus of candidates, about sixty applications being in and approved by the Council.

When a writer can think of nothing else to say these days, he will tell us how many shopping days before Christmas.

It makes no difference to most of us how many shopping days before Christmas. About thirty minutes is about as much as WE all need.

Mohawks, Mohawks everywhere. Not Indians, but overalls. The Mohawk Overall Co. is another of our young but rapidly growing industries. The company was organized a few years ago by Joseph Decker and Samuel Selinsky. Mr. Selinsky is a native of Detroit, while Mr. Decker hails from Calumet, where he was formerly engaged in business. Much of the success of the Mohawk Overall Co. is due to Mr. Decker's ability and popularity as a salesman. As is the case with most successful salesman, Mr. Decker is a hard worker and while the majority of the boys believe their day's work is done and are ready for the "rum" game, Joe is out getting business.

Speaking of success, when most fellows are waiting for fortune to appear, they are generally dosing off and fail to see it when it does.

We shall be pleased to receive items of interest to traveling men, merchants or hotels, either humorous or serious. We will be pleased to receive anything excepting dynamite. We can do our own blowing up with a lead pencil. Address all communications to 211 Columbia avenue, Detroit, U. S. A.

Having now been located with one of Michigan's greatest underwear departments for a period extending over six months, we are now at liberty to accept any invitation that scribe H. D. Bullen extends us.

"Poley" (N. J.) La Londe, the Alpena shoe merchant, hunter and trapper, also about the niftiest bunch of nerves, muscle and ginger ever gathered under one small frame, says that no matter how lazy a gink may be otherwise, he is always willing to work his tongue overtime.

Thomas Plues, member of Council, No. 9, fell and severely strained his side. He is laid up at his home, 109 Philadelphia, E., as a result.

Lansing, Nov. 21. Editor Detonations: Charlie Nuthall, who lives in the largest town in Kent county and represents Crowley Bros., located in the metropolis of the Middle West, was one of the bright lights in Lansing this week. O. A. H.

In order not to confuse the readers as to the largest town in Kent County, we wish to inform them that the name of this city is Grand Rapids, situated on Monroe avenue.

Ralph Cutting (W. H. Edgar & Son) says that if it wasn't for wet streets, what excuse would a woman have for wearing fancy hosiery?

Harry A. Wright, member of the firm of G. H. Gates & Co., fell and severely sprained his ankle last week. Harry, however, gamely sticks to his every day tasks, although he is obliged to limp badly.

Bill Cornell, who represents Root, McBride & Co., of Cleveland, but makes his headquarters in Detroit, has demonstrated beyond a doubt that to him belongs the palm for being the most even tempered young traveling man in Michigan. (Bill has traveled only twenty years of R., McB & Co.) He went to the town of Cheboygan last week and, through the negligence of the baggage man at Saginaw, his trunk did not arrive with him. Bill only smiled and waited. That evening the trunk put in its belated appearance, so William hied

himself at once to his customer's store, where once more his urbanity was given a severe test without being disturbed. Said customer: "You can send me so and so many pieces, each of so and so. I will leave it to you to select. I don't care to see any samples at all. Your judgment is better than mine." And, Bill after waiting all day for his trunk, received a very nice order in five minutes without opening his samples. But it never for a moment disturbed his perpetual smile.

A club to be known as the Traveling Men's Club was organized last Saturday. Thomas Burton was elected President. The Club will give a party to all traveling men and their friends at St. Andrew's hall, 110 Congress street, E. Many innovations will be introduced at this party which will be given on Friday night, Dec. 19. It is to be hoped each and every one who attends will carry home a turkey—or, at least a can of oysters. One thing we know they will carry home and that will be a pleasant memory of a fine evening spent with fine fellows.

In other words, Governor Ferris says to duck the quacks.

"I wish," says Ed. Berger, wash goods buyer for A. Krolik & Co., "I knew what my friends were going to give me for Christmas. Then I'd know just how much to spend on them."

"Noting the great number of murders of late," says Bill Hazelton (Edson, Moore & Co.), "leads one to revise an old maxim as follows: 'It is better to have loved and lost than to have won the girl after all.'"

C. W. Hauser, adept at convincing merchants they can not successfully run their business without the aid of a National cash register, looks longingly toward the holiday season. Mr. Hauser is making his headquarters in Traverse City, but the reason for the longing look is that his home is in Detroit and it is there he will spend the holiday. He has a reputation in the North woods for being somewhat of a punster and practical joker. Says Hauser, "A rolling stone gathers no moss, but they have a fine time rolling."

It's easy enough to be pleasant, when the train rolls on with a roar, but the man worth while is the one who can smile, when ginks in the other berths snore.

Are we not lucky to get through with the sleeping car song?

Ray Donaldson, of the Donaldson Co., dealers in builders' supplies, a newly-organized concern, bobs up long enough to remonstrate against our many quips regarding married life. Raymond sends us the following, written on one of Uncle Sam's penny postals: "It is better to have loved a short girl than never to have loved at all." And Ray ought to know. He's trying them all—which is a single man's privilege—and luck.

David Stocker and Bert Greene (A. Krolik & Co.) have just returned from New York, where they have been in the interest of their firm. Mr. Greene is to succeed Mr. Stocker as manager of the underwear department. Mr. Stocker, associated with Edward Wolfe, is about to engage in business for himself, taking over the Rvan Bros. Knitting Co.

Dressed chicken is all right if the chicken doesn't dress too much.

Word has been received by friends of Joe Kelley, representative for Bostwick, Brown & Co., Toledo, that he was taken ill at Battle Creek one day last week, necessitating his removal to his home. Mr. Kelley is well and favorably known about the State and his many friends hope for a speedy recovery.

A great many merchants visited Detroit last week in all lines of business. Among some of the prominent dry goods merchants were the following: Mr. Smith, of Smith, Simons & Co., Richmond; Fred Boul-

ton of Boulton & Bell, Fostoria; "Bert" McDermid, Columbiaville; Mr. Heenan, of Heenan Bros. & Hibbler, North Branch; Mrs. Thornhill, of H. Thornhill & Co., Milford; R. N. Zill, Romeo; John West, Sand Hill; Percy Hunt, Milford; A. Bailey, Trenton; August Loeffler, Wyandotte; George Little, Wynadotte; Niles Bros., Carsonville; Mrs. W. C. Brown, Milford; Daniel H. Jolliffe and Mr. Shingleton, Plymouth.

Sidney Pungs, next in accession to the throne of Senior Counselor of Detroit Council, No. 9, is the recipient of much praise from Senior Counselor E. H. Warner for his prompt and energetic response for new members. Council No. 9 has a great many applications on the table and the greatest part of the credit is due to Sidney Pungs' energy in behalf of the Council. Great things will be looked for next year under his regime.

Thus, dear reader, you will find that great deeds do not go unheeded. Not even Arthur Brevitz wonderful bowling scores.

Last Saturday bowling against Bill Cornell and Ernie Warner, he bowled 276—in three games.

On the other hand, when some fellows bowl the only strike they get is what is handed them when they get home, for bowling too much.

Howard Kipp, the Greenville merchant, says that mebbe virtue may be its own reward, but the amount in most cases would be too small to notice.

Nothing for the labor unions to do in Mexico. Everybody is broke down there.

Which ought to get a stand in with the editor.

Talk is cheap, but it is laborious to write it.

More laborious for the lino man to translate it.

Christmas letter from Fred Hannifin, of Owosso. Yes? Also the coal man.

Fuel and your money soon parted.

James M. Goldstein.

Many failures are made in business by reason of a lack of a realization of responsibility. When a man really understands that something depends upon him he will do his utmost to measure up to the requirement. The trouble in many instances is that he does not know that he is the kingpin. He is not self-reliant, and he has not come to believe that anybody really places any dependence upon him. If he finally awakens up to a belief in himself, watch him grow. Carry this idea into the force in your store. Try to instill into the mind of each one a knowledge of the fact that you are trusting him and holding him responsible for certain things. Even if you must keep an eye upon him, do not let him know it unless it is absolutely necessary. If he makes mistakes lead him to correct them by suggestion rather than by reproof. If he has, for example, failed in some little courtesy, like thanking a customer, do not call him down for it. Ask him if he is always careful to thank patrons. He will then understand what your desire is, and he will probably be guided thereby. An ounce of suggestion is worth a ton of reproof. If he is incorrigible after the way is pointed out, of course make your policy plain and let him understand what is expected of him. In many instances this will not be necessary, and he will naturally grow to greater efficiency.

NEW YORK MARKET.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Nov. 24—Spot coffee remains dull. Duller than last week, if possible, and only trading of an everyday character is going on. In an invoice way Rio No. 7 is quoted at 9 $\frac{3}{8}$ @9 $\frac{3}{4}$ c and Santos 4s, 12 $\frac{1}{4}$ @12 $\frac{1}{2}$ c. In store and afloat there are of Brazilian grades, 1,767,562 bags, against 2,483,831 bags at the same time last year. No change in mild coffees. Good Cucutas, 13 $\frac{1}{4}$ c.

Granulated sugar, 430c. Withdrawals under previous contract are light and very little call has existed through the week, and neither buyer nor seller seems to take much interest in the situation.

Some little improvement is shown in the call for teas. India-Ceylons are meeting rather better sale, although individually the orders sent in are for pretty small lots. The call for rice continues of minimum proportions and no immediate change is looked for. Good to prime domestic, 5 $\frac{1}{4}$ @5 $\frac{3}{4}$ c.

Spices are doing well and the general situation favors the buyer. While grinders seem to have rather limited supplies, they are not purchasing ahead of current requirements. Singapore black pepper, 11 $\frac{1}{4}$ @11 $\frac{1}{2}$ c.

The warm weather has been very unfavorable for the molasses trade. New crop is beginning to arrive and within a fortnight the supply will be quite ample. Quotations are unchanged. Syrups are dull.

An apparent break has come to the 70c tomatoes. The weather has been too warm for active trade and the packers have made offerings at 67 $\frac{1}{2}$ c. f. o. b. Baltimore. True, the quantity has not been very large and the majority of packers have faith in the future, but the outlook, to a layman, is not such as to encourage 75@80c goods right away. Corn is dull, but holders are firm and are unwilling to make concession. Peas are well sustained and are meeting with the usual demand. No change whatever in other lines.

Top grades of butter apparently reached the high mark and for a day or so the market has been called dull. Extra creamery, 34@35c; firsts, 28@32c; held stock, 30@32c; process, 25@26 $\frac{1}{2}$ c; imitation creamery, (24@25c; factory, 22@23c.

Cheese is firm. We have a liberal supply of Wisconsin "da'sies" which is working out at 16@16 $\frac{1}{2}$ c; best N. Y. State, 16 $\frac{1}{2}$ @16 $\frac{3}{4}$.

Best quality of eggs are in light receipt and the market is well held at around 40c for white Western, although higher prices have been named.

Very soon winter will be howling around the corners, and seeking entrance at every slight opening, intentional or unintentional in the store building. You may have trade in spite of an uncomfortable room, but you will have more if there is a genial atmosphere inside. In these days of determined crusades against vitiated air we are in danger of overdoing matters. It is not essential to health that we freeze to death while attempting to keep cool. Neither is it necessary to have a mid-summer temperature in order to avoid taking cold. The latter is likely to be more productive than preventive of what we are trying to avoid. Try to strike the happy mean, both for the sake of your employes, who must be in the store all day, and for the comfort of your customers. Ventilation is something upon which there are more diversities of opinion than anything else except politics, but you can

regulate temperature and ventilation. Keep your store force comfortable. Do not allow them to shiver because some one comes blustering in from the zero weather outside, wrapped in heavy clothing, and declares the moment she gets inside that the store is too hot. If she took off her furs and stayed awhile as the clerks have to do she might change her opinion. Go by the thermometer, and be fair to all concerned. Of course you will not please everybody—do not expect that, but control the temperature by what is right and not by what growlers and kickers suggest. Remember, you are not going to get efficiency out of a force of assistants shivering with the cold, no matter what an occasional customer may have to register in the way of complaint.

Some of the Medical Properties of Buttermilk.

Medical men are so freely recommending buttermilk for indigestion and various forms of stomach disorder that it is evident that they are coming back to the simplicity of our grandparents. As a remedial agent buttermilk is undoubtedly very valuable. It is a cooling and refreshing summer drink, and the lactic acid which it contains has the faculty of attacking and dissolving earthy deposits in the blood vessels. It is therefore peculiarly suitable for gouty, rheumatic or obese subjects for it prevents the clogging of the veins and arteries and eliminates deposits of calcareous matter around the joints. It is well known that it is the stiffening and narrowing of the blood vessels which brings on senile decay. If buttermilk is drunk freely as a beverage, such degeneration may be postponed for many years. Buttermilk has also a stimulating effect upon the liver, skin and kidneys.

Buttermilk is very nutritious, and the casein of the milk exists in a finely coagulated form, a more easily digested state than when in coarse curd. It is largely advocated in Germany for cases of feeble digestion, because, unlike fresh milk, which readily curdles in the stomach, forming large, firm lumps, sometimes very difficult of digestion, the casein of buttermilk is already curdled, but finely divided. Dr. Hutchinson in his "Food and Principles of Dietetics," says: "Its nutritive value is considerable, an ordinary glassful yielding about as much nourishment as two ounces of bread. It is as a cheap source of proteid, however, that buttermilk is chiefly deserving of notice. In respect to this constituent it is not one whit inferior to ordinary milk." Buttermilk, both for internal and external use, was widely advocated by our grandmothers. It was supposed to act internally by cleaning the system of impurities, and as a cosmetic by removing sunburn, tan and summer freckles, and making the skin white and smooth. Whether or not it combines all these marvelous qualities, it is certainly perfectly harmless in its effects and beneficent in its action.

Out for the Dough.

Maud—Jack ought to suit you; he has dark hair and dark eyes.

Ethel—Yes, but unfortunately he has a light pocketbook.

Fine Calendars



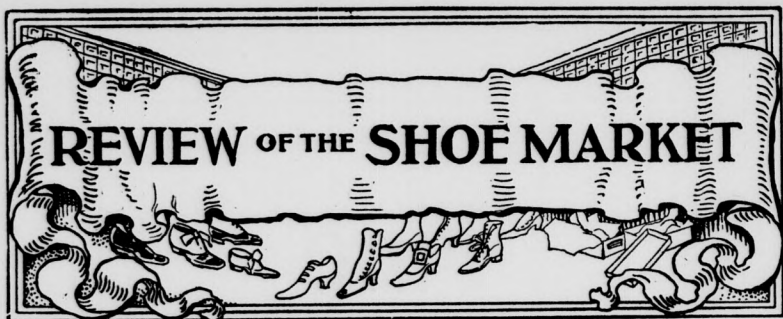
NOTHING can ever be so popular with your customers for the reason that nothing else is so useful. No good housekeeper ever has too many, and they are a constant reminder of the generosity and thoughtfulness of the giver.

We manufacture everything in the calendar line at prices consistent with first-class quality and workmanship.

Tell us what kind you want and we will send you samples and prices.

Tradesman Company

Grand Rapids
Michigan



Juvenile Footwear.

Written for the Tradesman.

The juvenile footwear is getting to be big business.

Alert dealers—heads of children's shoe departments in the big city department stores and exclusive shoe shops—are going after this class of business with commendable zeal.

They have come to realize that it is worth getting.

Therefore the window trimmer is instructed to trim with children's fall footwear styles, and the advertising man is given to understand that shoes for little feet must be featured along with other offerings of the shoe department.

A visit to one of the bargain basements of the city store on days when special bargains in the way of juvenile footwear have been exploited through the papers will prove a veritable eye-opener to the doubting Thomas who may have been leading around the idea that there's nothing in handling shoes for the kiddies.

Take it from me, neighbor, there is money in children's footwear lines—provided, of course, the goods are marked right. It's one thing to buy juvenile footwear, and quite another thing to mark it. There's where a lot of retail shoe dealers throughout the country are breaking down. They lose their punch when it comes to marking.

