

When Will the Stream Run Dry?

My chum is on the other side and I'm a helpless child;
There is no bridge where I may cross, the water surges wild.
I cannot build a craft to bear me on its raging crest
And if I could I'd hardly dare to make the trying test.
And so upon the bank I wait as time rolls slowly by;
My chum is on the other side, "When *will* the stream run dry?"

My chum is on the other side and verdant youth is here,
'Tis pleasure's realm that holds me now, the skies are bright and clear.
'Tis mine to take in all of life that to my quest belongs,
And yet there's something unapproached in all its care-free songs.
I dream of perfect things beyond, its rainbow courts my eye,
My chum is on the other side, "When *will* the stream run dry?"

My chum is on the other side, and now at manhood's prime
I surely can his presence gain, in this, life's golden time.
In ways the world hands out its joys I've found success and fame,
I've conquered much that can appeal to daring souls aflame.
But there's a still fond longing yet, a hope that ne'er can die,
My chum is on the other side, "When *will* the stream run dry?"

My chum is on the other side and now life's afternoon
Brings much to me that fortune rare has woven in its loom.
Care free, the best there is is mine, I come and go at will,
And judged by all that "goes" with men, mine is its joy and thrill.
But no perfection has been found to fully satisfy,
My chum is on the other side, "When *will* the stream run dry?"

My chum is on the other side, the sun sinks in the west,
With faltering step I grope my way, I crave the nearing rest.
No real regrets steal o'er my soul; In word and act and deed
I've tried to brighten this "old world"—to help it in its need.
I must believe all will be well in that "sweet by and by"
When I have crossed the stream that lies between my chum and I.

Hart, Mich.

L. B. Mitchell.

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 Good Bread
 Good Health

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FLEISCHMANN'S
YEAST

Ceresota

Is the

Guaranteed
Spring Wheat Flour

An immense crop of splendid quality puts us in the running this year. 🍀 🍀 🍀 🍀 🍀

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Wholesale Distributors

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USE CITIZENS SERVICE

Citizens Telephone Company

H. LEONARD & SONS

Announce the Opening of Their

Toy & Fancy Goods
Department

(Wholesale Only)

Without boasting we can say that not a wholesale store this side of New York offers a larger or better assortment of

Holiday Merchandise

for your inspection. In our newly refitted salesroom we are now showing thousands of the best sellers in

Toys, Dolls and Fancy Goods
Chinaware, Cut Glass, Silverware, Clocks
Gas and Electric Portables

Toilet Articles, Brass Goods, House Furnishings, Etc.

all marked in plain figures to sell at popular prices.

DON'T FAIL to ask for catalogue or to visit our store in person.

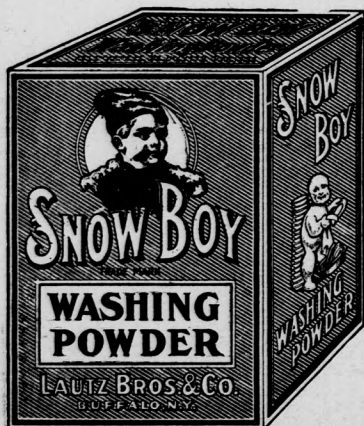
OUR IMPORTED LINES are, with a few exceptions, all in stock now.

Last Fall we were one of the few importers who **DELIVERED EVERYTHING SOLD** and we are now ready to do the same. Don't make a mistake, but place your orders where they will be filled as expected, *i. e.* at the well known

H. LEONARD & SONS

Cor. Fulton and Commerce

GRAND RAPIDS



SNOW BOY FREE!

For a limited time and subject to withdrawal without advance notice, we offer

SNOW BOY WASHING POWDER 24s FAMILY SIZE

through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE
 10 boxes @ 3.60—2 boxes FREE
 5 boxes @ 3.65—1 box FREE
 2½ boxes @ 3.75—½ box FREE

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.

All Orders at above prices must be for immediate delivery.

This inducement is for **NEW ORDERS ONLY**—subject to withdrawal without notice.

Order from your Jobber at once or send your order to us giving name of Jobber through whom order is to be filled.

Yours very truly,

Lautz Bros. & Co.

BUFFALO, N. Y., January 1, 1915.

DEAL NO. 1500.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 22, 1915

Number 1670

SPECIAL FEATURES.

Page	
2.	Detroit Detonations.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Stocks, Bonds, Grain and Provisions.
8.	Editorial.
11.	Financial.
14.	Dry Goods.
16.	Butter, Eggs and Provisions.
18.	The Meat Market.
19.	Bankruptcy Matters.
20.	Shoes.
22.	Woman's World.
23.	Hardware.
24.	Automobiles and Accessories.
26.	The Commercial Traveler.
30.	Drugs.
31.	Drug Price Current.
32.	Grocery Price Current.
34.	Special Price Current.
35.	Business Wants.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 20—S. S. Melody, of Union City, father of J. B. Melody, of this city, who has been visiting here, for the past week, has left for his home. This was Mr. Melody's first visit to the Soo and he was very much impressed with the activity in business, as compared with that in other parts of the State, also the beautiful scenery that delights the eyes of the sightseers making a visit here for the first time, and Mr. Melody returned to his own home town with pleasant memories of the Soo.

Miss Jane Taylor, for the past year Pickford's telephone operator, has resigned her position, but it is not stated whether it is for matrimonial purposes or not. Miss Taylor is one of the best known operators on the State line in the Upper Peninsula, as Pickford is the main office for the surrounding country and the lake region between DeTour, the Snows and the Soo. She also handled all of the telegrams which had to be forwarded to the Soo for connection and her services will be greatly missed by all.

Ed. Dynes, for several years city salesman for B. C. Campbell's music house on Ashmun street and known as the Soo's star cartoonist, has resigned his position to accept the management of the Ed. Moore cigar store in this city. Mr. Dynes is a man of exceptional ability and his many friends wish him every success in his new vocation.

If Henry Ford will be as successful in launching the peace deal throughout Europe as he was in launching the Ford car, he will make a still bigger hit.

We are pleased to note that our friend, Clyde Hecox, editor of the St. Ignace Enterprise, is making such rapid progress with his paper that it is rapidly becoming one of the biggest and newsy papers and is now a seven-column quarto. It is conceded that Clyde is in a class by himself.

C. W. Bretz, proprietor of Engadine's leading general store, reports seeing two deer just north of the town and states they are becoming very tame and friendly. We take it for granted that he means venison.

Mrs. M. Wilson, proprietress of the Corrine Supply Co., at Corrine, was a Soo visitor last week, calling on Mrs. Fessant, who is in the city under medical care.

Harry L. Monteith, of St. Ignace, who was the popular purser on the steamer Chippewa, one of the finest passenger crafts plying the St. Mary's River, has returned to his home for the winter. This was Harry's first

year on the passenger boat and from all accounts he enjoyed his summer work.

N. J. LaPine, traveling salesman for the Cornwell Company on the Gladstone division, paid the home office here a visit last week.

J. A. Daniels, meat cutter for the H. P. Hossock meat market, at Cedarville, finished the season's work last week. Mr. Daniels has made a record as a clever meat cutter. He expects to remain in the Soo for the winter, but has not as yet decided what he will take up during the winter months.

The summer hotel Hodek, at Cedarville, has closed for the season. This is one of the largest hotels at the Snows and will be missed by the traveling fraternity who make the Snows, as it is practically the only hotel in that location.

C. D. Bernier, well known pioneer canal employe and one of the familiar characters at the Locks for the past forty-three years, died last Friday at the age of 68 years. Mr. Bernier is next to the last living member of the original crew who helped operate the first lock built. He also carried the mail by foot between the Soo and Marquette and between the Soo and Saginaw before the stage coach made its appearance in these parts. Mr. Bernier was a very interesting man around the locks and could relate many historic events of the early days at the Soo.

Last Wednesday was a record day at the locks, one hundred and eighteen crafts of all descriptions passing this point. The 1915 season will exceed all others.

The report of the death of Wm. F. Fitch, pioneer railway man, at his home in Marquette last Thursday, came as a shock to his large acquaintances at the Soo. Mr. Fitch was active in his railway career for over forty-one years, during which time he climbed from an humble clerical position to President of the Duluth, South Shore & Atlantic Railway.

George Watson, for a number of years one of Algonquin's leading merchants, died at the home of his daughter, Mrs. R. H. Stead, at Newberry last Thursday. Mr. Watson was born in the town of Cavan, in the north of Ireland, June 9, 1849. At the age of 2 years the family came to New York, where they lived for five years, and it was here that the deceased received his first schooling. Five years later the family moved on a farm in Simcoe county, near Bel Air, where they remained. From here the late Mr. Watson went to Drey at the age of 21 and was apprenticed in the carpenter trade. Twenty years later he came to the Soo from Owen Sound, Ont., and for eight years was engaged in the grocery and meat business at Algonquin. He is survived by one daughter, Mrs. Stead, one son, S. J. Watson, of Waterloo, N. Y., and his widow.

That the Soo was a lucky spot last month will be noticed by the reports of the gales that swept the larger part of the State during August, but side-stepped the Soo. While other cities were visited by severe wind storms, this city escaped everything but the oversupply of rain.

The plan to impose a joint income tax, to collect from wives whose yearly receipts exceed \$20,000, will not cause much hardship for our Soo wives, as all of the wives of the Soo

whose receipts are over \$20,000 will be most cheerful in contributing to Uncle Sam.

"The fellow who is killing time is also assassinating his opportunities."

Portage avenue, one of our principal streets which for several weeks has been under reconstruction, thereby stopping the street car traffic and necessitating the cars making the belt line circuit in order to reach Algonquin, Country Club and boat houses, is rapidly nearing completion and the cars have again resumed their regular run.

Some of the Queen street merchants in the Canadian Soo are at present playing a game of checkers, which is the biggest shuffle in business circles that has taken place this year. It is expected that the Woolworth Company, operating a chain of 5c and 10c stores in the United States and Canada, will open up a branch in the Canadian Soo and the building it will occupy is the Ganley block, now occupied by Detweller's boot and shoe store and Whitby's tailoring establishment. Detweller's shoe store will be moved to the premises now occupied by Pinch's grocery store, the latter firm going to the premises now occupied by Bemrose, ladies wear. Just where Bemrose and Whitby will move their business to is a question at the present time. The shuffle, however, has caused a little comment among the local business firms.

Love for his brothers caused a Soo man to sacrifice his life, after waging an unequal battle against a disease for years. Despairing of all hope, he took his own life to lift the burden from his brothers. This was James Paulantis, brother of Theodore Paulantis, proprietor of the Parisian restaurant here. James was engaged in the business with his brother here for a number of years and became well known in this community. He was taken ill about three years ago and the best of treatment given him, which, however, failed of beneficial results, and he went to the State sanitarium at Howell, coming back after a few months apparently cured. Later he was again laid low by typhoid and then came a recurrence of the old malady. His two brothers did everything for him and were glad of the opportunity. They finally prevailed upon him to go to New Mexico and later to Texas, in quest of a climate that would suit him. He went, but wrote time and time again that he was fearful of being a burden to them. Being unable to look after himself and unwilling to cause his devoted brothers constant expense, he had severed the ties that bound him to this life. His brother Ted left for Texas to attend the funeral and the bereaved have the sympathy of their numerous friends here.

"If we'd work for the things we wish for we'd get most of them."

Robert B. Homes, the well known wagon manufacturer, who has devoted one solid week of his valuable time assisting in the financing of the Chippewa County Agricultural Society, has established for himself a reputation as a collector that would be hard to beat. Mr. Homes is a man that most of the merchants like to meet, being of an even disposition and a clever story teller.

"So live that the life insurance men will not be the only mourners when you pass out."

William G. Tapert.

Sparks From The Electric City.

Muskegon, Sept. 20—The new theater building being put up by the Paul Schlossman Co. will be known as the Regent. This theater will fill a long felt want in our fair city and, no doubt, will prove a success.

The Holland fair, which was held last week was a great success. The Getz exhibit, which included almost every wild animal one can think of and also all the latest flowers, was widely patronized, and considered one of the drawing cards of the fair.

Several Muskegon people were seen on the streets and the way D. B. Jones and Bert Waakles wore the smile it seemed if they got their money's worth.

The firm of Tuuk & Sietsema have dissolved partnership, Alle Tuuk purchasing his partner's interest.

On account of not having any important business to discuss, our meeting was postponed until next October. However we were glad to see Roy Ashley at the hall, willing to do his mite.

Charles Eddy, popular dry goods merchant of Hart, was a Muskegon visitor last week.

James De Kruyter, of J. De Kruyter & Co., of New Era, paid a visit to his parents at Muskegon and called on a few Muskegon dealers.

Oscar A. Peterson, formerly engaged in the grocery business at the corner of Seventh and Clay streets, has opened a fine grocery store at the corner of First and Clay streets. Mr. Peterson is well known and very popular.

Leo Spellman, of Runner & Sellman, of Shelby, stopped off at our burg while en route to Grand Rapids.

Joe Doucette, meat dealer at Shelby and Deputy State Game Warden, was seen extracting one dollar bills from the early hunters in this district. Joe surely does know how to get the money.

Nick Luloff was seen on the streets meeting night and stated he would surely have come to the meeting had he known of same. Won't some kind hearted gentleman tell Nick when every third Saturday comes around?

From all indications to date it looks as if Muskegon will send a large delegation to Traverse City next June, as the boys are anxious to land the Grand Sentinel job for A. W. Stevenson.

Muskegon is booming. People from all over the State are coming in for work and as a result of the sudden boom, there are not enough houses to go around.

The Chamber of Commerce is trying to interest some of the local business men to build homes for our additional citizens.

The Muskegon Heights Grocery is a new institution at the Heights.

Brother Hood, of the Alaska Refrigerator Co., exclaims he would be glad to attend our sessions only his wife always finds something for him to do Saturdays. Another one of our many excuses for so many single men in Muskegon.

Buy a bushel of peaches, and help the Michigan farmer. At the present time the local markets are crowded with this fruit and, to relieve the congestion, it has been suggested that all families buy at least one bushel of peaches. Be patriotic and help the farmer. Milton Steindler.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 21—Learn one thing each week about Detroit: Four big concerns slaughter nearly 1,000,000 hogs annually to say nothing of cattle, sheep or lambs.

At the regular monthly meeting of Detroit Council, U. C. T., last Saturday night, plans were formulated for the fall and winter meetings which are bound to bring results, both as to increased attendance and membership. With the disappearance of the hot weather and the usual languid feeling which attends it, the members of No. 9 are left in a most enthusiastic state of mind which bodes well for the future of the council. Stanley Hitchings, one of the officers of the Council, was unable to attend owing to an injury to his ankle sustained a few weeks ago.

Though an error we stated in last week's Detonations that Cadillac Council was to hold its regular meeting last Saturday night, which was either one week late or three weeks early. All news regarding Cadillac Council is subject to correction, as most reports are received through hearsay and by accidentally overhearing the members in conversation. Not since the days of Charles Reattoir have we been furnished with news of the Council's progress. Who is there who can say that the Council under the leadership of Reattoir, did not prosper.

Russia is raising an army of 5,000,000 men. No wonder Germany objects to Britain's blockade of food-stuffs.

The Central Savings Bank is going to build a branch bank at the corner of Dickerson and Jefferson avenues, contracts already having been let for the work.

J. E. Moorehouse, for a number of years representative for the Maxwell Motor Co., has been appointed special sales representative in Detroit, succeeding Walter Brady who recently resigned.

Henry Ford still retains that \$10,000,000 in his own possession.

Henry Kuhn has opened a shoe store at 1735 Mack avenue.

Jack Shafer, of Shafer & McKinnon, Merrill, was in Detroit last week on a combined business and pleasure trip. While in town smiling Jack told of an incident which happened to Bill Foley, representative for Burnham, Stoepel & Co., when the Irish comedian was in Merrill last. After finishing his usual pyrotechnical display of oratory on the firm, Bill took a stroll about town. Notwithstanding the fact that it was near unto train time and time for the tired clerks and proprietors to go home, he left his grip in the store. Mr. Shafer noticed the grip, but proceeded to close the store regardless, but

instead of going home proceeded to hide where he could get a view of Bill Foley's features when he discovered that the store was closed and his traveling bag left inside. The really humorous part of the story is indescribable in print. Nothing but the movies and dictaphone could do it justice. They say Bill's actions were not unlike many unfortunates who are placed behind padded walls for the same offense. He offered rewards to those who could locate the holder of the store key and to others who could bring an axe before the train arrived. It was a dark night, so what he did to the air could not be noticed. When the train whistled his otherwise ruddy Irish complexion disappeared, and Jack Shafer appeared, the grip was restored to its owner and Bill disappeared.

Simon Bros., grocers at 1485 Mack avenue, have opened another store at 1747 Mack avenue.

E. B. Voorhees, general merchant, Ovid, was a Detroit business visitor last week.

R. Lohman has opened an up-to-date meat market at 1664 Mack avenue.

A. E. Lott, of A. E. Lott & Co., general merchants of Flushing, was in Detroit on a business trip last week.

The annual meeting of the Michigan Gas Association will be held in Detroit on Sept. 23 and 24 at the Hotel Statler.

At the convention of Michigan Retail Shoe Dealers, held in this city last week, the following officers were elected: Edward Stocker, Detroit, President; Fred Murray, Charlotte, First Vice-President; W. A. Osborn, Dowagiac, Second Vice-President; Walter Rogers, Albion, Third Vice-President; F. W. Spencer, Grand Ledge, Fourth Vice-President; William J. Kreger, Wyandotte, Treasurer; Edwin Pond, Flint, Secretary. The new directors are E. C. Harmon, Charlotte; L. P. Hyde, Hart; Jacob Martin, Monroe; E. J. Dittman, Mt. Pleasant; E. F. Newell, Cheboygan, Albert Lutz, Ann Arbor and B. Krotkiwicz, Detroit. It was decided to hold the convention in Detroit again next year.

The football coaches are now busily engaged in teaching the young Americans how to boot.

F. Vuv Oisin has purchased the stock of drugs of T. F. Snyder at 3101 E. Jefferson avenue.

C. B. Parker, of Parma, was a business visitor in Detroit last week.

J. M. Larkins, for a number of years in the dry goods business at 161 Myrtle avenue, and who sold out a short time ago to Passmore & Stickel, has since engaged in the real estate business and evidently has proved as successful in his new role as he did in the mercantile business. After having sold his dry goods business he became interested in Detroit real estate and last summer he associated himself with the real estate firm of

Clemons, Knight, Menard & Paul. He was promoted by the firm a few days ago to superintendent and given charge of a department in placing on the market one of the subdivisions being opened by the firm.

Treating in Russia is now prohibited, but retreating still merrily continues.

James Barker has been appointed sales manager for Gregory, Mayer & Thom and will have supervision of the sales force covering all territory outside of Detroit.

Burglars made an unsuccessful attempt to blow the safe in Finsterwald's clothing store Tuesday morning, Sept. 14. Although unable to gain access to the strong box in the safe, \$40 were taken from the cash register.

Everitt Bros. have approved contracts for the erection of an addition to their building at 669 Mack avenue.

Perhaps the Detroit News can explain how extensions of the car lines will relieve rush hour congestion when everybody wants to ride home at the same time, regardless of whether they live in the one or five mile circle.

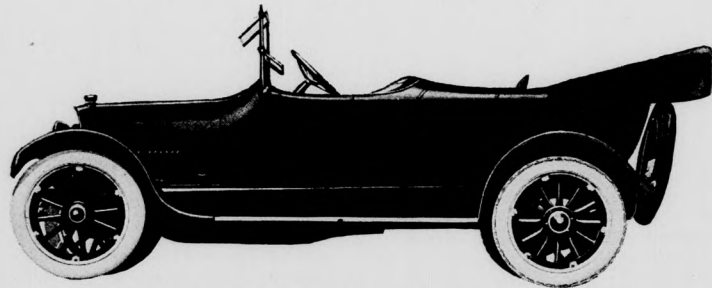
Municipal control of the Board of Public Works does not seem to prevent Detroit streets from being a disgrace to the city.

Sherman R. Miller, well-known business man and manufacturer, died in Harper Hospital last Thursday night, following an attack of heart disease. Mr. Miller came to Detroit from his home at Unadilla Center, N. Y., at the age of 17 years. He secured his first position with D. M. Ferry & Co. and later became a director of the concern. He was founder of the Royal Manufacturing Co., of Windsor, and the last few years gave this concern a great deal of his attention. He was also President of the American Harrow Co., the Miller-Hoefer Co., Treasurer of the Detroit Fireproofing Tile Co., President of the National Tin Co., Vice-President of the Incandescent Light & Stove Co. and the Safety Gas Co., of Chicago. Surviving are three daughters and two sons.

J. H. Kemp, pioneer business man of Unionville, was in Detroit last week on a business trip. Mr. Kemp is owner of a large general store under the name of J. H. Kemp & Co.

"Scotty" Loree, representative for the Tetley Tea Co., is in disgrace, likewise he is in much pain. Last week he was working the city trade with William Reiss (C. Elliot & Co.) and while cranking a ford car had the misfortune to break his arm. To make matters worse, Scotty says he

REO THE FIFTH



AND THE REO SIX

are two of the most standardized cars in the world. Reo consistency has set a new world's record

REO Six, seven passenger 45 horsepower

REO the Fifth, five passenger, 35 horsepower

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Citizens Phone 5088

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12 Years a Reo Distributor

Grand Rapids, Mich.

Do you know---Nedrow?

"A Pure Food Brand that's in demand"

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS

is in as much pain as though his arm had been cracked by a real automobile.

E. A. Scribner is having an addition built to his floral shop at 604 East Fort street.

George Rye, clerk at the Park Hotel, at Monroe, remarked casually the other day that the man who swallows his pride is not very apt to go hungry.

William Burnstein, 1497 Michigan avenue, general dry goods, is having an addition built to his store.

Guy Brewster Cady, advertising novelties, 125 Farmer street, has returned from a four weeks' trip through the East.

Why object to the hotels with full bar attachments? One is always assured of good service in a hotel with a bar room annex—in the annex.

George Ferguson draws a salary from C. Elliot & Co., Detroit, pays taxes in Birmingham and sells his wares throughout Southern Michigan. George has been selling groceries so long that nearly everybody who knew him when he started is either living with their grandchildren, retired to the home for the aged or have died of old age, yet he continues to set a fast pace for the latter day salesman. At one time Mr. Ferguson was a member of the firm of Miner & Ferguson, of Birmingham, but found the life of a small town merchant too tame for him and, after selling out his interest to his partner, came to Detroit and secured a position with C. W. Inslee & Co. From there he joined the sales force of Crusoe Bros. & Co., remaining with them until they liquidated, going over to the house he now represents. George Ferguson is one of the best liked men on the territory and the very ones who love him best have sworn vengeance on him for some of the practical (and otherwise) jokes he has perpetrated on them.

For all that, one must not become imbued with the idea that he can as much as say a mean word about the venerable salesman from Birmingham in front of those who have avowed vengeance.

E. E. Swaidner, general merchant of Hamilton, was in Detroit last week on a business trip.

In the midst of the turmoil in Detroit one cannot help but wonder who is running the Mayor's office.

A St. Louis scribe says there are no fat men in prison. That sounds pretty thin.

Municipal ownership, according to the Detroit News, is a panacea for many ills. An overdose, to our way of thinking, will make a lot of people sick.

Money may not buy happiness, but many would like to try it out nevertheless.

Henry Ford has had no peace since he mentioned that \$10,000,000.

Many married men would also give every cent they owned or could borrow, to promote a peace movement.

Even at that Detroit is several thousand yards ahead of any other city.

James M. Goldstein.

Jonesville Lands Self-Starter Plant.

Jonesville, Sept. 14—At the eleventh hour, when it seemed certain that she had lost out, Jonesville got busy and landed the new automobile self-starter factory. The new plant will manufacture the mechanical self-starter device invented by George L. Rock, proprietor of the Jonesville garage.

The new industry will be established in the building near the race track, used at one time by the Deal Co. as an automobile assembly room. Work of getting the building in shape and of installing machinery will commence at once. It is probable that the new industry will furnish employment for quite a force of workmen. Business will be done by a stock

company under the name of the Rock-Way Starter Co. Two brothers of the inventor, Darrell and Alonzo Rock, of Detroit, will move to this village and assist in launching the new business. These men, like their brother, are skilled machinists, Darrell Rock having held the position of superintendent of the service department of the Cadillac Motor Car Co.

On With the Dance.

Grand Rapids, Sept. 21—The dance committee of the Grand Rapids Council has had a meeting, at which time arrangements for a series of dances for the season of 1915 and 1916, to be given by Grand Rapids Council, were made. Twelve dances on the following dates are to be given: Oct. 16 and 30; Nov. 20 and 27; Dec. 18; Jan. 1, 15 and 29; Feb. 19 and 26; March 19 and 26. The price of season tickets is \$5; single dances, \$1. No charge for extra ladies. Plans are being made for one of the best series of parties ever pulled off by Number 131. They are to be given at the U. C. T. hall, Ionia avenue, over Grand Rapids Street Railway Co.'s office, which has one of the best dance floors in the city. All members of No. 131 should plan to attend. Season tickets may be obtained from any

member of the committee, which includes C. C. Perkins, J. H. Mann, E. Stott, A. P. Anderson, J. A. Burr. The famous Tuller's Orchestra will furnish the music, which is a guarantee that nothing will be overlooked along that line. Everybody boost. J. A. Burr.

Position Wanted

As buyer or manager of general store with twenty years' experience. Have always made good. Conservative buyer, always at the head as salesman and good stockkeeper who can always find something to do without being told. If you want someone who never watches the clock or the boss, I am the man you want. Can furnish the best of recommendations as to character, ability and honesty.

Address Radix, care Michigan Tradesman.

**WHOLESALE
Flour, Feed, Hay, Bags, Twine**

Bakers' Supplies and Machinery, Waxed Paper, Bread Wrappers
Dry Milk Powdered Egg Cooking Oil Compound
Everything for Bakers, Flour and Feed Dealers

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You Should Carry All Standard Products

"Dandelion Brand" Butter Color is the standard butter color. It has been the choice of successful dairymen for more than a quarter century.

"DANDELION BRAND" BUTTER COLOR

"Dandelion Brand" Butter Color gives the true June color to butter. Never let your stock run low. When your customers ask for it, do not disappoint them.

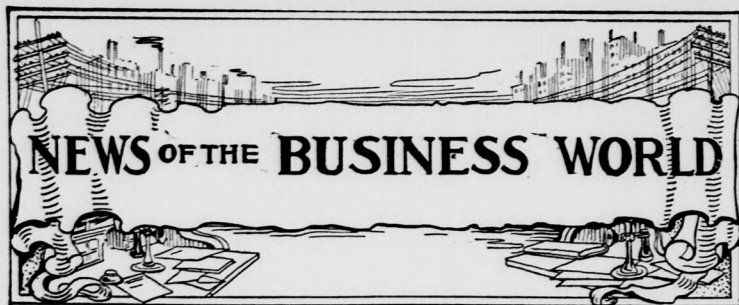


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

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



Dandelion Brand Butter Color
The color with  the golden shade



Movements of Merchants.

Pewamo—Joseph C. Long succeeds Harry P. Snyder in general trade.

Otsego—J. A. Collins has added a line of shoes to his stock of bazaar goods.

Detroit—The E. H. Robinson Co. has changed its name to the Ulco Oil Co.

St. Joseph—A. N. Richardson has opened a flower and seed store on Ship street.

Ishpeming—W. J. Hebbard is closing out his stock of bazaar goods and will retire from business.

Berrien Springs—W. E. Tatreau has closed out his grocery stock and will retire from business.

Brent Creek—The capital stock of the Brent Creek Elevator Co. has been increased from \$6,500 to \$15,000.

Northport—Fred Donner, formerly of Grand Rapids, has opened a harness accessory store in the Mork building.

Kalamazoo—The Kalamazoo Vegetable Parchment Co. has increased its capital stock from \$250,000 to \$500,000.

South Lyon—W. J. Warby has sold his grocery and confectionery stock to Fred Yetska who has taken possession.

Maple Rapids—McCrary & Jennings have engaged in the meat business under the management of John Klaver.

Whitehall—Fred Watkins & Co. have opened a wholesale and retail commission market in the old bank building.

Freeport—G. J. Nagler has sold his stock of general merchandise to Burt Long, who will consolidate it with his own.

Ovid—Leslie Spaulding, of Perry, has engaged in the dry goods business here, having purchased the E. C. Smith stock.

Sparta—The report that Fred L. Hilton has sold a half interest in his wagon factory to Ed Beebe is denied by Mr. Hilton.

Jackson—J. H. Phillips, Jr. has opened a grocery store at 140 West Main street under the style of the Monarch Grocery.

Calumet—Hanley & McCormick have engaged in the clothing and men's furnishing goods business in the Quello block.

Kalamazoo—Van Peenen & Schrier, dealers in clothing, have re-organized and incorporated with an authorized capital stock of \$30,000.

Mt. Pleasant—Mrs. E. M. Cospier has sold her stock of art and fancy goods to Mrs. Kate A. Brazee who will continue the business.