I know an exclusive shop where they'll hand you out a pair of patent or dull lace boots for a little girl or boy that'll fairly make your eyes bulge with approval, so nifty are they in style, so good in material, workmanship and finish. Turn the right shoe bottom uppermost and you'll see the blue-bordered price sticker on the shank. It's apt to be anything from \$3.50 up. And it's far more likely to be \$4 or more than less than four bones. Good markers, eh? They sure are—and what is more, they get by with it. Their trade demands high grade stuff. They supply the demand—and they're not doing it for the sheer love of selling juvenile footwear; it is a theory with them that the shoe dealer is entitled to a profit on all lines, not excepting shoes for little people.

And they are right.

Altogether to many shoe dealers get an acute case of chilled pedal extremities when they come to fixing the asking price. They seemed to be afraid to allow themselves a decent profit—so afraid the customer will buck and hike over to their competitor. Well, if they hike let 'em hike; and if your competitor wants to cut down the profit-margin to a whis-

per and do business just for the alleged fun of it, when the cost of doing business is growing higher day by day, let him persist until he discovers the error of his way and repents. In the meantime you'll be selling juvenile footwear—if you've got the stylish, dependable sort—and you'll be getting a profit on such footwear as you sell.

As a matter of fact the dealers who are asking and getting a fair price for their children's shoes are the ones who are also getting credit for carrying the stylish, better grade type of children's shoes. Popular-priced juvenile footwear is not looked upon with favor by people who are able to provide their children with the better values. They are seen to possess less actual style. They are known to be less comfortable to little feet, simply because they cannot possibly possess the fitting qualities of the higher grade shoe. And they are, of course, less durable. Cheap workmanship on cheap materials must inevitably produce a cheap shoe—and cheap and shoddy shoes don't last lusty little people long.

The shoe dealer who has an imagination as big as a grain of mustard seed should certainly be able to see splendid selling possibilities in juvenile footwear lines.

Enlarge upon the care which the manufacturers of children's shoes are devoting to their work. Tell them of the pains that are taken to produce a good fitting shoe—one that will not punish little feet and cause the beginning in youth of serious foot-troubles. Explain to them what a delicate, complicated piece of work the foot is; how sensitive; how easily injured it is by a hard, unyielding toe or counter, by a flabby, spongy shank that does not properly support the arch; make them to understand the false economy of buying a crude, ill made, poorly fitting shoe—one that may be the direct cause of some serious foot trouble that no subsequent treatment can cure.

Let them know that you have given much care to the selection of your juvenile footwear lines, and that in all your selections you have had constantly in mind the health and comfort of the little feet for which the shoes were built.

Tell them that you have not only selected your stock with care, but that you have instructed your salespeople to fit with care. Play up this element of your service, and play it up strong. And then honestly strive to make your fitting room service as good as your claims. Parents who know anything about the construction



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.



Here Is a Shoe

That has the water turning power of the old fashioned kip boot combined with the foot comfort of modern shoe construction, our Stock No. 292½. A trifle more money perhaps but—

RINDGE, KALMBACH, LOGIE CO.
Grand Rapids, Mich.

of the human foot feel a whole lot safer if they know their little one's feet are being fitted by an intelligent, conscientious salesperson who is taking time to do the work properly.

And the sheer stylefulness inherent in juvenile footwear of the better sort! Never was there anything like it. Time was, you know, when almost anything in leather that would hold together was thought to be good enough for little people. Happily, the time has come when quality is demanded in juvenile footwear quite as much as in men's and women's shoes. Juvenile footwear modes parallel adult modes in footwear. And the workmanship upon these little shoes is a source of delight to anybody who can appreciate good shoemaking when he sees it. In style, fit, finish—in all of the many elements that go to determine real footwear excellence—many of the lines of juvenile footwear now available to the trade are not one whit behind adult lines.

When all these things are considered, is it any wonder that alert shoe dealers are beginning to see big possibilities in juvenile footwear? I think not.

They are glad to begin early with the little fellows. Glad to have their parents bring them in to have their little feet properly shod. Glad to take time to ensure a perfect fit, and create a favorable impression in the parent's mind. Glad to put into their campaigning for the children's trade the time, thought and attention necessary to make it a real feature of their business as shoe retailers. And the reason they are glad to go to all this trouble is—it pays.

Cid McKay.

Kind of Clerk the Customer Prefers.

I like to be served by the sort of a clerk who is willing to meet me on common ground—neither too indifferent nor too insistent, a clerk who can sometimes get on the other side of the counter and put himself in my place.

I like to be greeted as though the clerk was glad to see me—not too familiar, of course, but as though my patronage was desired.

Deliver me from the talkative individual who talks about everything but what I want to purchase. Deliver me from the solemn individual who hardly condescends to talk to customers.

I like the kind of clerks who do not stare.

I like the kind of clerks who do not talk among themselves about my purchases, as I turn to go out.

When I want to make several purchases at the same store, I like to give the order at one time and get the things in one package, if possible. Spare me from the "can't remember" kind who go and fetch after each item I name.

I like to see healthy, happy, fresh-looking clerks.

The store which has sickly, unhappy and tired clerks does not attract my trade.

I like to see clerks get along pleasantly together, rather than act like cats and dogs. Surely the spirit of

co-operation creates a better feeling and gives a store an inviting atmosphere.

I like to have a clerk give me a receipt, for I know that it means equal protection for the clerk and the proprietor as well as myself.

I like to be waited upon by clerks whom I can depend upon, who will tell me whatever I should know about the things I purchase.

I like a clerk who knows where articles are located.

I like a clerk who never attempts to substitute some brand or article for the brand or thing for which I ask.

I like a clerk who is loyal to his store, who is enthusiastic over its wares, who has the interests of his employer at heart.

The ideal clerk is the one who has these good qualities—and more.

A Boy's Day After.

Got so muchy much.

Guess it was goose.

Tasted like a pillow.

Pa said—!

Ma said she'd done the best she could.

Ma licked me for what pa said, and

pa licked me for what ma said.

Cranberry sauce, but some Cape Cod sand got mixed in. Pa said it was the pure quill.

Ma asked what a poor woman could do without cotton seed oil.

Licked again.

No snow—no sled—no fights.

Mince pie. Pa tasted it and said it wasn't healthy to eat leather scraps.

Ma cried and said she didn't care to live any longer.

I told her she'd die fast 'nuff if she ate the pie.

Some one got licked, and it was neither pa nor ma.

Ice cream for dessert—brick ice cream.

Dad said he hadn't planned to become a brickyard yet.

Ma cried and wanted to be an angel right away.

Dad and I winked at each other, and then.

S'more licking.

Give me liberty or death and you can have Thanksgiving.

The Day of Thanksgiving.

Thanksgiving Day is the one National festival which turns on home life. It is not a day of ecclesiastical saints. It is not a National anniversary. It is not a day of celebrating a religious event. It is a day of nature. It is a day of Thanksgiving for the year's history. And it must pivot on the household. A typical Thanksgiving dinner represents everything that has grown in all the summer, fit to make glad the heart of man. It is not a riotous feast. It is a table piled high, among the group of rollicking young and the sober joy of the old, with the treasures of the growing

year, accepted with rejoicings and interchange of many festivities as a token of gratitude to Almighty God.

Remember God's bounty in the year. String the pearls of His favor. Hide the dark parts, except so far as they are breaking out in light! Give this one day to thanks, to joy, to gratitude. Henry Ward Beecher.

The Richest.

That country is the richest which nourishes the greatest number of noble and happy human beings; that man is the richest who, having perfected the functions of his own life to the utmost, has also the widest helpful influence, both personal and by means of his possessions, over the lives of others. John Ruskin.

You'll Need a Lot of Bear Brand Rubbers

That stock in the basement is dwindling and many sizes are broken. When the next storm comes there is going to be something doing. The

Wales Goodyear Bear Brand Rubbers

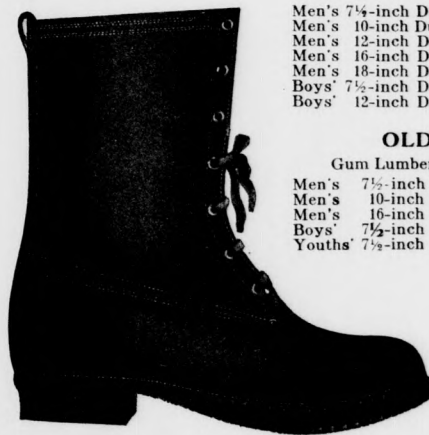
always leaders, are better this year. You are going to have a lot more people after the BEAR BRAND quality than you expected. The sales you lose by running short of sizes will pay the freight many times over. Send us that order now.

HEROLD-BERTSCH SHOE CO. :: Grand Rapids, Mich.

Get Hood's Leather Top Lumberman's Combination At Headquarters

The Tops are made of very tuff Dull Horse Butts.

The Hood Tuff Soo Over is extra strong with rolled edge and heel.



HOOD BRAND—Like Cut

Men's 7½-inch Dull Horse Top, 6-13.....	\$2.15
Men's 10-inch Dull Horse Top, 6-13.....	2.40
Men's 12-inch Dull Horse Top, 6-13.....	2.50
Men's 16-inch Dull Horse Top, 6-13.....	3.00
Men's 18-inch Dull Horse Top, 6-13.....	3.20
Boys' 7½-inch Dull Horse Top, 3-6.....	1.75
Boys' 12-inch Dull Horse Top, 3-6.....	2.10

OLD COLONY BRAND

Gum Lumberman's Over. Heel and Plain Edge

Men's 7½-inch Dull Horse Top, 6-12.....	\$1.80
Men's 10-inch Dull Horse Top, 6-12.....	2.10
Men's 16-inch Dull Horse Top, 6-12.....	2.65
Boys' 7½-inch Dull Horse Top, 3-6.....	1.45
Youths' 7½-inch Dull Horse Top, 9-2.....	1.25

All subject to our special prompt payment 5% discount in 30 days.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Mayer
**HONORBILT
SHOES**

Well known
among con-
sumers. The
line that's easy
to sell.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The D'Arcy Spring Works, of Kalamazoo, has completed a factory addition and is planning on further additions.

The Lansing branch of the Owosso Sugar Co. paid farmers close to \$222,500 for beets in October. The plant is running at full capacity, with 350 men employed.

The plan of establishing a guarantee fund for the purpose of securing new industries is being considered by the Flint Chamber of Commerce. The method followed by Williamsport, Pa., is being studied. It is stated that the Williamsport fund, originally established at \$200,000, has been increased to \$500,000 and that many industries have been financed without suffering a single loss.

The Eaton Rapids woolen mills have placed an order for 50,000 pounds of Australian wool to be shipped from England as soon as the free trade act takes effect.

A cloak factory started operations at Manistee, employing ten girls.

Toledo's new slogan, "You will do Better in Toledo," is very similar to the one adopted in the breakfast food town, "Better Yourself in Battle Creek."

Saginaw's chief of police is urging a larger force. Total arrests for year at Saginaw were 1,572, with drunkenness as the big leader in the complaints.

F. J. Tappan, the shoe manufacturer, will build a fireproof factory, 50 x 200 feet, at Holland, with Grand Rapids as a distributing point. He states that he chose Holland without a bonus in preference to many towns offering from \$5,000 to \$15,000 bonus because of its favorable location, excellent shipping facilities by water and rail, and superior labor conditions.

The Copper Country Commercial Club is seeking to co-operate with towns in that district in encouraging the establishing of new and successful industries. Concessions in the way of taxes, licenses, water rates, etc., will be granted with a view to building up the manufacturing interests of the copper region.

Petoskey is asking the Grand Rapids & Indiana Railway for an improvement in passenger train service.

Coopersville and Grand Rapids interests are being better served by the Muskegon interurban through putting on a new train, known as the "Coopersville local."

Burning the leaves in the fall is a common waste practiced in Michigan cities. The Rural New Yorker says: "Don't burn the leaves. Most of the food the trees have taken from your soil this year is in those leaves. Pile them up in a pit in layers, first dirt, then leaves, wetting down as you go. It will take two years for leaves to rot, but they are worth it, and the rotted soil is just the thing for the melon hills, all potted plants and places where you need good leaf mold."

Lake Odessa is in line with towns which will put on Chautauquas this

coming year, fifty business men having guaranteed to finance the undertaking.

Spielmann Bros. will install a salting station at Fennville the coming year.

The Charlotte Commercial Club is promoting a corn and apple show, to be held in that city the week opening Dec. 15.

A Grand Rapids manufacturing concern is buying woods products for delivery at Hesperia, to be shipped here on the new Grand Rapids & Northwestern Railroad in the fall. It is promised that the road will be completed next August.

St. Joseph has sold its \$50,000 issue of public park bonds at par, plus accrued interest of \$1,135.

The Upper Peninsula Development Bureau will hold its annual meeting in Escanaba Feb. 3.

The superintendent of the public schools of Portland, after studying the boys whose school work is be-

low the average, says that in nearly every case they are users of tobacco. An anti-tobacco society has been formed among the students.

Business men of Union City have organized for the purpose of enlarging the city's trading territory and to do proper advertising.

The Berrien County Road Commission met at St. Joseph and awarded contracts for building eighteen miles of good roads. The county will build twenty-seven miles of improved highways during the coming year.

The city of Mason now has an all day electric light service.

Each one of the ward schools of Escanaba will have playgrounds through the efforts of the local chapter of Daughters of the American Revolution.

A private system of police telephones is being installed at Ludington.

Petitions have been freely signed at Fremont and White Cloud asking

the Pere Marquette Railroad to allow the use of its afternoon freight trains for passenger service between the two cities.

Charlotte has a population of 5,400, according to the new city directory.

The Flint Varnish works has increased its capital to one million dollars. Business with this concern has doubled within the past few months.

Battle Creek is estimated at 31,000 population in the directory just issued.

Almond Griffen.



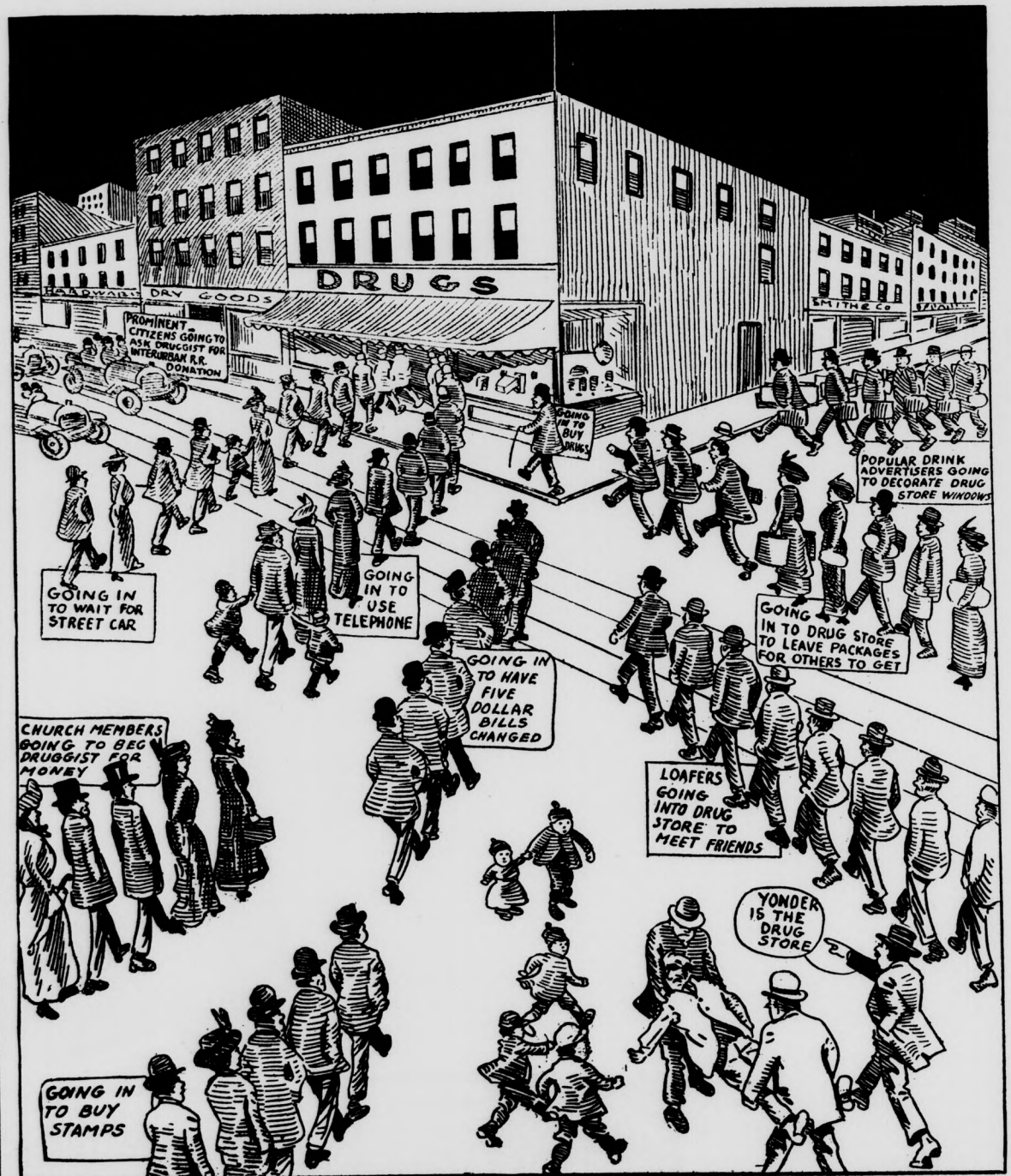
Up-To-Now Grocers
Sell Up-to-the-Minute
Delicacies

Mapleine

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

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

Crescent Mfg. Co., Seattle, Wash.



THE DRUG STORE AS THE CARTOONIST SEES IT

Getting Good Food and Keeping It Good.

The real reason for the increased cost of living is this: that the population of the United States is increasing faster than the food production. We used to waste food recklessly, extravagantly. We don't dare waste any more. And it is the business of the Government to show the people of the country how they can avoid waste.

The greatest waste, possibly, is in the spoiling of food that could be saved through proper refrigeration. Hundreds of millions of dollars are lost every year because foods are not properly kept. What the Department of Agriculture aims to do is to investigate exactly why these foods are spoiled, determine how they can be saved, and then educate the country.

This is the proposition. Food production is scattered. Our best apples come from Michigan. Our citrus fruit comes from California and Florida. Our poultry, butter, eggs, all the dairy products, in fact, come from the Mississippi Valley. To New York, Philadelphia and Boston this means a haul of a thousand miles for the latter, and of four and five thousand for the former foods.

Now, in order that these be in good condition when they reach the consumer, these foods must be thoroughly refrigerated. They have to be kept cool from the time they leave the farm until the time they get to the consumer's table.

Every woman in the country who keeps house knows that she has to have some sort of a refrigerator if she wants to have her food kept in good condition during the hot weather. She wouldn't try to keep a modern house without it. And that's just what the Government of the United States is trying to do, to keep modern house all over the country. The following creed has been adopted by the Government commissary in its plan of campaign:

Don't let fruits and vegetables rot in the ground. Use every facility at your command to preserve them.

Don't let perishable products remain in temperatures that will ruin them.

Learn the proper methods of killing fowl, of keeping eggs, of handling butter.

Don't let perishable food products stand on switches. Provide food expresses with refrigeration facilities. Establish refrigeration plants along the right-of-way just as you have established grain elevators. Northwestern Canada has them already. Why not the United States?

Study the problem of food transportation according to zones, as you have studied the problems of passenger transportation.

Don't waste food at the expense of the producer. You will have to pay the cost ultimately, if you do. Provide real storage facilities, not the pseudo ones that have brought the name into disrepute.

Don't be afraid of the term cold storage. Your fear of chilled foods

has increased the cost of living. proper cold storage will improve the foods and decrease the cost. Learn to use properly chilled foods where they are cheaper than fresh products, if you would save household expenses.

Learn to eat fish. There is plenty of fish, not only in the sea, but in the market. The two coasts and the inland lakes keep the fish supply of the United States illimitable. The inland American dislike of fish is due to a fear of it. Correct refrigeration will remove this fear, and in time the dislike. With the increasing cost of meats, America will have to learn to eat fish.

Learn to use your household refrigeration to your own advantage. Keep your ice boxes clean.

Learn to discriminate the difference between properly and improperly refrigerated foods.

It is a fact that the poor of the cities have to take just about what the country may send them in the way of food. The bigger the city, the poorer the food. Our business in the Government service is to do all we can for the protection of people who can't protect themselves. It isn't the discriminating purchaser of lobster palace luxuries that the Government is looking after in the long run. It is the woman who goes out with a market basket trying to find what she can get for her children on the pittance she has to spend. It is for her and for them that we're working.

If a woman who is inspired by such ideals as these thinks that she can keep her personality out of her work she is doomed to disappointment. And a word must be said in explanation of a woman who is chief of a government laboratory of food research and leader of a movement for the better feeding of hundreds of thousands of children of a city's poverty.

Mary E. Pennington.

The King of Festivals.

The king and high priest of all festivals was the autumn Thanksgiving. When the apples were all gathered and the cider was all made and the yellow pumpkins were rolled in from many a hill in billows of gold, and the corn was husked, and the labors of the season were done, and the warm, late days of Indian summer came in, dreamy and calm, and still, with just enough frost to crisp the ground of a morning, but with warm traces of benignant, sunny hours at noon, there came over the community a sort of genial repose of spirit—a sense of something accomplished, and of a new golden mark made in advance—and the deacon began to say to the minister, of a Sunday, "I suppose it's about time for the Thanksgiving proclamation."

Harriet Beecher Stowe.

Too Swift.

"Do any of the good things you hope for come to pass?"

"They all come to pass; but they come and pass so doggoned swift I can't grab 'em."



Explain the Many Uses of BORAX & win your Customer's Everlasting Gratitude

Tell the housewife of its many uses in the Kitchen, in the Laundry, in the Nursery, in the Sick Room, and for the Bath.

Or better still, place a package of

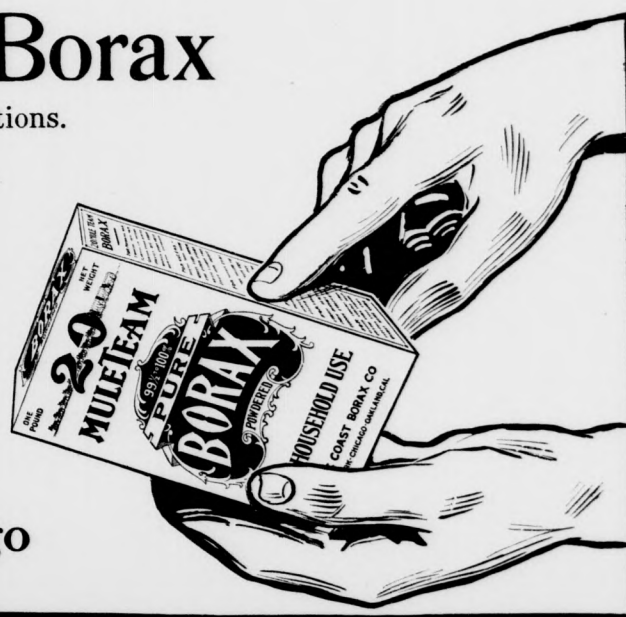
20 Mule Team Borax

right in her hands and let her read the directions.

It will require but a minute or two of your time, and it will be well worth it. For Borax is a "repeater" that shows a worth-while margin of profit.

Try the plan we suggest on the next five customers that enter your store. See if three out of the five don't buy, and keep right on buying.

See if you don't win their everlasting gratitude by calling their attention to this almost indispensable antiseptic cleanser. Try it now, to-day.



PACIFIC COAST BORAX CO., Chicago



Grand Council of Michigan U. C. T.

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

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Secretary and Treasurer—Wm. J. Devreaux, Port Huron.
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Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 24—From all indications they are afraid the walls will bulge at Herald hall next Saturday night, when that Hard Times party is pulled off. Judging by the talk we hear on every hand and the hustle and bustle among the ladies getting their toggery ready, about every U. C. T. man and his family is going to attend. We hope you will. There are a lot of real live wires whose faces we have not seen at the parties thus far this season whom we would very much like to see there. George Clark and his band of braves have something up their sleeves, as usual, in the way of refreshments, which you will be sorry if you miss. Tuller's orchestra will be there with the xylophone and the committee will extend to you the glad hand. Don't say you don't know anybody. We will have you acquainted with every gentleman and lady whom you wish to meet. And a jolly good bunch they are, too. Don't tell us you haven't anything to wear. You know you have a whole stock of appropriate suits hanging up in that wardrobe. Dig them up, come to the party and enjoy yourself. Admission 50 cents per couple. Prizes given.

Women—a being to run away from or with, as the case may be. Elbertus Hubbard.

Twelve Grand Rapids U. C. T. ladies met last week with Mrs. Pete Anderson and organized themselves into a five hundred club to meet once every two weeks. The first meeting was held last Friday afternoon at the home of Mrs. Eugene Scott. Mrs. Hall won first prize and Mrs. Anderson the consolation. The charter members are Mrs. Pete Anderson, Mrs. Ferry F. Hanifin, Mrs. Ira F. Gordon, Mrs. F. E. Scott, Mrs. R. A. Waite, Mrs. H. D. Hydorn, Mrs. A. F. Rockwell, Mrs. R. J. Ellwanger, Mrs. Harry F. McIntyre and Mrs. Hall. Refreshments were served and the ladies had a most enjoyable time. The next meeting will be held Dec. 4, at the home of Mrs. Ferry F. Hanifin.

Gavil Gassel cannot understand why they call a rich man shop lifter a kleptomaniac, a poor man who takes a pound of meat to his hungry children a thief and a politician who appropriates to his own exchequer a few thousand acres of forests and a couple of railroads a grafter.

We don't know what brand of tobacco Homer Bradfield uses, but if our readers are interested we refer them to Eugene Scott.

If the Tradesman were published daily and the youngest child now living should begin at once to learn through its columns one instructive fact each day about Grand Rapids, expatiating from its points of excellence, he would die of old age before he had comprehended the introduction.

Brother Goldstein's idea of starting in on a weekly campaign of education is a capital one. We only wish we had thought of it ourselves, but he beat us to it and we won't steal his thunder. We think, however, he has a gigantic job on his hands if he tells us in one item all the big and good things about the city where life is worth living.

Which leads us to remark: Blow for a good town, but blow your own first.

Come to the Hard Times dancing party, Nov. 29. Admission three dollars per dozen.

Past Senior Counselor, Norman Riste, of Battle Creek Council, No. 253, was in Grand Rapids last Saturday attending the annual banquet of the salesmen of the National Biscuit Co., held at the Association of Commerce rooms.

Richards says he may be collecting seat checks, but he hasn't rind enough to try to cheat the orchestra leader out of his job by trying to keep time chewing gum.

From every hamlet in Michigan there congregated at Grand Rapids last week the implement dealers of the State for their tenth annual convention. They were joined by the wholesale implement salesmen, jobbers and manufacturers and a most enjoyable affair it was. An elaborate banquet was given Wednesday night by the Grand Rapids wholesalers, hotels and other business houses. The programme of the evening was prepared by E. A. Stowe and the high class of speaking and entertainment which he selected attest, in no uncertain words, his ability to perform this function. Three speakers were selected—Rev. A. W. Wishart, Hon. C. L. Glasgow and Hon. Horatio Earle. Geo. C. Whitworth—than whom there is no better in the city—if, indeed, in the State—officiated as toastmaster. J. Francis Campbell, accompanied by Miss Ethel Moul, furnished the music.

H. J. Shellman is at the University Hospital at Ann Arbor, where he has gone for an operation on his nose.

There was a meeting of the Grand Council committee at the Association of Commerce rooms last Saturday. All matters of business were closed up, bills paid and a final report will be rendered to the Council at their regular meeting in December.

There was some flow of oratory at the Boosters committee meeting last Saturday afternoon. It is reported that W. S. Lawton was on his feet

three times and never jingled once. Secretary H. D. Hydorn was present.

John D. Martin reports that the fees for the Bagmen of Bagdad are not coming in very rapidly and wishes to announce that it is necessary before institution permit can be procured that the money be sent in at once. You need not make checks payable until Jan. 1, if you don't wish to, but the necessary amount must be paid or pledged if you wish to get in under the special dispensation.

The landlord down at Petersburg says he puts up a roller towel every morning. From the looks of it, we best it is the same one each day. We suggest that he try washing it.

Those who went to see Youth at the Columbia last week got as much enjoyment at watching "Hub" Baker laugh as at watching the show. He occupied the upper box and that play sure did get his goat.

A meeting of the Grand Executive Council will be held some time in December to fill the vacancy caused by the death of Grand Treasurer Henry E. Perry.

If we had the slightest disposition to be envious, we would certainly be bottle green after reading the account of fourteen new members being initiated into Cadillac Council No. 143 at their last meeting. Whew! and they are so close after us in membership anyway. But here's the glad hand, brothers, with our heartiest congratulations. We doff our hats to men who do things.

Ferry F. Hanifin and wife will eat Thanksgiving turkey with Mr. Hanifin's brother in Owosso.

Art Borden says he isn't going to have any turkey unless he can run over one in the road.

A. E. Atwood, 35 LaBelle avenue, S. E., who has been suffering with appendicitis, is recovering.

Report is current that the firm of Richards, Levy & Wilcox is now doing a thriving business collecting seat checks at the Columbia theatre. This firm was first organized under the name of Richards & Levy, but business was so prosperous they found it necessary to take in a third partner, who has become so enthusiastic over the enterprise that he is invariably the last one out of the theater.

The Hotel Lawrence, at Plainwell, has changed hands and is being run in a first-class manner, we are informed.

Mr. and Mrs. Wilbur Burns will spend Thanksgiving in Chicago with Mr. Burns' brother, where a general reunion of the Burns family will be held. They will be joined there by their son and daughter, Franklin and Ella, who are students of the University of Illinois.

There will be a special meeting of the Booster's committee next Saturday afternoon at 1:30 sharp in the rooms of the Association of Commerce. Very important business.

And now comes the news from the Capital City, right where the laws are made, that the Wentworth Hotel, with 170 rooms, has but two towels and these of the roller variety—not an individual in sight. It is said that one of them is badly bent. We hope the Hotel Inspector will take notice, as possibly he would want to sweep off his own door step first—that is, if he lives in Lansing.

Mrs. Ira Van Valkenburg, who was seriously hurt last summer, is convalescing and is now able to walk around the house. Brother Van Valkenburg formerly traveled for Foster, Stevens & Co. and the Delamater Hardware Co., but now has a flourishing retail hardware store on Lake Drive.

An organized effort is on foot in Grand Rapids Council, No. 131, to muster into service some of our new recruits and thus relieve the old guards and veterans of some of the burden. To this end a list of all mem-

bers initiated since last March has been given to the Booster's committee by the Secretary and they may expect to have their names mentioned on committees in the near future.

The writer also wishes to urge all new members to send in items for the Tradesman as we are very anxious to bring you into the limelight. Tell us about yourself. It is confidential and it makes interesting reading for your friends and every member of the Council, as well as all others who are interested in you. Our phone number is Citizens 34384 and house address, 1422 Wealthy street. So phone or write at any time and your contributions will be gladly received.

We wonder if Herman Anderson, who travels up North and sells candy, doesn't know the Hart fair is over?

Last Sunday the Pere Marquette Railroad discontinued the two midday trains and hereafter will run on the winter schedule. Note this and conduct yourself accordingly.

To-morrow is the day when it is meet for us to reflect our present blessings, of which every man has many—not on our past misfortunes, of which all men have some.

Are you marching under the banner of Blue, Gold and White? If not, why not?

Kalamazoo is going to have some real up-to-date street lamps in the very near future.

M. A. Miller, with the Associated Manufacturers Co., as Michigan representative, came home Sunday to celebrate his wife's birthday.

Only three days before the Hard Times party at U. C. T. Council chambers, Herald building, Saturday night, Nov. 29.