Ionia—A. E. Wilkinson, dealer in confectionery, has opened a branch

store on Main street, one door west of the Brown-Williston hotel.

Bellevue—The Bellevue Lumber and Coal Co. has been organized with a capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Peck—J. W. McLeod, hardware dealer, has become insane, believed to be due to strain over business cares, and has been taken to Pontiac for treatment.

Bay City—The Tawas Fish Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Gaylord—The Gaylord Lumber & Fuel Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Eckford—The Frank E. Nowlin Co., of Albion, has purchased the Eckford grain elevator. This makes the fifth in the chain of elevators conducted by the company.

Detroit—The Welch Shoe Co. has been incorporated with an authorized capital stock of \$8,000, of which amount \$5,020 has been subscribed and paid in in cash.

Ionia—Allen Bros. have sold their grocery stock to Herman Hacker, who will continue the business at the same location at the corner of Main and Jackson streets.

Morley—Frank A. Hunter, dealer in dry goods and groceries, has purchased the general merchandise stock of Harding & Co. and will consolidate it with his own.

Detroit—The Slow Cigar Co. has engaged in business with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$485 paid in in property.

Detroit—The Griswold Drug Co. has engaged in business with an authorized capitalization of \$15,000, of which amount \$7,500 has been subscribed and paid in in cash.

Nashville—S. A. Gott has sold his hardware stock to E. L. Cole, who conducts a similar business at Bellevue and will continue the store here under the management of his father-in-law.

Boyne City—Justin S. Meacham has sold his interest in the Meacham & Co. grocery and meat stock to his partner, Fred Hayes, who will continue the business under the style of Hayes & Co.

Detroit—The Miller Silk Co. has engaged in the dry goods and dress goods business with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and paid in in cash.

Lansing—The Swanton Drug Co. will open a branch store at 1320 South Washington avenue about Dec. 1, when the brick store building which is being erected by F. B. and Otto Swanton at that location is completed.

Ovid—H. A. Potter, who has conducted a dry goods store here for the past fourteen years, has sold his stock to A. D. Mosser & Co., formerly of Almont. For fifty years Mr. Potter has been active in various business enterprises.

Ludington—O. A. Packer has sold his interest in the stock of the Chicago 5c, 10c and 25c Store to his partner, A. C. Richardson, who will continue the business under the management of C. C. Evans.

Detroit—Robinson Bros. have merged their business into a stock company under the style of Robinson's Cigar Stores, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Merchants Construction Co. has been organized to engage in the engineering and construction business with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Detroit—The A. D. Mosser Co. has engaged in the general store, dry goods, clothing and house furnishings business with an authorized capitalization of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Detroit—The Jim Bonar Co. has been organized to engage in the dry goods and men's furnishings business with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,500 paid in in cash and \$2,500 paid in in property.

Detroit—The International Electric Co. has engaged in the manufacture and sale of vacuum cleaners and electrical and mechanical devices with an authorized capitalization of \$25,000, of which amount \$18,800 has been subscribed and paid in in property.

Bronson—The Bronson Co-Operative Co. has been incorporated to engage in the buying and selling of live stock and farm produce with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Howell—The Clean Water Bath Co. has engaged in business to manufacture and sell bath appliances, fixtures and novelties with an authorized capital stock of \$5,000, of which amount \$4,300 has been subscribed, \$2,200 paid in in cash and \$100 paid in in property.

Detroit—The N. A. Wood Construction Co. has been organized to engage in the cement and construction business with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$2,000 paid in in cash and \$3,000 in property.

Muskegon—H. I. Sanford, for the past nine years buyer and manager of the West Drug Stores, at Grand Rapids, has purchased the wholesale and retail drug stock of the estate of Fred Brundage and will continue the busi-

ness under the management of R. A. Cosier.

Calumet—Edward F. Cummins, engaged in the merchandise business here, has filed a voluntary petition in bankruptcy. He schedules his liabilities at \$5,650.17, and his assets at \$994.60, inclusive of exemptions. The stock in trade is valued at \$285 and the household goods at \$250. Of the claims against Mr. Cummins, \$2,587.50 are secured and \$2,855.46 are unsecured.

Manufacturing Matters.

Flint—The Monroe Motor Co. has increased its capital stock from \$250,000 to \$375,000.

Mt. Pleasant—The Mt. Pleasant Motor Co. has increased its capital stock from \$5,000 to \$15,000.

Saginaw—The Steel Crated Box Co. has been incorporated with an authorized stock of \$100,000, all of which has been subscribed and paid in in property.

Detroit—The Rex Talking Machine Co. has engaged in business with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$5,000 paid in in cash.

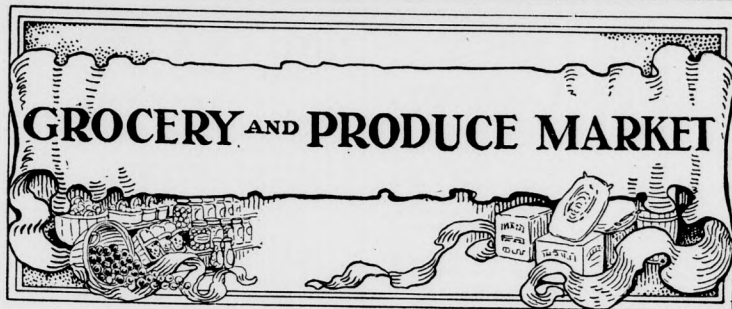
Detroit—The Cole-Tire Protector Co. has been organized to manufacture tires, liners, protectors, machinery and accessories, with an authorized capital stock of \$100,000, of which amount \$51,030 has been subscribed and \$29,414.95 paid in in property.

Battle Creek—The reorganized Advanced-Rumely Co., manufacturer of threshing machinery and a small oil-pull tractor, will open its plant with a capacity force about Oct. 1. Holders of matured Rumely commission certificates will be paid in full in cash Dec. 31.

Detroit—The Johnson Heating Co. has been organized to manufacture, buy, sell, install and deal in heating, plumbing and steam fitting supplies, with an authorized capital stock of \$10,000, of which amount \$6,100 has been subscribed and \$2,700 paid in in property.

Kalamazoo—The Kalamazoo Glass Works has engaged in business to manufacture and sell at wholesale and retail all kinds of glass and glazing materials with an authorized capitalization of \$5,000, of which amount \$4,000 has been subscribed, \$900 paid in in cash and \$2,500 paid in in property.

Charlotte—The Duplex Power Car Co. is going ahead with the manufacture of two motor fire trucks for the city of Holland, in spite of the fact that a faction of the Holland Common Council threatens to interpose legal obstructions to prevent the Duplex Co. receiving payment for the same. The Fire Commission ordered the trucks, claiming the Council empowered that body to proceed with the purchase of the fire apparatus, which has been ordered. The trouble arose after a majority of the Commission reported in favor of the Duplex in the place of some higher priced machines which were competing with the local truck.



Review of the Grand Rapids Produce Market.

Apples—Early varieties such as Duchess, Wealthy, and Twenty Ounce command 35@45c per bu.

Bananas—Medium, \$1.25; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.50.

Beets—50c per bu.

Butter—The market is firm at an advance of 1c per pound on creamery grades, with a good consumptive demand. The average quality of the receipts is fancy and the market is healthy throughout on the present basis. Fancy creamery is quoted at 26c in tubs and 27c in prints. Local dealers pay 21c for No. 1 dairy, 17c for packing stock.

Cabbage—40c per bu. or \$1 per bbl.

Cantaloupes—Benton Harbor Osage \$1.25@1.75 per crate, according to size; home grown, 25c per bu.

Cauliflower—\$1.25@1.50 per doz.

Carrots—50c per bu.

Celery—16c per bunch for home grown.

Cocoanuts—\$4 per sack containing 100.

Crab Apples—75c@\$1 per bu.

Cranberries—\$7 per bbl. for Cape Cod Early Blacks.

Cucumbers—35c per doz. for home grown.

Eggs—Fresh continue very scarce and the market is firm at an advance of 1c per dozen. There is an active consumptive demand which absorbs all of the receipts on arrival. The undertone and the outlook are healthy, with no immediate change in sight. Local dealers pay 24c for No. 1 stock, loss off.

Egg Plant—\$1.25 per doz.

Garlic—20c per lb.

Grapes—\$1.75 per doz. for 4 lb. baskets. Moore's Early is the only variety ripe enough to market this week. The local crop promises to be large in volume and fine in quality.

Green Corn—10@12c per doz. for home grown.

Green Onions—Silver Skins, 15c per doz.; Evergreens, 12c per doz.

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

Lemons—California, \$3@3.50 per box.

Lettuce—Home grown head, \$1.25 per bu.; leaf, 65c per bu.

Nuts—Almonds, 18c per lb.; filberts, 13c per lb.; pecans, 15c per lb., walnuts, 18c for Grenoble and California, 17c for Naples.

Onions—Home grown command 75c per bu.

Oranges—Valencias are steady at \$5@5.25.

Oysters—The season for bulk oysters opened this week on the follow-

ing basis: Standards, \$1.35; Medium Selects, \$1.50; Extra Selects, \$1.75; New York Counts, \$1.85; Shell Oysters, \$7.50 per bbl.

Peaches—Elbertas and Crawford's command 75c@\$1 per bu.; Prolifics and Engles fetch 50@75c. Conditions have been greatly improved by the termination of rainy weather, which renders shipping to distant points possible.

Pears—Bartlets, \$1.50 per bu.; Clapp's Favorite, \$1.25 per bu.

Peppers—\$1 per bu. for home grown.

Plums—Burbanks, Bradshaws and Guis, 60@75c per bu.

Pop Corn—\$1.75 per bu. for ear, 4c per lb. for shelled.

Potatoes—Home grown range from 30@40c per bu.

Radishes—10c for round and 15c for long.

Squash—75c per hamper for home grown.

Tomatoes—Shipping stock commands 75c per bu. for ripe and 60c for green. Very ripe stock which cannot be shipped is selling as low as 30c per bu.

Turnips—50c per bu.

Wax Beans—90c per bu.

Watermelons—\$2.50 per bbl. containing 8 to 10.

The Elliott Machine Company, which recently voted to issue \$300,000 preferred stock bearing 7 per cent. dividend, sold \$120,000 of this stock to its own stockholders. The remainder of the issue was sold to Howe, Snow, Corrigan & Bertles, who are offering it at par. It is understood that \$67,000 of the issue was sold the first day it was offered and the indications are that the unsold portion of the stock will be entirely placed before the end of the present week. The business of the Company has revived with the turn of the times and the income of the Company will be greatly enhanced by the adoption of a recent device which enables the Company to enforce royalties on all wire used in its machines, whether the wire is purchased from the Elliott Company or not. The legality of the present method of conducting its business has been completely sustained in a decision handed down by Judge Sessions in the United States District Court. In view of these facts, it is not at all surprising that the stock should meet with such a hearty reception at the hands of the purchasing public.

James Heynen has engaged in the grocery business at the corner of Shawmut street and National avenue.

The Grocery Market.

Sugar—The past week has witnessed a further reduction in price. New York refiners are quoting granulated at 5.30c. Two Philadelphia refiners are quoting 5.20c. Beet sugar refiners are offering to book orders for future delivery at 5.10c. The California people are selling 20 points below the Eastern price and paying the freight as far East as Philadelphia. The Eastern refiners are feeling this competition very keenly and probably will not be able to advance their prices while it continues.

Tea—The market is practically at a standstill, with merely a small jobbing enquiry noted. The country has been buying for actual requirements, but the local trade is less of a factor. Importers are taking care of the arrivals and hence show less interest in spot stocks. The warehouse supplies are increasing, as might naturally be expected under the circumstances, but are still moderate for this time of the year. The opinion is expressed that while prices may react further there is no occasion to fear radical weakness, since there should be a call for the available supplies before the season is over. The reaction in the primary markets has done more than anything else to unsettle sentiment, especially at London, where there appears to be a surplus of tea accumulated in the idea that further advance might be awaited. The liquidation of the low grades India and Ceylons had, of course, affected the other black teas sympathetically, Formosas and Congous being also lower.

Coffee—All grades of Rio and Santos are unchanged. Milds are unchanged also and look like good property on the present basis. Java and Mocha are unchanged for the week. The consumptive demand for coffee is fair for the season.

Canned Vegetables—Tomatoes have sustained a sharp advance, due to the conviction that the pack will be short in all parts of the country where packing is conducted. Corn is strong on all grades. Peas are dull and heavy.

Canned Fish—Salmon continues dull, with buying very much restricted. Buyers appear to be purchasing only to satisfy their immediate needs. Domestic sardines are quiet, with no quotable change.

Dried Fruits—Early fall Santa Clara prunes appear to exhibit a slightly easier feeling, although very little interest is being shown in any quarter and practically no buying is being done. Telegraphic reports from California state that the future raisin market is displaying a marked strengthening tendency, with Northern Thompson bleached practically unobtainable at any price. The Association withdrew its prices on this fruit about two weeks ago and independent packers have been refusing offers also. Other dried fruits—peaches, apricots, currants, etc.—are in very light, seasonable demand at unchanged prices.

Cheese—The market is firm at an advance of 1/2c and with an increased consumptive demand. The make of cheese is normal for the season and

receipts readily clean up on arrival. The market is healthy and no disturbing influences are in sight.

Provisions—All cuts of smoked meats are steady and unchanged, with a moderate consumptive demand. Pure and compound lard are in normal consumptive demand at an advance of about 1/4c. Barbeled pork, dried beef and canned meats are all unchanged and in moderate demand.

Salt Fish—Norway mackerel are higher. The reason is continued scarcity and the naming of exceedingly high prices for new fish. Cod, hake and haddock are all very dull on account of the weather.

Welcome to Grand Rapids.

Terminating a residence of more than thirty-five years in Ludington, Charles F. Cartier has moved with his family to this city, where he will make his home.

In his coming to this community, Grand Rapids acquires one of the foremost lumbermen of the State, a progressive business man, prominent in fraternal circles, and known throughout Michigan because of activities in the lumber trade and the betterment of his former home, Ludington.

Charles Cartier is the youngest son of the late Antoine E. Cartier, who was President of the Cartier Lumber Co., of Ludington, and for many years President of the Northern Michigan Transportation Co. Although still in his prime, Mr. Cartier has achieved a record in business and politics that is the envy of many an older man. After graduating from the Ludington high school he pursued a course at the University of Michigan, following which he became manager of the Cartier Enameling Works and later of the Handy Things Co.

Ten years ago he resigned to become manager of the Double Brick store, then owned by the Cartier, McCourt & Magner Co. Some time ago he organized the Cartier-Holland Lumber Co., with E. M. Holland, formerly of Ludington, now also a resident of Grand Rapids. Mr. Cartier is President of this corporation, which has offices in the Michigan Trust Co. building and is enjoying a prosperous business.

Trotter Has an Even Chance.

Mr. M. E. Trotter has returned from Baltimore where he received an initial treatment by radium for incipient cancer. Dr. Howard Kelly, who is at the head of the famous institution bearing his name, states that his patient has an even chance for recovery on account of his superb physical condition. Mr. Trotter will return to Baltimore every three weeks for a treatment, which is exceedingly painful for several days following the application of the radium.

J. Frank Gaskill, the Michigan avenue grocer, has been elected President of the Grand Rapids Retail Grocers Association in place of A. C. Bertch, who declined to accept the office to which he was elected a couple of months ago.

Love renders a man color blind to complexities.

STOCKS, BONDS, GRAIN AND PROVISIONS

Features of the Stock and Grain Market.

Chicago, Sept. 21—Wheat: Weather to-day has been ideal for garnering the wheat crop. There is an acute situation in the September option, which can only be relieved by a more liberal movement of cash to this market, but as an indication of the real weakness for later delivery the October option declined from 98 to 94½ in an effort to dispose of only 5,000 bushels. Primary receipts compare favorably with last year at 2,785,000 and it is only a question of a short time before we will have burdensome accumulations here. There is still a little urgent demand to fill previous sales. When filled, we anticipate a very rapid decline in cash premiums. Very little spring wheat is being offered from the Northwest. We understand there is a difference of opinion about the rules as to allowing No. 1 velvet chaff to be delivered on September contracts. This matter will probably be settled definitely by our directors this afternoon, and if allowed it will probably mean an increased movement this way. Kansas City reported buyers had withdrawn, leaving about 125 cars unsold. The action of the market today was very erratic. An early decline was followed by a strong upturn brought about by a leading house buying about 250,000 bushels Sept. After this order was executed there was another break due to almost continuous selling of December by a prominent elevator interest. In looking at the situation from all angles, we still believe prices are too high.

Corn—While frosts were reported in the Northern corn belt, they are light and no damage expected therefrom. Receipts are liberal and offerings are increasing, and especially so from Central Illinois. Many short lines that were covered yesterday on the fear of frost were reinstated this morning. Weather prospects are for higher temperatures. A car of corn is on its way from a point in Missouri to St. Louis, the sample of which graded No. 3. Advices indicate a free movement from this territory, right away. New York wired that new Texas No. 3 corn was being offered delivered at New York at 74½, in bulk for nearby shipment, which is several cents a bushel lower than Western corn, and only about 3 cents a bushel over Argentine corn. Some one appears to have a strangle hold on September corn and until they lose their grip, or receipts increase, this option will be a nervous affair and may prevent any radical break in the futures until after it is out of the way. Barring a killing

frost, we can see no incentive for higher prices, and therefore continue to advise sale.—Logan & Bryan.

New York, Sept. 21—While in many instances new high records were recorded in the Industrial department, that is for the current movement, the stock list presented a decidedly irregular appearance.

It has been said quite authoritatively that the Anglo-French commission entertained views somewhat at variances with the ideas of the American bankers in connection with the disposal of the proceeds of the proposed loan. As a consequence of these sayings, many evince a disposition to withhold further commitments on the long side, pending additional developments. In no quarter is the opinion seriously entertained that existing differences, if there are really, will more than temporarily delay the conclusion of the proposed financial arrangements, but, of course, in an undertaking of this magnitude, will always be reflected by nervousness and uncertainty. London has become conspicuous on the selling side of the steel issues for the past few days, and there has been quite some liquidation for domestic account. Such is the barometer for international issues, and its backwardness has necessarily provoked hesitancy in the minds of those who have counted upon the foreign loan proposition to stimulate rising tendencies in all directions. There is little question that trade and industry is in a flourishing condition and that railroad earnings are now reflecting the same, but the difficulty seems to be that the average trader has been in and out of the war issues a dozen times and made profits on each occasion with the result that the standard issues under these conditions not much more than a scalping market can be expected until there occurs something of a highly optimistic nature, of sufficient momentum to alter the complexion of current doings.—Thompson & McKinnon.

The law passed by the last California Legislature requiring the labeling of imported eggs, has been declared unconstitutional in the Superior Court at San Francisco. The law was enacted after the considerable importation of Chinese eggs had started. They were sold below current prices for domestic eggs as a result of the law. The decision says the labeling law interferes unduly with interstate and foreign commerce and restricts unreasonably the right of individuals.

United Light & Railways Company

Chicago Davenport, Iowa Grand Rapids
Preferred Stock Dividend No. 20

The Board of Directors have declared a dividend of 1½% on the First Preferred Stock, payable out of the Surplus Earnings on October 1st, 1915, to stockholders of record at the close of business, 3:00 P. M., September 15th, 1915.

The Stock Transfer Books will re-open for transfer of Stock Certificates at the opening of business Thursday morning, September 16, 1915.

L. H. HEINKE, Secretary.
September 15th, 1915.

LOGAN & BRYAN

STOCKS, BONDS AND GRAIN

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New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
New York Cotton Exchange
New York Coffee Exchange
New York Produce Exchange
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A Recommendation For Investors in Stocks

The Consumers Power Company (Michigan) controls water power and steam generating and electric properties supplying electricity for light and power to a number of prosperous and important communities in the Southern Peninsula of Michigan. Each year since its organization the Consumers Power Company has been able to increase substantially its earning capacity, both gross and net. For the twelve months ending July 31, 1915, this Company had gross earnings of \$3,602,490, an increase of 8.43%, with a net gain of 17.80%, and an increase of 36.38% in surplus over the preceding twelve months, after all charges had been paid. The duplication value of the property of the Consumers Power Company is materially in excess of all of its outstanding bonds and preferred stock. The Preferred Stock at its present price of 94 and dividend is, we believe, one of the most attractive investment stocks in the market.

Tax Exempt in Michigan

Send for Circular E-43 which contains full information

Hodenpyl, Hardy & Co.

Incorporated

Investment Securities

First National Bank Building

NEW YORK

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NOKARBO MOTOR OIL

It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity. It will not char or carbonize.

It is the best oil for the high grade car, and the best oil for the cheapest car. Write for prices and particulars.

The Great Western Oil Co.

Grand Rapids, Michigan

\$300,000

ELLIOTT MACHINE COMPANY

7% CUMULATIVE PREFERRED STOCK

REDEEMABLE IN ONE TO FIVE YEARS AT COMPANY'S OPTION

Purchase on Redeemable Dates Guaranteed by Wm. E. Elliott

Available in amounts of \$100 and upwards at par to net 7%

Series No. 1, \$30,000—July 1, 1916
 Series No. 2, 30,000—Jan. 1, 1917
 Series No. 3, 30,000—July 1, 1917
 Series No. 4, 30,000—Jan. 1, 1918
 Series No. 5, 30,000—July 1, 1918

Series No. 6, \$30,000—Jan. 1, 1919
 Series No. 7, 30,000—July 1, 1919
 Series No. 8, 30,000—Jan. 1, 1920
 Series No. 9, 30,000—July 1, 1920
 Series No. 10, 30,000—Jan. 1, 1921

After a thorough investigation, we own, offer, and recommend for investment, the unsold portion of \$300,000 Elliott Machine Company 7% Cumulative Preferred Stock, and call your attention to the following:—

STRONG FEATURES.

1. Cash invested in business approximately two million dollars (\$2,000,000), or over six times the preferred stock issue.
2. Net quick assets over four hundred thousand dollars (\$400,000), consisting principally of Savings Bank Certificates of Deposit, time loans, and high-grade securities, or over one and one-third times this issue.
3. Average net earnings over two hundred thousand dollars (\$200,000) per annum since organization, or two-thirds this total issue.
4. Preferred stock has preference as to both assets and dividends, and the Company has no mortgage indebtedness.
5. William E. Elliott, President of the Company, whose financial responsibility is extremely high, personally guarantees the purchase of this preferred stock at par, plus any accrued dividends on the above optional dates.
6. The Company has been established since 1911 and has been remarkably successful, being rated by R. G. Dun & Company as "AAA1" —over a million dollars, highest credit."

CONDENSED STATEMENT OF COMPANY ON JANUARY 1, 1915.

RESOURCES.		LIABILITIES.	
		Current.	
Fixed Assets.		Payroll Account	\$ 5,604.18
Machinery, Tools, Factory Equipment, Patterns	\$ 140,959.97	Bills Payable	206,500.00
Leased and Licensed Machines	1,541,897.75	Accounts Payable	8,597.76
Furniture, etc., Patent Accounts	13,573.37		
Quick Assets.		Total Liabilities	\$ 220,701.94
Cash, Certificates of Deposit	156,718.08	Total Assets	\$2,514,637.65
Accounts and Bills Receivable	481,076.64	Total Liabilities	220,701.94
Stocks, Bonds, Raw Material, Parts Under Construction,		Present Worth	\$2,293,935.71
Service Expense Inventory	180,411.84	Represented By:	
	\$2,514,637.65	Capital Stock Issued	\$1,500,000.00
		Surplus and Depreciation	793,935.71
			\$2,293,935.71

The Elliott Machine Company was incorporated in 1911 under the Laws of Maine and has been licensed to do business in the State of Michigan since that date.

The Company owns various valuable patents under which it manufactures button fastener machines which are leased on a royalty basis to shoe manufacturers and shoe dealers in all parts of the United States.

The Company now has approximately twenty-two thousand (22,000) of these machines in general use. The proceeds from the sale of this issue will be used to manufacture a perfected patented meter to be attached to these machines, the use of which should greatly increase the earning capacity of the Company.

The legality of the issue has been approved by Travis, Merrick, & Warner of Grand Rapids, Michigan.

Price 100 to Net 7%

HOWE SNOW CORRIGAN & BERTLES



MICHIGAN TRUST BLDG GRAND RAPIDS MICHIGAN

INVESTMENT BANKERS

All figures given in this advertisement to indicate the financial condition of the Elliott Machine Company are taken from statements furnished us by the Company, certified by Walter H. Shultus, public accountant of Grand Rapids.



(Unlike any other paper.)

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OF BUSINESS MEN.

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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.

September 22, 1915.

THE PREPAREDNESS ISSUE.

Coming events cast their shadows before and it is usual to figure a year or more in advance what will be the leading issue in an approaching presidential campaign. Ordinarily this is pretty accurately determined beforehand, but the best laid plans of mice and men sometimes go awry, and there is many a slip between the cup and the lip. It will be recalled that in the first McKinley campaign it was confidently believed that the tariff would be the issue and the only one of a large importance. The Ohioan was an expert in this matter and had long been an able and successful advocate of protection. The Republicans had made elaborate preparations to conduct the campaign along these lines and then came Bryan with his free silver clap trap about the crown of thorns and the cross of gold, and the tariff straightway became a side issue and the real subject of discussion between the convention and election was free silver.

Ever since President Wilson and the Democratic majority in Congress reduced the rate and put the lower schedules in force it has been generally accepted that the tariff would be the great issue in 1916. As the result of the change there has been a great reduction of National income and the Government was obliged to resort to other schemes to raise sufficient money to cover the disbursements. It looks now as if the question to be most vigorously debated in the next session of Congress has to do with preparedness. There will be a very large element in both houses anxious that the United States shall invest heavily in defenses, build more ships, strengthen the forts, make bigger and better guns, increase the army, etc. This will cost a mint of money if it is to be done on any scale which will make the result worth while. The proposition will have opposition from the peace-at-any-price people and perhaps from some others, on the theory that the possibility of war with Germany has been practically obviated and eliminated, so that the country stands in practically the same position as it did before the European war commenced. It is quite possible, then, that the question of preparedness and National defense will

be an issue in the next presidential campaign. In Congress the vote will not necessarily follow party lines. It is understood that the President is in favor of it and there are a great many Republicans who believe as he does, but that will be debated and found out and possibly settled in the coming Congress, in which event perhaps it would not enter into the presidential contest, and for many reasons it is to be hoped that it will not, because that is a patriotic, rather than a partisan issue and one as to which opinion is not at all influenced either from a Republican or a Democratic point of view.

THE WHEAT MARKET.

The present recovery in wheat prices is partly due to wet weather in the grain belt, but largely also to some change in the trades' ideas as to Europe's requirements and available supplies. Sentiment has been lately governed by the great stress laid by foreign authorities on the large exportable surplus in this country, in South America, in Australia and in India. But this argument may have been somewhat overplayed.

Rather plain signs are now coming to hand that the harvest in Europe has been no more satisfactory than the winter-wheat returns in this country. That is to say, statistically and theoretically the yields were good, but how much is fit for milling is in doubt, and the final returns may show the necessity for even larger imports than last year. Russia and the Balkans have a large crop, but the Balkan surplus is going to Austria-Hungary and Germany, while Russia cannot ship, owing to blockade of her two ports. Even were the Dardanelles open, it is not believed that the usual shipments could be made, with present inadequate railroad facilities.

Although Argentine acreage has been increased, drought prevails in that country, where the present season compares with May in this country. General and heavy rains are necessary for a crop. India is not now a factor in the grain trade, the surplus there having been badly over-estimated. Australia has the promise of the largest crop on record, but as the government has guaranteed farmers about \$1 per bushel for their wheat, and with freight-rates to Europe 50 cents per bushel and over, Australian wheat at best cannot be called cheap.

IN A NEW EXPERIMENT.

Can the people of the United States afford to lend \$500,000,000 to \$1,000,000,000 to Europe, even if the soundness of the loan be indisputable? How would the loan affect our money and investment markets? Would institutions hold the bonds, or private individuals? What sort of trading should we have in them, if they were listed on the Stock Exchange? These questions have been asked by many people, during the past week.

The loan could easily be placed. Money is easy. The banks of New York alone hold a surplus reserve of \$107,000,000 more than on January 1, and it was very large, even then. New

bonds listed on the Stock Exchange in the first half of 1915 were \$330,000,000 less than in 1905, and new stocks listed were \$359,000,000 less than in 1901, and the country's available capital is far greater now than in either year. In eight months of 1900 and 1901, we took \$330,000,000 bonds from the British Exchequer; even in 1898, when our own Government offered a popular loan of \$200,000,000, subscription offers aggregated \$1,500,000,000. We are very much richer now.

It is doubtful if such a loan would affect more than temporarily the money or investment markets. Its proceeds are to be left in American banks until drawn upon for expenditures, and the expenditures will be made in American markets. Furthermore, it is probable that the loan's success would check the European liquidation of our own securities, which has weighed on the investment market. At any rate, the British government's pressure on England holders to sell would certainly be relaxed.