And now we weep because there are no more assessments to write about.

If the Grand Rapids city jail should get on fire, would Blackburn?

Grand Rapids knows how.

With malice toward none and good will toward all, we beg to remain.

Allen F. Rockwell.

Chirpings From the Crickets.

Battle Creek, Nov. 24—Each and every one of the traveler correspondents of the Tradesman reported the death of Brother Henry Perry, of Cadillac Council, No. 143, Detroit, in their letters last week. This fact shows the general acquaintanceship our departed brother had and the importance which the boys paid to his death shows the high esteem and honor that all felt for him.

The "Booster," the official monthly of Council No. 143, speaks of Henry E. Perry as follows: "His life was gentle and the elements so mixed in him that all nature might stand up and say to the world: 'This was a man.'"

How far should a hotel proprietor, manager or clerk go to show his patrons that he appreciates their business and a continuance of same? This is a question that has presented itself to me more than once. To solve the question intelligently, you first run into that ever interesting topic—human nature. Some patrons of hotels expect more than others. Some hotel proprietors, managers or clerks are willing to, and do, do more than others. Local conditions are always an element in the solution. What I want to get at, without beating around the bush is, how far should the average hotel proprietor, manager or clerk go to let his average traveler guest feel his business is desired and a continuance of same is wanted? We all have our favorite hotels on our territory and often it is the man and not his house that makes it a favorite stopping place for the boys. I have

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Best Beds That Money Can Buy

known lots of travelers and I have myself left a good hotel on an afternoon to go to a hotel up or down the line just because Bill, Jim or Fred was at the desk and he always made you feel at home. I do not think a hotel should buy its trade any more than a salesman should, but there are a lot of little things said and done at a popular hotel with the boys that some of the hotels which seem to think that it is your duty to come and pay their rates, take what they give you and depart without hardly a "thank you" or a "good bye," do not do. We do not want to be carried around on a pillow, but we are like the retail merchant—we rather like to know our business is appreciated and be known more by a name than a number. Maybe we are fussy, but a fellow who likes a home and whose business makes it necessary for him to get home comforts on the road knows when he finds them and, believe me, he knows when they are absent. And often it isn't a matter of rates. No, just a case of get the money and good bye. A word of appreciation, a short sentence of good fellowship, a cheery "Good Morning" and a hearty "Good Bye," a good meal and a good bed sure are a happy combination that the best and largest hotel in the country can't beat.

Met Brother Bullen, author of Honks last week. Mr. Bullen looks well and prosperous. Lansing real estate values must be good. Continued success to you, Brother Bullen.

When are you and Brother Jim going to quit talking about those first four letters?

"Guyro," the intelligent, clever, persistent gentleman who so ably represents Calumet, was all ready to subscribe for the Tradesman this past week when he happened to think he had sent all his money home.

"Ish Ka Bible."

I'll get you yet.

A salesman who calls on purchasing agents of factories all over the country told me Michigan factories were in far better shape for business than factories in some other states. His reason for this is that so many Michigan factories are dependant upon each other and orders coming in to one help the others to keep labor employed.

Chas. R. Dye got a nice write-up in the current issue of the Booster.

Pretty hard to keep the boys of 253 out of print.

Chas. R. Foster was a Tradesman visitor early last week.

"Norm" has had his upper lip shaved. This happened before last week's Tradesman was off the press, too.

Not much coal to buy, but always a place to put the money.

Buy and eat lots of candy Thanksgiving. The candy jobbers' salesmen need the money.

Jos. B. Day, 102 West Williams street, Owosso, would make some house a dandy good salesman. He is a member of Owosso Council. Any of you fellows who know of an opening for an honest, hard worker, with selling ability and experience, drop Joe a line. He will appreciate same. So will I.

Here is hoping all you boys and your families will have a dandy good Thanksgiving. Hope you all have something to be thankful for. I know you have. Hope you all book enough business the early part of the week so that you can stick around home Thursday and feel you can put in the day with your family and friends and not have to work your head off Friday and Saturday.

Another little thought: Treat yourself to a Christmas present by subscribing for the Tradesman and when you come home the last of the week off your territory and want some helpful, light, cheery business reading, you can pick up the good old yellow cover and

Read the Tradesman.

Guy Pfander.

News Items From the Soo.

Sault Ste. Marie, Nov. 24—It has been noised around that T. F. Follis would make a good Deputy Hotel Inspector and from the information received, think that if the committee waited on Mr. Follis he could be persuaded to accept the position. He is a man who can talk from experience, having slept in most of the hotels throughout the Upper Peninsula and we are told that he has their menu cards committed to memory. We also understand that Mr. Follis seldom uses a roller towel whenever the individual towels are to be had and the boys would be sure of a square deal with Mr. Follis in this position.

The Soo football team has scored another victory, cleaning up on the Charlevoix team, who, we understand, has not been scored on this season and from the enthusiasm and support that the Soo team has been getting here, the football has reach the top notch. The score Nov. 22 was 72 to 0. The Soo team is matched for a game at Detroit on Thanksgiving day and it looks like a sure thing for the Soo from hearsay information. If they should lose it would lessen the enthusiasm of thousands of Soo backers who are now willing to put up money and time to encourage the boys and will back them to the limit.

We are pleased to learn that the LeClere House, at St. Ignace, has discarded their roller towels and the individual towels are now being used exclusively. The Knights of the Grip are doing a good work in this direction and the hotel keepers are falling in line in most instances. The traveling public is more than pleased with the efforts of the hotel keepers along these lines.

It is expected that the new wireless now in course of construction by the Canadian government will be in readiness sometime during the winter. This will put the Soo in communication with the ocean liners and boats operating on the Great Lakes. The wireless station on the Tarte Pier is to be newly equipped with a large carrying capacity, the new stations being built at Toronto, Kingston and Port Burwell. The eight powerful stations on the Great Lakes, all operating in conjunction with those at Montreal, Quebec and on the sea, the wireless system on Canadian waterways will thus be complete and second to none in range and efficiency.

The country roads are still in fairly good condition and the merchants at Pickford are still busy with their autos taking winter supplies from the Soo. The Pickford stage is still making regular schedule trips and, unless we have a change of weather soon, it will still be able to carry on operations via auto. This is good information to the Knights of the Grip who are making towns adjacent to the Soo who prefer to travel by auto rather than by horse and buggy.

Another carload of colonists from Lower Michigan arrived in the city last week en route for Edmonton, Alberta, where they expect to locate. We must give the Canadians credit for being better drummers than they are in Michigan, to induce the farmers to leave the grand old State of Michigan for the new and rough country in Northwestern Canada, where the winters are long and severe, but it goes to show that the right kind of advertising and drumming gets the business. Cloverland has been active along these lines, but we are still missing some of the farmers who are getting away from us nevertheless.

Stewart Blain, the popular bookkeeper for the Port Royal Dock Co., missed his annual deer hunt this year. This was a great disappointment to Stewart, but, on account of his best girl insisting upon attending one of the social functions, it was impossible for Stewart to make the grade. Stewart would better enjoy the long tramp through the woods.

A reward of \$25 has been offered

by the sheriff of Chippewa county for the recovery of the body of John Ross, the colored man who was drowned in the water power canal here about a month ago, but the reward has not as yet been claimed and the canal still holds its victim.

W. G. Tapert.

The Poo Bah Merchant of Wexford County.

Axin, Nov. 24—In this isolated hamlet of a quarter of a hundred inhabitants, ten miles from Cadillac, lives J. Axin Morgan. He is the postmaster, the owner of a general store and the wise man of the community.

From J. Axin Morgan the village gets its name. He was the first settler fifteen years ago. He is 38 years old. Although he has not left Wexford county for twenty years, he is known to people in every State in the Union. He gained notoriety through his ability to do fancy work better than any woman in the United States. He has letters from women in twenty-three states. After Morgan took one of the three prizes awarded by an Eastern magazine in an embroidery contest, in which 8,000 women competed, the journal published his picture. During the next month he received 253 offers of marriage by mail.

Morgan has a high pitched voice, fine hair and small hands and feet. He is of average height, but weighs only 130 pounds. He has the finest flower garden in this section of the State. He has never seen a ball game, and when he attended school he always preferred the company of girls to boys.

Morgan is an expert in the use of the sewing machine and can make shirts and dresses which look better than those made by the average seamstress. He likes to do housework and enjoys nothing more than to can fruit. He has lace curtains at the windows in his store which he made himself. He is an excellent nurse.

Only a part of Morgan's fame is due to his fancy work, however. It is not because of his accomplishments with the needle that he is regarded as supremely gifted by his neighbors, but rather to his accredited power to solve mysteries. He says he is a spiritualist and that he can communicate with persons he cannot see. These persons, he declares, give him advice and tell him what he desires to know.

Because of Morgan's gift, one man is serving a twenty year sentence in Jackson prison. This man, who was appearing in a theater in Cadillac, ran away with a 13 year old girl. Sheriff Evans asked Morgan to aid him in locating the couple. Morgan told him the girl and her abductor were in a Grand Rapids hotel, and that they were planning to go to Canada. Sheriff Evans telephoned the Grand Rapids police, who went to the hotel named by Morgan and arrested the couple. They had planned to go to Canada, they told the police.

A few weeks ago a Lake county farmer who lives twenty miles from Morgan, called the "seer" and asked him if he could locate a cow which had been lost from his farm for two days. A few days later Morgan informed the farmer that his cow was in a swamp and was near death. He located the swamp for him and the farmer rescued the cow.

Morgan has two brothers and three sisters. His parents came to Michigan from Denmark.

Walked From Otsego to Kalamazoo.

Otsego, Nov. 25—Not because he didn't have the price of car fare or was unable to ride in the best six cylinder automobile, but just because he enjoys walking in God's ethereal blue, George E. Bardeen, the Nestor of American paper makers, walked to Kalamazoo Monday. He intended to make the trip on Monday, Nov. 10, to celebrate his 63rd birthday, but owing to the inclement weather the trip was postponed. He was accom-

panied on the hike by his wife and Mrs. Geo. Gerry.

Mr. and Mrs. Bardeen have made this trip many times by rail, with horse and buggy and automobile, but never did they enjoy a trip like this. It is their hobby to walk and often go for jaunts in the country, six, eight and ten miles, so a walk to Kalamazoo doesn't look to them like it would to people who are not used to long hikes.

They went by way of Cooper, but diverged from the way many times to find a harder path, and the pedometer carried by Mr. Bardeen registered eighteen miles when they arrived at the home of Mr. and Mrs. M. H. Lane.

The party returned on the evening train, a little weary and foot sore, but declaring it a joyous journey and one long to be remembered.

The trip was devoid of many of the perplexing annoyances, such as punctures, blowouts, skipping spark plugs, leaky carburetors, etc., with which they might have had to contend had they been in limousine or other gasoline conveyance. It is stated, however, that at the top of one long hill Geo. E's "engine" knocked a little, but he retarded the spark and all was well.—Union.

Fruit Broken Into In Transit.

Traverse City, Nov. 24—I have watched with much interest your suit against the U. S. Express Co. and am glad you are going to the Supreme Court with it. I have been working along similar lines myself and have sent to the Interstate Commerce Commission a dozen letters and complaints where packages have been broken into in transit and the fruit molested. This is one of the discouraging aspects of shipping fruit to the consumer from this section. Almost every package is tampered with on the way. We succeeded in running down one case of a shipment via Adams Express which resulted in the discharge of a U. S. Express Co. employe at a transfer point, who broke into the package.

I have any number of claims for damages or loss on shipments which I have made myself this year. Your paper is one which can help the fruit grower and the general public to a great extent. The transportation problem is a serious thing to this region which is destined to be one of the large producing fruit sections in the country. Leon F. Titus.

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

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

Cheese—New fancy 16@16½c; choice 15@15½c; poor to common, 6@10c.

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

Poultry (live)—Turkeys, 20@21c; cox, 10@11c; fowls, 12@15; springs 12@15c; ducks, 15@16c.

Beans—Marrow, \$3.25; medium, \$2.25; pea, \$2.15@2.25; white kidney, \$3.50@3.75. Red kidney new, \$2.75@3.

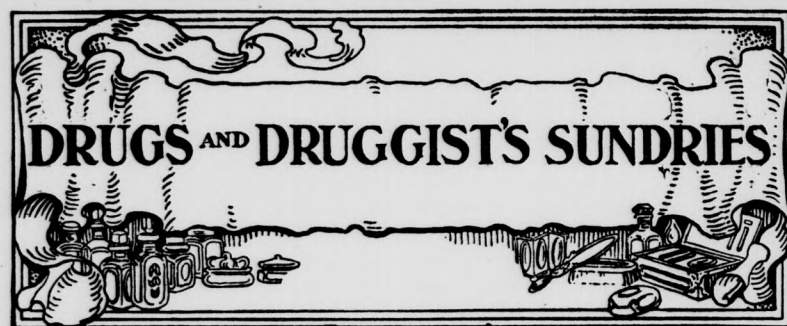
Potatoes—75@80c per bu.

Rea & Witzig.

Fairbanks Co. Cuts Out Free Deals.

Discontinuance of all free deals in the sales of its products is announced by the N. K. Fairbank Co. A communication sent out to the dealers and jobbers of the country says in part: "Deals and temporary reduced prices on all soap products have been discontinued, and henceforth our soap products will be sold only on the published prices on our price lists."

Most people reason that the condition of a man's show window is the condition of the inside of the store, and in this they are pretty apt to be right.



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

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

Michigan Pharmaceutical Travelers' Association.
President—Geo. H. Halpin, 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.

Some Things the Customer Sees.

In dealing with a subject which I believe should form an important feature of every business man's knowledge, I shall not aim, neither do I wish, to pose as a truly successful merchant. Rather do I wish to present to my fellow-druggists a few of the faults taken notice of by me while acting as purchaser instead of seller.

True we can all, as a rule, see faults in others before we discover them in ourselves. It has been my aim to try and analyze mine from the customer's viewpoint, remembering the while that many, many seeming little things to me, mean much to the customer.

Not many months ago, while in a large city where they make a boast of doing things right, myself and family visited the soda fountain of an apparently swell and prosperous drug store. We were accosted by a dirty boy with dirty hands, dirty coat, dirty apron, from behind a dirty counter. The boy's salutation, "What Do You Want?" was answered by a request for four "egg chocolates." At this point began a series of operations any one of which was sufficient to spoil a future customer.

First. Dirty shaker with dirty finger inside set up on the counter in full view, rotten egg broken in shaker, this thrown out, shaker rinsed in dirty water and new start made, chocolate urn discovered empty, chipped ice all gone; proprietor comes to the rescue, whispered consultation with the boy, steps to one side, proprietor proceeds to borrow a little ice from the ice cream packer, which he uses to complete the four glasses of slop. Did we go back?

Our next experience was at a fountain where five or six dispensers

were busy, doing what? Busy making insulting remarks about the patrons of the fountain. While sitting at this counter I saw a lady's dress ruined by the swish of a filthy towel in the hand of a careless dispenser. Also had the pleasure of watching one of the help do a balancing act worth while, said attendant getting up on the workboard with each foot about six feet from the other while he proceeded to fill the holder with some kind of mixture, this from a dirty-looking bucket and in full view of all customers.

I could recite these things by the score, observed at various fountains, until I have almost acquired a hatred for all soda fountain products. I wonder many times how many would-be customers have noticed these things and had the same experiences. No, gentlemen, my soda fountain is not a model, for I do not operate one, but I can say, and say positively, that people do notice these things. They also notice the preference shown in some stores (by the clerks, of course) between poorly and richly dressed customers. I think you will all agree with me that the proprietor never (?) shows any preference. Yet, do you or any of us ever show any displeasure when selling a postage stamp, for instance? Do you always greet the street urchins as cordially as we do the rich man's child? Do we take as much pains as we might to see that every person entering our store is made to feel welcome? Do we remember the shabby way we were treated in "Smith's" establishment and then see that the same treatment is not accorded our patrons? Do we spend enough time correcting our own faults?