Banking institutions would certainly be the original buyers; they might be the permanent holders. They were so in the case of our purchases of England's "Boer War loans," although not in the Japanese loans of 1904 and 1905. If our people showed a disposition to deal in the Anglo-French securities, they would, undoubtedly, be distributed, for large private capitalists would be extensive buyers at the start. A public offering might be necessary, as a preliminary to listing on the Stock Exchange. But the curb would surely trade in them.

If they were listed, and then dealt in freely by the investing and speculative public, the day-to-day prices of the five year loan would probably vary according to two influences—the home financial developments in France and England and the war news. We may yet see a "bear raid" on Anglo-French 5s, on news of the fall of Petrograd, or a "bull movement" on the capture of Constantinople.

THE FAVORABLE SIGNS.

As the harvest results become assured, and the autumn season of trade activities begins, business conditions throughout the West are showing steady improvement. Leading merchants and manufacturers take on the whole an optimistic view of the future, and with record wheat crop and prospects of new high figures for oats and corn are commencing to expand their business slightly. The money situation is satisfactory, and banks have plenty of money to loan on good security.

There will be no business boom; but, on the other hand, there is little or none of the discouragement which pervaded mercantile circles twelve months ago. Deranged as is industry at large by the complications of the war, the economic soundness and strength of the country's position is recognized by every one. Perhaps the best indication of conditions is the reports from makers of agricultural implements. Many are working nearly at capacity on domestic orders and there are strong indica-

tions of an increased foreign business, as the shortage of men abroad is bound to tell in the long run, and larger purchases of supplies must be made if the foreign crops are to be harvested promptly.

THE APEX OF INCONSISTENCY.

According to a Berlin dispatch the German Foreign Office has issued in English a memorial against the employment of colored troops in the European theatre of the war by France and Great Britain, on the ground that they have brought with them savage practices of warfare of their native countries. Yet this Germany, so sensitive about alleged savageries when they are committed against her, violates and murders Belgian women, bombards cathedrals, hospitals and Red Cross nurses, torpedoes neutral passenger ships and encourages her ally, the unspeakable Turk, to exterminate the Christian Armenians.

One of the reasons for the failure of Austro-Italian negotiations last spring was Austria's stipulation that the territory which she was willing to cede should pass only after the conclusion of hostilities. Italy had its doubt about the value of a bare promise. Teuton diplomacy seems to have taken the Italian point of view when the promise is a Turkish promise. Bulgaria must not wait for her price. Without lifting a finger, she has won a sizable strip of territory and a free way for her railway line to Dedeaghat and the Aegean Sea. The transfer is now being conducted amicably at Adrianople. Yet it was not long ago that Premier Radaslavoff declared that if the Allies said the word, a Bulgarian army of 250,000 would start for Constantinople. There is, of course, no allusion in any quarter regarding the nature of the bargain just completed. On neither side is there any love lost. Let Serbia and Greece pay the price, and the present benevolent neutrality of Bulgaria to the central Powers would disappear. The Bulgars make no pretence about it. The present is their opportunity. Moreover, what would otherwise be international blackmail is very considerably mitigated in their case by the fact that three years ago they were themselves the victim of a "hold-up" by Rumania. The territory which Bulgaria now receives from the Turk is only a fraction of what she asserts should have been her legitimate reward after the first Balkan War.

An Oceana county physician has learned that he has many friends, but this is because he had something to give away. When he wants something for himself he may find that his friends are fewer. The other day he published a notice inviting his friends to come and help themselves to peaches in his orchard. He had gathered all the fruit he wanted and was neighborly enough to wish to divide his blessings. His friends came, in automobiles, carriages, wagons, and drawing carts. They climbed trees and picked peaches upon the top branches. They carried away more than 200 bushels and they think the doctor is a fine man because of his generosity.

SHIRLEY PRESIDENT SUSPENDERS

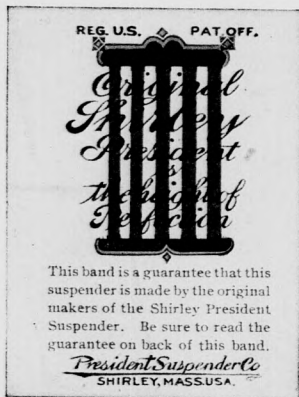


Shirley Presidents in holiday boxes have for years been the big feature in the holiday suspender selling. About eight hundred jobbers and seventy thousand retailers are involved in the distribution of Shirley President Suspenders. Shirley Presidents are the only suspenders advertised in a broad, national way. The holiday packing is advertised to women: Women buy most of the holiday boxed suspenders, and Shirley Presidents are the only suspenders they know of by name. This page will impress you with the beauty of this year's boxes. Note the over-lay in the open boxes. The open boxes will look well in your window. This is a new and attractive inside dressing for the Shirley President Christmas Gift box



No Extra Charge For Holiday Boxes

New Price - \$4.00 per Dozen



ORIGINAL Shirley PRESIDENT Suspenders

Remember SHIRLEY

Read This—It Is Important

SHIRLEY, in connection with President Suspenders, we have emphasized for many years. Retailers and consumers have bought SHIRLEY President Suspenders.

SHIRLEY in all advertising to be published hereafter will be enlarged upon, so that jobber, retailer and consumer always will associate SHIRLEY with President in a way to lead all concerned to miss SHIRLEY if it be absent from any box, buckle, label or band.

Patented
Aug. 16, 1898 Dec. 4, 1900
Nov. 26, 1901 Feb. 18, 1913
May 26, 1914 Sep 8, 1914
Sep. 29, 1914
Other patents pending

This red, white, blue and gold guarantee ticket is on every pair—easily—recognized and known to men everywhere. This guarantee ticket and NO OTHER is the correct ticket



This is the ORIGINAL Shirley President made at Shirley, Mass.

Close to 800 jobbers and over 70,000 retailers carry Shirley President Suspenders



Note the script name—
"Shirley President Suspenders"
—and this light blue-box,
take no other packing

SHIRLEY PRESIDENT has appeared on the buckles, and on covers of boxes and cartons for years.

SHIRLEY product is known as SHIRLEY PRESIDENT SUSPENDERS.

The RED—WHITE—BLUE and GOLD guarantee ticket is familiar to wearers and is one of the distinctive marks of identification.

SHIRLEY PRESIDENT SUSPENDERS are the original—the ones advertised continuously for seventeen years sold successfully and worn with great comfort. In all advertising consumers will be reminded to this effect.

The closing words of every advertisement will read

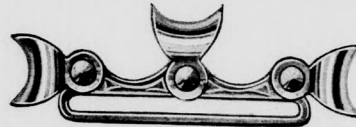
Remember **SHIRLEY**

Men expect Shirley Presidents—SHIRLEY are the ORIGINAL President Suspenders—so see that the name SHIRLEY PRESIDENT SUSPENDERS is on the box cover.

Remember **SHIRLEY**



The original Shirley President Suspenders are mounted with buckles impressed with the name. Not merely "President" but "Shirley President." The buckles must bear Shirley President, otherwise are not the ORIGINAL Shirley President Suspenders



Triple swivel tubes through which the cord slides. The swivel tubes yield with every motion of the body. The cords cannot come in contact with metal edges. There is no friction—the cords slide freely and smoothly with every move

New Price—\$4.00 per Dozen



The first annual meeting of the bankers of the Upper Peninsula, organized as a group of the Michigan Bankers Association, is to be held in Houghton, Oct. 14. A meeting of the bankers of the copper country was held last Saturday at the Houghton Club for the purpose of arranging details of the entertainment for the visitors. The arrangements are only tentative because the bankers do not understand as yet the extent of the programme to be arranged. It is understood that the State Association will furnish speakers, how many is not known. The copper country bankers also expect to invite one speaker of prominence. The meeting will be at the Houghton Club banquet room, as far as now has been determined. The entertainment for the visitors will include a noonday luncheon and a dinner in the evening at Club and entertainment features incidental to the latter function may be provided.

G. A. Blesch, who has been the Cashier of the First National Bank of Menominee since its organization in 1884, has been elected President of the institution to succeed the late Augustus Spies. Clinton W. Gram, who started as a messenger twenty-five years ago and who has been Assistant Cashier for several years, is now the Cashier, succeeding Mr. Blesch. Frank Wanek, Teller, succeeds Mr. Gram as Assistant Cashier. Mr. Wanek has been in the employ of the Bank for fourteen years. Mr. Blesch went to Menominee from Green Bay in 1884 and has been prominently identified with the commercial life of the city ever since.

Banks in Constantine are doing a most excellent business, and are an index to the generous prosperity which surrounds the village and its vicinity. The combined deposits of the two banks, the First State Bank and the Commercial State Bank, there is an average of \$800,000 on deposit throughout the year.

The St. Johns National Bank recently celebrated its fiftieth anniversary. John C. Hicks, son of the first Vice-President of the Bank, is now President. Secretary of State C. C. Vaughan serves as Vice-President, R. C. Dexter, Cashier, and W. J. Black, Assistant Cashier. The directors are C. E. Ball, O. P. Dewitt, J. C. Hicks, William M. Smith, C. C. Vaughan, P. E. Walsworth and R. C. Dexter.

Hon. H. Olin Young, of Ishpeming, for many years a stockholder and director of the First National Bank of

Bessemer, has disposed of his holdings in that institution and William J. Trevarthen has been chosen a director to succeed him. Captain Trevarthen has been connected with the Corrigan-McKinney iron mining interests for many years and is expected to be a valuable addition to the board of directors of the Bank.

A syndicate of Albion men, consisting of Homer C. Blair, Washington Gardner, Henry R. Wochholz, George E. Dean and B. D. Brown recently bought the old stone mill property on Superior street for \$19,350. J. W. Bailey, of Leslie, did the bidding for the Albion men and it was not known until after the sale just who he was representing. Through the purchase of this property Superior street will undergo a number of changes. All the buildings on the property are to be razed at once. The Commercial and Savings Bank is to occupy a new building to be located at the extreme southern end of the present mill site, on Superior street, and the alley entering the market place at this point will be widened. It is likely, also that H. R. Wochholz will erect a building for a grocery store on the present brick elevator site, next to the building occupied by Smith and Lathwell. The remainder of the property will be platted for business sites.

A State bank has been formed at Crystal with a capital stock of \$20,000. The stock has been taken largely by the business men and farmers in the vicinity of Crystal. There have been opportunities of disposing of some of the stock to outside people, but it was preferred to have it a thoroughly local institution. The bank will take over the business of the private bank conducted under the name of the Bank of Crystal. It is contemplated to erect a new building for the bank at the northwest corner of Main street and the street leading to the lake as soon as possible. The stockholders have elected a board of directors as follows: Dr. R. B. Smith, E. C. Cummings, James H. Steere, Ira Cummings, F. T. Kimball. The board elected Dr. Smith President and F. T. Kimball Vice-President. The project is meeting with much favor and will be pushed to completion as fast as the necessary steps will permit.

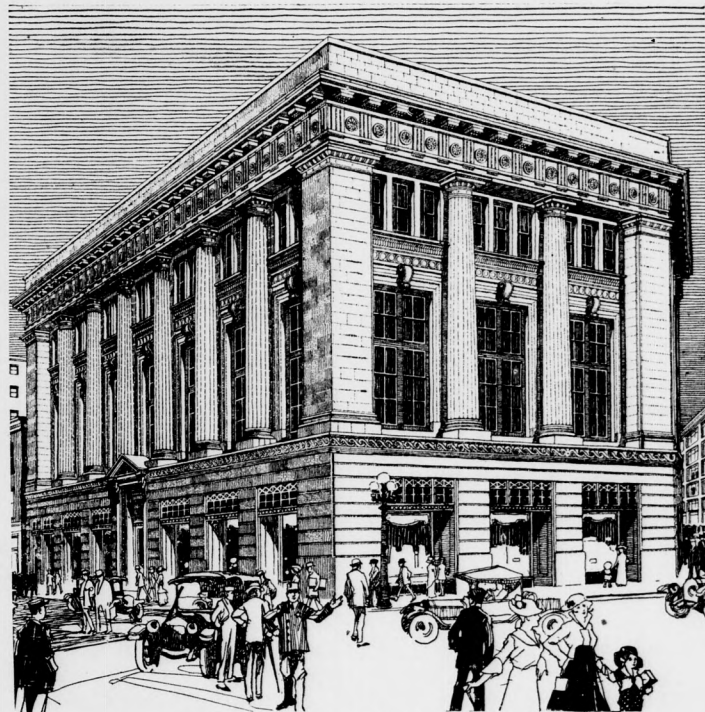
The new building of the First State Savings Bank of Breckenridge is progressing finely. The bricklayers have finished their work on the building. There are two fireproof vaults on the main floor, one to hold the cash and

THE MICHIGAN TRUST CO. of Grand Rapids

Is always at its place of business, easy of access, and allowed to charge such fees as individuals could, by law, charge. It is financially responsible and disinterested personally. It has BUT one DUTY—to see that all heirs are treated impartially, and the terms of the will strictly enforced. No matter how small the estate may be, the same care is used as if millions were involved.

Send for blank form of Will and booklet on the Descent and Distribution of Property.

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



Combined Capital, Surplus and Undivided Profits \$1,781,500
Deposits Exceeding Seven and One-half Million Dollars

Business firms, corporations or individuals requiring reliable financial information relative to Grand Rapids businesses or business opportunities are invited to correspond with the investment departments of either the Grand Rapids National City Bank or City Trust & Savings Bank, which have at their immediate disposal a large volume of industrial and commercial facts.

books of the Bank, the other to be used as a safety deposit. There is also a storage vault in the basement. The building will be heated with steam and lighted with gas and will be provided with every modern convenience for both the Bank force and the public. When it is completed it will be a great credit to the town.

Harley M. Glass, who for the past eleven years has been in the employ of the Greenville State Bank, has accepted a position as Assistant Cashier in the State Bank of Carson City.

W. H. Acker, proprietor of the Richmond Bank, now in liquidation has paid the second dividend of 25 per cent., making half the payments due depositors. About \$62,000 is on hand for the payment, and although no definite time is set for future dividends, Mr. Acker says, they will be paid as soon as money due on mortgages, etc., is called in. Mr. Acker hopes that within a year from the date of liquidation that he will be able to pay the depositors in full. J. A. Heath has returned from the Eastern hospital, where he was recently operated on and says he has been made the goat by Acker, but Acker says the facts will show.

Plans and specifications for the eight story Central State Bank building of Jackson, to be erected at Francis street and Michigan avenue, have just been completed. The building will be a fireproof structure. Steel, concrete, brick, cement, marble and stucco will be chiefly used. Window sashes, doors and floor facings on the second stories and up will be in birch or oak but the main floor and the sub-floor for all stories will be of steel and concrete and tile. The main entrance to the offices will face Francis street and Michigan avenue. The first floor will be 24 feet in elevation, the basement 10 feet deep and the second and other stories up to the top floor will be 10 feet and 6 inches in elevation. The top floor will be 9 feet and 7½ inches, and the roof and cornice will occupy 8 feet and 8 inches. The Central State Bank will have a large and handsome home using the entire first floor. Marble wainscoting and pillars will be employed throughout the interior. The bank windows will be of bronzed steel and copper and set in a marble counter, running along one side and the rear of the room. There will be private offices for the President and Cashier and a rest and writing room for the public. Mahogany will be used in the woodwork and the decorations will be in soft tints. Steel and reinforced concrete construction will support the tall building. Stone pillars, hand made, burned shale brick and terra cotta will be used above the first floor. The basement will have an outside stairway on Francis street, permitting use of it for store purposes. The heating plant will be in the basement and will be equipped to run hot water to every lavatory and washbowl in the building. A mezzanine gallery will run around the first floor and this will add to the artistic

effect and prove of use as a place for rest and observation rooms. Stucco finish adorn the walls of the small rooms of the Bank home. Birch finished in imitation mahogany will be the woodwork for the stories above the first. The main floor will be of inlaid tile.

The principal frontage of the building will be on Francis street. The architect's plans cover about 50 pages of blue-print specifications besides larger blue prints of the two front elevations and cross and longitudinal sections of the skyscraper. A cursory examination of the plans and specifications convince the laymen the building must be "built right," and is designed with a view of permanency, beauty and service. Adequate elevator service will be given. The offices will be finished off in suites and will be serviceable for use by professional and business men. Each contractor bidding on the job must file a \$20,000 bond to protect the Central State Bank and accompany each bid with a check for 10 per cent. of the amount of the bid, as an evidence of good faith. The plans and specifications do not set any time limit for completion, this feature being a matter for later agreement between the architects, banking house and the contractor. Bids will probably be made by many large contracting companies outside of the city as the "job" is one of much magnitude it should attract contractors "far and wide."

The Chicago market shows no improvement. Banks having a large country clientage find an unusual surplusage of funds. There is no symptom yet of an autumn crop demand that will create anything more than a firm market at moderate rates. Instead of seeking deposits, some of the larger banks are avoiding special funds carrying a 3 per cent. rate. Two of the large institutions are declining to accept such offerings. Meanwhile savings depositors are holding about steady. Within the last two years



Kent State Bank

Main Office Fountain St. Facing Monroe
Grand Rapids, Mich.

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

Resources Over
8 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

Largest State and Savings Bank in Western Michigan

Manufacturers and Merchants

Find Frequent Opportunities to Save Money by Having on Hand Available Cash

Idle cash is loss.

Cash invested is not always available.

Certificates of Deposit draw interest, and the money they represent will be paid on demand at this bank, or at almost any other bank in the country.

The Old National Bank

177 Monroe Ave., N. W.

Grand Rapids, Mich.

Fourth National Bank



United States Depository

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus
\$580,000

WM. H. ANDERSON, President
L. Z. CAUKIN, Cashier

JOHN W. BLODGETT, Vice President
J. C. BISHOP, Assistant Cashier

there has been made such a vigorous campaign by bond departments of savings banks to interest depositors in investments that an unusual percentage of savings finds its way into rather high interest bearing bonds and mortgages. The real estate field has been so industriously worked and advertised that the banks are seriously affecting the business of the real estate mortgage brokers. The practical guarantee of a bank where a depositor has a savings account that has a real estate mortgage or bond is what its face indicates appears to be accepted as final by most savings depositors.

Chicago brokers in commercial paper say 4 per cent. will be about the top as a going rate this fall. Some big banks are taking a little good paper at $3\frac{1}{2}$ per cent., practically the minimum, but the bulk is nearer 4 per cent. and counter rates are nearer $4\frac{1}{2}$ than 4 per cent. Demand for paper or funds is as slow and irregular as ever. Distant maturities are more sought. Real estate borrowing is light, although there is in hand a good deal of work delayed by the building trades strikes early in the season. Some small mortgage loans have been recorded recently at 6 per cent.

President Forgan of the National City Bank of Chicago, in discussing conditions, said: "General business is becoming more active and the demand in many branches is well ahead of that witnessed at this time last year. War business instead of falling off, is increasing and some manufacturers are so heavily booked ahead that they have lately been compelled to refuse very large orders which, a few months ago, they would have been very glad to get. The steel trade is showing the greatest activity, and prices are advancing with an excellent export enquiry. Large orders are also being received for railroad equipment from foreign quarters. This increase in activity has given rise to a somewhat broader demand for money from mercantile sources, but the total borrowings are still much below normal. If the Treasury deposits \$30,000,000 of Government money in the South, the cotton interests are likely to obtain what accommodation they need at very low interest rates. Everything should be done to extend assistance where assistance is really needed, but care must be taken to prevent inflation. Taking the figures of June 23 last, this excess for the banks in the Federal reserve system, amounts to \$750,000,000. There are in addition exceptionally large excess reserves held by the trust companies, state banks and other institutions operating under state charters. On the face of things, therefore, it would seem as if there were less need than usual this year for the distribution of Government deposits in the agricultural districts. The rediscount facilities of the Federal reserve banks are also available, should need arise for such assistance, and if ever the banks of the country

were in good shape to finance the crop movement demand, they would seem to be so to-day."

There is considerable discussion in banking circles about an amendment to the Federal reserve act to curtail the powers of the Secretary of the Treasury in the placing and withdrawal of Government funds with the banks. The discussion has arisen following the announcement by the Secretary that he would place \$30,000,000 Government deposits with the Federal reserve banks at Richmond, Atlanta, and Dallas. The Secretary since has cut down the amount to \$15,000,000, but his announcement in connection with the matter conveyed an intention to aid the cotton producers in financing themselves by enabling them to carry cotton in warehouses for a reasonable length of time until it can be marketed advantageously. The Federal Reserve Board, of which the Secretary of the Treasury is chairman, is reported to have objected to the free hand which the Secretary has in manipulating Government funds. He may, as the reserve act now stands, deposit funds in individual banks as well as Federal reserve banks, and he may or may not charge interest, in his discretion.



We want accounts of merchants and individuals in any form and will pay highest rates of interest paid in Grand Rapids

Incorporated banks of Grand Rapids have never suffered a failure

GRAND RAPIDS SAVINGS BANK

Incorporated 1870

**Temporary Quarters Adjoining
Corner Ionia and Monroe Ave.**

THE PREFERRED LIFE INSURANCE CO. of America offers

Old Line Insurance At Lowest Net Cost

*What are you worth to your family?
Let us protect you for that sum.*

The Preferred Life Insurance Co. of America
GRAND RAPIDS, MICH.

GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE
Taking an insurance rate of 50c per \$1,000 per year. What is your rate?
Particulars mailed. Safe experts.

TRADESMAN BUILDING :::: GRAND RAPIDS, MICHIGAN

We Can Furnish

The Experience, Prudence and Business Judgment

your estate will need because Administration and care of property are our business, just as merchandising, manufacturing or professional service is yours.

GRAND RAPIDS TRUST COMPANY

Capital and Surplus \$450,000

Robert D. Graham,
President

Hugh E. Wilson,
Secretary

Most business men are called upon, at sometime, to administer an estate where the situation demands the selection of conservative investments with as good yield as goes with "maximum" security. Municipal and first mortgage, serial, real estate bonds and certain kinds of public utility bonds are peculiarly fitted for such investments.

HOWE SNOW CORRIGAN & BERTLES

MICHIGAN TRUST BLDG. GRAND RAPIDS MICHIGAN
INVESTMENT BANKERS

will give you the benefit of their experience and the same competent counsel that has won for them the confidence of their large clientel and many banker patrons.



A Glance at Some of the Fall Goods.

Written for the Tradesman.

It was on a hot August day that I made this tour of the big stores, to see the offerings in new fall goods. On every hand the effort to make a thorough clean-up of summer lines was in evidence, and some sort of special sale was going on in almost every place. Surprising values were being shown to reward the search of the bargain hunter.

Not even the slightest disparagement is intended in this reference to a type of woman who is conscientiously doing her duty to her family, by making every dollar go just as far as it can be made to go. Boys and girls in school and older daughters at work in stores and offices could not be so tastefully clad, were there not these shrewdly economical house-mothers who watch the sales and anticipate the needs of their families, often buying at the end of a season what will not be worn for several months to come.

We will leave these hard-working shoppers, wrestling with their knotty problem of getting the most and the best for their money, and turn our attention to the autumn offerings, particularly in wool suitings and dress goods.

One is reminded that in the dry goods business there must ever be the outlook ahead. Before the hot weather lines can be gotten out of the way, the fall and winter goods must be put forward. In one window the thin, cool, dainty things of summer are seen, at prices that almost compel their purchase, and in the next the heavier and more substantial fabrics and the warmer, richer colorings of fall and winter.

Broadcloths, gabardines and serges will be among the main fabrics this fall in plain goods for street wear. It bids fair to be a great broadcloth season.

Fancy two-tone broadcloths are being shown—say black or blue or brown with an inconspicuous stripe formed by blending a little white with the ground color. Some of these are very handsome and retail as high as \$3 per yard in 54 inch goods. Of course they are not so staple as the plain broadcloths.

As already remarked, serges doubtless will be good, their serviceableness and genuine merit keeping them in favor. Epingles, which have been selling for two years now, still seem to be in fairly strong demand in both the domestic and the imported.

For street wear quite a variety of colors are to be seen, but almost wholly in rather dark or quiet tones.

Maroon, crow's wing blue, midnight blue, blackberry, taupe, reseda, African brown (which is the tete de negre of a year ago), and Russian green are shades that are being shown. I was told at one place that wisteria is selling decidedly better than the old helio, the latter being altogether too delicate and easily soiled to meet the requirements of most wearers. A touch of the war is seen in the names of some shades. "Battleship gray," fairly light in tone and beautiful I saw in a large and many-colored showing of epingles. "Submarine green" is a shade that came out this summer. Thus, far, according to one dress goods man, the submarine is not selling so well as Russian green. In his opinion it is not likely to prove so lastingly popular.

Plaids are coming quite strongly to the front this fall in suiting materials. Being in subdued colors, they show the great beauty of the plaid combinations without being so trying to all but the most slender figures as are light and bright plaids. For showing their beauty in the piece, plaids certainly are unequalled.

In one store there was a handsome showing of large plaids in Surah cloth in rich dark colors—wide goods priced at \$3 per yard. At another place I saw an offering of "three-tone" suitings in small and fancy plaids and stripes, the material being an all-wool 50-inch worsted and selling at \$1.50 per yard. By "three-tone" a combination of three colors in each pattern is of course meant. In this lot the prevailing shades were brown, green, blue and black.

Doubtless light and bright colors will be used as heretofore for evening and house wear. In the light-weight materials and in sliks all these shades are shown. Very bright plaids are to be seen in some silks. But for street wear the more appropriate dark and quiet tones seem destined to prevail.

Corduroys are still counted good and from the large stocks to be seen in the inexpensive kinds suitable for common wear, it must be thought that they will continue to sell. A cotton corduroy can hardly be called a beautiful fabric, but for utility skirts and suits there is perhaps nothing else that can be sold for as little money that will take its place.

Velvet seem likely to have quite a vogue. Chiffon velvet is in demand for gowns and semi-tailored suits. The far less expensive velveteen is counted good for smaller pocketbooks and less exclusive tastes.

The showing of fancy plushes

FALL DRESS GOODS

SPLENDID VALUES—GOOD ASSORTMENT



Serges to retail at . . . 25c to \$1.00 per yd.
Shepherd check to retail at 20c to \$1.00 per yd.
Dress Flannels to retail at 25c and 50c per yd.
Plaids to retail at . . . 15c to 50c per yd.
Suitings to retail at . . . 25c and 50c per yd.

Broadcloth, and others, a line that is well worthy your careful consideration.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



Quality Delivery Boxes

An Investment with Big Dividends

Don't bother with poor, broken delivery boxes of odd sizes. Your most profitable investment, in both time and money, will be to install "Quality" Wire-Bound Boxes on each delivery route. They are made of the best material, in uniform sizes, and sold to you at unusually low prices.

JOHN A. GRIER & CO.

1031-35 18th St.

Detroit, Michigan

"STYLES THAT SELL"

SOFT & STIFF HATS

THE NEWLAND HAT

CAPS, GLOVES & MITTENS

We carry a complete line of the latest styles for prompt shipment

Mail orders solicited

Newland Hat Company

164-166-168 Jefferson Ave.

Detroit, Michigan

Fine Furniture

like fine manners, is a mark of culture and refinement. That's the kind of Furniture we sell.

Klingman's

The Largest Furniture Store in America

Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan

seemed especially striking. Very broad stripes are to be seen, say green and white or black and white. These will likely be selected as material for handsome outing, sport, or automobile coats.

Displayed at one store were some pieces of a kind called "waterfall" plush, which were particularly showy. These were in narrow self stripes and mostly in light colors. They might be appropriately used for rich evening wraps. An interesting fact about these goods is that they are not of worm silk, but of some sort of fiber or artificial silk, that is more lustrous than the thread spun by the little silk worm. The processes and possibilities of making artificial silk is too big a subject to be more than touched upon here. It is said that some of these substitute materials cost only about half as much per pound as worm silk. Still these waterfall plushes—perhaps because of their great beauty and novelty—were retailing at \$5.50 per yard. Not cheap, certainly.

Indeed, as one looks at the rich and handsome offerings in the stores that cater to high class trade, the thought comes into one's mind that neither the war, nor the general depression and hard times, nor the many preachments of moralists and bankers urging the need for economy, have greatly lessened milady's liking for luxurious apparel, nor in the least altered the fact that if she would dress smartly, she (or her husband or her father) must pay the price.

Of course this is speaking of the late, modish things. All the stores show the less expensive and more serviceable fabrics—adapted to the needs of customers who must count the cost. Returning for a moment to the subject of suitings it should be said that tweeds and the like are of course still staple for utility skirts. "Bread and butter" goods these are to the merchant, and indispensable to his customers when something that will stand up to long hard wear is wanted. Fabrix.

If President Wilson is harassed by diplomatic difficulties, created by the war, his burdens must be increased rather than diminished by the appeals, public and private, that are poured upon him to do something to stop the conflict. The most popular way of making these appeals just now is apparently through the Pope, who is reported as being deluged with requests from both neutral and belligerent countries to intercede with Wilson to hasten action leading to the opening of negotiations for peace. It is easy to understand the impulse behind these appeals, even if one dismisses the hypothesis that at present they are secretly encouraged by persons of influence who would like to see Germany realize upon her Russian successes. But, harsh as it may sound, they do credit to the appealers' hearts rather than to their heads. Everybody who has been favored with an expression upon the subject from Wilson is keenly aware that the individual who most desires to exert the full weight of his force, personal and offi-

cial, in the direction of a cessation of hostilities is the President of the United States. He is known to regard such action as the greatest opportunity that could possibly come to him. But he is conscious, as too many of his petitioners are not, that nothing is to be gained, but much to be lost, by a precipitate move, and especially by repeated moves that come to naught. Such measures would only cheapen the whole idea of meditation and render it more difficult of application when the right moment arrived. To seize that moment is undoubtedly the one ambition of the present occupant of the White House, who, it may be added, can be trusted to recognize it without too much volunteer assistance.