Do we see that tooth brushes are not handled like shoe brushes; that candy is not handled by dirty fingers; that stationery is handled with clean hands; that where envelopes and paper are sold, that one matches and fits the other; that corks are not too small for bottles; that labels are put on neatly; that directions are written plainly; that lead pencils are sharpened if the customer wishes; that packages are wrapped securely; that where a customer has several packages we offer to wrap them all in one; that we open the door when possible? Do we blow in candy sacks or any other to open them? Do we scratch our heads, then handle gum, etc.? Do we handle cigars with fingers? Do we make remarks about customers? Do we handle soda glasses by the rim? Do we keep flies? Do we keep cuspidors near the fountain? Do we argue on any subject

in the store? Do we make a refund as cheerfully as we make a sale? Do we?
James Gallary.

Early Christmas Shoppers.

A druggist in an Eastern town of about 15,000 population always gets busy about the first of November on behalf of early Christmas shoppers. He clears a space in the center of the store and puts together four show cases in the form of a hollow square.

These cases are cleaned thoroughly, the glass is polished, and the wood-work is gone over. Then the druggist combs the store for articles that will do duty as Christmas presents. Toilet articles, playing cards, atomizers, perfumery, manicure sets, military brushes, shaving sets, all articles that look like Christmas presents, are assembled.

Then some extra goods are gotten in. He specializes on fine china and cut glass. This is good stuff. It never gets tarnished, and will sell at any time during the year for wedding presents and the like. China and cut glass are always useful for birthday gifts, or prizes at card parties. The only drawback lies in the breakage, but careful handling will reduce this to a minimum. The druggist always adds a few articles in sterling silver, photograph frames, brushes, and such things. This stuff is always staple. He is now ready for early shoppers.

FOR EARLY SHOPPERS DO YOUR SELECTING EARLY GET THE FIRST PICK

Such are the placards that he places over his Christmas display. He has a few Christmas bells hanging around, and other Christmas decorations, but not too many, for he makes a more elaborate display on Christmas decorations later, when the season is in full blast. He puts no candy or cigars in this Christmas assortment. It is too early for these goods. He makes a display of them later.

Now this man picks up quite a lot of early Christmas business. There are a great many people who like to do their shopping early. Everybody vows that he is going to do it, and seeing such a display reminds them of their tribulations last year, when shopping was put off until the last moment. The little assortment in the center of the store runs itself. It gives no trouble. As stock is picked over other articles are added. The stock is kept looking fresh.

In a town like this, where the department stores are not large the druggist gets his share of Christmas business, and rather does more than hold his own with outside competition. The proposition will work anywhere. It catches people who come into the store for other goods, and brings money to the store that might go elsewhere. It is surprising how many

articles in the regular stock will do duty as Christmas presents when assembled in this fashion.

At any rate, a display of this kind can do no harm, and may bring to the store considerable extra business from early Christmas shoppers.

Loosening Jammed Stoppers.

1. Hold the bottle or decanter firmly in the hand or between the knees, and gently tap the stopper on alternate sides, using for the purpose a small piece of wood, and directing the strokes upward.

2. Plunge the neck of the vessel in hot water, taking care that the water is not hot enough to split the glass. If the stopper is still fixed, use the first method.

3. Pass a piece of lint around the neck of the bottle, which must be held fast while two persons draw the line backward and forward.

4. Warm the neck of the vessel before the fire, and when it is nearly hot, the stopper can be removed.

5. Put a few drops of oil around the stopper where it enters the glass vessel, which may then be warmed before the fire. Then apply process No. 1. If the stopper still continues immovable, repeat the above process until it gives way, which it is almost sure to do in the end.

6. Take a steel pin or needle, and run it around the top of the stopper in the angle formed by it and the bottle. Then hold the vessel in your left hand and give it a steady twist toward you with the right, and it will very soon be effectual. If this does not succeed, try process No. 5, which will be facilitated by it.

Needed a Change.

Mrs. Mason came from her city home to spend a few weeks in the country town where she had lived when a girl. One morning, while out for a walk, she met a man who in former days had been a school-mate, and stopped for a chat.

"Why, Charlie," she said, "your father must be getting well on in years."

"Yes," replied the man, "he's close on to eighty-nine."

"And does he enjoy good health?" enquired the woman.

"No," said the man, "he hasn't been right pert for some time."

"What seems to be the trouble with him?" she asked.

"Well, I dunno," was the answer, "I guess farmin' don't agree with him any more."

Mutual Joy.

"Were you glad to get back to school and see your dear teacher?"

"Well," replied the very observant boy, "I guess I was just about as glad as dear teacher was to get back and see me."

Fire Insurance for Druggists Exclusively

Quick Adjustments, Prompt Payments, Large Savings.

DRUGGISTS INDEMNITY EXCHANGE, St. Louis, Missouri.

H. W. EDDY, Attorney-in-Fact.

"Licensed by the Insurance Department in the State of Michigan."

WHOLESALE DRUG PRICE CURRENT

Acids		Cubeb		Digitalis	
Acetic	6 @ 8	Erigeron	@ 4 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 95
Carbolic	19 @ 23	Hemlock, pure	@ 1 00	Gualiac	@ 1 05
Citric	63 @ 70	Juniper Berries	@ 1 25	Gualiac Ammon.	@ 80
Muriatic	1 1/2 @ 5	Juniper Wood	40 @ 50	Iodine	@ 1 25
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/2 @ 5	Lavender Flowers	@ 4 50	Iron, clo.	@ 60
Tartaric	38 @ 45	Lavender, Garden	85 @ 1 00	Kino	@ 80
Ammonia		Lemon	5 50 @ 6 00	Myrrh	@ 1 05
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled, bbl	@ 49	Nux Vomica	@ 70
Water, 18 deg.	4 1/2 @ 8	Linseed, bld less	.53 @ 58	Opium	@ 2 00
Water, 14 deg.	3 1/2 @ 6	Linseed, raw, bbls.	@ 48	Opium Camph.	@ 65
Carbonate	13 @ 16	Linseed, raw less	52 @ 57	Opium, Deodorz'd	@ 2 25
Chloride	12 @ 15	Mustard, true	4 50 @ 6 00	Rhubarb	@ 70
Balsams		Mustard, artif'l	2 75 @ 3 00	Paints	
Copaiba	75 @ 1 00	Neatsfoot	80 @ 85	Lead, red dry	7 1/2 @ 10
Fir (Canada)	1 75 @ 2 00	Olive, pure	2 50 @ 3 50	Lead, white dry	7 1/2 @ 10
Fir (Oregon)	40 @ 50	Olive, Malaga,		Lead, white oil	7 1/2 @ 14
Peru	2 25 @ 2 50	yellow	1 60 @ 1 75	Ochre, yellow bbl.	1 @ 1 1/2
Tolu	1 00 @ 1 25	Olive, Malaga,		Ochre, yellow less	2 @ 5
Berries		green	1 50 @ 1 65	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Orange, sweet	4 75 @ 5 00	Red Venetian bbl.	1 @ 1 1/2
Fish	15 @ 20	Organum, pure	1 25 @ 1 50	Red Venet'n, less	2 @ 5
Juniper	7 @ 10	Organum, com'l	50 @ 75	Shaker, Prepared	1 40 @ 1 50
Prickley Ash	@ 50	Pennyroyal	2 25 @ 2 50	Vermillion, Eng.	90 @ 1 00
Barks		Peppermint	4 00 @ 4 25	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Rose, pure	16 00 @ 18 00	Whiting, bbl.	1 @ 1 1/2
Cassia (Salgon)	65 @ 75	Rosemary Flowers	90 @ 1 00	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Sandalwood, E. I.	6 25 @ 6 50	Insecticides	
Sassafras (pow. 30c)	@ 25	Sassafras, true	80 @ 90	Arsenic	6 @ 10
Soap Cut (powd. 25c)	15 @ 20	Sassafras, artif'l	45 @ 50	Blue Vitrol, bbl.	@ 6 1/2
Extracts		Spearment	5 50 @ 6 00	Blue Vitrol less	7 @ 10
Licorice	24 @ 28	Sperm	90 @ 1 00	Bordeaux Mix Pst	8 @ 15
Licorice powdered	25 @ 30	Tansy	5 00 @ 5 50	Hellebore, White	
Flowers		Tar, USP	30 @ 40	powdered	15 @ 20
Arnica	18 @ 25	Turpentine, bbls.	@ 53 1/2	Insect Powder	20 @ 35
Chamomile (Ger.)	25 @ 35	Turpentine, less	57 @ 62	Lead Arsenate	8 @ 16
Chamomile (Rom.)	40 @ 50	Wintergreen, true	@ 5 00	Lime & Sulphur	
Gums		Wintergreen, sweet		Solution, gal.	15 @ 25
Acacia, 1st	40 @ 50	birch	2 00 @ 2 25	Paris Green	15 1/2 @ 20
Acacia, 2nd	35 @ 40	Wintergreen, art'l	50 @ 60	Miscellaneous	
Acacia, 3d	30 @ 35	Wormseed	3 50 @ 4 00	Acetanilid	30 @ 35
Acacia, Sorts	@ 20	Wormwood	6 00 @ 6 50	Alum	3 @ 5
Acacia Powdered	35 @ 40	Potassium		Alum, powdered and	5 @ 7
Aloes (Barb. Pow)	22 @ 25	Bicarbonate	15 @ 18	Bismuth, Subni-	
Aloes (Cape Pow)	20 @ 25	Bichromate	13 @ 16	trate	2 10 @ 2 25
Aloes (Soc. Powd.)	40 @ 50	Bromide	45 @ 55	Borax xtal or	
Asafoetida	75 @ 1 00	Carbonate	12 @ 15	powdered	6 @ 12
Asafoetida, Powd.		Chlorate, xtal and		Cantharides po.	2 00 @ 2 25
Pure	@ 75	powdered	12 @ 16	Calomel	1 20 @ 1 30
U. S. P. Powd.	@ 1 00	Chlorate, granular	16 @ 20	Capsicum	20 @ 25
Camphor	55 @ 60	Cyanide	30 @ 40	Carmin	@ 3 50
Gualiac	35 @ 40	Iodide	3 20 @ 3 40	Cassia Buds	@ 40
Gualiac, Powdered	50 @ 60	Permanganate	15 @ 30	Cloves	30 @ 35
Kino	@ 40	Prussiate yellow	30 @ 35	Chalk Prepared	6 @ 8 1/2
Kino, Powdered	@ 45	Prussiate, red	50 @ 60	Chalk Precipitated	7 @ 10
Myrrh	@ 40	Sulphate	15 @ 20	Chloroform	38 @ 48
Myrrh, Powdered	@ 50	Roots		Chloral Hydrate	1 00 @ 1 15
Opium	6 80 @ 7 00	Alkanet	15 @ 20	Cocaine	4 20 @ 4 50
Opium, Powd.	8 75 @ 8 95	Blood, powdered	20 @ 25	Cocoa Butter	50 @ 60
Opium, Gran.	8 90 @ 9 10	Calamus	35 @ 40	Corks, list, less 70%	
Shellac	28 @ 35	Elecampane, pwd.	15 @ 20	Copperas, bbls.	@
Shellac, Bleached	30 @ 35	Gentian, powd.	12 @ 16	Copperas, less	2 @ 5
Tragacanth No. 1	40 @ 1 50	Ginger, African,		Copperas, Powd.	4 @ 6
Tragacanth, Pow	75 @ 85	powdered	15 @ 20	Corrosive Sublim.	1 05 @ 1 10
Turpentine	10 @ 15	Ginger, Jamaica,		Cream Tartar	30 @ 35
Leaves		powdered	22 @ 28	Cuttlebone	25 @ 35
Buchu	1 85 @ 2 00	Goldenseal, powd	6 25 @ 6 50	Dextrine	7 @ 10
Buchu, Powd.	2 00 @ 2 25	Ipecac, powd.	2 75 @ 3 00	Dover's Powder	2 00 @ 2 25
Sage, bulk	18 @ 25	Licorice	14 @ 16	Emery, all Nos.	6 @ 10
Sage, 1/2 Loose	20 @ 25	Licorice, powd.	12 @ 15	Emery, powdered	5 @ 8
Sage, Powdered	25 @ 30	Orris, powdered	25 @ 30	Epsom Salts, bbls	@ 1 1/2
Senna, Alex	45 @ 50	Poke, powdered	20 @ 25	Epsom Salts, less 2 1/2	@ 1 1/2
Senna, Tinn.	15 @ 20	Rhubarb	75 @ 1 00	Ergot	1 50 @ 1 75
Senna, Tinn, Pow.	20 @ 25	Rhubarb, powd.	75 @ 1 25	Ergot, powdered	1 80 @ 2 00
Uva Ursi	10 @ 15	Rosinweed, powd.	25 @ 30	Flake White	15 @ 15
Oils		Sarsaparilla, Hond.		Formaldehyde lb.	10 @ 15
Almonds, Bitter,		ground	@ 50	Gambier	6 @ 10
true	6 00 @ 6 50	Sarsaparilla Mexican,		Gelatine	35 @ 45
Almond, Bitter,		ground	25 @ 30	Glassware, full cases 80%	
Almonds, Sweet,		Squills	20 @ 35	Glassware, less 70 & 10%	
true	90 @ 1 00	Squills, powdered	40 @ 60	Glauber Salts bbl.	@ 1
Almond, Sweet,		Tumeric, powd.	12 @ 15	Glauber Salts less	2 @ 5
imitation	40 @ 50	Valerian, powd.	25 @ 30	Glue, brown	11 @ 15
Amber, crude	25 @ 30	Seeds		Glue, brown grd	10 @ 15
Amber, rectified	40 @ 50	Anise	15 @ 20	Glue, white	15 @ 25
Anise	2 25 @ 2 50	Anise, powdered	22 @ 25	Glue, white grd	15 @ 20
Bergamont	7 50 @ 8 00	Bird, 1s	8 @ 10	Glycerine	23 1/2 @ 30
Cajuput	75 @ 85	Canary	9 @ 12	Hops	50 @ 80
Cassia	1 50 @ 1 75	Caraway	12 @ 18	Indigo	85 @ 1 00
Castor, bbls. and		Cardamon	1 75 @ 2 00	Iodine	4 35 @ 4 60
cans	12 1/2 @ 15	Celery	30 @ 35	Iodoform	5 40 @ 5 60
Cedar Leaf	@ 85	Coriander	12 @ 18	Lead Acetate	12 @ 18
Citronella	@ 60	Dill	25 @ 30	Lycopodium	55 @ 65
Cloves	1 50 @ 1 75	Fennel	@ 30	Mace	80 @ 90
Cocoonut	20 @ 25	Flax	4 @ 8	Mace, powdered	90 @ 1 00
Cod Liver	1 25 @ 1 50	Flax, ground	4 @ 8	Menthol	5 50 @ 6 00
Cotton Seed	80 @ 1 00	Foenugreek, pow.	6 @ 10	Mercury	75 @ 85
Croton	@ 1 60	Hemp	5 @ 7	Morphine, all brd	4 55 @ 4 80
Tinctures		Lobelia	@ 50	Nux Vomica	@ 10
Aconite	@ 75	Mustard, yellow	9 @ 12	Nux Vomica pow	@ 15
Aloes	@ 65	Mustard, black	9 @ 12	Pepper, black pow	20 @ 25
Arnica	@ 60	Mustard, powd.	20 @ 25	Pepper, white	30 @ 35
Asafoetida	@ 1 00	Quince	75 @ 1 00	Pitch, Burgundy	10 @ 15
Belladonna	@ 60	Rape	6 @ 10	Quassia	10 @ 15
Benzoin	@ 90	Sabadilla	25 @ 30	Quinine, all brds	25 @ 35 1/2
Benzoin Compound	@ 90	Sabadilla, powd.	35 @ 45	Rochelle Salts	23 @ 30
Buchu	@ 1 00	Sunflower	6 @ 8	Saccharine	1 50 @ 1 75
Cantharides	@ 1 00	Worm American	15 @ 20	Salt Peter	7 1/2 @ 12
Capsicum	@ 90	Worm Levant	40 @ 50	Selditz Mixture	20 @ 25
Cardamon	@ 95	Tinctures		Soap, green	15 @ 20
Cardamon, Comp.	@ 95	Aconite	@ 75	Soap, mott castile	10 @ 15
Catechu	@ 60	Aloes	@ 65	Soap, white castile	@ 6 25
Cinchona	@ 1 05	Arnica	@ 60	case	
Colchicum	@ 60	Asafoetida	@ 1 00	Soap, white castile	@ 6 25
Cubebs	@ 1 20	Belladonna	@ 60	less, per bar	@ 68

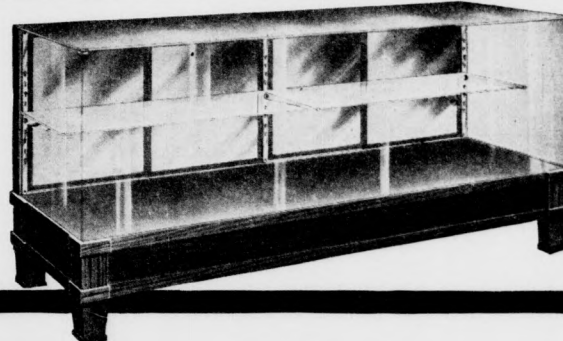


Our Home—Corner Oakes and Commerce

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

Grand Rapids.

HAZELTINE & PERKINS DRUG CO.



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

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

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
FOOTE & JENKS, Jackson, Mich.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Holland Herring
Salmon

Index to Markets

By Columns

		1	2
		AMMONIA	Beans
Ammonia	1	12 oz. ovals 2 doz. box 75	Baked 85@1 30
Axle Grease	1	AXLE GREASE	Red Kidney 85@ 95
		Frazer's	String 70@1 15
		11b. wood boxes, 4 doz. 3 00	Wax 75@1 25
		11b. tin boxes, 3 doz. 2 35	
		3 1/2 lb. tin boxes, 2 doz. 4 25	
		10 lb. pails, per doz. 6 00	
		15 lb. pails, per doz. 7 20	
		25 lb. pails, per doz. 12 00	
		BAKED BEANS	
Baked Beans	1	No. 1, per doz. 45@ 90	Standard 1 80
Bath Brick	1	No. 2, per doz. 75@1 40	Gallon 7 00
Bluing	1	No. 3, per doz. 85@1 75	
Breakfast Food	1		Little Neck, 1 lb. @ 1 00
Brooms	1		Little Neck, 2 lb. @ 1 50
Brushes	1		Clams
Butter Color	1		Clam Bouillon
		BATH BRICK	Burnham's 1/2 pt. 2 25
		English 95	Burnham's pts. 3 75
			Burnham's qts. 7 50
			Corn
			Fair 65@ 70
			Good 90@1 00
			Fancy @1 30
			French Peas
			Monbadon (Natural)
			per doz. 1 75
			Gooseberries
			No. 2, Fair 1 50
			No. 2, Fancy 2 35
			Hominy
			Standard 85
			Lobster
			1/4 lb. 1 85
			1/2 lb. 3 15
			Mackerel
			Mustard, 1 lb. 1 80
			Mustard, 2 lb. 2 80
			Soused, 1 1/2 lb. 1 60
			Soused, 2 lb. 2 75
			Tomato, 1 lb. 1 50
			Tomato, 2 lb. 2 80
			Mushrooms
			Hotels @ 15
			Buttons, 1/2 s @ 14
			Buttons, 1 s @ 25
			Oysters
			Cove, 1 lb. @ 95
			Cove, 2 lb. @1 75
			Plums
			Plums 90@1 35
			Pears in Syrup
			No. 3 cans, per doz. 1 50
			Peas
			Marrowfat 90@1 00
			Early June 1 10@1 25
			Early June sifted 1 45@1 55
			Peaches
			Pie 1 00@1 25
			No. 10 size can pie @3 25
			Pineapple
			Grated 1 75@2 10
			Sliced 95@2 60
			Pumpkin
			Fair 80
			Good 90
			Fancy 1 00
			Gallon 2 15
			Raspberries
			Standard @
			Salmon
			Warrens, 1 lb. Tall 2 30
			Warrens, 1 lb. Flat 2 40
			Red Alaska 1 40@1 45
			Med Red Alaska 1 15@1 30
			Pink Alaska @ 90
			Sardines
			Domestic 1/4 s 3 50
			Domestic 1/2 s 3 25
			Domestic, 3/4 s 2 75
			French, 1/4 s 7@14
			French 1/2 s 13@23
			Saur Kraut
			No. 3, cans 90
			No. 10, cans 2 40
			Shrimps
			Dunbar, 1st doz. 1 30
			Dunbar, 1 1/2 doz. 2 35
			Succotash
			Fair 90
			Good 1 20
			Fancy 1 25@1 40
			Strawberries
			Standard 95
			Fancy 2 25
			Tomatoes
			Good 1 05
			Fancy 1 35
			No. 10 3 25
			CARBON OILS
			Barrels
			Perfection @11
			D. S. Gasoline @18 1/2
			Gas Machine @30 1/2
			Deodor'd Nap'a @18 1/2
			Cylinder @34 1/2
			Engine @22
			Black, winter @10
			CATSUP
			Snider's pints 2 35
			Snider's 1/2 pints 1 35

3

CHEESE

Acme	@17 1/2
Bloomington	@17 1/2
Carson City	@17 1/2
Hopkins	@18
Brick	@17 1/2
Leiden	@15
Limburger	@17 1/2
Pineapple	40 @60
Edam	@85
Sap Sago	@18
Swiss, domestic	@20

CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	1 25
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.	55
Spearmint, Wrigleys	60
Spearmint, 5 box jars	3 00
Spearmint, 3 box jars	1 80
Trunk Spruce	55
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Eagle	5
Frank's	7
Scheuer's	6
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	28
Walter M. Lowney Co.	
Premium, 1/4 s	29
Premium, 1/2 s	29

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 60 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	2 85
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 00
No. 60 Sisal	85
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Hershey's, 1/4 s	30
Hershey's, 1/2 s	28
Huyler	36
Lowney, 1/4 s	33
Lowney, 1/2 s	33
Lowney, 5 lb. cans	33
Van Houten, 1/4 s	12
Van Houten, 1/2 s	18
Van Houten, 1 s	36
Van Houten, 1 s	65
Wan-Eta	36
Webb	33
Wilber, 1/2 s	33
Wilber, 1 s	22

COCOANUT

Dunham's	per lb.
1/8 s, 5 lb. case	30
1/4 s, 5 lb. case	29
1/2 s, 5 lb. case	29
1 s, 5 lb. case	28
1 s, 15 lb. case	27
1/4 s & 1/2 s 15 lb. case	28
Scalloped Gems	10
1/4 s & 1/2 s pails	16
Bulk, pails	14 1/2
Bulk, barrels	13 1/2
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
26 10c pkgs., per case	2 60
16 10c and 33 5c pkgs., per case	2 60

COFFEES ROASTED

Rio	
Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

Maracaibo

Fair	24
Choice	25
Choice	25
Fancy	26
Fancy	25
Fancy	28

Java

Private Growth	26@30
Mandling	31@35
Aukola	30@32

4

Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	24
Exchange Market, Steady	26
Spot Market, Strong	

Package

New York Basis	
Arbuckle	21 00
Lion	23 50
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicago	

Extracts

Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY

Stick Candy	Pails
Horehound	8
Standard	8
Standard, small	8 1/2
Twist, small	9
Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13

Mixed Candy

Broken	8
Cameo	12
Cut Leaf	12
Fancy	10 1/2
French Cream	10 1/2
Grocers	6 1/2
Kindergarten	11
Leader	8 1/2
Majestic	9
Monarch	8 1/2
Novelty	10
Paris Creams	10
Premio Creams	14
Royal	7 1/2
Special	8 1/2
Valley Creams	12
X L O	7

Specialties

Auto Kisses (baskets)	13
Bonnie Butter Bites	16
Butter Cream Corn	16
Candy Crackers (bskt)	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coco Macaroons	16
Confy Toffy	14
Cream Marshmallows	14
Dainty Mints 7 lb. tin	15
Empire Fudge	14
Fudge, Pineapple	13
Fudge, Walnut	13
Fudge, Filbert	13
Fudge, Choco. Peanut	12
Fudge, Honey Moon	13
Fudge, Toasted Cocoa-	
nut	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokays	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Manchus	15
Molasses Kisses, 10	
lb. box	13
Nut Butter Puffs	13
Salted Peanuts	15

Chocolates

Assorted Choc.	15
Amazon Caramels	15
Champion	12
Choc. Chips, Eureka	13
Climax	18
Eclipse, Assorted	15
Eureka Chocolates	16
Favorite	16
Ideal Chocolates	13
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	25
Nut Wafers	18
Ococo Choc. Caramels	17
Peanut Clusters	22
Pyramids	14
Quintette	16
Regina	11
Star Chocolates	13
Superior Choc. (light)	18

Pop Corn Goods

Cracker Jack	3 25
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50

Cough Drops

Putnam Mental	1 00
Smith Bros	1 25

NUTS—Whole

Almonds, Tarragona	20
Almonds, Drake	18
Almonds, California	
soft shell	
Brazils	@16
Filberts	@15
Cal. No. 1	
Walnuts soft shell	
Walnuts, Chilli	@16
Table nuts, fancy	@16
Pecans, medium	@15
Pecans, ex. large	@16
Hickory Nuts, per bu.	
Ohio	
Cocoanuts	
Chestnuts, New York	
State, per bu.	

5

Shelled

No. 1 Spanish Shelled	
Peanuts, New	9 1/2@10
Pecan Halves	@55
Walnut Halves	36@38
Filbert Meats	@30
Alicante Almonds	@50
Jordan Almonds	@60

Peanuts

Fancy H P Suns Raw	@6 1/2
Roasted	@7 1/2
H. P. Jumbo, Raw	@7 1/2
Roasted	@8 1/2

CRACKED WHEAT

Bulk	3 1/2
24 2lb. pkgs.	2 50

CRACKERS

National Biscuit Company	
Brands	
Butter	

Excelsior Butters

Excelsior Butters	8
NBC Square Butters	6 1/2
Seymour Round	6 1/2

Soda

NBC Sodas	6 1/2
Premium Sodas	7 1/2
Select Sodas	8 1/2
Saratoga Flakes	13
Saltines	13

6

Graham Crackers Red Label 10c size	1 00
Lemon Snaps	50
Oysterettes	50
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
S. S. Butter Crackers	1 50
Unedea Biscuit	50
Unedea Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00
Other Package Goods	
Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC Family Package	2 50
Soda Crackers NBC Family Package	2 50
Fruit Cake	3 00
In Special Tin Packages per doz.	
Festino	2 50
Nabisco 25c	2 50
Nabisco, 10c	1 00
In bulk, per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40
CREAM TARTAR	
Barrels or drums	33
Boxes	34
Square Cans	36
Fancy Caddies	41
DRIED FRUITS	
Apples	
Evaporated, Choice bulk	7
Evaporated, Fancy pkg.	8
Apricots	
California	13@15
Citron	
Corsican	15
Currants	
Imported 1lb. pkg.	8 1/2
Imported, bulk	8 1/4
Peaches	
Mulrs—Choice, 25lb.	9
Mulrs—Fancy, 25lb.	10
Fancy, Peeled, 25lb.	18
Peel	
Lemon, American	12 1/2
Orange, American	12 1/2
Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr. 7 1/2	
Loose Muscatels, 3 Cr. 7 1/4	
L. M. Seeded, 1 lb. 8 3/4 @ 9	
California Prunes	
90-100 25lb. boxes	@ 6 1/4
80-90 25lb. boxes	@ 6 3/4
70-80 25lb. boxes	@ 8
60-70 25lb. boxes	@ 9 1/4
50-60 25lb. boxes	@ 10 1/2
40-50 25lb. boxes	@ 11 1/2
FARINACEOUS GOODS	
Beans	
California Lima	6 1/2
Med. Hand Picked	2 25
Brown Holland	1 65
Farina	
25 1 lb packages	1 50
Bulk, per 100 lbs.	4 00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20
Hominy	
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Chester	3 00
Empire	
Peas	
Green, Wisconsin, bu.	2 00
Green, Scotch, bu.	2 00
Split, lb.	5
Sago	
East India	4 1/2
German, sacks	4 1/2
German, broken pkg.	
Tapioca	
Flake, 100 lb. sacks	4 1/2
Pearl, 100 lb. sacks	4 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75
FISHING TACKLE	
1/2 to 1 in.	6
1 1/2 to 2 in.	7
2 to 3 in.	9
3 to 4 in.	11
4 to 5 in.	15
5 to 6 in.	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	26
Large	34
Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80

7

FLAVORING EXTRACTS	
Jennings D C Brand	
Terpeneless Extract Lemon	
No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 3 F box, per doz.	1 75
No. 3 Taper, per doz.	1 75
2 oz. Flat, F M per dz.	1 50
Jennings D C Brand	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1 25
No. 4 F Box, per doz.	2 25
No. 3 Taper, per doz.	2 00
2 oz. Flat F M per dz.	2 00
FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 10
Seal of Minnesota	4 80
Sunburst	4 80
Wizard Flour	4 70
Wizard Graham	4 80
Wizard Gran. Meal	4 40
Wizard Buckwht cwt	3 50
Rye	4 40
Valley City Milling Co.	
Lily White	5 10
Light Loaf	4 60
Graham	2 10
Granena Health	2 20
Gran. Meal	2 10
Bolited Med.	2 00
Voigt Milling Co.	
Graham	4 30
Voigt's Crescent	5 10
Voigt's Flourloigt	5 10
Voigt's Hygienic	4 30
Voigt's Royal	5 50
Columbian	4 80
Calla Lily	4 60
Watson-Higgins Milling Co.	
Perfection Buckwheat	
Flour	6 00
Perfection Flour	5 00
Tip Top Flour	4 60
Golden Sheaf Flour	4 10
Marshall's Best Flour	4 65
Worden Grocer Co.	
Wizard Flour	4 70
Quaker, paper	4 90
Quaker, cloth	5 00
Quaker Buckwheat bbl.	5 50
Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/4s	5 10
American Eagle, 1/4s	5 00
American Eagle, 1/4s	4 90
Spring Wheat	
Roy Baker	
Golden Horn, family	4 75
Golden Horn, bakers	4 85
Wisconsin Rye	3 95
Judson Grocer Co.	
Ceresota, 1/4s	5 40
Ceresota, 1/4s	5 50
Ceresota, 1/4s	5 60
Worden Grocer Co.	
Wingold, 1/4s cloth	5 45
Wingold, 1/4s cloth	5 35
Wingold, 1/4s cloth	5 25
Wingold, 1/4s paper	5 30
Wingold, 1/4s paper	5 25
Bakers' Patent	5 10
Wykes & Co.	
Sleepy Eye, 1/4s cloth	5 40
Sleepy Eye, 1/4s cloth	5 30
Sleepy Eye, 1/4s cloth	5 20
Sleepy Eye, 1/4s paper	5 20
Sleepy Eye, 1/4s paper	5 20
Meal	
Bolited	4 20
Golden Granulated	4 40
Wheat	
New Red	90
New White	90
Oats	
Michigan carlots	45
Less than carlots	47
Corn	
Carlots	78
Less than carlots	80
Hay	
Carlots	18 00
Less than carlots	19 00
Feed	
Street Car Feed	33
No. 1 Corn & Oat Feed	33
Cracked corn	32
Coarse corn meal	32
FRUIT JARS	
Mason, pts., per gro.	4 55
Mason, qts., per gro.	4 95
Mason, 1/2 gal. per gro.	7 30
Mason, can tops, gro.	1 65
GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14 00	
Knox's Acid'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90
GRAIN BAGS	
Broad Gauge	18
Amoskeag	19
Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