Notice has been posted on the Pickford roads by W. B. Hutchinson, contractor, that it was necessary to stop all traffic on the road where they are placing stone until further notice, so that tourists traveling by auto will be obliged to take the Darter and Mackinac roads from Pickford to the Soo.

Many a man who is good has a sad look.



Write me for special delivered prices for September.

J. H. Smith
 Mine Representative
 521-522 Ashton Bldg.
 GRAND RAPIDS, MICHIGAN

A Safe Match

Means a Safe Home



Every responsible grocer wants to sell his customers matches which are nothing short of the safest and best made. Thereby he safeguards the homes of his community.

Any grocer who is not handling "SAFE HOME" matches, should take steps to do so at once. Ask any wholesale grocery salesman about them or drop a line to the manufacturer, who will have his salesman call and explain their superiority.

Every "SAFE HOME" match is non-poisonous, strikes anywhere, is extra strong and sure, is chemically treated to prevent afterglow when blown out, and is inspected and labeled by The Underwriters' Laboratories, Incorporated.

Made Only by
The Diamond Match Company

MICHIGAN KNITTING CO.
 Manufacturer of
 SWEATERS, SWEATER COATS
 HOCKEY CAPS, GLOVES, MITTENS
 AND KNIT GOODS SPECIALTIES
 LANSING, MICHIGAN

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

CORL, KNOTT & CO., Ltd.
 Corner Commerce Ave. and Island St.
 Grand Rapids, Mich.



Sunbeam Mackinaws

A large assortment of attractive patterns, specially selected materials, combining style, finish and quality, correct in every detail.

A better idea of the line can be obtained from our winter catalogue.

Send for it to-day—NOW.

BROWN & SEHLER CO.
 "Home of Sunbeam Goods" Grand Rapids, Mich.

Trade Stimulators For Price Advertising

Our monthly catalogue of General Merchandise abounds with these.

Get acquainted with the Yellow Page Specials in each issue of "Our Drummer." They will help you pull trade to your store.

Butler Brothers

Exclusive Wholesalers of
 General Merchandise

New York Chicago
 St. Louis Minneapolis
 Dallas

Our Fall and Winter stocks of "Lincoln Mills"

underwear and hosiery are complete and we can serve you with *at once delivery* with the best the market affords at popular prices.

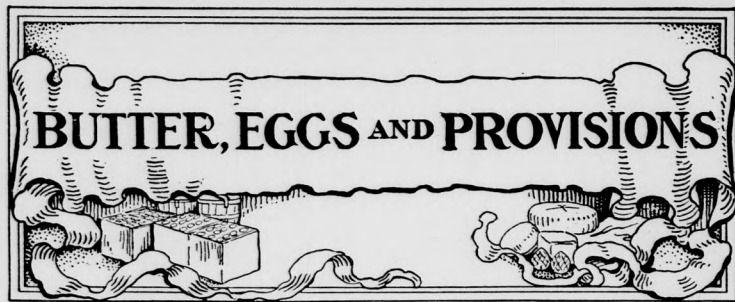
Mail orders given special attention.

Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.



Problems of Bumper Production With Increased Competition.

On the face of the Government returns, the agricultural production of the grain-growing states in 1915 will far surpass all records. The estimates of this week last year indicated 4,853,000,000 bushels of all grains combined, and actual out-turn at the harvest of 1914 was 4,941,000,000. This, although an almost unprecedented result, was 592,000 bushels under the total grain harvest of 1912, the bumper year, when 5,533,000,000 bushels were produced.

The Government forecast indicates 5,641,000,000 bushels for all grains—which would break the record. This remarkable September indication must be judged, moreover, in the light of the possibility that Wednesday's wheat crop estimate of 981,000,000 bushels may be raised to a thousand million at harvest, and that if weather is favorable in the next thirty days, we may harvest 3,000,000,000 bushels of corn, instead of the 2,985,000,000 in this week's forecast. As it is, the indicated wheat crop breaks all records, the indicated corn crop would be second only to 1912, and so would the indicated oats crop. The only doubts affect quality rather than quantity. The trade predicts, for instance, a relatively large crop of poor wheat and a relatively small crop of good wheat.

This immense wheat crop suggests an exportable surplus of over 400,000,000 bushels for the United States, which would be the largest ever known. Taking the wheat crop of the United States and that of Western Canada together, there should be a harvest of 1,231,000,000 bushels, whereas Canada and the United States together raised 1,051,000,000 last year. Some people claim more for the Western Canadian provinces than these figures, which mean an exportable surplus for North America of over 55,000,000 bushels. This is construed as indicating that the two countries will compete with each other for the export trade, with Canada having the advantage, because England will give it the preference, and having a credit there it will naturally buy as much wheat and oats as there is available this season, leaving us to get along with what business we can secure from other importers.

How much export business in grain the United States will be able to do this year is uncertain. Winter wheat, which was fine last year, is the reverse this season. Spring wheat is of excellent quality, and is expected to have preference among foreign

buyers. But exporters who were bullish on prices and buying offerings a year ago, are now bearish; they say they are unable to do any new business, and predict that, as soon as Manitoba wheat moves in volume, it will take the trade away from us. From their point of view the situation is not inviting to buyers for a speculative rise, or for a big business in exports, and 250,000,000 bushels exported for the season will be considered large.

All indications are that Europe will get its wheat cheaper this season, as a result of the big crops, and that its shortage of 50,000,000 to 200,000,000 bushels, as shown by the various estimates, will be more easily supplied than in 1914. Should Broomhall's latest estimate, that the surplus of exporting countries (including Russia's 240,000,000) is 800,000,000 bushels above import requirements, prove correct, it would be hard to predict the market. Russia, however, is not able to do much exporting as yet, and may not be for some time. One estimate is made of a 20 per cent. increase in the world's wheat production over last year's; but this is regarded as largely a guess, because the Russian crop is regarded as too uncertain to be seriously considered.

A general feeling is abroad that a revival of business is at hand, as a result of the crop situation, and a little later in the season it is likely to be more marked. Steel mills are running about full capacity, and goods are being consumed at about a normal rate. There is no disposition to load up heavily in advance of requirements, however, for interior distributors know that they can secure supplies at any time, and are therefore running on comparatively light stocks. Dry goods houses are selling nearly as many goods for forward shipment as last year, but that is all; and this also applies to other lines of the mercantile trade. Financial conditions are proved to be sound by reports from business centers all over the country. That there should be a comparative tone to most lines of trade is not regretted; it leaves plenty of room for future expansion.

A woman can usually manage a man if she doesn't let him know she is doing it.

Let me overhaul and re-enamel your old scale. It would make it good as new. Work guaranteed.

W. E. HAZARD,
95 Monroe Ave. Grand Rapids
I do all work for Toledo Scale Co. in Michigan

Make Us Your Shipments

When you have Fresh Quality Eggs, Dairy Butter or packing stock. Always in the market. Quick returns.

Kent Storage Co. Grand Rapids, Mich.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

Get your peaches from the South Haven Fruit Exchange SOUTH HAVEN, MICH.

Quality and Pack the best you ever saw

You can get car load lots or express shipments

Telephone, telegraph or write for your daily supplies

We know we can please you

South Haven Fruit Exchange South Haven, Mich.

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

Churned Fresh Every Day

MR. MERCHANT:—Are you sure that the butter you are using is satisfying your trade? If not, try

Blue Valley Butter

A perfect spread which is carefully made by expert butter-makers who produce good butter from the finest material that the dairy farm can produce.

Good dealers demand BLUE VALLEY BUTTER every day, because good butter alone gives them "perfect satisfaction." Furthermore it cannot be duplicated because it is marked by its uniform quality that guarantees the trade the same quality at all times. Orders filled promptly.

BLUE VALLEY CREAMERY CO., Grand Rapids, Mich.
Largest Exclusive Manufacturers of Pure Cream Butter in the World

Mail us sample any Beans you may wish to sell.

Send us orders for FIELD SEEDS.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

SUCCESSFUL SALESMEN.

L. H. Higgins, Representing Watson-Higgins Milling Co.

Lee H. Higgins was born in Coopersville June 4, 1887. Both of his parents were born in the County of Mayo, Ireland. At the age of 12 the family removed to Jenison and Lee attended the Grandville school, graduating from the High School at that place at the age of 17. He devoted his vacations to working on farms. After leaving school he spent one year as book-keeper for H. E. Moseley & Co. At the end of that time he obtained employment with the Watson & Frost Co., working in the mill and on the delivery wagon the first year. He was then made city salesman and covered the trade of Grand



Lee H. Higgins.

Rapids for two years. He then became a member of the corporation, succeeding Wm. C. Mounteer, after purchasing his interest in the business. The corporate style was then changed to the Watson-Higgins Milling Co., as it is known to-day. Since then Mr. Higgins has increased his holdings in the business until he is now one of the three largest stockholders in the company. At the end of that time he was promoted to the position of road salesman, which he has continued up to the present time, covering all the available trade within a radius of seventy-five miles of Grand Rapids and seeing his customers every four weeks.

Mr. Higgins was married April 21, 1915, to Miss Edith Hertz, of Manistee. They reside at 132 Buckley street.

Mr. Higgins is a member of St. Andrews Cathedral, Knights of Columbus and U. C. T. He has three hobbies—baseball, fishing and horse racing—and enjoys one about as much as he does the other. In addition to these hobbies he has one mania—distributing New Perfection Flour.

He attributes his success to the fact that he likes his work and the large volume of business he has succeeded in acquiring and the friends he has succeeded in making are sufficient

evidence that his recipe for success is the correct one.

Oleo Output Increases.

According to the annual report of the Commissioner of Internal Revenue for the fiscal year ended June 30, 1915, the output of oleomargarine in the United States, as shown by stamp sales, was 146,468,730 pounds, which is over 5,000,000 pounds more than for the preceding twelve months. Of this 138,856,724 pounds was uncolored and 7,612,006 pounds colored. Special taxes on manufacturers and dealers in addition to the tax on the product amounted to \$586,914.51, compared to \$561,432.83 in the preceding year.

Official government reports of the output of oleomargarine for the month of June (the last month for which the reports are complete for the entire country), as shown by revenue stamp sales, indicate that the production for that month was 777,779 pounds colored and 8,969,152 pounds uncolored, or a total of 9,748,931 pounds. This was over a million and a half pounds in excess of the same month last year.



Every Housewife
likes a change. Suggest
Mapleine
for delicious flavor where
flavor is needed.
Makes fine syrup.
Order from
Louis Hilfer Co.
1503 State Bldg. Chicago, Ill.
CRESCENT MFG. CO.
Seattle, Wash.

When you want a good
Wagon or Buggy
for a particular purpose
see us
We can arrange to supply you
Sherwood Hall Co., Ltd.
30-32 Ionia Ave. Grand Rapids, Mich.

Rea & Witzig
PRODUCE COMMISSION MERCHANTS
104-106 West Market St.
Buffalo, N. Y.
Established 1873

Live Poultry in excellent demand at market prices. Can handle large shipments to advantage. Fresh Eggs in good demand at market prices.

Fancy creamery butter and good dairy selling at full quotations. Common plenty and dull.

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

Refer you to the People's Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.



You will like this kind of bread



because it is made with this kind of raisins

The Essence of Co-operation

When a man asks you to co-operate with him it usually means that he wants you to do something for him—in return for which he will promise to do something for you. In other words, most offers of co-operation are bogus.

This one is not. We have *already* done big things for you and we have *contracted* to do many more big things.

You have seen the first page of our national advertising campaign in The Saturday Evening Post and The Ladies' Home Journal. These pages should be to you an *earnest* of our intention to create for you the biggest demand for raisins and raisin bread that you ever experienced. And these pages will be followed by continuous, sustained advertising which will *prove* our intention.

Get This Right

But let us not be misunderstood. We do not claim to be business philanthropists. Our ultimate aim is to help ourselves by selling a great many more raisins than we have ever sold before.

When we co-operate with you we do it for our own sake—not for yours—but it is a fact that our co-operation helps you.

Also—when you co-operate with us you do it for your own sake—not for ours—but it is a fact that your co-operation helps us.

This is the very essence of co-operation—some people call it "enlightened selfishness"—*help yourself by helping the other fellow.*

You Will Get Your Share

of the new business which we are creating for raisins and raisin bread if you become identified in your neighborhood as the dealer who sells *California Raisin Bread* and *Sun-Maid* package raisins.

Send us the coupon at once so that you begin to make *extra profits* at once.

CALIFORNIA ASSOCIATED RAISIN CO.

Home Office, Fresno, California

Hearst Building, Chicago.

113 Hudson Street, New York

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. (20)

Name.....

Street.....

City.....State.....

THE MEAT MARKET

An Old Time Butcher To His Son.

In these days economy is a necessity in every meat market, but too much of this economy is of a kind that defeats its own end.

For instance, there is the butcher who continues to try and do business in a shop the fixtures of which are long past their best days, resulting in his market looking anything but attractive. Naturally the people who deal with him switch their trade at the first opportunity.

Then there is the butcher who saves a cent or two a pound on the meat which he purchases and finds that he has a large number of customers who are dissatisfied with the quality of his stock.

Another common type is the butcher who refuses to spend any more money than he can help on the paper in which he wraps his customers' purchases and many a woman has a soiled dress in consequence. Naturally this is not a way of winning the good will of his trade.

There are a dozen other instances that I could mention if I wanted to, but it would take too much time. Every one of them, however, presents the same line of action. The butchers such as these save money, it is true, but they sacrifice trade to do it.

True economy is based on intelligence. It consists of getting the full value out of every dollar you spend. The average economy is too much like that of the miser who refuses to buy decent food, and consequently loses his health for the sake of his bank roll.

Trade in these days of stiff competition is a mighty hard thing to get. The man who spends it in order to save a dollar here or a dollar there is the true spendthrift and is lacking in intelligence. Sometimes it makes me really mad to see how some of them go about it.

There's a butcher up here who is a fine example of this class. He runs a market that is a fairly good one, and, of course, maintains a delivery service, if it might be called such. He has a decrepit-looking delivery wagon that has been needing a coat of paint for the last ten years to my certain knowledge. The horse that draws it must have been one of the originals that Noah put in the ark, for old age sticks out on every bone in its carcass. The boy who drives that horse is a shock-headed youngster whose acquaintance with soap and water is mighty remote; in fact, judging from appearance, I don't think that he and they have ever met. The whole turnout is one of the sights of the town, for we are willing to bet up here that

no other town in the country can produce a combination to beat it.

This butcher is continually complaining of the expense which he is under for this delivery service. His customers are continually complaining about such a looking rig stopping in front of their houses. He says that he cannot afford to spend a cent more on it than he does. His customers get tired of looking at it and change to another butcher. In other words, what he saves in cents on the cost of keeping a decent-looking rig he loses in dollars in the trade which leaves him just because of that alone. Yet he does pride himself on the fact that no butcher in the town delivers his orders at a lower cost than he does.

Perhaps some day our friend will wake up. Then he will discover that for years he has been economizing without intelligence. He will come to know that he has been wildly extravagant in his delivery service because he has not spent enough money on it. He will probably throw the whole thing out on the scrap heap and begin to economize by giving his customers a decent-looking rig before their homes and maintaining a service that will deserve such a name.

If you feel the economy bug getting a hold on you don't take a one-sided view of it. Save all you can, but don't disregard the service you are giving your customers in making additions to your bank roll. If you do you will find that the latter will begin to shrink amazingly.—Butchers' Advocate.

Removing Tendons.

There are a number of methods of removing tendons from the leg of a fowl, but the following is probably the best: Insert a knife close to the shank bone. Pass the knife all the way up between the hock joint and the feet. In this incision slip a hook, or if no hook is handy a bent nail will do. The beginner will find it easier to remove the tendons one at a time than all at one. Give a steady pull and they will come out readily.

Battle Creek—The Metcalf Generator Co. has been organized to manufacture and sell acetylene gas generators and accessories, also to pipe buildings and install acetylene generators, with an authorized capital stock of \$5,000, of which amount \$2,600 has been subscribed, \$200 paid in in cash and \$1,500 in property.

The man who is always behind never gets ahead.

G. B. READER

Successor to MAAS BROS.

Wholesale Fish Dealer



SEA FOODS AND LAKE FISH
OF ALL KINDS

Citizens Phone 2124 Bell Phone M. 1378
1052 Ottawa Ave., N. W. Grand Rapids, Mich

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co.
Burlington, Vt.

Mr. Flour Merchant:

You can own and control your flour trade. Make each clerk a "salesman" instead of an "order taker."

Write us to-day for exclusive sale proposition covering your market for

Purity Patent Flour

We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

GRAND RAPIDS GRAIN &
MILLING CO.,
Grand Rapids, Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products



CRESCENT FLOUR

"Mother's Delight"

"Makes Bread White and Faces Bright"

VOIGT MILLING CO., GRAND RAPIDS, MICH.

PEACOCK BRAND Breakfast Appetites

can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so they are not salty. They are especially prepared by Cudahy Brothers Co., Packers, Cudahy, Wis., for those who want the best.

Cudahy Brothers Co.
Packers
Cudahy, Wisconsin

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

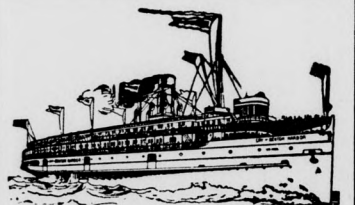


Registered,
U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.



CHICAGO BOATS

Graham & Morton
Line

Every Night

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, August 31—In the matter of Egbert J. Smittler, bankrupt, Zeeland, the first meeting of creditors was held this date. Claims were allowed. It appears from the schedules of the bankrupt that there are no assets not claimed as exempt. However, there is some question as to the disposition of certain assets of a former partnership in which the bankrupt was one of the partners, and the referee appointed Henry Winter, of Holland, as trustee and he has qualified as such.

In the matter of Wilmot C. Pearse, bankrupt, Muskegon, the first meeting of creditors was held this date. It appearing from the schedules of the bankrupt that there are no assets in the estate not claimed by the bankrupt as exempt, it was accordingly ordered that no trustee be appointed. The estate will be closed at the expiration of twenty days allowed for confirmation of exemption.

In the matter of Orley M. Gibbs, bankrupt, Grand Rapids, the first meeting of creditors was held this date. It appearing from the bankrupt's schedules that the estate contained no assets not claimed as exempt, it was accordingly ordered that no trustee be appointed. The estate will be closed at the expiration of twenty days allowed for confirmation of the bankrupt's exemptions.

In the matter of Emmet R. Dunlap, bankrupt, Grand Rapids, formerly operating a hardware store at that place, an order has been entered confirming sale of the assets to the Grand Rapids Store Fixtures Co. for \$1,150. Certain preferred claims, aggregating about \$550, were allowed and a dividend of 75 per cent. paid on the same at this time. It is impossible to state when a dividend to general creditors may be paid, as certain litigation is pending in the State courts which may materially change the condition of the estate.

Sept. 1—In the matter of Welch-Atkinson Shoe Co., bankrupt, Grand Rapids, a hearing was this day held on the trustee's report of exempted property and the objections of certain creditors thereto. The bankrupts consented to the sale of their stock in trade exemptions with the balance of the assets and took proportionately in cash. Goodspeed Brothers now claim such assets under assignment made by the bankrupts to them prior to the bankruptcy proceeding.

Sept. 2—In the matter of Lillian Terwilliger, bankrupt, Ludington, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report, which was approved. By vote of creditors, Jacob L. Decker, Grand Rapids, was elected trustee and his bond fixed at \$1,000. It developed on the hearing that the stock in trade of this bankrupt had burned since the filing of the petition in bankruptcy, and the question of insurance on the same had not yet been determined.

In the matter of Frank A. King, bankrupt, Grand Rapids, formerly operating a jewelry store at that place, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report, which was approved by vote of creditors. William J. Gillett, Grand Rapids, was elected trustee. The assets are covered by mortgages and if valid it does not appear that there will be any material dividend for the general creditors of the bankrupt.

Sept. 3—In the matter of Fred A. Gould, bankrupt, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed. It appearing from the examination of the bankrupt and from his schedules on file at the first meeting of creditors that there are no assets not claimed as exempt by the bankrupt, it was accordingly ordered that no trustee be appointed. The estate will be closed at the expiration of twenty days allowed for confirmation of the bankrupt's exemptions.

In the matter of Alice White, bankrupt, Grand Rapids, the final meeting of creditors was held this date. The final report and account of the trustee, showing total receipts of \$375.90, disbursements for bankrupt's exemptions, preferred claims and administration expenses, \$258.45, and a balance on hand of \$117.45, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. It appearing that there was not sufficient assets to pay the administration expenses, it was ordered that no dividend be paid general creditors in this matter.

Sept. 7—In the matter of Fred G. Kleyn, bankrupt, the final meeting of creditors has been held this day and the estate closed and returned to the clerk of the court. There were no assets in this estate for general creditors. The assets, consisting of a general boot and shoe stock, were all covered by mortgage, which was determined to be valid.

In the matter of the Grand Rapids Auto Company, bankrupt, the final meeting of creditors has this day been held. The final report and account of the trustee was considered, and the same appearing proper for allowance and there being no objection thereto, was approved and allowed. The estate is

being held open pending investigation of certain matters and a final dividend of 10 per cent.

In the matter of Wesley J. Gonderman, bankrupt, Lowell, the adjourned first meeting of creditors was held this date. The first report and account of the trustee, showing total receipts of \$2,257.73, disbursements of \$156.10 for administration expenses and secured or preferred claims, and a balance on hand of \$2,101.63, was considered and decision reserved. The first dividend of 10 per cent. was declared and ordered paid at cent. will be paid shortly. This estate has heretofore paid one dividend of 10 per cent.

Sept. 9—In the matter of Edward Van Eenenaam, bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. The bankrupt was sworn and examined by the attorney for the trustee and the first meeting of creditors further adjourned to Sept. 16.

What Some Michigan Cities are Doing.

Written for the Tradesman.

The Lapeer Commercial Club is seeking to induce the D. U. R. to build an electric line from Lapeer to the Flint-Detroit interurban, via Nepesing and Hadley.

St. Clair is taking steps toward securing boulevard lights for the business district.

Ishpeming has adopted the plan of burning its garbage and the city is now looking up a site for the incinerator.

Jackson has ordered posts for its new boulevard lights on Main street, paying \$30 apiece for them.

Battle Creek has plans for extensive park improvements, including the addition of nearly 200 acres of land and an expenditure of \$40,000.

Dowagiac's new directory indicates a population for that city of 5,189.

Muskegon will entertain the Michigan Society of Optometrists Sept. 21-23 and 100 members are expected. It is the first time the Society has met outside of Detroit.

The Northern District fair will be held at Cadillac Sept. 14-17 and it will be the big event of the year in that city.

Hastings retains the Press and Tool Co., which will mean a \$250,000 plant when completed and an increase of at least 500 in the city's population. Hastings is now headed for the 10,000 mark.

Annual statements of Lansing's four banks show a gain of over 32 per cent. in deposits, the total now reaching \$7,055,995.49.

Benton Harbor's new garbage incinerator, costing \$5,321, has been completed and accepted by the city. It is located near the pumping station between Benton Harbor and St. Joseph. On the last day of the test 10,586 pounds of garbage was completely destroyed by use of 850 pounds of coal.

Colon voted down the proposition to install waterworks at cost of \$25,000.

A \$20,000 addition to the Buckley & Douglas salt block at Manistee in January and twenty-five to thirty people will be employed in the manufacture of table and dairy salt.

Almond Griffen.

Make Out Your Bills
THE EASIEST WAY
 Save Time and Errors.
 Send for Samples and Circular—Free.
Barlow Bros., Grand Rapids, Mich.



SAVING WORK for the GROCER

These enormous refineries are where FRANKLIN CARTON SUGAR is manufactured. We refine it from CANE SUGAR, using the most modern processes and producing pure, sweet sugar of uniform quality. We weigh it, pack it in cartons, seal the cartons, send them to you in strong fibre containers or in wooden cases, READY FOR YOU TO SELL. Why bother with barrels of bulk sugar which means work for you, when you can handle FRANKLIN CARTON SUGAR without work? Your hours are long—your work is hard enough without doing anything that has been made unnecessary by modern methods. Order a few containers of ready-to-sell FRANKLIN CARTON SUGAR from your jobber and you'll never go back to bother with the barrel. All grades wanted by your customers are packed in Franklin Cartons. Try them.

Original containers hold 24, 48, 60 and 120 lbs. FULL WEIGHT of all CARTONS and CONTAINERS guaranteed by us

THE FRANKLIN SUGAR REFINING CO.
 Philadelphia

Today's the Day!

You Can Start Right
 by asking your Miller for Flour Packed in

SAXOLIN
PAPER LINED
 SANITARY SACK
 PAT. U. S. SEPT. 5, 1905 - NOV. 18, 1913
THE C-A-BAG CO.
 CLEVELAND

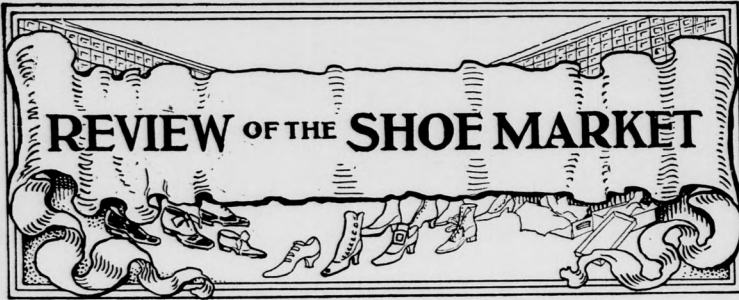
THE SANITARY COTTON SACK

The Sack that keeps the Flour IN and the Dirt OUT

400 Millers can supply you. More users are being added every day.

Look for this mark on the flour sack

THE CLEVELAND-AKRON BAG CO., CLEVELAND



Working Up a Profitable Business on Hosiery.

Hosiery was the main, and in a way a continuous bone of contention between the senior partner and myself. "Unethical" he would declaim whenever mention of it was made. When shoe buckles came in vogue he declared that the shoe business was retrograding, and that the stores were gradually devolving into jewelry shops, haberdashery establishments and what-not. Public demand forced us to put in a fairly representative line of shoe jewelry, commensurate with our business, but only after continuous wrangling between us. The profit derived should have taught the senior partner a lesson, but he passed it by.

I can write this story now, for he has long since become accustomed to the numerous changes in the conduct of business to-day, and has agreed to my relating some of the trials we faced before I could show in dollars and cents, that modern merchandising required many things that would come under the general term of fads and fancies in the old days.

Hosiery salesmen left our store by the dozens, disgusted with us and with the world at large, for the senior handed them a line of talk that would turn everything blue; no hosiery in his store except over his dead body. My father had held the partnership before his death, and I had been a student at one of the universities fitting myself for anything except selling shoes—a plebian business at the best.

I was hitting the high spots until a letter from home cut short my college career—I was needed at the store to step into Dad's shoes. The grass was no greener than I in those early days, and coupled with this, business was bad, all of which had anything but a good effect upon the senior's perpetual grouch. I had to dig to and earn my salt, and commenced by trying to figure out a way of putting in some of the systems one of my old time pros had so much to say about. I figured that footwear included everything man, woman or child put on their pedal extremities.

Our firm is an old one, and has been in something of a rut for years. After hemming and hawing for a considerable length of time I was granted an appropriation for a new front that gave us an excellent bit of space just behind the window for a display case and some shelving. "We'll put in a bootblack stand or anything but a part of a dry goods store," I was informed. As we could not agree the place was vacant for some time.

With added improvements we somehow had greater overhead expenses to meet, and one day we had it hot and heavy—hosiery in that vacant space, and much to my surprise was greeted with a rather harsh invitation to try it out, but woe to me if I failed. It was somewhat of a facer to have it thrust upon me so suddenly, but I telegraphed an old college pal in New York, whose father had a mill, to spend the week-end with me, and bring along his samples.

My friend gave me some sound advice, and offered many suggestions for a proper layout of the goods which I intended to purchase. I was cautioned against trying to make a clean-up in a hurry, it being far better to stand the senior's chaff and get the department worked up slowly to a profitable basis than to put in a cheap line with a long profit. I bought close, and kept in mind the necessity of giving a maximum quality at minimum price. The deed was done, and I was shaky regarding results.

As I said before, our firm was an old one, and so were many of our clerks, for it was beyond my ability to show that some of them had been working for the house too long. "New fangled ideas" was what they termed our new department, not exactly when I was within hearing, but rather behind my back, and my partner merely smiled.

Needless to say, all the stockings sold during the first week or ten days passed into the possession of customers entirely through my personal efforts. It was "nothing doing" with the clerks, for hosiery was decidedly out of their line. A little bird said "P. M." then. I did, and the next few weeks were good ones with the new line, and then it fell dead, gradually but quite effectively, for the novelty had fallen off and the hot weather had set in. Those were days when a minimum of effort was made in all directions. To them it was hard work. They went at it crudely, and it was almost a hard job to tell colors one from the other. They could sell shoes, had their individual followings, and in other respects were as nearly model as a bunch of 20-year men could be.

I appealed to my friend for the



BIGGER, BETTER SALES ARE YOURS

If you will center your business on the H. B. HARD PAN (service) and BERTSCH (dress) shoes for men.

It is extremely difficult to OVER-ESTIMATE the importance of HEROLD-BERTSCH quality in your shoe department.

The extreme care taken to use only the best leather, trimmings, workmanship, etc., insures the same uniform wear-resisting qualities in every pair of shoes made in our factory.

ARE YOU CAPITALIZING FULLY THE GOOD NAME THESE LINES HAVE ATTAINED?

Think what their sale will mean to you in protection and profit.

For your convenience in ordering we carry a large stock of each number on the floor.

CONCENTRATE ON THESE LINES AND WATCH YOUR BUSINESS GROW

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Mfrs. Serviceable Footwear

GRAND RAPIDS, MICH.

BOYS' HIGH CUTS FOR SCHOOL WEAR



Serviceable and Comfortable

Just the Shoes for School Wear During the Wet Fall Months
IN STOCK

No. 8355—Boys' Brown Chrome Blucher Sizes 2½ to 5½
No. 8355½—Youths' Brown Chrome Blucher Sizes 12½ to 2
No. 8837—Little Gents' Brown Chrome Blucher Sizes 8½ to 12

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

second time, and called in a prominent manufacturer, and a get-together meeting was scheduled. The senior sniffed, and his chair was vacant on the evening in question. More "new fangled ideas," this calling the clerks in conference. I thought anyone could sell hosiery with his eyes shut, perhaps they can, but the job is a lot easier when you happen to know how.

He pulled out a certain shade of tan shoe which he had previously picked up from in front of the shelves, and showed how well it could be matched with a pair of stockings from our own hosiery department. A woman might have walked all over the city hunting for just that, and not one in ten stores could furnish it. That in itself was a suggestion worth while. Then he jumped to the men's half hose, and showed the advantage of fitted socks (that's what we were selling), and his talk was so good that he actually created a demand for our socks among our own employes. He got them enthusiastic, put new life into them, and they began to look on hosiery as a good game and an aid in selling shoes. That's a fact. They got the people buying our stockings; these salesmen who had looked askance at increasing the lines of merchandise actually began to proudly recommend them as something they themselves wore with great satisfaction and less expense. Soon there were repeat orders. That naturally brought the people back to the store, and made an opportunity to sell more shoes as well. It means something to the men in our store to increase their shoe sales, for some time ago I put in the practice of putting prize money on books totalling above a stated amount weekly.

We have two girls now who do nothing but sell hosiery, and have inaugurated a new stunt. On each sales slip made out in this department there is a space in which is placed the number of the salesman who brings a customer there who, in turn, makes a purchase. They merely walk up to the case and say "Miss Smith, I would like to have you look after Mr. and Mrs. So-and-So, and show him or her the best you have." They go at it with a vim, and the customers feel as though a particular interest is being taken in their needs.

We had to take the salesmen in hand, and show them how and why they should sell hosiery. We got them interested, and now every month several of them occupy good seats at one of the theaters, for there is a pair of tickets waiting for the man who shows a certain number and volume of sales arising from these so-called personal introductions. The cost is small, for we have cut out the "P. M." Even the senior partner now admits that the hosiery department is as much a part of the store as the rubber department.—Shoe Retailer.

A reformer never believes in himself as much as he wants others to believe in him.

And many a mushroom is a toadstool in disguise.

Late News of Interest to Travelers.

H. F. Caswell, formerly of Portland, has engaged to cover Michigan for The Richman Bros Co., of Cleveland. He will make his headquarters at East Lansing, where his family is located.

Ellsworth Baker, of Baldwin, has gone on the road for the Independent Stove Co., of Owosso.

Mrs. J. Harvey Mann has returned home after a trip covering 5,000 miles of travel and an absence of three months. She first went to Blenheim, Ont., where she was joined by two sisters who reside at that place—Mrs. George Walker and Mrs. J. D. Mann. The three headed westward over the Canadian Pacific, visiting three brothers located at Medicine Hat, Lethbridge and Nelson, respectively. They then proceeded to Vancouver, Victoria, Seattle and Portland, visiting two sisters at the latter city. One of the Portland sisters accompanied the other three to San Francisco, Los Angeles and San Diego, when the party separated, the Portland sister heading North and the other three coming home via the Santa Fe.

Belding Banner: For the first time since its opening, twenty-seven years ago, Hotel Belding is under new management. Mr. E. W. Dunham of Concord, New Hampshire succeeds W. P. Hetherington as the new proprietor. Mr. and Mrs. Dunham arrived from New Hampshire last week. Mr. Dunham has recently been connected with the Ben Mere Inn at Lake Sunopee, N. H. He will give his best efforts in an endeavor to maintain the high standard which Hotel Belding has attained under Mr. Hetherington's careful supervision. Mr. Hetherington's hotel life has covered a period of forty-two years. He came here from the East twenty-seven years ago when the hotel was completed and opened it to the public. It has never lost prestige as a first-class hostelry. Mr. Hetherington has put the best years of his life into the work along with other outside interests and is entitled to his well earned retirement from the active duties which hotel life exacts. Thomas Bracken will remain in the position he has occupied so faithfully and well since the opening of the house.

True Measure of Success.

I believe there is a far more general appreciation of the great truth, that success in business life is not to be measured solely by the amount of money a man may legitimately accumulate, but rather that account must be taken, and taken in very large measure, of how far the business man, before he is to-day truly called successful, has been fair-minded—how far he has recognized that, higher than the desire for gain, he must hold the spirit of fair play, the spirit of fair play to his individual contemporaries in business, to the community in which he lives, to the social order whose general good has sovereign rights which he must recognize, and for which he must make personal sacrifice.

F. A. Vanderlip.



"Your shoes have been strongly recommended to me, and I have also had a number of inquiries for them from the farming trade. Please send me your catalogue and have your salesman call."

This extract from a letter just received is indicative of the condition wherever *ROUGE REX* shoes are known.

The working man wants them, the dealer who seeks the workingman's trade should have them.

Do as this, and many other merchants have done, write for a salesman to call with samples.

We tan the leather. We make the shoes. They are solid and uniform and they win constant friends for the dealer who stocks them.

HIRTH-KRAUSE COMPANY

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Mich.

The Greatest Rubber Boot Value Michigan Ever Saw



Hood's "Bullseye" Boot

Special Pressure Cured process

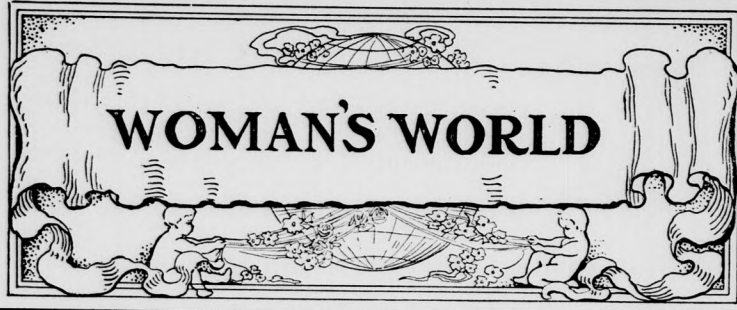
With White Rubber Sole and Side Foxing

Every dealer should have them
No one should be without them

PRICE \$2.90 NET

Grand Rapids Shoe & Rubber Co.

The Largest Rubber House in the Central States
GRAND RAPIDS



A Few If-You-Would-Be-Agreeable Don'ts.

Written for the Tradesman.

If you are rich, don't talk about your wealth. By the dictum of all persons of taste, it is vulgar to be prating of your lucky hits, your vastly profitable investments, and your big bank account. Don't be telling how much you paid for your house or your car or your clothes, or how much your daughter's coming-out party cost. It is not only vulgar to be running on about these things, it is tiresome to your hearers. These are merely small personal matters—not subjects of general interest. Can you imagine a more wretched travesty of social diversion than being pined down to listening to some dull talker's account of his success in accumulating dollars, unless it may be his wife's duller and less interesting account of how she is ostentatiously getting rid of them? Any person of sensibility would be thoroughly justified in bolting from the situation—in refusing to be punished in any such way.

If you are poor, don't make a practice of constantly reminding your friends of your poverty. Let me explain a little, so that this bit of counsel will not be construed as meaning something entirely different from what is intended. If one is in straightened circumstances, it certainly is wisest and best to let one's near friends and acquaintances know in a quiet way that retrenchment of expenditures is necessary. This will prevent many embarrassing situations, and also go a long way in restraining one from the folly of spending beyond one's means to keep up appearances. Some sort of informal notification of this kind is especially needed if one has but lately been enjoying a good income, and its lessening or cutting off is not generally known.

Another phase of this subject. I have no patience with that kind of absurdly foolish pride that conceals extreme destitution, and so shuts off all possible aid. If I ever starve or even suffer for the necessities of life in this land of plenty, it will be because not only my friends but also all charitable organizations and sources of public aid turn a deaf ear to my appeals, which will be both insistent and persistent. That any person should lack for means of life is entirely uncalled-for in this country in any normal state of affairs. If you actually need common clothes tell somebody. It's your duty not to keep it to yourself.

What I mean by saying not to be constantly reminding your friends of your poverty is just this: You are, we will say, just reasonably poor—not suffering for bread and butter, but a little short of money and obliged to go without many luxuries to which you have been accustomed or to which you would like to become accustomed. It is in decidedly 'bad taste to be parading your deprivations, in ordinary conversation, dwelling on them at all times and in all places, to the discomfort of others and to the great detriment of the impression you make.

"Talking poor" should be as taboo as "talking rich." It is hard to understand why some persist in it. It is difficult to know just how to take the man or woman who always is telling financial hardships. There is apt to be a little suspicion that he or she is throwing out hints for assistance. In actual fact this may not be the case. More often "talking poor" is the result of pride and a kind of bravado—it is an attempt to effect indifference to a state of affairs that really hurts. It is easy to excuse a friend for wearing a shabby dress or a year-old hat when she can not afford a better one. We can enjoy her society and think nothing about her clothes. It is not so easy to forgive her continually telling how few are the dollars she has to spend on herself.

Don't be one of the persons that other people have to wait for. I am of course speaking to women particularly, and I have to say that there are some of our sex who are charming in every respect, but extremely annoying in being always a few minutes behindhand. They never keep an appointment promptly. Sometimes the train is missed on their account—very often every one is kept in suspense for a time fearing that it will be missed.

These dilatory sisters as a rule are not the busiest people. It is not because they are overworked that they keep others waiting. But they are lacking in the sense of time, or they have fallen into the habit of being exasperatingly deliberate and fussy. Other people have to do a little hustling to be on time. If you have been one of the tardy ones, change your ways. Cut out nonessentials, step up a trifle, and get there with the rest.

Don't infringe on the rights of others in those small ways that no one can openly resent. Don't take the time of a busy person needlessly. Return borrowed articles promptly, and in as good condition as they were

when you got them. In general, don't fail to treat other people's property with care and respect. Don't load the doing of your errands on to accommodating friends. And don't run free horses to death.

Don't be one of the careless, heedless souls whom others have to dun for thirty-seven cents—that is, dun or lose the money. It always is best to have enough ready change by one to meet all small obligations on the spot. But if ever it becomes necessary to incur a trifling indebtedness, take strenuous measures to prevent its dropping from your memory. Many persons can't afford to lose even the dime or the quarter advanced to help a friend in a pinch. Those who can well afford to lose the small amount, often prefer not to. There are a surprising number of persons to whom one would far rather loan fifty dollars than fifty cents. The fifty dollars would surely be repaid without delay, while the chances of ever again seeing the fifty cents would be very slim.

Quillo.

To Give Celery to Passengers.

Kalamazoo, Sept. 14—Kalamazoo celery—grown for you in Kalamazoo—and wrapped in paper "Made for You in Kalamazoo"—will be given to thousands of people going through Kalamazoo on trains and interurbans during Prosperity Week, according to announcement just made by Fred Appledoorn, whose workers have planned this "stunt" to boost Prosperity Week to people passing through Kalamazoo during the days of October 4 to 9.

One stalk of celery, wrapped in

vegetable parchment paper, given for the occasion by Jacob Kindelberger and fastened with a label reading, "Grown for You in Kalamazoo," will be given to every passenger going through Kalamazoo on trains and interurbans during Prosperity Week.

The celery growers of the county are asked to give the celery for the advertising it will bring to Kalamazoo and will be amply repaid in the increased trade they will have as a result. The finest celery the men have grown will be used. Many have already promised their choice celery for this advertising stunt. Others who have not yet heard of it will fall into line within the next few hours.

Celery will play no small part in Prosperity Week. It is also to be featured in the "Grown for You Exhibits" and cash prizes in gold will be awarded to the best exhibits.

Copper Country Travelers Affiliate With Marquette Council.

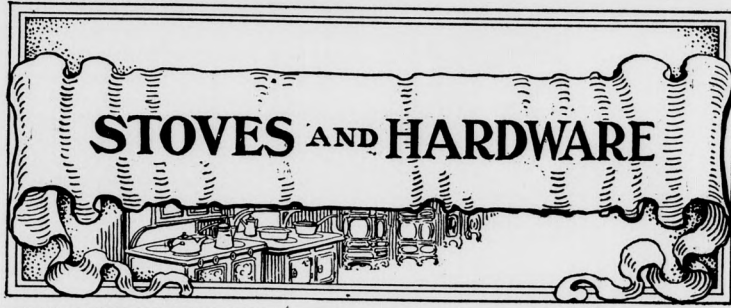
Marquette, Sept. 14—Copper Council, No. 447, United Commercial Travelers, of Hancock, has ceased to exist. Its twenty-six members have become affiliated with Upper Peninsula Council, No. 186, of this city. The final details of the consolidation were completed at a meeting of U. P. Council at Fraternity Hall Saturday evening. The merger gives the organization having headquarters here a membership of 120. Hancock Council, never numerically strong, has not been particularly active the last year and it was considered best for all concerned that its members become members of the stronger branch. The official roster of the U. P. Council continues as heretofore.

Prizes have been offered by the Grand Council for the largest percentage of gain in membership this year and it is the hope of U. P. Council to garner one of the three awards to be made. It is the expectation, in fact, that the Council will show for the twelve months a gain of 50 per cent. The Council is the only branch of the order north of the Straits. Its officers and members have entered upon a campaign to enlist as a member every Upper Peninsula commercial traveler not now affiliated with it.

SUN-KIST
CANNED PINEAPPLE

When it comes to Canned Pineapple, why not give your customers the very best—SUN-KIST Hawaiian? There is nothing in the canned goods line which will make such quick and steady customers as SUN-KIST Hawaiian Pineapple. You can safely recommend SUN-KIST as the finest quality of the Cayenne variety grown on the famous Thomas Plantation in the very best district of the Hawaiian Islands—and every can you sell will bring folks back for more.

NATIONAL GROCER CO.'S Houses
ASK THEM



Michigan Retail Hardware Association.
 President—Frank E. Strong, Battle Creek.
 Vice-President—Fred F. Ireland, Belding.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Time To Inaugurate the Fall Paint Campaign.

Written for the Tradesman.

Pushfulness counts for much in making a success of the fall paint campaign. Pushfulness, indeed, may make all the difference between success and failure.

There are plenty of good reasons why painting should be done in the fall. The average man whose house needs paint, however, is apt to regard the spring and early summer as the only time when painting can be done satisfactorily. To induce house-owners to paint now, instead of postponing until next spring, is largely a matter of paint education; and the education must be supplied by the retailer, in co-operation with the manufacturer.

An aggressive fall paint campaign has this advantage, that it paves the way quite naturally for a good winter business in interior finishes. Good advertising is never lost; all the time you are advertising your paint department you are educating the paint consumer to the value of regular painting. Even if, after an aggressive campaign, you fail to land this, that or the other prospect, you at least have induced the mental attitude which will predispose the prospect to brightening up the interior of his home for the Christmas season and the winter months. The trade in interior finishes, rest assured, is a consolation prize worth while; and after that your fall paint advertising will still be helpful when it comes to landing that procrastinating customer next spring.

That is a great point in paint selling: keeping at it. Not merely advertising generally, but keeping determinedly after the individual customer.

To secure business of any kind, there's nothing, to my way of thinking, can equal personal salesmanship. The man who reads your advertisement gets a definite impression on the subject of fall painting, yet there is no particular pressure on him to decide one way or another. The man who receives your personal letter through the mail will probably read it, if it is well put together; but he has the option at the end of dropping it into the waste basket. But when you buttonhole Jones, look him in the eye, and talk paint to

him, you are getting him pretty well into a corner.

Hence, whatever personal work you can get in will be well worth while. A little outside salesmanship, if you can spare the time, will likely do a lot of good. Paint selling can, along this line, go hand in hand with the selling of builders' hardware; you meet the same customers, and it is almost as easy to sell both lines as it is to sell one.

More than that, make the most of your opportunities to meet people personally in the store. When a man is interested enough to talk paint to you, surely it's good business for you to ginger up and talk paint to him. And talk paint, not indifferently, but earnestly and thoroughly, and as if you believed it.

A good many clerks, and merchants too for that matter, get into an indifferent habit of meeting paint customers. Thus, our old friend Jones drops in and hints around about paint. Very often he opens up with that old stock question: "Is that Blank Brand Paint you're handling any good?" The question sounds silly, of course, but that's not the point; the point is that Jones is interested in paint. The indifferent clerk responded, "Of course it's good" and says a word or two about it. Then he fishes out a color card, hands it over to Jones, and adds, "If you're thinking of painting, we'll be glad to talk it over with you any time or give you a figure."

And Jones takes the hint, and the color card, and goes out.

I've known that to happen in up-to-date stores; it isn't any fairy tale. The trouble is, that the clerk is feeling tired and out of sorts, or doesn't want to be bothered, so he just puts it off on the color card, and leaves

printer's ink to do the work that he ought to do himself.

The way to go about it is, first, to wake up and appear interested. Find out what Jones wants to paint. Ask what colors he has in mind. Whip out the card, run through it with him, locate the approximate tints—and, if you think, from your knowledge of location and surroundings that they won't give satisfactory results, make alternative suggestions. Get the size of the building, figure out the amount of surface to be covered, the quantity of paint needed—and tell him the goods are in stock and that you'll send them up right away.

In short, lead the customer, step by step, along the road of salesmanship to the point of decision.

Now, that process won't produce sales in every instance. It will, however, produce a great many more sales than are produced by the indifferent process of leaving a color card to do the selling.

William Edward Park.

OFFICE OUTFITTERS
 LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
 237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

Bell Phone 860 Citz. Phone 2713
Lynch Bros.
 Special Sale Conductors
 Expert Advertising—Expert Merchandising
 28 So. Ionia Ave. Grand Rapids, Mich.

The Ventilation of School Rooms is a State Law Requirement
 For years the heating and ventilation as applied to school houses has been one of our special features.
 We want to get in touch with School Boards that we may send them descriptive matter.
 A record of over 300 rooms ought to be evidence of our ability.
 Steam and Water Heating with everything in a material line.
 Correspondence solicited.
THE WEATHERLY CO.
 218 Pearl Street Grand Rapids, Mich.

REYNOLDS
 FIRE **SAFE**
SHINGLES

The colors in Reynolds Shingles are nature's own product, unassisted by chemical dyes, stains or paints. They are distinctive, and the peculiar agencies of the mineral surfacings add beauty and protection to any roof.
 The natural slate and granite of which the surfacing is made is obtained direct from the quarries and granulated in our own factory. No dust or foreign matter goes into these surfacings.
 Reynolds Shingles will not fade, rust, crack, split, curl or blow off. They are fire-safe and give the most years of good service for the money.
 Sold by all Lumber Dealers.
H. M. Reynolds Asphalt Shingle Co.
 "Originators of the Asphalt Shingle"
 Grand Rapids, Mich.

Foster, Stevens & Co.
Wholesale Hardware
 157-159 Monroe Ave. :: 151 to 161 Louis N. W.
Grand Rapids, Mich.

MONEYWEIGHT Scale Co.
 GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
 Dayton, Ohio.
THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES
 GENERAL SALES OFFICE
326 W. MADISON ST. CHICAGO
 ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN

AUTOMOBILES AND ACCESSORIES

English Form of Automobile Insurance.

The following from the prospectus of the British Crown Assurance Corporation of London, announcing its new form of automobile insurance, discloses a wide difference in the methods of handling automobile risks on the other side, as compared with our system:

"The car is covered while being driven by any licensed and competent driver. The insured is indemnified under public liability section while driving any car of not greater horse power than that insured. Repairs of an urgent nature, whether permanent or temporary, may be executed without the corporation's consent, up to a limit of £10. If the car is sold, the policy can be transferred to new owner without extra charge and without loss of bonus. The insurance may be transferred by endorsement to any other car. Replacement value can be agreed by arrangement, subject to 15 per cent. annual depreciation clause. The risk of mechanical breakdown is included to the extent that loss, injury or damage by accidental collision resulting from mechanical breakage is covered by the policy. The corporation undertakes at its own expense the defense of any police court proceedings taken against the insured, or any licensed or competent person driving with his consent in respect of any accident covered by the policy. The costs of protection and removal to the nearest repairers following damage is covered by policy. Damage to tires, caused by side slips, application of brakes or otherwise, is covered when insured car is damaged and finally the corporation will represent the insured or any licensed and competent person driving with his consent at any inquest or fatal accident enquiry."

Automobile Shipments Doubled During August.

Shipments of automobiles during the month of August were almost double that of the same month of 1914, according to the reports presented by the traffic committee of the directors' meeting of the National Automobile Chamber of Commerce. The figures were 15,141 carloads for last month, as compared with 8,352 in August of last year. This heavy shipment has caused an unusual drain on the automobile cars, and the traffic department of the N. A. C. C. has taken up with every railroad in the country, big and little, to the surprising number of 1,500 in all, the question of keeping these cars in the automobile trade, instead of having them

used for other commodities. The traffic department, through its Detroit office, covers each day's shipment of automobiles, with a request sent to the destination that the cars be promptly returned when unloaded.

It was decided to have the drawing for space for the New York and Chicago shows at the office in New York on Thursday, Oct. 7, members of the N. A. C. C. drawing for space in the morning and nonmembers in the afternoon.

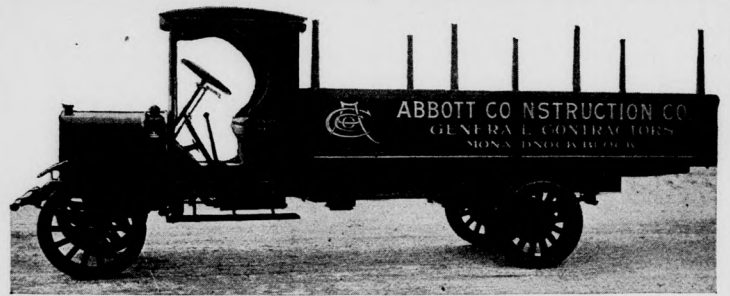
There were reports by committees on patents, good roads, standard treads and a uniform time for announcing new models. The committee on the last-named question will have a final meeting on the subject later in the month.

It was shown that the so-called jitney bus is a convenience that the public appreciates, and a number of the street car companies are themselves organizing jitney bus lines as feeders to their regular traction business.

There were resolutions of respect

An
Association
of
Automobile
Owners
Organized
to
Save Money
on
Tires and
Accessories

WRITE US
=
Automobile
Owners
Purchasing Club
113 Crescent St., N. W.
Grand Rapids, Mich.

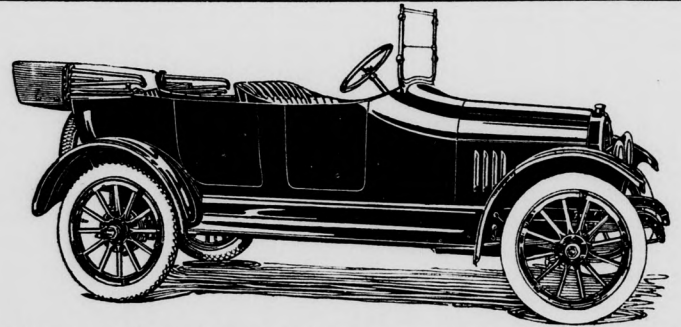


THE SILENT WORM DRIVE TRUCK

Every unit standardized One to five ton capacity

SERVICE MOTOR TRUCK COMPANY

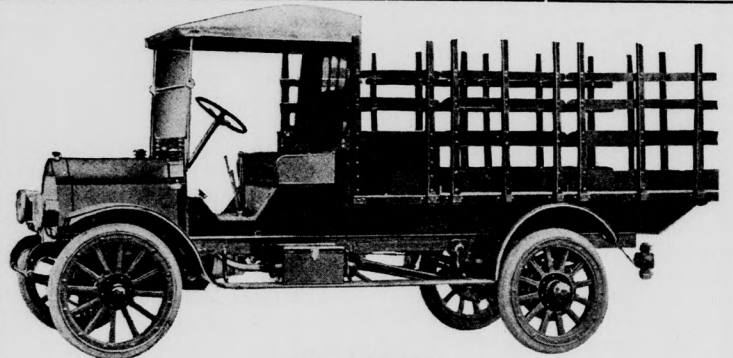
A. C. LUCE, Branch Mgr. GRAND RAPIDS



MODEL 5 DORT TOURING CAR, fully equipped with Electric Starting and Lighting and Demountable Runs, at the remarkable low price of **\$650.00**. See the DORT before you buy.

OSWALD MOTOR CAR CO.

66 SHELDON AVE., S. E. GRAND RAPIDS, MICH.



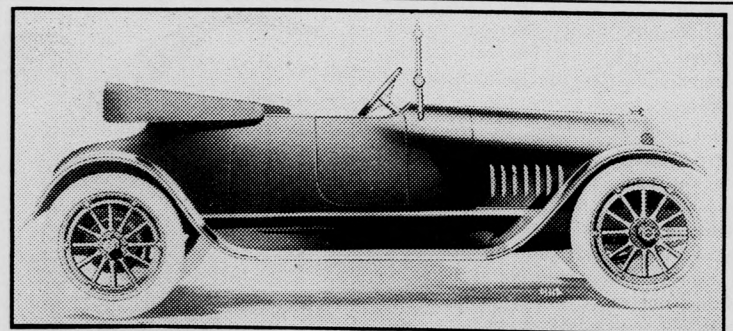
THE MENOMINEE

Built by D. F. POYER CO., Menominee, Mich.

BURTLESS MOTOR SALES CO.

Michigan Distributors, Lansing, Michigan
Good territory open to reliable dealers

Chassis Prices	
3/4 Ton.....	\$1125
1 Ton.....	1400
1 1/2 Tons.....	1800
2 Tons.....	2240
(P. O. B. Menominee)	



APPERSON SIX—The American Beauty Car

Four Passenger Roadster, Aptly Called The Chummy Car, \$1550
Five Passenger Six, \$1485; Seven Passenger, \$1550

APPERSON AUTO SALES COMPANY,

Distributors APPERSON and KING Cars

Michigan St. and Lafayette Ave.
GRAND RAPIDS

for S. T. Davis, Jr., who died recently. Davis was the first President of the National Association of Automobile Manufacturers, serving two terms, and has always been a director or officer of the co-operative associations that have been such important factors in the automobile industry.

As a result of the service managers' convention, held at Detroit, it was decided to organize local service managers associations in Detroit, Chicago and Cleveland, a section having already been organized by the makers in Indianapolis and vicinity.

The annual handbook of the products of the ninety-seven companies holding membership in the N. A. C. C., to cover the 1916 models, will be issued at show time with even more complete information than in past issues.

Year's Auto Sales Over 500 Millions.

Continued demand for motor cars in this country and abroad has brought a remarkable increase in sales, the figures for the past year, as compiled and just announced by Alfred Reeves, general manager of the National Automobile Chamber of Commerce, showing the production to have been 703,527 cars, valued wholesale at \$523,463,803, which is an advance of 36 per cent. in the number of cars and more than 10 per cent. in value over the previous twelve months.

With the lowering of prices resulting from increased production and standardization of many parts, together with the present low cost of upkeep of automobiles, has come a demand that was never dreamed of by the greatest optimist a few years ago. The call for the big, luxurious cars continues, although the greatest sales during the past year have been in the rural districts, where the automobile's value as a time saver is appreciated in the highest degree.

Sales of pleasure or passenger cars of all types to June 30, which is the end of the year in the industry, were 665,826, for which the manufacturers received \$450,941,131, while the sales of commercial vehicles of all types are estimated at 37,700, valued at \$72,522,692. The figures for twelve months ending June 30, 1914, were 515,101 cars, passenger and commercial, valued at slightly more than \$485,000,000.