8

HIDES AND PELTS	
Hides	
Green, No. 1	12
Green, No. 2	11
Cured, No. 1	13 1/2
Cured, No. 2	12 1/2
Calfskin, green, No. 1	15
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	16
Calfskin, cured, No. 2	14 1/2
Pelts	
Old Wool	60@1 25
Lambs	50@1 00
Shearlings	50@1 00
Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13
HORSE RADISH	
Per doz.	90
Jelly	
5lb. pails, per doz.	2 40
15lb. pails, per pail	60
30lb. pails, per pail	1 10
JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls.	18
MACARONI	
Uncle Sam Macaroni Co.	
Macaroni, 24 10c pkgs.	1 70
Spaghettini, 24 10c pkgs.	1 70
Vermicelli, 24 10c pkgs.	1 70
Curve Cuts, 24 10c	
Alphabets, 24 10c pkgs.	1 70
Kurl Cuts, 20 lb. pails	1 35
Kurl Cuts, 25 lb. pails	1 37
Kurl Cuts, 50 lb. pails	2 40
Egg Noodles, 24 10c	
Bulk Macaroni, 10 lb.	
boxes	75
Bulk Spaghettini, 10 lb.	
boxes	75
Hotel Hook, fibre bxs.	1 00
MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75
MINCE MEAT	
Per case	2 85
MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65
MUSTARD	
1/4 lb. 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs 1 00@1 15	
Bulk, 2 gal. kegs 95@1 10	
Bulk, 5 gal. kegs 90@1 10	
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75
Olive Chow, 2 doz. cs.	
per doz.	2 25
PICKLES	
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90
Small	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	2 25
Gherkins	
Barrels	14 50
Half barrels	7 75
5 gallon kegs	
Sweet Small	
Barrels	16 50
Half barrels	8 75
5 gallon kegs	3 50
PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90
PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd.	1 50
No. 572, Special	1 75
No. 98, Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632, Tourist whist	2 25
POTASH	
Babbitt's, 2 doz.	1 75
PROVISIONS	
Barreled Pork	
Clear Back	21 00@21 50
Short Cut Clear	19 00@19 50
Bean	19 00@19 50
Brisket, Clear	26 00@27 00
Pig	23 00
Clear Family	26 00
Dry Salt Meats	
S P Bellies	14 1/2@15

9

Lard	
Pure in tierces	12 @ 12 1/2
Compound Lard	9 @ 9 1/2
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1
8 lb. pails	advance 1
Smoked Meats	
Hams, 12 lb. av.	19 1/2 @ 20
Hams, 12 lb. av.	19 1/2 @ 19 1/2
Hams, 16 lb. av.	16 @ 17
Hams, 18 lb. av.	16 @ 16 1/2
sets	29 @ 30
California Hams	12 @ 12 1/2
Picnic Boiled	
Hams	19 1/2 @ 20
Boiled Hams	25 1/2 @ 26
Mince Ham	14 @ 14 1/2
Bacon	17 @ 25
Sausages	
Bologna	11 1/2 @ 12
Liver	9 1/2 @ 10
Frankfort	12 1/2 @ 13
Pork	13 @ 14
Veal	11
Tongue	11
Headcheese	10
Beef	
Boneless	20 00 @ 20 50
Rump, new	24 00 @ 24 50
Pig's Feet	
1/4 bbls.	1 05
3/4 bbls., 40 lbs.	2 10
1/2 bbls.	4 25
1 bbl.	8 50
Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 bbls.	3 00
Casings	
Hogs, per 1/2	35
Beef, rounds, set	18 @ 20
Beef, middles, set	80 @ 85
Sheep, per bundle	85
Uncolored Butterine	
Solid Dairy	12 @ 16
Country Rolls	12 1/2 @ 18
Canned Meats	
Corned beef, 2 lb.	4 65
Corned beef, 1 lb.	2 40
Roast beef, 2 lb.	4 65
Roast beef, 1 lb.	2 40
Potted Meat, Ham	
Flavor, 1/4s	50
Potted Meat, Ham	
Flavor, 1/4s	95
Deviled Meat, Ham	
Flavor, 1/4s	50
Deviled Meat, Ham	
Flavor, 1/4s	95
Potted Tongue, 1/4s	50
Potted Tongue, 1/4s	95
RICE	
Fancy	6 1/2 @ 7
Japan Style	5 @ 5 1/2
Broken	3 1/2 @ 4 1/4
ROLLED OATS	
Rolls Avena, bbls.	5 50
Steel Cut, 100 lb. sks.	2 65
Monarch, bbls.	5 25
Monarch, 90 lb. sks.	2 50

SPECIAL PRICE CURRENT

12

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

Smoking

All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76
 Banner, 20c 1 60
 Banner, 40c 3 20
 Belwood, Mixture, 10c 94
 Big Chief, 2 1/2 oz. 6 00
 Big Chief, 16 oz. 30
 Bull Durham, 5c 5 85
 Bull Durham, 10c 11 52
 Bull Durham, 15c 17 28
 Bull Durham, 8 oz. 3 60
 Bull Durham, 16 oz. 6 72
 Buck Horn, 5c 5 76
 Buck Horn, 10c 11 52
 Briar Pipe, 5c 6 00
 Briar Pipe, 10c 12 00
 Black Swan, 5c 5 76
 Black Swan, 14 oz. 3 50
 Bob White, 5c 6 00
 Brotherhood, 5c 6 00
 Brotherhood, 10c 11 10
 Brotherhood, 16 oz. 5 05
 Carnival, 5c 5 70
 Carnival, 1/2 oz. 39
 Carnival, 16 oz. 40
 Cigar Clipg. Johnson 30
 Cigar Clipg. Seymour 30
 Identity, 3 & 16 oz. 30
 Darby Cigar Cuttings 4 50
 Continental Cubes, 10c 90
 Corn Cake, 14 oz. 2 55
 Corn Cake, 7 oz. 1 45
 Corn Cake, 5c 5 76
 Cream, 50c pails 4 70
 Cuban Star, 5c foil 5 76
 Cuban Star, 16 oz pails 3 72
 Chips, 10c 10 30
 Dills Best, 1 1/2 oz. 79
 Dills Best, 3 1/2 oz. 77
 Dills Best, 16 oz. 73
 Dixie Kid, 5c 48
 Duke's Mix, 5c 5 76
 Duke's Mix, 10c 11 52
 Duke's Cameo, 5c 5 76
 Drum, 5c 5 04
 F. F. A. 4 oz. 11 52
 F. F. A. 7 oz. 11 52
 Fashion, 5c 5 28
 Fashion, 16 oz. 5 28
 Five Bros., 5c 10 53
 Five Bros., 10c 10 53
 Five cent cut Plug. 29
 F. O. B. 10c 11 52
 Four Roses, 10c 96
 Full Dress, 1 1/2 oz. 72
 Glad Hand, 5c 48
 Gold Block, 10c 12 00
 Gold Star, 50c pail 4 70
 Gall & Ax Navy, 5c 5 76
 Growler, 5c 42
 Growler, 10c 94
 Growler, 20c 1 85
 Giant, 5c 5 76
 Giant, 40c 3 96
 Hand Made, 2 1/2 oz. 50
 Hazel Nut, 5c 5 76
 Honey Dew, 10c 12 00
 Hunting, 5c 38
 I X L, 5c 6 10
 I X L, in pails 3 90
 Just Suits, 5c 6 00
 Just Suits, 10c 12 00
 Kiln Dried, 25c 2 45
 King Bird, 7 oz. 2 16
 King Bird, 10c 11 52
 King Bird, 5c 5 76
 La Turka, 5c 5 76
 Little Giant, 1 lb. 28
 Lucky Strike, 10c 96
 Le Redo, 3 oz. 10 80
 Le Redo, 8 & 16 oz. 38
 Myrtle Navy, 10c 11 52
 Myrtle Navy, 5c 5 76
 Maryland Club, 5c 50
 Mayflower, 5c 5 76
 Mayflower, 10c 96
 Mayflower, 20c 1 92
 Nigger Hair, 5c 6 00
 Nigger Hair, 10c 10 70
 Nigger Head, 5c 5 40
 Nigger Head, 10c 10 56
 Noon Hour, 5c 48
 Old Colony, 1-12 gro. 11 52
 Old Mill, 5c 5 76
 Old English Curve 1 1/2 oz. 96
 Old Crop 5c 5 76
 Old Crop, 25c 20
 P. S., 8 oz. 30 lb. cs. 19
 P. S., 3 oz., per gro. 5 70
 Pat Hand, 1 oz. 63
 Patterson Seal, 1 1/2 oz. 48
 Patterson Seal, 3 oz. 96
 Patterson Seal, 16 oz. 5 00
 Peerless, 5c 5 76
 Peerless, 10c cloth 11 52
 Peerless, 10c paper 10 80
 Peerless, 20c 2 04
 Peerless, 40c 4 08
 Plaza, 2 gro. cs. 5 76
 Plow Boy, 5c 5 76
 Plow Boy, 10c 11 40
 Plow Boy, 14 1/2 4 70
 Pedro, 10c 11 93
 Pride of Virginia, 1 1/2 77
 Pilot, 5c 5 76

13

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

TWIN

Cotton, 3 ply 25
 Cotton, 4 ply 25
 Jute, 2 ply 14
 Hemp, 6 ply 13
 Flax, medium 24
 Wool, 1 lb. bales 9 1/2

VINEGAR

White Wine, 40 grain 8 1/2
 White Wine, 80 grain 11 1/2
 White Wine, 100 grain 13
 Oakland Vinegar & Pickle Co's Brands.
 Highland apple cider .18
 Oakland apple cider .13
 State Seal sugar 11
 Oakland white pickling 10
 Packages free.

WICKING

No. 0, per gross 30
 No. 1, per gross 40
 No. 2, per gross 50
 No. 3, per gross 75

WOODENWARE

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

Butter Pates

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

14

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

Faucets

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

Mop Sticks

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

Pails

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

Toothpicks

Birch, 100 packages 2 00
 Ideal 85

Traps

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

Tubs

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

Washboards

Banner Globe 2 50
 Brass, Single 3 25
 Glass, Single 3 25
 Single Acme 3 15
 Double Peerless 3 75
 Single Peerless 3 25
 Northern Queen 3 25
 Double Duplex 3 00
 Good Enough 3 25
 Universal 3 15

Window Cleaners

12 in. 1 65
 14 in. 1 85
 16 in. 2 30

Wood Bowls

13 in. Butter 1 50
 15 in. Butter 2 00
 17 in. Butter 3 75
 19 in. Butter 6 00
 Assorted, 13-15-17 3 00
 Assorted, 15-17-19 4 25

WRAPPING PAPER

Common Straw 2
 Fibre Manila, white 3
 Fibre Manila, colored 4
 No. 1 Manila 4
 Cream Manila 3
 Butchers' Manila 2 1/2
 Wax Butter, short c't 10
 Wax Butter, full count 15
 Wax Butter, rolls 12

YEAST CAKE

Magic, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1 1/2 doz. 50
 Yeast Foam, 3 doz. 1 15
 Yeast Foam, 1 1/2 doz. 58

AXLE GREASE



1 lb. boxes, per gross 9 00
 3 lb. boxes, per gross 24 00

BAKING POWDER

Royal
 10c sixe .. 90
 1/4 lb cans 1 35
 6 oz. cans 1 90
 1/2 lb. cans 2 50
 3/4 lb cans 3 75
 1 lb cans 4 80
 3 lb cans 13 00
 5 lb cans 21 60

15

CIGARS Johnson Cigar Co.'s Brand



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

Worden Grocer Co. Brands.
 Canadian Club.
 Londres, 50s, wood 35
 Londres, 25s, tins 35
 Londres, lots, 30s 10

Old Master Coffee



Old Master 31
 San Marto 31
 Pilot 31

TEA

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

COFFEE

Roasted
 Dwinnell-Wright Co's B'ds



White House, 1 lb
 White House, 2lb
 Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Prices quoted upon application, Hammond, Standish & Co., Detroit, Mich.

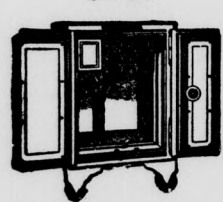
16

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



Apex Hams
 Apex Bacon
 Apex Lard
 Excelsior Hams
 Excelsior Bacon
 Silver Star Lard
 Silver Star Lard
 Family Pork
 Fat Back Pork
 Prices quoted upon application, Hammond, Standish & Co., Detroit, Mich.

SAFES



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

17



The only
 5c
 Cleanser

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

SOAP

Lautz Bros. & Co.

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

Proctor & Gamble Co.

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

Tradesman Co.'s Brand

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

A. B. Wrisley

Good Cheer 4 00
 Old Country 2 40

Soap Powders

Snow Boy, 24s family size 3 75
 Snow Boy, 60 5s 2 40
 Snow Boy, 100 5c 3 75
 Gold Dust, 24 large 4 50
 Gold Dust, 100 5c 4 00
 Kirkoline, 24 4lb. 2 80
 Pearlina 3 75
 Soapine 4 00
 Baubitt's 1776 3 75
 Roseine 3 50
 Armour's 3 70
 Wisdom 3 30

Soap Compounds

Johnson's Fine 5 10
 Johnson's XXX 4 25
 Rub-No-More 3 85
 Nine O'clock 3 30

Scouring

Enoch Morgan's Sons

Sapallo, gross lots 9 50
 Sapallo, half gro. lots 4 85
 Sapallo, single boxes 2 40
 Sapallo, hand 2 40
 Scourine Manufacturing Co. Scourine, 50 cakes 1 80
 Scourine, 100 cakes 5 50

Conservative Investors Patronize Tradesman Advertisers



We Manufacture
 Public Seating
 Exclusively



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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

GRAND RAPIDS

NEW YORK

BOSTON

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BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For sale or exchange, cash grocery and hardware. Will consider a dwelling or small farm. J. N. Douglas, Belvidere, Ill. 646

For Sale—Hardware stock in good town 2,000 population, only one other stock in town. My stock will inventory \$5,500. Address No. 645, care Tradesman. 645

For Sale or Trade—One-half interest in greenhouse, doing \$5,000 business yearly. Could do more. Wm. Currier, Elkhart, Ind. 644

For Sale—Good clean stock of dry goods, groceries and notions, everything new. Best location in town of 500, on Grand Trunk Railroad. Stock will inventory about \$3,000. Must sell on account sickness, as I am not able to be in store much. Have nice cream station in connection that pays well. Address F. L. Clark, Dryden, Mich. 643

Business opportunity at Harbor Springs, the busy town. The boot and shoe stock of the late Andrew J. Gruver, decd., for sale, invoice \$2,600. For terms address Thomas Linehan, Administrator of Estate. 642

For Sale—Furniture store in a good town; on account of poor health. Address M. S. Holland, Waterville, Wash. 641

360 acre farm, 43 miles northwest of Chicago. Will consider a good up-to-date stock of goods or city property as part payment. Address E. M. Ingersoll, Woodstock, Ill. 640

For Sale—General stock, about \$10,000, mostly dry goods and shoes, grocery department, all in fine condition. Established eighteen years in county seat of a fine county in Central Michigan. Best location and best business in city, rents low, would reduce stock to suit buyer. Address No. 639, care Michigan Tradesman. 639

Automobile tire and accessory business for sale; mail and city trade; established 5 years; best location in city; about \$2,500 for stock and equipment. Automobile Tire & Vulcanizing Works, 1613 Grand Ave., Kansas City, Mo. 636

For Sale—Big department store, largest in county. Excellent opportunity, \$16,000. Address W. E. Ensminger & Co., Laurel, Ind. 637

For Sale—A paying drug business in good Oklahoma town. Stock consists of drugs, paint, oil, glass, wall paper and jewelry, and will invoice about \$5,000, including soda fountain. No dead stock. Cheap rent. Terms cash; no trade considered. Address No. 635, care Tradesman. 635

For Sale—\$4,000 stock gent's furnishings and shoes. Good location. Express office pays part rent. Wm. G. White, Ovid, Mich. 634

Stationery stock and fixtures for sale at Jefferson City, Mo.; also stock and fixtures of stationery store with ice cream parlor and candy and ice cream factory at Eldon, Mo. Address Wm. H. Hertel, Jefferson City, Mo. 633

For Sale—Well located stock shoes and rubbers, with electric shoe repairing outfit, doing good paying business. Address 632, care Tradesman. 632