Want Truck Fenders.

Fenders for motor trucks and buses have become an issue in several cities of late, the front end or cow-catcher type having been required by law in Detroit and Chicago, the failure of fender companies to demonstrate the practicability or effectiveness of their devices having prevented the enforcement of the ordinances in either city. Heretofore it has been the front or cow-catcher type which has received all of the boosting, but developments at present point to the rear-wheel type.

Fender agitation in the Windy City is high, owing to the fact that Chief of Police Healy has been unable to arrive at a decision as yet concerning definite action on the non-operative fender ordinance, which was to have

gone into effect in March. Large truck users, truck manufacturers and the local motor trade association took a hand in the discussion the other day when they presented reports to Healy against the proposed enforcement of the fender law. No definite results were obtained. The Chicago Telephone Company, Armour & Co., the Consumers' Company, the Chicago Association of Commerce and the Chicago Automobile Trade Association were represented. Six fender manufacturers were also present, who formed themselves into an association called the Fender Manufacturers' Association.

A man doesn't necessarily believe all you say just because he doesn't call you a liar.



See the new Cadillac Eight
It's the Peer of Them All

Western Michigan Cadillac Co., Ltd.
OSCAR ECKBERG, Mgr.
19-23 LaGrave Ave. Grand Rapids, Mich.



EIGHT CYLINDER KING



King Eight Truths

The King Eight will duplicate any stunt that any automobile, at any price, will perform, and the King Eight sells for only \$1350.

The King Eight can take any of Grand Rapids hills on high so easily that it makes the owners of luxury priced cars sit up and THINK.

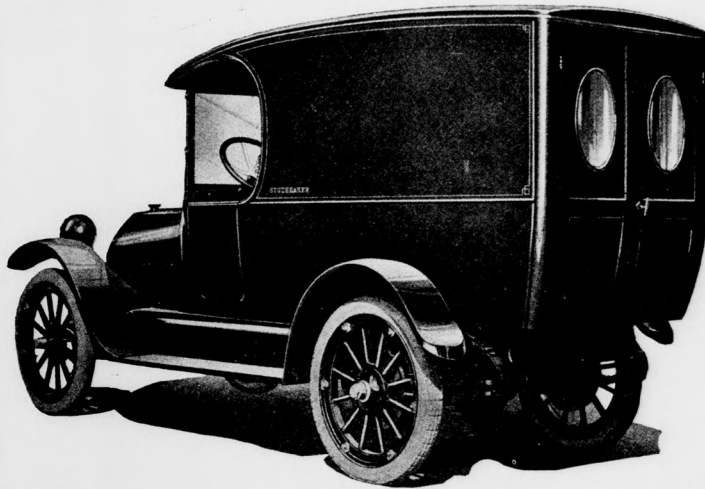
Fifteen to twenty miles to a gallon.
Economical on Oil, Tires and Repairs.

Make your Demonstration Appointment

Phelps Auto Sales Company

Western Michigan Distributors for
The New King Car and the Apperson Supplies and Accessories
Michigan Street and Lafayette Avenue
Grand Rapids, Mich.

Studebaker



The Panel Body Delivery Car. \$875 F. O. B. Detroit

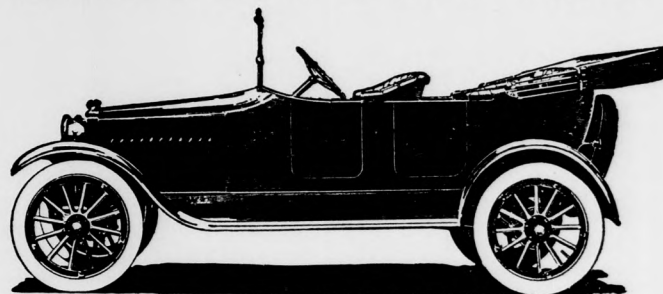
All New Studebaker Models will be Displayed at West Michigan State Fair

Peck Auto Sales Co.,

DISTRIBUTORS

Ionia Ave. and Island St. GRAND RAPIDS, MICH.

SAXON SIX \$785



The Equal of Any \$1200 Car on the Market

Territory in Mecosta, Ionia, Ottawa, Allegan and Barry Counties open for live dealers. Do not delay if interested. See our exhibit Fair week. Write for terms.

GRAND RAPIDS SAXON COMPANY
572 Division Avenue, South

Use Tradesman Coupons



Grand Council of Michigan U. C. T.
 Grand Counselor—Walter S. Lawton,
 Grand Rapids.
 Grand Junior Counselor—Fred J. Moutier,
 Detroit.
 Grand Past Counselor—Mark S. Brown,
 Saginaw.
 Grand Secretary—Maurice Heuman,
 Jackson.
 Grand Treasurer—Wm. J. Devereaux,
 Port Huron.
 Grand Conductor—John A. Hach, Jr.,
 Coldwater.
 Grand Page—W. T. Ballamy, Bay City.
 Grand Sentinel—C. C. Starkweather,
 Detroit.
 Grand Chaplain—A. W. Stevenson,
 Muskegon.
 Grand Executive Committee—E. A. Dibble,
 Hillsdale; Angus G. McEachron,
 Detroit; James E. Burtless, Marquette;
 L. N. Thompkins, Jackson.
 Next Grand Council Meeting—Traverse
 City, June 2 and 3, 1916.

Michigan Division T. P. A.
 President—D. G. MacLaren.
 First Vice-President—F. H. Mathison.
 Second Vice-President—W. J. Manning,
 Detroit.
 Secretary and Treasurer—Clyde E.
 Brown.
 State Board of Directors—Walter H.
 Brooks, Chairman; Fred H. Locke, J. W.
 Putnam, J. E. Cronin, W. A. Hatcher,
 C. E. York, W. E. Crowell, C. H. Gall-
 meyer, Frank W. Clarke, Detroit.
 State Membership Committee—Frank
 H. Mathison, Chairman.

No Age Limit for the Man Who Sells Things.

(Continued from last week.)

The trouble with every old-timer who is out of tune with the universe is that he thinks everything in it is out of step and out of harmony but himself.

While engaged in a special line of work in connection with the Chicago Commercial Association I once had occasion to call to arms a large number of business men in that city eligible to membership. Among the hundreds of replies received there was one from a man old enough to be my grandfather that set my red corpuscles to tingling. It is the best illustration of optimism in old age that I have ever encountered. In the hope that it may inspire every young man, as it did the writer, I published the letter verbatim:

"Your kind invitation to become one of the Bully, Busy, Brother Boosters is received, and I am exceedingly sorry to have to send regrets, only on account of my financial inability.

"Yes, I attended the Goodfellowship Supper and took great delight in the many good things that were said about Chicago, and to see the determination of that magnificent body of live men, live workers, showing they were all connected with a live wire, and would make Chicago a good place to live. I first saw Chicago the year that Mr. Wacker said he was born—1856.

"My heart is with you, and what influence I have shall be used toward making Chicago a greater Chicago, and in doing what I can to improve

the conditions of my fellowmen.

"I have been closely associated with the wholesale grocery trade of Chicago and the entire Northwest for fifty years, and, although 71 years old, am an active, live broker, working every day in the year.

"The old man with the napkin in his hand, opposite the word 'citation' in the lower left hand corner of your 'Appeal to join the Legion,' is me. I just got in by the skin of my face."

The last paragraph of this remarkable letter refers to his attendance at the Goodfellowship Supper.

Our progress is made by what we forget as well as by what we remember. Too many of us remember the wrong things. We need to learn what to forget. We all dislike to remember that we are sometimes wrong and need to be straightened out. It hurts to have the kinks taken out. Of course you have no kinks; but your neighbor has,—we've heard you say so. Well, then, it's a good thing to get a picture of your neighbor. It will help you to learn how he can be straightened. That's a matter of vital importance.

Diplomacy above all other things should become more deep-seated with the salesman who has long served in the harness.

The salesman who is a born diplomat has much to thank the fates and his parents for; but what is still lacking in his princely heritage may be acquired, like many other valuable qualities; without it the salesman is like a ship without a rudder, caught in the trough of the sea of commercial competition.

Reduced to its lowest terms, diplomacy is just plain, good horse sense.

A diplomat is a man who jumps from in front of a moving train. He does not put dynamite in his oven to dry. He has due respect for the hind quarters of a strange mule. He reins up on perceiving a red light in the center of the road. He talks to the point when he addresses a brusque business man. He does not feed the animals at the circus. He believes in to-day, and that to-morrow is worth only twenty-four hours of uncertainty. He believes that human nature is the humanest thing on earth, and therefore makes his own deductions for egotism, grouchiness, reserve, penury, and woe; and he does not prod them with a sharp-pointed rod when to do so would bring only defeat.

Chicanery is not diplomacy, and policy is often deceit; both are bogus when measured by the standard of true tact.

It is mean to press an unfair ad-

vantage, but the man is a simpleton who refuses to recognize the advantage that is rightly his.

The born salesman, young or old, is the one who towers head and shoulders above his fellows in the science of reading human nature.

There should be no age limit for the man who sells things, provided he retains his youth in old age.

"It is better to wear out than to rust out." Good hard work, performed with a cheerful disposition or temperament, never yet produced creeping paralysis under three-score years and ten, at least. Age does not disable a man, but inactivity, lack of progressive instinct, or a despondent disposition does.

If the salesman wants to preserve his usefulness and likewise his position, he must not become antiquated in his methods.

One of the most common and most fatal of mistakes made by many middle-aged salesmen is that when they have built up a good trade and are headed well up toward the top of the sales list of their firms, they seem content with the record they have made, and are inclined to rest on their oars. At the precise moment when energy and advancement no longer enter their calculations, decay sets in. The trade that has required years of patient, intelligent toil to establish will soon be gobbled up by energetic young fellows eager for the fray.

I well remember witnessing, when a boy, a twenty-five mile bicycle race. It was the championship race for the long-distance record of the world, and was participated in by two brothers, famous the country over for speed and power of endurance. They held all manner of medals and prizes for races won, and were quickly picked as the winners of the race on that day.

It was a beautiful day; the occasion was a gala one; the clear, crisp air was fraught with excitement in anticipation of the results that would determine the world's championship.

The two brothers were cheered again and again as they mounted their wheels and rode leisurely away to what was generally conceded to be another victory to be added to their already long list of conquests in the sport.

The first lap of six miles was finished with the contestants pretty well bunched as they passed the judges' stand. The friends of the favorites expressed surprise because the brothers had not left the others behind at the offset. Confidently, however, they believed that the finish of the half would see them well in the lead.

A great shout rent the air as the riders hove in sight on the second lap. As they came nearer it was observed that the brothers, although riding close together, were distanced several lengths by three others who seemed determined on keeping the lead. As they passed, they apparently were riding easily, with no thought of defeat; but their apparent confidence was not shared by the anxious crowd. A foreboding swept over

the throng, not so much from the position of the riders as from that indefinable suspicion that all was not right.

Cries of dismay were quickly suppressed on the assurance of the overconfident ones that all good riders started that way,—swiftly and without effort,—holding in reserve their speed and strength, increasing these as the race continued, and finishing with a burst of both.

Anxiously we waited for the finish of the three-quarters. A cloud of dust announced the leaders in the distance as they rounded the home-stretch. On they came, tearing like mad straight for the wire, where the crowd was thickest. Like a flash they were past—each man was bending lower and working like a Trojan. In a second they were out of sight again around the curve—but that second was all that was necessary to disclose the fact that the distance between the brothers and the first rider had not been diminished. The confident ones still adhered to their first theory, which seemed to bring a measure of assurance, for at last the brothers were working with a determination that bordered on the supernatural.

The agony was soon over. The last half was finished in about half the time the others had required. As the riders again appeared in the home-stretch the vast crowd was on tip-toe, anxiously hoping for the best; which meant that the race must be won by the favorites. The rider who had held the lead all along was a stranger, and naturally was regarded as an intruder.

All things must end some time, happily or otherwise, and that race was soon finished.

There is little else to tell that cannot be easily imagined; the brothers failed to regain the position lost on the start through over-confidence resultant from past achievements. When they came up to the judges' stand, willing but disappointed hands helped their almost lifeless forms from their wheels, and carried them away from the field of conquest, which, for them, had been turned into defeat. Past honors could not win a race that depended solely on present opportunity. With that defeat, their daring and skill seemed to desert them. Like the bird with the broken wing that never soars so high again, they were not heard much of after that in racing circles.

I have seen many such cases among salesmen in my business career.

Don't become antiquated in your business methods; don't let your customers see that younger men are more energetic, more up-to-date than yourself.

If you want to hold old customers and make new ones every year—which is absolutely necessary—you must be progressive and aggressive.

March forward with the times. Then you will hold your place in the ranks of salesmen as well as any young man starting on the road to-day.

W. D. Moody.

Copyrighted 1907.

Boston Garter

Velvet Grip
REGISTERED IN U. S. PATENT OFFICE



These are four brilliant tops—life and foliage most pleasingly and interestingly combined. Boston Garters in boxes with these bright covers make attractive

Both 25c and 50c styles are put up in this Christmas packing without extra cost.

gift packets and will result in materially increasing the sale of Boston Garters during November and December. The four are assorted—three of each—to the dozen.

There is 20 cents profit to the retailer on each pair of the 50 cent grade.



Act III —
"It Pays To Advertise"

Cyrus Martin:—
What kind of a garter do you wear— **Boston** of course— all my life I have seen a man's leg in the magazines and when a salesman asks me what kind of a garter I want, I just naturally say **Boston**

The closing scene Act III "It Pays To Advertise" which had an unusually successful run for a year at Geo. M. Cohan's theatre, New York.

Cyrus Martin, the elderly gentleman in the scene is having a heated discussion regarding the value of a trade mark which has been extensively advertised. To emphasize his contentions and to give force to his argument, he cites **Boston Garter** as an illustration. It is at this juncture that Cyrus Martin makes the declaration noted in the above panel.

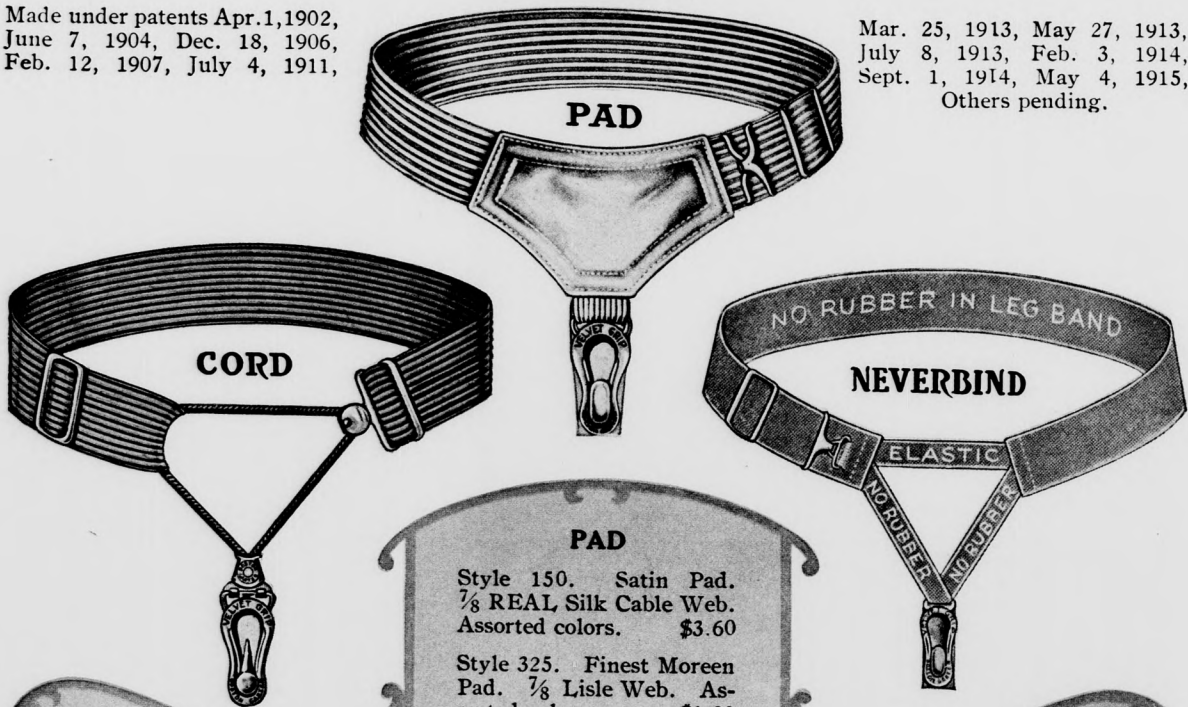
Beginning September 1, 1915, four companies will play "It Pays To Advertise" at 618 theatres throughout the United States.

Boston Garter

Velvet Grip
REGISTERED IN U. S. PATENT OFFICE

Made under patents Apr. 1, 1902,
June 7, 1904, Dec. 18, 1906,
Feb. 12, 1907, July 4, 1911,

Mar. 25, 1913, May 27, 1913,
July 8, 1913, Feb. 3, 1914,
Sept. 1, 1914, May 4, 1915,
Others pending.



CORD

	Per doz.
SEA ISLAND	
7/8 inch Sea Island Web	\$1.63
SILCOTT	
7/8 inch Sea Island Web	\$1.80
WIDELYLE	
1 inch Lisle Web	\$1.92
No 50	
7/8 inch Mercerized Cable Web	\$1.92
SILK CABLE	
1 inch Silk Cable Web	\$3.84

PAD

Style 150. Satin Pad.	
7/8 REAL Silk Cable Web.	
Assorted colors.	\$3.60
Style 325. Finest Moreen	
Pad. 7/8 Lisle Web.	
Assorted colors.	\$1.80
Style 425. Satin Pad.	
7/8 Lisle Web.	
Assorted colors.	\$1.92
Style 625. Satin Pad.	
7/8 Mercerized Cable Web.	
Assorted colors.	\$2.00
Style 725. Moreen Pad.	
7/8 Mercerized Cable Web.	
Assorted colors.	\$1.92

NEVERBIND

Style 925. NEVERBIND. Mer-	
cerized non-elastic leg band. Top	
piece of triangle is elastic, with	
enough tension to insure maxi-	
mum of comfort.	\$1.80
Style 950 NEVERBIND. Silk	
non-elastic leg band. Top piece of	
triangle is elastic with enough ten-	
sion to insure maximum of com-	
fort. Gold plated Trimmings.	\$3.60



Style 935
NEVERBIND
Double grip. Non-elastic Mercerized leg band. Top pieces of triangles are elastic, with enough tension to insure maximum of comfort. \$2.02

**Holds
Your Sock
Smooth As
Your Skin**



Style 525. Mercerized
Pads—7/8 Lisle Web. \$2.00
Style 825. Mercerized Pads.
7/8 Cotton Cable Web. \$2.02
Style 250. Satin Pads.
7/8 REAL Silk Cable Web. \$4.00

Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 19—If there is a Council in the State which can set a faster pace than those Saginaw chaps, it will have to fox trot some. At its regular meeting last week there was so much doing that the members thought it advisable to invite all the big guns in U. C. T. ism, including the Past Grands and Grand Past, Grands, Past Seniors, Deputies, etc., to assist them in the ceremonies. There was Supreme Counselor Frank Ganiard, who resides in Jackson and who was escorted to headquarters by a brass band, and such distinguished gentlemen as Past Counselor Mark Brown, District Senior Deputy Ben Mercer, Senior Counselor W. B. McGregor, Grand Counselor W. S. Lawton, of Grand Rapids, District Deputy A. T. Lincoln, of Hillsdale, Grand Sentinel C. C. Starkweather, of Detroit, Grand Treasurer Thomas Ballamy of Bay City, Grand Conductor J. A. Hach, Jr., of Coldwater, Grand Chaplain F. W. Wilson, of Traverse City, and others. These were all guests at a complimentary luncheon at the Saginaw Club at noon. Beginning at 1:30 p. m. Saturday the initiation of twenty-six candidates took place, which was the largest class taken in by the Saginaw Council in some time. The Ladies Auxiliary held their meeting at 5 o'clock in the afternoon, after which both organizations joined in the banquet.

Past Grand Counselor John D. Martin and Mrs. Martin spent the week end at Elgin, Ill., the guests of Mr. and Mrs. Jess L. Martin.

If Grand Rapids Council, No. 131, gets in the race for the \$50 prize offered by the Grand Council for the largest percentage of increase in membership, it will have to get busy. We have a large number of wide-awake salesmen who could, if they would, by devoting a few moments now and then, secure one or more applications for membership at each meeting of the Council. We are bound to lose a few members from time to time and to make up for these and also increase our membership, means that all must interest themselves in the securing of new members. Remember, this is your Council and that it is up to you to boost and not sit on the side lines and find fault because things don't suit you. Then, too, every member has a friend to whom he wishes to do a kindness and there is no better way in the world to keep him as your friend than to start him in the United Commercial Travelers. Get busy. Let's all boost together, win the first money, increase our membership, inject new life and make a friend.

Don't forget the next Council meeting Saturday night, Oct. 2, 40 Ionia avenue.

If any of you boys know of a position as traveling salesman open, will you kindly report the fact to the Secretary, A. F. Rockwell, 1422 Wealthy street? There are four or five of our members out of jobs at present—all good salesmen, too—and any assistance you can render them will be appreciated, both by them and by the Council.

Don't forget that E. E. Kraai, 1248 Wealthy street, is confined to his bed and would welcome a call from his brother counselors at any time.

We are wondering if State Hotel Inspector James Hammell is still on the job. We have seen no trace of him for some time, hence the enquiry. But then we don't cover a very large portion of this big State and so may not know much about what is going on all over it. We have known of him or his deputies stopping off at some of our already good hotels, such as the McEllwain, at Vicksburg, and others that are already pretty good places to stop at, but candidly, Mr. Hammell, do you ever jump off at the by-ways and inspect such hotels as those at Petersburg, Maybee, Deer-

field and others where the slippery elm towel still reigns supreme and the word "individual" is a meaningless term and where in some cases the only qualification they can consistently lay claim to as a hotel is the name outside and two dollars per day inside? We traveling men have to stop at all sizes of towns and, if you do not call on this kind, you can hardly appreciate what we are up against. But maybe you do and perhaps they don't mind you, but there are quite a few of them who never heard of Jim Hammell, and as soon as you can conveniently call on them we would suggest that you do so, but we do not think it would be wise for you to send an advance card. This is not written in a spirit of criticism, Mr. Hammell, but to remind you of a fact of which you doubtless are well aware, that the field for your endeavors is still very large.

[Mr. Rockwell is evidently not aware that Mr. Hammell has been confined to his home by serious illness for many months, which accounts for any lack of vigilance on the part of that officer. As soon as Mr. Hammell recovers—and we all hope that will be soon—he will resume the work of cleaning up on the hotels which do not comply with the law with renewed energy—Editor Tradesman.]

Here's a mark for some of you salesmen to shoot at: According to a recent decision a salesman is one who could persuade bloody minded old Nero into buying a hand embroidered edition of the Golden Rule.

It would be easier to turn the sun from its course, or Fabricus from the path of honor than Stowe from his antipathy for traveling salesmen's poetry.

This was no malicious intent of ours—this mentioning Nero and Stowe in the same breath.

In a few short weeks, if not days, the members of the U. C. T. dance committee will don their fighting clothes, put on their war paint and sally out to round up those who are afflicted with Terpsichorean fever. Everything points to a series of dances for the coming winter of unusual brilliancy and dash. The committee met in secret conclave last week and formulated plans that they hope will insure success and which will, if all will take hold and help. They will offer twelve dances for five dollars or forty-two cents apiece—any one of them worth a dollar. There's a hundred per cent. dividend for you and then some. The dance floor is considered the best in the city, checking facilities for ladies' hats, cloaks, rubbers, etc., are superb. The committee is a live one—they didn't say this but we add it, parenthetically—and when it comes to music all we need say is "it is Tuller's." Now when the committee call on you to sell you a ticket, take advantage of the opportunity and if you dance, buy. If you don't dance, buy anyway and come and take advantage of the many other enjoyable features of these winter evening entertainments. For particulars apply to C. C. Perkins, chairman of the committee.

Has any one seen or heard from our good scribe, Pilkington? We would like to see him back on the job again.

Mrs. G. W. Phelps, proprietress of the Hotel Butler, at Saugatuck, has so far recovered from the injuries she sustained recently in an auto accident that she is able to be about her usual duties of ministering to the hungry commercial men who stop at that popular hostelry. The boys who know Mrs. Phelps and the good meals she serves will be mighty glad to know she is recovering.

W. A. Sperry, chief chemist at the city water works, is entertaining his father from Columbus, Ohio.

Mrs. W. E. Sawyer, 711 Kellogg street, entertained a few of her intimate friends at 500 last week Wed-

nesday. The occasion was the anniversary of her birthday.

C. P. Lillie & Son of Coopersville, dealers in general merchandise, are driving a brand new Buick car.

Mrs. Perry Thomas, 1011 Rose street, Kalamazoo, is the guest of Mr. and Mrs. J. I. Wernette, 509 Crescent street.

Mrs. J. Harvey Mann, 805 Madison avenue, recently returned from an extended trip through Alberta, British Columbia and the Pacific coast. In company with four sisters she visited Medicine Hat, Vancouver, Nelson, Seattle, Portland, San Francisco, San Diego and other points of interest. She has been gone since May 28 and although she thinks the western country beautiful and picturesque, Grand Rapids is still good enough for her.

It is a fortunate thing for Detroit that there is more than one specie of Blue Goose.

We would say amen to Mr. Goldstein's remarks concerning the Park Hotel, at Monroe, and are more than ever convinced that Jim knows a good hotel when he sees it. It is refreshing to drop into a hotel such as this. Here's hoping there may be many more of them some day.

Dr. and Mrs. G. W. Ferguson have returned from Toronto, Ont., where they have been spending the summer months.

An Ionia correspondent writes as follows: Stuart M. Brock, for several years connected with the footwear store of Thos. McGannon, has secured a position as traveling salesman or the Hirth-Krause Co., of Grand Rapids. His territory includes the northwest part of Michigan between Cadillac and Mackinac.

The Hotel Colonial is the new name given the hostelry formerly known as the New Comstock, at Hudson. As the building is one of the old landmarks, George Underwood and wife, the new proprietors, have adopted the appropriate name.

A plan for the erection of a hotel to cost from \$75,000 to \$100,000, was announced at the weekly luncheon of the Owosso Improvement Association. Members of the Woodard Furniture Co. recently expressed to prominent citizens the wish that a modern hotel could be built on the site of the old Woodard planing mill in the business section. It was a half-century ago that the late L. E. Woodard started the mill that was the foundation of one of the largest industries that the city now has. Fred B. Woodard stated at the meeting that he was ready to do everything in his power to further the project and, although it has not taken definite shape, it is known that several influential Owosso men are ready to put up considerable sums toward the capitalization of the enterprise. The Improvement Association adopted a resolution pledging its support to any reasonable project that may secure for the city the hostelry that long has been felt to be a crying need.

Landlord Miles announces that the name of the Graham House at Lapeer has been changed to Hotel Elaine. Known as the Graham House for the past twenty years and prior to that time as the Abram House, this famous hotel is now in the hands of decorators, carpenters and other expert workmen undergoing a complete renovation. The lobby will be put back to its former location and the dining room and kitchen also, which will result in a practical restoration of the hotel to the same size and plan for which it was originally built.

We only agreed to write for Pilkington a couple of times and this is the coupleth.

Insurance, fraternalism and organization—all for but a trifle greater cost than any of them is worth. Candidly, now, don't you think that twenty-six members is more than quite a few other Councils have taken in in a

long time? We doff our hats to you, Sister Saginaw.

Every member get a member.

Grand Rapids knows how.

For further particulars, see small hand bills. Allen F. Rockwell.

Trading Stamp Case Noticed For Argument.

Wykes, Dilley & Averill, who were retained by the merchants of Michigan to secure an adjudication on Act 244, Public Acts of 1911, in the Michigan Supreme Court, have completed their brief, which comprises an even 100 pages, and the case has been noticed for argument at the October term of the Court. The attorneys for the relator expect to be served with the brief of the Sperry & Hutchinson Co. in the near future.

Snyder's Restaurant

Popular Prices

41 North Ionia Ave.
4 Doors North of Tradesman

Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

The Hotel Barry

Hastings, Michigan

Re-opened for Good

Parlor Sample Rooms

Free Auto to and from all Trains

I will please you if given an opportunity
Ask the Boys

GEO. E. AMES, Prop.

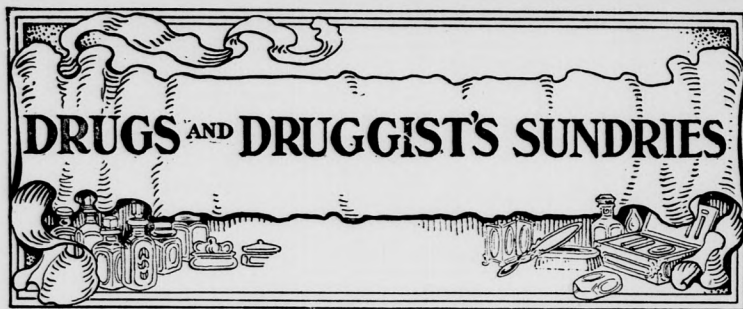
New Kaiserhof
Fireproof Hotel
450 Elegant Rooms
\$1.00 per Day - up
\$3.00 with Bath
\$2.00 per Day - up
German Restaurant
Clark St. near Jackson Blvd.
Chicago

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Rates \$1 and up. \$1.50 and up bath.



Michigan Board of Pharmacy.
 President—E. E. Faulkner, Delton.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Grand Rapids.
 Other Members—Leonard A. Seltzer, Detroit; Edwin T. Boden, Bay City.
 Next Meeting—Grand Rapids, Nov. 16, 17 and 18; Detroit, Jan. 18, 19 and 20, 1916.

Michigan State Pharmaceutical Association.
 President—C. H. Jongejan, Grand Rapids.
 Secretary—D. D. Alton, Fremont.
 Treasurer—John G. Steketee, Grand Rapids.
 Next Annual Meeting—Detroit, June 20, 21 and 22, 1916.

Michigan Pharmaceutical Travelers' Association.
 President—W. H. Martin, Orion.
 Secretary and 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.

Prices of Chemicals Still Soaring.

A comparison of the quotations in our price list in this issue with those which appeared in last month's issue, as regards chemicals and a number of other medicinal products upon which we are dependent wholly or in part on foreign nations, will show considerable advances all along the line.

Whether conditions will improve in the near future, we have not the hardihood to predict, although we can see no reasons at present upon which such a hope can reasonably be based. Even present quotations can not be considered to possess any element of permanency, and the next month may show still further advances.

It is unfortunate, and certainly not to our credit, that a great country like the United States, with its boundless resources, its highly educated and capable population, should be so dependent on Europe for what may almost be called some of the very necessities of life and health. It is in the region of possibility to manufacture nearly everything in the way of medicinal chemicals for which we are now in need and for which we are now paying such high prices. The principle of protection by means of the imposition of a tariff may or may not be right. As for the present writer, viewing it as an abstract proposition, he has never been able to bring his mind to believe in it. Neither does he believe in settling international disputes by war, or personal quarrels by physical encounter. But, if other nations arm and equip themselves for purposes of aggression or we should happen to know that as we go to our homes some armed enemy will be lying in wait for us, it would be the extremest folly for the nation or the individual, as the case

may be, not to be prepared to meet force with force; so, if it so comes that other nations levy a tariff against our products, or, what is infinitely worse and much more unfair, practice what in international trade is called "dumping"—if these other nations grant subsidies on products exported to this country for the purpose of beating down prices, wiping out competition, and thus destroying our industries, then the writer, a disbeliever in protection as an economic principle, thinks that it is an elementary duty for this country to erect a tariff wall against the offenders so high and dig its foundation so deep that it can neither be scaled nor scratched under.

Both the leading political parties in this country are committed to the policy of protection—they differing only in the degree in which they think it should be exercised and in the details of its application. And, taking a lesson from the difficulties we have encountered since the beginning of the present war in Europe, we believe that every individual in the drug trade, regardless of his party affiliations or economic beliefs, should use his influence with the Congressman for whom he votes to enact such legislation as wisest counsels may determine will best subserve the purpose of making us at least medically independent, in so far as that is within the range of human possibility.

Michigan Board of Pharmacy.

Muskegon, Sept. 20—To accommodate candidates living in the Upper Peninsula an examination session of the Michigan Board of Pharmacy was held at Houghton Aug. 24, 25 and 26.

Three applicants received registered pharmacist papers, as follows: Samuel Brody, Ironwood. Frank H. Titus, Ann Arbor. Joseph J. Winkel, Menominee.

Four applicants received registered druggist papers, as follows: Alfred Abramson, Houghton. Howard S. Connors, Negaunee. Henry Greenwold, Grand Rapids. R. M. Van Hala, Ishpeming.

The next meeting of the Board will be held at Evening Press hall, Grand Rapids, Nov. 16, 17 and 18.

The winter meeting will be held at the Hotel Tuller, Detroit, Jan. 18, 19 and 20.

Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required, and furnish satisfactory evidence to the Board that they have completed work in the public schools equivalent to tenth grade. When necessary this preliminary examination may be taken with the regular examination.

Applications for examination and blank forms of affidavits for practical or college experience may be obtained from the Secretary.

Fee for registered pharmacist, \$5; fee for registered druggist, \$3. Fee for re-examination; registered pharmacist, \$3; registered druggist, \$2.
 Charles S. Koon, Secretary.

Lucky Susan.

One day a wicked customer
 Rushed in to Sleeping Sue.
 And Susan looked straight over her,
 As she was wont to do.

The customer gave one quick look,
 Then reached up to the shelf;
 She seized the goods and Susan's book
 And charged them to herself.

And worse, far worse, within her fist
 She seized the carrier-cup.
 And, ere poor Susan could resist,
 She sent the check slip up.

Then Susan woke and Susan wept,
 But all to no avail;
 The deed was done, for, while she slept,
 Poor Suse had made a sale.

To get a run for your money chase
 a street car.

UNIVERSAL CLEANER

Great for the pots—great for the pans
 Great for the woodwork—great for the hands.

ORDER FROM YOUR JOBBER



Its Loose Leaf opens like a Blank Book

Write us

The Proudfit
LOOSE LEAF CO.

GRAND RAPIDS, MICH.

Muskegon, Grand Haven Interurban

The only way to the

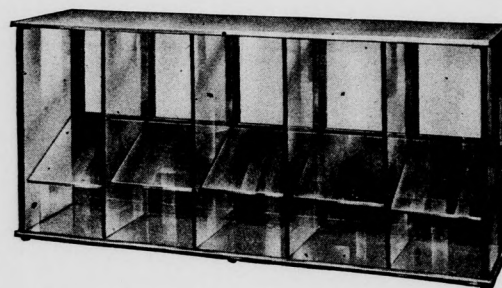
GREAT BERLIN FAIR

Sept 28, 29, 30 and Oct. 1st

Every Day a Big Day

Go Early

Stay Late



Here It Is!

SIZE
 32 inches long
 14 1/2 inches high
 8 1/2 inches wide

A Practical
 Sanitary
 Showcase for
 Bulk Candy

No flies, no dust, no pilfering and no waste. Quick and easy service. Far ahead of globes and jars. We are special agents for this new silent salesman and to get them placed with our trade in the shortest possible time we are offering it for a limited period with an assortment of ten pairs of our best selling candy. We want you to have one of these cases because it will more than double your candy business. More business for you means more business for us.

Ask our salesman about the proposition or write us for particulars.

PUTNAM FACTORY, Candy Manufacturers

Grand Rapids, Mich.

Here's Your Opportunity

to equip your store with

Up-to-date Fixtures "New" or "Used"

We will take your old ones
 in exchange

Grand Rapids Store Fixture Co.

No. 7 Ionia Ave., N. W.

Grand Rapids, Mich.

Aseptic Shaving Cream.

Hard paraffin (melting point 550 C.) 22 parts.
Prepared suet 3 parts.
Soft soap 2 parts.
Boiling water 68 parts.

Place these materials in a vessel surrounded by boiling water, and when the fats are melted beat them together until a smooth, white emulsion is obtained. Continue the beating, maintaining the temperature above 700 C., and add gradually:

Powdered tragacanth 2 parts.
When the mixture is homogeneous, allow it to cool by removing the boiling water, and when nearly cold add:

Glycerin 2 parts.
Oil of lavender 1 part.

This preparation is for rubbing into the skin in ordinary toilet use, or in shaving any part of the body preparatory to surgical operations

If your eyes need attention, don't hesitate. Get my expert advice now.

Glen F. Smith

OPTOMETRIST :: OPTICIAN
Eyes Examined, Glasses Fitted
Steglich Jewelry Store 29 Monroe Ave.

THE GRAND RAPIDS VETERINARY COLLEGE

Offers a Three Years' course in Veterinary Science
Complying with all the requirements of the U. S. Bureau of Animal Industry. Established 1897. Incorporated under State law. Governed by Board of Trustees. Write for Free Catalogue.
200 Louis St. Grand Rapids, Michigan

PURITAN INSTITUTE
SHELDON AND OAKES
GRAND RAPIDS, MICHIGAN.
ECZEMA
AND ALL SKIN AND SCALP DISEASES
SUCCESSFULLY TREATED
Puritan Plaster Method for External CANCER REMOVAL
Interested persons are invited to investigate our methods of treatment. Prompt and permanent relief must be accomplished before settlement is made.
A. T. HOXIE, M. D., Supervising Physician
ALVAH BROWN, S. V. MAC LEOD, President Secretary
JESSE J. FOX, Superintendent
MRS. MAE HAUCK, Supt. Ladies Dept.
Send for Cancer and Eczema Booklet

WHOLESALE DRUG PRICE CURRENT

Prices quoted are nominal, based on market the day of issue.

Acids	Acetic 6 @ 8	Mustard, true 9 00@9 50	Ipecac @ 75
	Boric 11 @ 15	Mustard, artif'l 5 50@5 75	Iron, clo. @ 60
	Carbolic 1 75@1 75	Neatsfoot 70@ 80	Kino @ 80
	Citric 63@ 75	Olive, pure 2 50@3 50	Myrrh @1 05
	Muriatic 1 34@ 55	Olive, Malaga, yellow 1 55@1 65	Nux Vomica @ 70
	Nitric 7 1/2 @ 12	Olive, Malaga, green 1 50@1 60	Opium @2 75
	Oxalic 52@ 55	Orange Sweet 3 00@3 25	Opium, Deodor'd @2 75
	Sulphuric 2 @ 5	Organum, pure @2 50	Rhubarb @ 70
	Tartaric 56@ 60	Organum, com'l @ 75	
Ammonia	Water, 26 deg. 6 1/2 @ 10	Pennyroyal 2 25@2 50	Paints
	Water, 18 deg. 4 1/2 @ 8	Peppermint 2 50@2 75	Lead, red dry .. 7 @ 7 1/2
	Water, 14 deg. 3 1/2 @ 6	Rose, pure 14 50@16 00	Lead, white dry 7 @ 7 1/2
	Carbonate 13 @ 16	Rosemary Flows 1 50@1 75	Ochre, yellow bbl. 1 @ 1 1/2
	Chloride 10 @ 25	Sandalwood, E. I. 7 25@7 50	Ochre, yellow less 2 @ 5
Balsams	Copaiba 75@1 00	Sassafras, true @1 10	Patty @ 5
	Fir (Canada) 1 25@1 50	Sassafras, artif'l @ 60	Red Venet'n bbl. 1 @ 1 1/2
	Fir (Oregon) 40@ 50	Spearmint 2 75@3 00	Red Venet'n less 2- @ 5
	Peru 4 75@5 00	Sperm 90@1 00	Vermillion, Eng. 1 25@1 50
	Tolu 75@1 00	Tansy 4 00@4 25	Vermillion, Amer. 15 @ 20
Berries	Cubeb 85 @ 90	Tar, USP 30 @ 40	Whiting, bbl. 1 1-10@1 1/2
	Fish 15 @ 20	Turpentine, bbls @ 46	Whiting 2 @ 5
	Juniper 10 @ 15	Turpentine, less 53@ 58	L. H. P. Prep'd. 1 35@1 45
	Prickley Ash @ 50	Wintergreen, true birch 3 00@3 25	
Barks	Cassia (ordinary) 25 @ 30	Wintergreen, art 2 25@2 50	Insecticides
	Cassia (Saigon) 65 @ 75	Wormseed 3 50@4 00	Arsenic 6 @ 10
	Elm (powd. 30c) 23 @ 30	Wormwood 4 00@4 25	Blue Vitrol, bbl. @ 8 1/2
	Sassafras (pow. 30c) @ 25		Blue Vitrol, less 9 @ 15
	Soap Cut (powd.) 35c 23 @ 25	Potassium	Bordeaux Mix Pst 8 @ 10
Extracts	Licorice 30 @ 35	Bicarbonate 40 @ 45	Hellebore, White powdered 17 @ 25
	Licorice powdered 35 @ 40	Bichromate 32 @ 35	Insect Powder 30 @ 50
Flowers	Arnica 38 @ 45	Bromide 1 90@2 10	Lead Arsenate 8 1/2 @ 16
	Chamomile (Ger.) 65 @ 75	Carbonate 45 @ 50	Lime and Sulphur Solution, gal. 15 @ 25
	Chamomile (Rom) 55 @ 60	Chlorate, xtal and powdered 42 @ 45	Paris Green 20 @ 25
Gums	Acacia, 1st 50 @ 60	Chlorate, granular 47 @ 50	Miscellaneous
	Acacia, 2nd 45 @ 50	Cyanide 30 @ 45	Acetanalid @1 50
	Acacia, 3rd 40 @ 45	Iodide 4 32@4 40	Alum 8 @ 11
	Acacia, Sorts 20 @ 25	Permananganate 1 45@1 50	Alum, powdered and ground 9 @ 12
	Acacia, powdered 30 @ 40	Prussiate, yellow @1 25	Bismuth, Subnitrate 2 97@3 10
	Aloes (Cape Pow) 22 @ 25	Prussiate, red @3 00	Borax xtal or powdered 6 1/2 @ 12
	Aloes (Soc. Pow.) 40 @ 50	Sulphate @ 30	Cantharides po 2 00@5 75
	Asafoetida 60 @ 75	Roots	Calomel 1 78@1 82
	Asafoetida, Powd. Pure @1 00	Alkanet 35 @ 40	Capsicum 30 @ 35
	U. S. P. Powd. @1 25	Blood, powdered 20 @ 25	Carmine 4 25@4 50
	Camphor 58 @ 62	Calamus 50 @ 75	Cassia Buds @ 40
	Guaiaic 40 @ 45	Elecampane, pwd. 15 @ 20	Cloves 30 @ 35
	Guaiaic, powdered 50 @ 55	Gentian, powd. 15 @ 25	Chalk Prepared 6 @ 8 1/2
	Kino 70 @ 75	Ginger, African, powdered 15 @ 20	Chalk Precipitated 7 @ 10
	Kino, powdered .. 75 @ 80	Ginger, Jamaica, powdered 26 @ 30	Chloroform 42 @ 48
	Myrrh @ 40	Ginger, Jamaica, powdered 26 @ 30	Chloral Hydrate 1 25@1 45
	Myrrh, powdered @ 50	Goldenseal powd. 6 50@7 00	Cocaine 4 60@4 90
	Opium 9 00@9 20	Ipecac, powd. .. 4 25@4 50	Cocoa Butter 55 @ 65
	Opium, powd. 9 80@10 00	Licorice 18 @ 20	Corks, list, less 70% @ 01
	Opium, gran. 10 00@10 25	Licorice, powd. .. 12 @ 13	Copperas, bbls. @ 01
	Shellac 28 @ 35	Orris, powdered 30 @ 35	Copperas, less 2 @ 5
	Shellac, Bleached 30 @ 35	Poke, powdered 20 @ 25	Copperas, powd. .. 4 @ 6
	Tragacanth No. 1 @2 50	Rhubarb 75 @1 00	Corrosive Sublim 1 73@1 80
	Tragacanth pow 1 25@1 50	Rhubarb, powd. 75 @1 25	Cream Tartar 41 @ 45
	Turpentine 10 @ 15	Rosinweed, powd. 25 @ 30	Cuttlebone 45 @ 50
Leaves	Sage, powdered .. 55 @ 60	Sarsaparilla, Hond. ground @ 65	Dextrine 7 @ 10
	Buchu 1 65@1 75	Sarsaparilla Mexican ground @ 35	Lover's Powder .. @2 50
	Buchu, powd. 1 75@2 00	Squills 20 @ 35	Emery, all Nos. 6 @ 10
	Sage, bulk 47 @ 50	Squills, powdered 40 @ 60	Emery, powdered 5 @ 8
	Sage, 1/8 loose 52 @ 55	Tumeric, powd. 12 @ 15	Epsom Salts, bbls. @ 4 1/2
	Senna, Alex 30 @ 35	Valerian, powd. 25 @ 30	Epsom Salts, less 5 @ 8
	Senna, Tinn. 30 @ 35	Seeds	Ergot 2 00@2 25
	Senna Tinn powd 35 @ 40	Anise 20 @ 25	Ergot, powdered 2 75@3 20
	Uva Ursi 18 @ 20	Anise, powdered @ 25	Flake White 15 @ 20
Oils	Almonds, Bitter, true 8 50@8 75	Bird, ls @ 12	Formaldehyde lb. 10 @ 15
	Almonds, Bitter, artificial 5 75@6 00	Canary 8 @ 12	Gambier 15 @ 20
	Almonds, Sweet, true 1 25@1 50	Caraway 18 @ 20	Gelatine 6 08@6 20
	Almonds, Sweet, imitation 65 @ 75	Cardamon 2 00@2 25	Glassware, full cases 80%
	Amber, crude 40 @ 50	Celery (powd. 55) 40 @ 50	Glassware, less 70 & 10%
	Amber, rectified 50 @ 60	Coriander 10 @ 18	Glauber Salts bbl. @ 1 1/2
	Anise 2 00@2 25	Dill 20 @ 25	Glauber Salts less 2 @ 5
	Bergamont 4 50@4 75	Fennel 45 @ 50	Glue, brown 11 @ 15
	Cajeput 1 35@1 60	Flax 5 @ 10	Glue, brown grd. 10 @ 15
	Cassia 1 75@2 00	Flax, ground 5 @ 10	Glue, white 15 @ 25
	Castor, bbls. and cans 15 @17 1/2	Floungreek, pow. 8 @ 10	Glue, white grd. 15 @ 20
	Cedar Leaf 90 @1 00	Hemp 6 @ 10	Glycerine 31 @ 40
	Citronella 75 @1 00	Lobelia @ 50	Hops 45 @ 60
	Cloves 1 75@2 00	Mustard, yellow 16 @ 20	Indigo 1 25@1 50
	Cocconut 20 @ 25	Mustard, black .. 10 @ 15	Iodine 5 68@5 91
	Cod Liver 3 05@3 25	Mustard, powd. 22 @ 30	Iodoform 6 08@6 20
	Cotton Seed 70 @ 80	Poppy 15 @ 20	Lead Acetate 15 @ 20
	Croton 2 00@2 25	Quince 1 00@1 25	Lycopodium 1 35@1 50
	Cupbebs 3 75@4 00	Rape @ 15	Mace 85 @ 90
	Eigeron 1 75@2 00	Sabadilla @ 35	Mace, powdered 95 @1 00
	Eucalyptus 1 00@1 20	Sabadilla, powd. @ 40	Menthol 3 50@3 75
	Hemlock, pure .. @ 1 00	Sunflower 10 @ 15	Menthol 3 50@3 75
	Juniper Berries 2 50@2 75	Worm American 20 @ 25	Morphine 5 65@5 90
	Juniper Wood 70 @ 90	Worm Levant .. 1 00@1 10	Nux Vomica @ 15
	Lard, extra 80 @ 90	Tinctures	Nux Vomica pow. @ 20
	Lard, No. 1 65 @ 75	Aconite @ 75	Pepper, black pow. @ 30
	Laven'r Flowers @ 6 00	Aloes @ 65	Pepper, white @ 15
	Lavender, Gar'n 1 25@1 40	Arnica @ 75	Pitch, Burgundy .. @ 35
	Lemon 2 00@2 25	Asafoetida @1 35	Quassia 10 @ 15
	Linseed, boiled, bbl. @ 55	Belladonna @1 65	Quinine, all brds 39 @ 49
	Linseed, bld. less 60 @ 66	Benzoin @1 00	Rochelle Salts 35 @ 40
	Linseed, raw, bbl. @ 54	Benzoin Compo'd @1 00	Saccharine 9 50@9 70
	Linseed, raw, less 59 @ 65	Buchu @1 50	Salt Peter 22 1/2 @ 30

EVER READY FLASH LIGHTS ARE PROFITABLE

We will send you Attractive Window Display

C. J. Litscher Electric Company

Wholesale Distributors Grand Rapids, Michigan

Our Holiday Sundry Line is Now in Grand Rapids

To our Customers and Friends:

You are all aware that we open our sale of Holiday Goods at Sault Ste. Marie in the month of July each year and thereby take care of our customers in the Upper Peninsula. This line embraces a carload of goods and we ship them for exhibition during August to Saginaw, and return them to Grand Rapids September 1st. They will be on exhibition and ready for visiting buyers in our large and beautiful sundry room on the morning of September 7th with our Mr. Dudley in charge. We extend to all our customers and friends an earnest invitation to see this line as early as possible so we may have the advantage of a little time to give your orders careful attention and fill them to the best possible advantage.

It would be advisable to write us or telephone us, giving the dates when it will be possible for you to visit Grand Rapids. We will make as usual a liberal allowance upon the expense of the trip and again ask for an early acceptance of this invitation.

Yours respectfully,

Hazeltine & Perkins Drug Co.

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

Currants
Hotel Mushrooms

DECLINED

Some Coffee
Blueberries
Some Flour
Whole Codfish

Index to Markets

By Columns

Ammonia	1
Axle Grease	1
Baked Beans	1
Bath Brick	1
Bluing	1
Breakfast Food	1
Brooms	1
Brushes	1
Butter Color	1
Candles	1
Canned Goods	1-2
Carbon Oils	2
Catsup	2
Cheese	2
Chewing Gum	3
Chicory	3
Chocolate	3
Clothes Lines	3
Cocoa	3
Cocoanut	3
Coffee	3
Confections	4
Cracked Wheat	5
Crackers	5
Cream Tartar	6
Dried Fruits	6
Evaporated Milk	6
Farinaceous Goods	6
Fishing Tackle	6
Flavoring Extracts	7
Flour and Feed	7
Fruit Jars	7
Gelatine	7
Grain Bags	7
Herbs	7
Hides and Pelts	8
Horse Radish	8
Jelly	8
Jelly Glasses	8
Macaroni	8
Mapleline	8
Meats, Canned	8
Mince Meat	8
Molasses	8
Mustard	8
Nuts	8
Olives	8
Pickles	8
Pipes	8
Playing Cards	8
Potash	8
Provisions	8
Rice	9
Rolled Oats	9
Salad Dressing	9
Saleratus	9
Sal Soda	9
Salt	9
Salt Fish	9
Seeds	10
Shoe Blacking	10
Snuff	10
Soda	10
Spices	10
Starch	10
Syrups	10
Table Sauces	10
Tea	10
Tobacco	11, 12
Twine	13
Vinegar	13
Wicking	13
Woodenware	13
Wrapping Paper	14
Yeast Cake	14

AMMONIA		Doz.
12 oz. ovals, 2 doz. box	75	
AXLE GREASE		
Fraser's.		
1lb. wood boxes, 4 doz.	3 00	
1lb. tin boxes, 3 doz.	2 55	
3 1/2 lb. tin boxes, 2 dz.	4 25	
10 lb. pails, per doz.	6 00	
15 lb. pails, per doz.	7 20	
25 lb. pails, per doz.	12 00	
BAKED BEANS		
No. 1, per doz.	45@ 90	
No. 2, per doz.	75@1 40	
No. 3, per doz.	85@1 75	
BATH BRICK		
English	95	
BLUING		
Jennings'.		
Condensed Pearl Bluing		
Small C P Bluing, doz.	45	
Large C P Bluing, doz.	75	
Folger's.		
Summer Sky, 3 dz. cs.	1 20	
Summer Sky, 10 dz bbl	4 00	
BREAKFAST FOODS		
Appetito Biscuits	3 00	
Bear Food, Pettijohns	2 13	
Cracked Wheat, 24-2	2 80	
Cream of Rye, 24-2	3 00	
Quaker Puffed Rice	4 25	
Quaker Puffed Wheat	3 45	
Quaker Brkfst Bliscuit	1 90	
Quaker Corn Flakes	1 75	
Victor Corn Flakes	2 20	
Washington Crisps	1 85	
Wheat Hearts	2 05	
Wheatena	4 50	
Evaporated Sugar Corn	90	
Farinose, 24-2	2 70	
Grape Nuts	2 70	
Grape Sugar Flakes	2 50	
Sugar Corn Flakes	2 50	
Hardy Wheat Food	2 25	
Holland Rusk	3 20	
Krinkle Corn Flakes	1 75	
Mapl-Corn Flakes	2 80	
Minn. Wheat Cereal	3 75	
Ralston Wheat Food	4 50	
Ralston Wht Food 10c	2 35	
Roman Meal	2 20	
Saxon Wheat Food	2 80	
Shred Wheat Biscuit	3 60	
Triscuit, 1 1/2	1 80	
Trillsbury's Best Cerl	4 25	
Post Toasties, T-2	2 50	
Post Toasties, T-3	2 70	
Post Tavern Porridge	2 80	
BROOMS		
Fancy Parlor, 25 lb.	4 25	
Parlor, 5 String, 25 lb.	4 00	
Standard Parlor, 23 lb.	3 50	
Common, 23 lb.	3 25	
Special, 23 lb.	2 75	
Warehouse, 33 lb.	4 25	
Common Whisk	1 00	
Fancy Whisk	1 25	
BRUSHES		
Solid Back, 8 in.	75	
Solid Back, 11 in.	95	
Pointed Ends	85	
Stove		
No. 3	90	
No. 2	1 25	
No. 1	1 75	
Shoe		
No. 3	1 00	
No. 7	1 30	
No. 4	1 70	
No. 3	1 90	
BUTTER COLOR		
Dandelion, 25c size	2 00	
CANDLES		
Paraffine, 68	7	
Paraffine, 12s	7 1/2	
Wicking	20	
CANNED GOODS		
Apples		
3 lb. Standards	@ 85	
No. 10	@2 50	
Blackberries		
2 lb.	1 50@1 90	
Standard No. 10	@5 25	
Beans		
Baked	85@1 30	
Red Kidney	75@ 95	
String	1 00@1 75	
Wax	75@1 25	
Blueberries		
Standard	1 40	
No. 10	6 50	
Clams		
Little Neck, 1lb.	@1 25	
Clam Bouillon		
Burnham's 1/2 pt.	2 25	
Burnham's pts.	3 75	
Burnham's qts.	7 50	
Corn		
Fair	65@ 70	
Good	90@1 30	
Fancy	@1 80	
French Peas		
Mombadon (Natural)	per doz. 1 75	
Gooseberries		
No. 2, Fair	1 35	
No. 2, Fancy	2 50	
Hominy		
Standard	85	
Lobster		
1/4 lb.	1 45	
1/2 lb.	2 25	
Picnic Flat	2 80	
Mackerel		
Mustard, 1lb.	1 80	
Mustard, 2lb.	2 80	
Soused, 1 1/2 lb.	1 60	
Soused, 2lb.	2 75	
Tomato, 1b.	1 50	
Tomato, 2lb.	2 80	
Mushrooms		
Buttons, 1/2 s	@ 15	
Buttons, 1s	@ 32	
Hotels, 1s	@ 21	
Oysters		
Cove, 1 lb.	@ 75	
Cove, 2 lb.	@1 40	
Plums		
Plums	90@1 35	
Pears in Syrup		
No. 3 cans, per doz.	1 50	
Peas		
Marrowfat	90@1 00	
Early June	1 10@1 25	
Early June siftd	1 45@1 55	
Peaches		
Ple	1 00@1 25	
No. 10 size can ple	@3 25	
Pineapple		
Grated	1 75@2 10	
Sliced	95@2 60	
Pumpkin		
Fair	80	
Good	90	
Fancy	1 00	
No. 10	2 40	
Raspberries		
Standard	@	
Salmon		
Warrens, 1 lb. Tall	2 30	
Warrens, 1 lb. Flat	2 45	
Red Alaska	1 70@1 75	
Med Red Alaska	1 40@1 45	
Pink Alaska	@1 20	
Sardines		
Domestic, 1/4 s	3 70	
Domestic, 1/2 s	2 75	
Domestic, 3/4 s	3 25	
French, 1/4 s	7@14	
French, 1/2 s	13@23	
Sauer Kraut		
No. 3, cans	90	
No. 10, cans	2 40	
Shrimps		
Dunbar, 1s doz.	1 45	
Dunbar, 1 1/2 doz.	2 70	
Succotash		
Fair	90	
Good	1 20	
Fancy	1 25@1 40	
Strawberries		
Standard	95	
Fancy	2 25	
Tomatoes		
Good	90	
Fancy	1 20	
No. 10	2 90	
Tuna		
1/4 s, 4 doz. in case	2 60	
1/2 s, 4 doz. in case	3 60	
1s, 4 doz. in case	5 60	
CATSUP		
Snider's	2 35	
Snider's 1/2 pints	1 35	
CHEESE		
Acme	@15 1/2	
Carson City	@15 1/2	
Brick	@17	
Leiden	@15	
Limburger	@18	
Pineapple	40	
Edam	@85	
Sap Sago	@18	
Swiss, domestic	@20	

CHEWING GUM

Adams Black Jack	62
Adams Sappota	65
Beeman's Pepsin	62
Beechnut	62
Chiclets	33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	64
Flag Spruce	59
Juicy Fruit	59
Red Robin	62
Sterling Gum Pep.	62
Sterling 7-Point	62
Spearmint, Wrigleys	64
Spearmint, 5 box jars	3 20
Spearmint, 3 box jars	1 92
Trunk Spruce	59
Yucatan	62
Zeno	64

CHOCOLATE

German's Sweet	22
Premium	32
Caracas	28
Walter M. Lowney Co.	
Premium, 1/4 s	29
Premium, 1/2 s	29

CLOTHES LINE

Per doz.	
No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	1 85
No. 60 Braided Cotton	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
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	34
Lowney, 1/2 s	34
Lowney, 5lb. cans	35
Van Houten, 1/4 s	12
Van Houten, 1/2 s	12
Van Houten, 1s	12
Wan-Eta	36
Webb	32
Wilber, 1/4 s	33
Wilber, 1/2 s	32

COCOANUT

Dunham's per lb.	
1/4 s, 5lb. case	30
1/2 s, 5lb. case	29
1/4 s 15 lb. case	29
1/2 s 15 lb. case	28
1s, 15lb. case	27
1/4 s & 1/2 s 15lb. case	28
Scalloped Gems	10
1/4 s & 1/2 s pails	16
Bulk, pails	12
Bulk, barrels	13
Baker's Brazil Shredded	10
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
Maracalbo	
Fair	24
Choice	25
Mexican	
Choice	25
Fancy	26
Guatemala	
Fair	25
Fancy	28
Java	
Private Growth	26@30
Mandling	31@35
Aukola	30@32
Mocha	
Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	16 50

McLaughlin's XXXX

McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago, Ill.