For Sale—One of the best shoe stores in Southern Michigan. Invoice about \$9,000. Owner wishes to retire. Cash only. Address S. care Tradesman. 631

For Sale—Seventeen room resort hotel, completely furnished, all modern conveniences, dance hall pavilion, barn, log house, ice house, granary and other buildings; 200 acres of land with 1 1/2 miles of water frontage on beautiful inland lake, \$12,000. One-half cash, balance long time. Views and full description upon application. Owner, E. J. Hammersley, Stanton, Mich. 630

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

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

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

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. 618

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. 617

For Sale—Drug Store (Rexall). Get full particulars. Address C. H. Wagner, Mount Pulaski, Ill. 616

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

For Sale—HICKORY AXLES, 500 pieces Ohio stock 4 x 5, 4 1/2 x 5 1/2, 5 x 6 and 5 1/2 x 6 1/2, 7 feet long and up, also 3/4 in. panel poplar, all widths. Charles F. Shiels & Co., Cincinnati, Ohio. 610

For Sale or Exchange—160 acre improved farm only 3 1/2 miles from good railroad town in Anderson county, Kansas, rural route, telephone lines and close to church and school. All fine rich tillable land, free from stone. 100 acres in high state of cultivation. Cottage with four rooms, large new barn, chicken house, etc. Incumbance 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. 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 pasture and on which cattle can be run the year round without feed other than the natural growth of grasses in summer and cane in winter. This we want to place against sufficient money with which to stock this land with cattle. If interested write us. Tennessee Cattle Co., Dyersburg, Tenn. 607

For Rent—Modern store, 46 ft. front, 120 ft. deep, best choice central location, 200 miles away from larger city. Rare chance for first-class business man. Geo. Ludwigs, Walla Walla, Wash. 605

Entire cost is \$25 to sell your farm or business. Get proposition or list of properties with owner's addresses. Pardee Business Exchange, Traverse City, Mich. 596

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—Hickory axles, 500 pieces Ohio stock 4 x 5, 4 1/2 x 5 1/2, 5 x 6 and 5 1/2 x 6 1/2, 7 feet long and up, also 3/4 in. panel poplar, all widths. Charles F. Shiels & Co., Cincinnati, Ohio. 610

Free for six months, my special offer to introduce my magazine "Investing for Profit." It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the real earning power of money and shows how anyone, no matter how poor, can acquire riches. Investing For Profit is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write now and I'll send it six months free. H. L. Barber, 433, 28 W. Jackson Blvd., Chicago. 448

For Sale—General stock, \$4,000, all staple goods. Live town 800, Central Michigan. Good paying business. Address O. R. W., care Tradesman. 597

For Sale—Fine clean stock of general merchandise between \$11,000 and \$12,000, located about 70 miles from Chicago in live country town of 5,000 inhabitants. For particulars write The Spot Cash Store, Woodstock, Ill. 598

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

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

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

Look Here Merchants! You can collect all your old given up accounts yourself by our new plan. Enclose stamp for sample and full particulars. Pekin Book Co., Detroit, Mich. 512

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, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System, Capital Bank, St. Paul, Minn. 814

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 261 Adams Express Bldg., Chicago, Ill. 326

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

Henry Norling, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise. Write for dates and information. 336

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

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

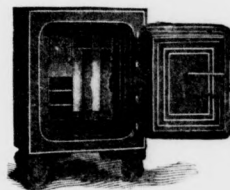
HELP WANTED.

Wanted—Agents to sell our Cost and Selling Price Markers. They appeal to all classes of merchants. A splendid sideline. Big money. Small investment. For particulars write the M & M Stamp Co., Emporia, Kan. 638

Wanted—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to establish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio. 591

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

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

ENGRAVING

PROCESSES:

HALFTONE

ZINC-ETCHING

WOOD

ELECTROTYPING

The recent additions of the latest in machinery, apparatus and methods of work, have put the engraving department of the Tradesman Company well in the front, both in quality and expedition.

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN

Manufacturing Matters.

Battle Creek—The Crabb-Beardsley Butter Scotch Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed, \$500 being paid in in cash and \$500 in stock.

Detroit—A new company has been organized under the style of the Barton Auto Top Co., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$3,000 paid in in cash.

Mt. Clemens—The Carlsbad Mineral Salt Co. has engaged in business with an authorized capital stock of \$9,500 common and \$500 preferred, of which \$5,060 has been subscribed and \$1,500 paid in in property.

Detroit—The Michigan Cap Co. has been incorporated under the same style, with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed, \$259.37 being paid in in cash and \$2,240.63 in property.

Capac—Vanneste Bros., chicory manufacturers, have merged their business into a stock company under the same style, with an authorized capital stock of \$1,000, all of which has been subscribed.

Traverse City—The John T. Beadle Co., manufacturer and wholesale dealer in harness and saddlery hardware, is going out of business and has uttered a trust mortgage for the benefit of creditors without preference.

Menominee—The Spies-Thompson Lumber Co. has started camps on the St. Paul Railway tributary to Ontonagon where the company recently purchased a large area of timber. The company plans to cut and deliver 10,000,000 feet of timber this season at this place.

Detroit—The United States Auto Supply & Mfg. Co. has merged its business into a stock company under the style of the United States Auto Supply Co., with an authorized capital stock of \$5,000, which has been subscribed, \$669.69 paid in in cash and \$2,330.31 in property.

Manistique—The new shingle mill of the White Marble Lime Co., has started operation. The plant will manufacture shingles, ties and posts and will employ sixty men. The company has enough raw material to operate the mill for a decade. The present run will continue as long as weather conditions are favorable, probably until the middle of January.

Dollar Bay—The sawmill here will resume operation next spring, after an idleness of four years. The plant has been taken over by L. G. Hillyer and S. W. Clements, lumbermen, of Baraga, and will be altered in various particulars, this work now being in progress. New boilers will be installed and a band saw will replace the circular saw. With lumber manufacture under way, the plant will employ 100 men. A. L. Whitney, of Ewen, who will operate two camps this winter, will furnish logs, as will other operators.

Wyandotte—A deal has just been completed whereby the Fremont Stove Co., of Fremont, Ohio, takes over the plant of the Wyandotte Foundry Co. The new owners will

at once begin the erection of two buildings to care for the business already booked for 1914. It has not been decided yet whether the Wyandotte business will be amalgamated with that at Fremont, under a single company, or whether a new Wyandotte company will be organized under the laws of the State of Michigan. The latter course will probably be followed.

Rexton—D. N. McLeod, an extensive operator in Mackinac county, has disposed of his interest in the lumber manufacturing business here to Chris Hansen, his partner there, and hereafter will confine his activities to Garnet. Mr. McLeod has a mill at Garnet and has timber enough to keep it busy for more than a decade. E. C. Strickler & Co., of Garnet, expect to ship this winter 100 cars of railroad ties, as well as large quantities of posts and logs. James H. Patterson, a jobber, of the same village, is operating two camps this season.

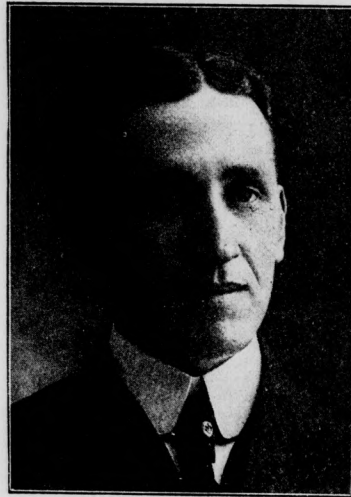
Province of the Wholesale Grocer.

The ordinary definition of a wholesale grocer is one who purchases various articles in large quantities and distributes them to the retailers in smaller quantities, but as a matter of fact, the wholesale grocer is nothing more or less than an agent, factor or distributor for the manufacturers. It is the jobber who furnishes the actual cash to pay for food products as soon as they are grown or packed, who stores the goods in his warehouse until required by the retailer, and who makes the distribution at a lower cost than could the manufacturer.

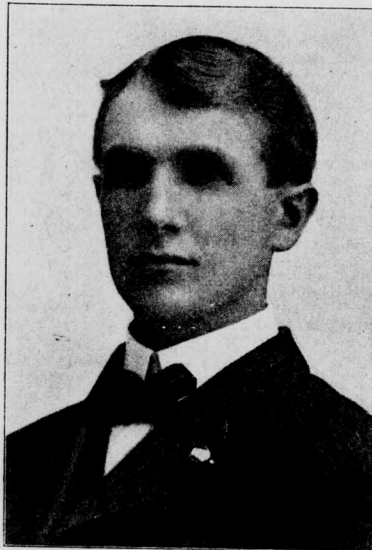
The wholesaler sees that the various articles handled are up to the standard of quality, and is ever watchful to protect the best interests of the ultimate consumer. Nearly all the improvements and progress made in the packing of food products are due to his alert and intelligent interest.

There is a tendency on the part of some retailers to eliminate the jobbers and by some form of organization, seek to buy direct from the manufacturer. This ordinarily takes the form of one retailer purchasing one or several articles in quantities, and distributing them to his associates. Such retailers are usually required to pay cash and in order to do so allow bills from the wholesale grocer to become long overdue, and use the funds thus wrongfully diverted from their proper channels. This is really a form of petty dishonesty. The men who indulge in such work are at heart mercantile degenerates, and their transactions will bear close scrutiny. It would seem as if it were a crime for the jobber to expect that terms of sale be observed or lived up to, and that any old time is soon enough to meet obligations. Should the jobber adopt such practice, he would be drummed out of business.

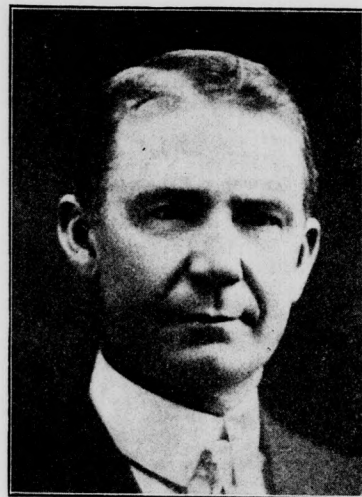
In brief, the wholesale grocer must have every article of food products on hand to deliver at a moment's notice, and never presume to ask for the payment until the account is at least six or nine months old.

New Officers of the Implement Dealers.

D. M. McAuliffe, of Albion, President.



J. F. Follmer, of Vicksburg, Secretary.



J. H. Benton, of Grand Rapids, Treasurer.

One of the Five Best Stories.

A traveling man was making a town in the northern part of the Lone Star State and was busy talking with the merchant when a gaunt fellow leaning against the counter interrupted to ask the drummer if he ever made "San Antonio."

"Yes, I make San Antonio," answered the traveling man.

"Did you ever meet a fellow down there by the name of Jim Boggs?" asked the loafer.

"Why yes," replied the drummer.

"He's doing well down there, making lots of money."

"I'm his brother," said the loafer. "I wish you would tell him when you see him again that you saw me up here and I'm pretty bad off. I'm out of work and my wife's 'porely,' and I ain't able to send the kids to school."

"I certainly will," agreed the drummer. "By the way, since you're a brother of Jim's, supposing we go and have a drink."

Whereupon the two went into the bar next door and the loafer partook liberally of refreshment.

They had returned to the store when a moment later he went over to the traveling man again. "So you know my brother Jim," he mused. "Well, when you see him again I wish you'd tell him I'd like to hear from him." "I certainly will," again agreed the drummer. "By the way, Jim was such a good friend of mine, too, let's go and have another drink."

When the two came back from the bar the second time, the loafer stood for a time at a distance from the merchant and the drummer and then finally went over and slapped the latter on the shoulder.

"So you know my brother Jim," he said musingly. "Well when you see him again ask him if there isn't something I can do for him."

BUSINESS CHANCES.

For Sale—One Oliver typewriter, No. 5. One Wales adding machine. One ice box. A. T. Pearson Produce Co., Grand Rapids. 653

I have at Brunswick, Mo., one big fine store building, 40 x 140, full two stories, facing the north and south on two streets and has three big show windows; electric lights and water works in building; five apartments for living rooms on the second floor. It has the best location in the town of 2,500, on the main line of the Wabash Railroad, between Kansas City and Moberly, Mo. Also a furniture stock in this building, put in in May, this year. Will invoice \$3,000. Price of building, \$13,000. Owning in the neighborhood of 1,100 acres of land at Wausaukee, Wis., I desire to trade this property for land or a furniture or hardware stock in the State of Wisconsin and as near Wausaukee as possible. Also other property, I have for sale or trade for land or a hardware stock in Wisconsin. Address J. W. Nisbeth, Beaver, Mo. 654

For Sale or Rent—New brick building and up-to-date soda fountain. Fine place for druggist. D. F. Gable, Three Oaks, Mich. 647

For Sale—Tailoring business, located in Lansing, Mich.; stock invoices at \$2,600; best business location in the city; lease for two years; business established for thirty-two years; suits I make vary from \$35 to \$60; best trade in city; reason for selling, leaving city. Enquire T. H. Sedina, Lansing, Mich. 650

Business block on main street of Traverse City for sale or rent. The building is 25 x 150 feet, brick, two stories high and full basement. For further particulars address Attorney, c-o County Clerk, Traverse City, Mich. 648

For Sale—Grocery stock and fixtures, fresh goods, invoice about \$1,600. Or will sell in lump. Bargain if taken at once for cash. Address No. 649, care Tradesman. 649

Good general stock merchandise, \$2,500. Good locality. Full particulars. Only those meaning business need apply. Address 651, care Tradesman. 651

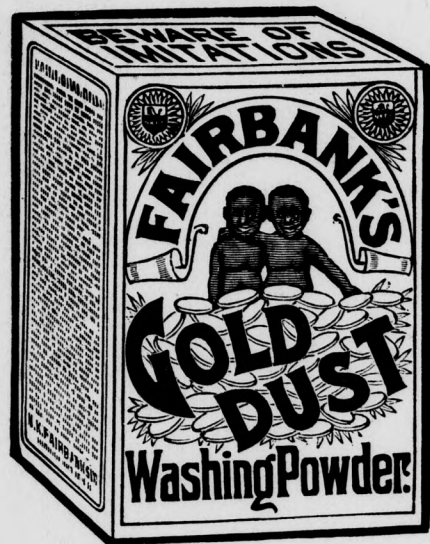
Wanted—Every dealer in U. S. to order from his jobber, or send direct, for the X. L. container opener, price 50c. It's not a graphophone but it speaks for itself. John L. Washburne, Mfg., Rock Falls, Ill. 652

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

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. 627

\$1,500, with services, to invest in dry goods or general store by hustling dry goods man. Experienced buyer, manager and advertiser. Address 612, care Tradesman. 612

GOLD DUST



You can put GOLD DUST into almost every order, if you'll just mention it. You don't have to "talk;" our extensive advertising keeps GOLD DUST so well known the sales are *waiting for you!*

THE N.K. FAIRBANK COMPANY

ASK YOUR JOBBER FOR

Hart Brand Canned Foods

HIGHEST QUALITY

Our products are packed at five plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

Quality Guaranteed

The HART BRANDS are Trade Winners and Trade Makers

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

W. R. ROACH & CO., HART, MICH.

Factories at

HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE.

This Label is a Guarantee of
SATISFACTORY SERVICE



OVERALLS that will give satisfactory service to the wearer must be made of good material. We cut Jaffrey, Columbian F. B. and Otis denims; Stifel's Pure Indigo drills and Palmer coverts; these fabrics are well known and recognized as being the best on the market. Our garments are cut over full size patterns and are large, roomy and comfortable. We employ only experienced machine operators and use the best trimmings it is possible to buy. Add up the facts we have enumerated; Best material—Liberal yardage—First-class construction—High grade trimmings, and your total will be a garment that *will* give satisfactory service to the wearer.

Merchandise that gives satisfactory service makes satisfied customers, and one satisfied customer is worth more as a trade winner than the highest priced advertising you can buy. Put in a line of our overalls and let them do your advertising.

THE IDEAL CLOTHING CO.
GRAND RAPIDS, MICH.