Extracts

Holland, 1/4 gro. bxs.	95
Felix, 1/2 gross	1 15
Hummel's foll, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY

Stick Candy	
Horsehound	9 1/2
Standard	9 1/2
Standard, small	10
Twist, small	10
Cases	
Jumbo	9 1/2
Jumbo, small	10
Big Stick	9 1/2
Boston Sugar Stick	14
Mixed Candy	
Broker	8 1/2
Cut Loaf	10
French Cream	10
Fancy	10
Grocers	7
Kindergarten	12
Leader	10
Majestic	10
Monarch	10
Novelty	11
Paris Creams	11
Premio Creams	14
Royal	10
Special	8 1/2
Valley Creams	13
X L O	7 1/2

Specialties

Auto Kisses (baskets)	
Autumn Leaves	13
Bonnie Butter Bites	17
Butter Cream Corn	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coffy Toffy	14
Dainty Mints 7 lb. tin	16
Empire Fudge	14
Fudge, Pineapple	14
Fudge, Walnut	14
Fudge, Filbert	14
Fudge, Choco. Peanut	13
Fudge, Honey Moon	14
Fudge, Toasted Cocoa	14
Fudge, Cherry	14
Fudge, Cocoanut	14
Honeycomb Candy	16
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	12
Italian Bon Bons	13
Lozenges, Pep.	11
Lozenges, Pink	11
Manchus	14
Molasses Kisses, 10 lb. box	13
Nut Butter Puffs	13
Pecans, Ex. Large	14

Chocolates

Assorted Choc.	16
Amazon Caramels	16
Champion	13
Choc. Chips, Eureka	19
Climax	18
Eclipse, Assorted	14
Ideal Chocolates	14
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	25
Nut Wafers	18
Ocoro Choc. Caramels	17
Peanut Clusters	20
Quintette	16
Regina	12
Star Chocolates	13
Superior Choc. (light)	19

Pop Corn Goods

Without prizes.	
Cracker Jack with coupon	3 25
Pop Corn Goods with Prizes	3 50
Oh My 100s	3 50
Cracker Jack, with Prize	3 50
Hurrah, 100s	

6

Table with 2 columns: Item Name and Price. Includes Butter (N B C Square, Seymour Round), Soda (Premium Sodas, Select Sodas), Oyster (N B C Picnic Oysters), Sugar Wafer Specialties (Adora, Nabisco), Dried Fruits (Apples, Apricots, Citron), Peaches, Lemons, Raisins, California Prunes, Evaporated Milk, Farinaceous Goods (Beans, Farina), Pearl Barley, Peas, Split, Sage, Cotton Lines, Linen Lines.

7

Table with 2 columns: Item Name and Price. Includes Poles (Bamboo, 14 ft.), Flavoring Extracts (Jennings D C Brand), Flour and Feed (Grand Rapids Grain), Winter Wheat (Purity Patent), Fancy Spring, Wizard, Gran Meal, Rye, Valley City Milling Co., Lily White, Light Loaf, Graham, Granen Health, Gran. Meal, Bolted Med., Voigt Milling Co., Voigt's Crescent, Voigt's Royal, Voigt's Flourigt, Voigt's Hygienic Gran-ham, Watson-Higgins Milling Co., Perfection, Tip Top Flour, Golden Sheaf Flour, Marshalls Best Flour, Worden Grocer Co., Quaker, paper, cloth, Kansas Hard Wheat, Voigt Milling Co., Calla Lily, Worden Grocer Co., American Eagle, American Eagle, American Eagle, Spring Wheat, Roy Baker, Mazepa (new), Golden Horn, bakers, Wisconsin Rye, Bohemian Rye, Judson Grocer Co., Ceresota, Ceresota, Ceresota, Voigt Milling Co., Columbian, Worden Grocer Co., Wingold, Wingold, Wingold, Wingold, Wingold, Meal, Bolted, Golden Granulated, Wheat, New Red, New White, Michigan carlots, Less than carlots, Carlots, Less than carlots, Hay, Street Car Feed, No. 1 Corn & oat Pd, Cracked Corn, Coarse Corn Meal, Fruit Jars, Mason, pts., per gro., Mason, qts., per gro., Mason, 1/2 gal. per gro., Mason, can tops, gro., GELATINE, Cox's, 1 doz. large, Cox's, 1 doz. small, Knox's Sparkling, Knox's Sparkling, Knox's Acid'd doz., Minute, 2 qts., doz., Minute, 2 qts., 3 doz., Nelson's, Oxford, Plymouth Rock, Phos., Plymouth Rock, Plain, Grain Bags, Broad Gauge, Amoskeag, Herbs, Sage, Hops, Laurel Leaves, Senna Laves, HIDES AND PELTS, Green, No. 1, Green, No. 2, Cured, No. 1, Cured, No. 2, Calfskin, green, Calfskin, green, Calfskin, cured, Calfskin, cured, Old Wool, Lambs, Shearlings.

8

Table with 2 columns: Item Name and Price. Includes Tallow (No. 1, No. 2), Wool (Unwashed, med., Unwashed, fine), HORSE RADISH (Per doz., Jelly), JELLY GLASSES (1/2 pt. in bbis., 1/2 pt. in bbis., 8 oz. capped in bbis.), MAPLEINE (2 oz. bottles, 1 oz. bottles, 16 oz. bottles, 32 oz. bottles), MINCE MEAT (Per case), MOLASSES (New Orleans, Fancy Open Kettle, Choice, Good), Mustard (Half barrels, 2c extra, Red Hen, No. 2 1/2, Red Hen, No. 1, Red Hen, No. 10), OLIVES (Bulk, 2 gal. kegs, Bulk, 5 gal. kegs, Stuffed, 5 oz., Stuffed, 14 oz., Puffed (not stuffed), 14 oz., Manzanilla, 8 oz., Lunch, 10 oz., Lunch, 16 oz., Queen, Mammoth, 19 oz., Queen, Mammoth, 28 oz., Olive Chow, 2 doz. cs.), PEANUT BUTTER (Best-Car-M Brand, 24 lb. fibre mills, 14 lb. fibre pails, 23 oz. jars, 2 doz., 2 lb. tin pails, 2 doz., 2 lb. oz. jars, 2 doz.), PETROLEUM PRODUCTS (Iron Barrels, Perfection, Red Crown Gasoline, Gas Machine Gasoline, V M & P Naptha, Capitol Cylinder, Atlantic Red Engine, Summer Black), PICKLES (Medium, Barrels, 1,200 count, Half bbis., 600 count, 5 gallon kegs), Small, Gherkins, Sweet Small, Pipes, Clay, No. 216, per box, Clay, T. D. full count, Cob, PLAYING CARDS (No. 99, Steamboat, No. 15, Rival assorted, No. 20, Rover, enamel, No. 572, Special, No. 98, Golf, Satin fin., No. 808, Bicycle, No. 632, Tourist whist), TOUTASH, Babbitt's, 2 doz., PROVISIONS (Barreled Pork, Clear Back, Short Cut, Bean, Brisket, Clear, Pig, Clear Family, Dry Salt Meats, S P Bellies, Lard, Pure in tierces, Compound Lard, 80 lb. tubs, 50 lb. tubs, 20 lb. pails, 10 lb. pails, 5 lb. pails, 8 lb pails, Smoked Meats, Hams, 14-16 lb., Hams, 16-18 lb., Hams, 18-20 lb., Ham, dried beef sets, California Hams), SALT (Granulated, bbis., Granulated, 100 lbs. cs., Granulated, 36 pkgs.), Common Grades, 100 3 lb. sacks, 70 4 lb. sacks, 60 5 lb. sacks, 28 10 lb. sacks, 56 lb. sacks, 28 lb. sacks, Warsaw, 56 lb. sacks, 28 lb. dairy in drill bags, Solar Rock, 56 lb. sacks, Common, Granulated, Fine, Medium, Fine, SALT FISH (Cod, Large, whole, Small, whole, Strips or bricks, Pollock, Smoked Salmon, Strips, Halibut, Chunks, Holland Herring, Y. M. wh. hoop bbis., Y. M. wh. hoop 1/2 bbis., Y. M. wh. hoop kegs, Y. M. wh. hoop Milchers kegs, Standard, bbis., Standard, 1/2 bbis., Standard, kegs, Trout, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 2 lbs., Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 10 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., Lake Herring, 100 lbs., 40 lbs., 10 lbs., 8 lbs.), RICE (Fancy, Japan Style, Broken), ROLLED OATS (Rolled Avena, Steel Cut, 100 lb. sks., Monarch, bbis., Monarch, 90 lb. sks., Quaker, 18 Regular, Quaker, 20 Family), SALAD DRESSING (Columbia, 1/2 pint, Columbia 1 pint, Durkee's, large, Durkee's small, Snider's large, Snider's small), SALERATUS (Packed 60 lbs. in box, Arm and Hammer, Wyandotte, 100 3/4 s), SAL SODA (Granulated, bbis., Granulated, 100 lbs. cs., Granulated, 36 pkgs.), SALT (Common Grades, 100 3 lb. sacks, 70 4 lb. sacks, 60 5 lb. sacks, 28 10 lb. sacks, 56 lb. sacks, 28 lb. sacks, Warsaw, 56 lb. sacks, 28 lb. dairy in drill bags, Solar Rock, 56 lb. sacks, Common, Granulated, Fine, Medium, Fine, SALT FISH (Cod, Large, whole, Small, whole, Strips or bricks, Pollock, Smoked Salmon, Strips, Halibut, Chunks, Holland Herring, Y. M. wh. hoop bbis., Y. M. wh. hoop 1/2 bbis., Y. M. wh. hoop kegs, Y. M. wh. hoop Milchers kegs, Standard, bbis., Standard, 1/2 bbis., Standard, kegs, Trout, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 2 lbs., Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 10 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., Lake Herring, 100 lbs., 40 lbs., 10 lbs., 8 lbs.), SEEDS (Anise, Canary, Smyrna, Caraway, Cardomon, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, SHOE BLACKING (Handy Box, large 3 dz., Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish), SNUFF (Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars), SODA (Boxes, English, Kegs, English), SPICES (Whole Spices, Allspice, Jamaica, Allspice, lg Garden, Cloves, Zanzibar, Cassia, Canton, Cassia, 5c pkg. dz., Ginger, African, Ginger, Cochin, Mace, Penang, Mixed, No. 1, Mixed, No. 2, Mixed, 5c pkgs. dz., Nutmegs, 70-180, Nutmegs, 105-110, Nutmegs, 105-110, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian, Pure Ground in Bulk, Allspice, Jamaica, Cloves, Zanzibar, Cassia, Canton, Ginger, African, Mace, Penang, Nutmegs, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian), STARCH (Corn, Kingsford, 40 lbs., Muzzy, 20 lb. pkgs., Kingsford, Silver Gloss, 40 lb., Muzzy, 40 lb. pkgs., Argo, 24 5c pkgs., Silver Gloss, 16 3lb., Silver Gloss, 12 6lb., Muzzy, 48 1lb. packages, 16 3lb. packages, 12 6lb. packages, 50lb. boxes), SYRUPS (Corn, Barrels, Half barrels, Blue Karo, No. 1 1/2, 4 doz., Blue Karo, No. 2, 2 dz., Blue Karo, No. 2 1/2, 2 doz., Blue Karo, No. 5, 1 dz., Blue Karo, No. 10, 1/2 doz., Red Karo, No. 1 1/2, 4 doz., Red Karo, No. 2 1/2, 2 doz., Red Karo, No. 2 1/2, 2dz., Red Karo, No. 5, 1 dz., Red Karo, No. 10, 1/2 doz., Pure Cane, Fair, Good, Choice, Folger's Grape Punch, Quarts, doz. case, TABLE SAUCES (Halford, large, Halford, small), TEA (Uncolored Japan, Medium, Choice, Fancy, Basket-fired, Basket-fired Choice, Basket-fired Fancy, No. 1 Nibs, Siftings, bulk, Siftings, 1 lb. pkgs., Gunpowder, Moyune, Medium, Moyune, Choice, Moyune, Fancy, Ping Suey, Medium, Ping Suey, Choice, Ping Suey, Fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, Medium, Formosa, Choice, Formosa, Fancy, English Breakfast, Congou, Medium, Congou, Choice, Congou, Fancy, Congou, Ex. Fancy, Ceylon, Pekoe, Medium, Dr. Pekoe, Choice, Flowery O. P. Fancy), TOBACCO (Fine Cut, Blot, Bugle, 16 oz., Bugle, 10c, Dan Patch, 8 and 16 oz., Dan Patch, 4 oz., Dan Patch, 2 oz., Fast Mail, 16 oz., Hlawatha, 16 oz., Hlawatha, 5c, May Flower, 16 oz., No Limit, 8 oz., No Limit, 16 oz., Ojibwa, 8 and 16 oz., Ojibwa, 10c, Ojibwa, 5c, Petoskey Chief, 7 oz., Petoskey Chief, 14 oz., Red Bell, 16 oz., Red Bell, 8 foll, Sterling, L & D 5c, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 10c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foll, Sweet Burley, 5c L&D, Sweet Burley, 5c, Sweet Burley, 16 oz., Sweet Mist, 1/2 gro., Telegram, 5c, Tiger, 5c, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Drummond Nat. Leaf, 2 and 5 lb., Drummond Nat. Leaf, per doz., Battle Ax, Bracer, 6 and 12 lb., Big Four, 6 and 16 lb., Boot Jack, 2 lb., Boot Jack, per doz., Bullion, 16 oz., Climax Golden Twins, Climax, 14 oz., Climax, 7 oz., Kings Work, 7 & 14 lb., Creme de Menthe, Derby, 5 lb. boxes, 5 Bros., 4 lb., Four Roses, 10c, Gold Rope, 4 and 12 lb., Gold Rope, 4 and 8 lb., G. O. P., 12 and 24 lb., Granger Twist, 6 and 12 lb., G. T. W., 10 and 21 lb., Horse Shoe, 6 and 12 lb., Honey Dip Twist, 5 and 10 lb., Jolly Tar, 5 and 8 lb., J. T., 5 1/2 and 11 lb., Kentucky Navy, 12 lb., Keystone Twist, 6 lb., Kismet, 6 lb., Maple Dip, 20 oz., Merry Widow, 12 lb., Nobby Spin, Roll 6 & 3 1/2, Parrot, 12 lb., Patterson's Nat. Leaf, Peachey, 6, 12 & 24 lb., Picnic Twist, 5 lb., Piper Heldstwick, 4 & 7 lb., Piper Heldstwick, per doz., Polo, 3 oz., per doz., Redcut, 1 1/2 oz., Scrapple, 2 and 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 oz., Sq. Deal, 7, 14 & 28 lb., Star, 6, 12 and 24 lb., Standard Navy, 7 1/2, 15 and 30 lb., Ten Penny, 6 and 12 lb., Town Talk, 14 oz., Yankee Girl, 12 & 24 lb., Scrap, All Red, 5c, Am. Union Scrap, Bag Pipe, 5c, Cutlas, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz. 5c, Old Songs, 5c, Old Times, 1/2 gro., Polay Bear, 5c, 1/2 gro., Red Band, 5c, 1/2 gro., Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c 1/2 gro., Yankee Girl Scrap 2oz, Pan Handle Scrap 1/2gr 5 7c, Peachey Scrap, 5c, Union Workman, 2 1/2 6 00, Smoking, All Leaf, 2 1/2 & 7 oz., BB, 3 1/2 oz., BB, 7 oz., BB, 14 oz., Bagdad, 10c tins, Badger, 3 oz., Badger, 7 oz., Banner, 5c, Banner, 20c, Banner, 40c, Belwood, Mixture, 10c, Big Chief, 2 1/2 oz.

9

Table with 2 columns: Item Name and Price. Includes Picnic Billed (Hams, Boiled Hams, Minced Ham, Bacon), Sausages (Bologna, Liver, Frankfort, Pork, Tongue, Headcheese), Beef (Boneless, Rump, new, Pig's Feet, 1/4 bbls., 3/4 bbls., 1 bbl., Kits, 15 lbs., 1/2 bbls., 80 lbs.), Canned Meats (Corned beef, 2 lb., Corned beef, 1 lb., Roast beef, 2 lb., Roast beef, 1 lb., Potted Meat, Ham, Flavor, 1/2s, Deviled Meat, Ham, Flavor, 1/4s, Deviled Meat, Ham, Flavor, 1/8s, Potted Tongue, 1/4s, Potted Tongue, 1/8s), RICE (Fancy, Japan Style, Broken), ROLLED OATS (Rolled Avena, Steel Cut, 100 lb. sks., Monarch, bbis., Monarch, 90 lb. sks., Quaker, 18 Regular, Quaker, 20 Family), SALAD DRESSING (Columbia, 1/2 pint, Columbia 1 pint, Durkee's, large, Durkee's small, Snider's large, Snider's small), SALERATUS (Packed 60 lbs. in box, Arm and Hammer, Wyandotte, 100 3/4 s), SAL SODA (Granulated, bbis., Granulated, 100 lbs. cs., Granulated, 36 pkgs.), SALT (Common Grades, 100 3 lb. sacks, 70 4 lb. sacks, 60 5 lb. sacks, 28 10 lb. sacks, 56 lb. sacks, 28 lb. sacks, Warsaw, 56 lb. sacks, 28 lb. dairy in drill bags, Solar Rock, 56 lb. sacks, Common, Granulated, Fine, Medium, Fine, SALT FISH (Cod, Large, whole, Small, whole, Strips or bricks, Pollock, Smoked Salmon, Strips, Halibut, Chunks, Holland Herring, Y. M. wh. hoop bbis., Y. M. wh. hoop 1/2 bbis., Y. M. wh. hoop kegs, Y. M. wh. hoop Milchers kegs, Standard, bbis., Standard, 1/2 bbis., Standard, kegs, Trout, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 2 lbs., Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 10 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., Lake Herring, 100 lbs., 40 lbs., 10 lbs., 8 lbs.), SEEDS (Anise, Canary, Smyrna, Caraway, Cardomon, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, SHOE BLACKING (Handy Box, large 3 dz., Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish), SNUFF (Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars), SODA (Boxes, English, Kegs, English), SPICES (Whole Spices, Allspice, Jamaica, Allspice, lg Garden, Cloves, Zanzibar, Cassia, Canton, Cassia, 5c pkg. dz., Ginger, African, Ginger, Cochin, Mace, Penang, Mixed, No. 1, Mixed, No. 2, Mixed, 5c pkgs. dz., Nutmegs, 70-180, Nutmegs, 105-110, Nutmegs, 105-110, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian, Pure Ground in Bulk, Allspice, Jamaica, Cloves, Zanzibar, Cassia, Canton, Ginger, African, Mace, Penang, Nutmegs, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian), STARCH (Corn, Kingsford, 40 lbs., Muzzy, 20 lb. pkgs., Kingsford, Silver Gloss, 40 lb., Muzzy, 40 lb. pkgs., Argo, 24 5c pkgs., Silver Gloss, 16 3lb., Silver Gloss, 12 6lb., Muzzy, 48 1lb. packages, 16 3lb. packages, 12 6lb. packages, 50lb. boxes), SYRUPS (Corn, Barrels, Half barrels, Blue Karo, No. 1 1/2, 4 doz., Blue Karo, No. 2, 2 dz., Blue Karo, No. 2 1/2, 2 doz., Blue Karo, No. 5, 1 dz., Blue Karo, No. 10, 1/2 doz., Red Karo, No. 1 1/2, 4 doz., Red Karo, No. 2 1/2, 2 doz., Red Karo, No. 2 1/2, 2dz., Red Karo, No. 5, 1 dz., Red Karo, No. 10, 1/2 doz., Pure Cane, Fair, Good, Choice, Folger's Grape Punch, Quarts, doz. case, TABLE SAUCES (Halford, large, Halford, small), TEA (Uncolored Japan, Medium, Choice, Fancy, Basket-fired, Basket-fired Choice, Basket-fired Fancy, No. 1 Nibs, Siftings, bulk, Siftings, 1 lb. pkgs., Gunpowder, Moyune, Medium, Moyune, Choice, Moyune, Fancy, Ping Suey, Medium, Ping Suey, Choice, Ping Suey, Fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, Medium, Formosa, Choice, Formosa, Fancy, English Breakfast, Congou, Medium, Congou, Choice, Congou, Fancy, Congou, Ex. Fancy, Ceylon, Pekoe, Medium, Dr. Pekoe, Choice, Flowery O. P. Fancy), TOBACCO (Fine Cut, Blot, Bugle, 16 oz., Bugle, 10c, Dan Patch, 8 and 16 oz., Dan Patch, 4 oz., Dan Patch, 2 oz., Fast Mail, 16 oz., Hlawatha, 16 oz., Hlawatha, 5c, May Flower, 16 oz., No Limit, 8 oz., No Limit, 16 oz., Ojibwa, 8 and 16 oz., Ojibwa, 10c, Ojibwa, 5c, Petoskey Chief, 7 oz., Petoskey Chief, 14 oz., Red Bell, 16 oz., Red Bell, 8 foll, Sterling, L & D 5c, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 10c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foll, Sweet Burley, 5c L&D, Sweet Burley, 5c, Sweet Burley, 16 oz., Sweet Mist, 1/2 gro., Telegram, 5c, Tiger, 5c, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Drummond Nat. Leaf, 2 and 5 lb., Drummond Nat. Leaf, per doz., Battle Ax, Bracer, 6 and 12 lb., Big Four, 6 and 16 lb., Boot Jack, 2 lb., Boot Jack, per doz., Bullion, 16 oz., Climax Golden Twins, Climax, 14 oz., Climax, 7 oz., Kings Work, 7 & 14 lb., Creme de Menthe, Derby, 5 lb. boxes, 5 Bros., 4 lb., Four Roses, 10c, Gold Rope, 4 and 12 lb., Gold Rope, 4 and 8 lb., G. O. P., 12 and 24 lb., Granger Twist, 6 and 12 lb., G. T. W., 10 and 21 lb., Horse Shoe, 6 and 12 lb., Honey Dip Twist, 5 and 10 lb., Jolly Tar, 5 and 8 lb., J. T., 5 1/2 and 11 lb., Kentucky Navy, 12 lb., Keystone Twist, 6 lb., Kismet, 6 lb., Maple Dip, 20 oz., Merry Widow, 12 lb., Nobby Spin, Roll 6 & 3 1/2, Parrot, 12 lb., Patterson's Nat. Leaf, Peachey, 6, 12 & 24 lb., Picnic Twist, 5 lb., Piper Heldstwick, 4 & 7 lb., Piper Heldstwick, per doz., Polo, 3 oz., per doz., Redcut, 1 1/2 oz., Scrapple, 2 and 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 oz., Sq. 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10

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Fancy, Ceylon, Pekoe, Medium, Dr. Pekoe, Choice, Flowery O. P. Fancy), TOBACCO (Fine Cut, Blot, Bugle, 16 oz., Bugle, 10c, Dan Patch, 8 and 16 oz., Dan Patch, 4 oz., Dan Patch, 2 oz., Fast Mail, 16 oz., Hlawatha, 16 oz., Hlawatha, 5c, May Flower, 16 oz., No Limit, 8 oz., No Limit, 16 oz., Ojibwa, 8 and 16 oz., Ojibwa, 10c, Ojibwa, 5c, Petoskey Chief, 7 oz., Petoskey Chief, 14 oz., Red Bell, 16 oz., Red Bell, 8 foll, Sterling, L & D 5c, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 10c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foll, Sweet Burley, 5c L&D, Sweet Burley, 5c, Sweet Burley, 16 oz., Sweet Mist, 1/2 gro., Telegram, 5c, Tiger, 5c, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Drummond Nat. Leaf, 2 and 5 lb., Drummond Nat. 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11

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SPECIAL PRICE CURRENT

Table with columns 12, 13, 14. Includes sections for Smoking, Pails, Toothpicks, Traps, Tubs, Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, Coffee, Old Master Coffee, Soap, Fitzpatrick Brothers' Soap Chips, Yeast Cake, Wicking, Woodenware, Axle Grease, Mica Grease, Telfer's Dry Coffee, Charcoal, and various household goods.

Table with columns 15, 16, 17. Includes sections for Baking Powder, Roasted Dwinell-Wright Brands (White House Coffee), Proctor & Gamble Co., Swift & Company, Tradesman Co.'s Brand, A. B. Wrisley, Scouring, Soap Compounds, Washing Powders, The only 5c Cleanser, and Killarney (Registered) Ginger Ale.



FOOTE & JENKS' Killarney (Registered) Ginger Ale. An Agreeable Beverage of the CORRECT Belfast Type. Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns.

SOMETHING MORE. The chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give. Tradesman Company :: Grand Rapids

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.

Wanted—Small country store north of Grand Rapids. Give full particulars, first letter, and state cash price. Address Store, care Tradesman. 451

Wanted—Restaurant and bakery, grocery or bazaar stock \$2500 or less, in exchange for 80-acre improved farm in Lapeer County at \$42 acre and time on balance for immediate sale. Stock and tools if desired. Box 23, care Michigan Tradesman. 452

Auctioneer: Merchandise and real estate auctioneering is my specialty. Magnus Wangan, Hartland, Minn. 453

For Sale—New 300 account McCaskey Register with one monthly individual account book, 2 shallow and 2 deep drawers with adjustable partitions; 2 detail record pads, balance record envelopes, 2 sets alphabetical and 2 sets numbered index cards to fit drawers; 2 covers for pads and 4 doz. extra slip holders. Cash price \$75. Address No. 454, care Tradesman. 454

For Sale—Big paying dry goods business in town of 3,000 population, in Southern Michigan, having large manufacturing industries all in full operation. Stock about \$7,000. Only one other dry goods store in town. Will sell at big discount for cash. Opportunity of a life time. Address No. 455, Tradesman. 455

For Sale—1 wiring machine; 1 grooving machine; 1 square stake; 1 double seaming stake; 1 conductor stake; 1 beading machine, large size. Address, Hardware Supply Company, 720 East 63rd St., Chicago, Illinois. 457

Partner Wanted—In hardware business. Man capable to take charge of branch store. Must have \$2,000 to invest. Address, L. A. Paddock, 720 East 63rd St., Chicago, Illinois. 458

For Sale—Only bakery, confectionery and ice cream parlor in town of 1500. Two new factories just starting. Present business \$1,000 per month. Good reason for selling. Address, Box 554, Ovid, Michigan. 459

For Sale—Meat Market: the best little market in the city, right down town; the best of fixtures; good reason for selling; write for information. P. O. Box 496, Battle Creek, Michigan. 460

Wanted—To hear from thriving country town where there are no banking accommodations and where such are much desired. Address, Box No. 461, care Tradesman. 461

For Sale—Drug Store in Southern Michigan town of 6,000; excellent conditions and good trade; best of reasons for selling; full particulars on application. Address No. 462, care Michigan Tradesman. 462

For Sale—Thirty thousand dollar business. Growing town Central Louisiana. Plenty room for expansion. Write for full particulars to Lock Box 135, Colfax, Louisiana. 464

For Rent—Modern store building, 22 x 129 feet, well lighted and ventilated, new display windows; best location in thriving college town, 44 miles east of Chicago. Terms, liberal. Address, J. W. Sieb, Valparaiso, Indiana. 446

Good opening for general merchandise stock in small town. For particulars write, B. B. Basore, Galva, Kansas. 447

For Sale—Electric shoe repair shop. A 1 proposition. Invoice \$1,200, sell for \$650, half down, balance time. Address E. J. Orton, L. Box 117, St. Charles, Michigan. 449

Opportunity—We want to make a connection with a few good business men to act as wholesale dealers in the sale of our products, we to furnish all necessary capital and to carry the accounts. It will be necessary to spend at least four days each week on the road. We control the output of the largest factories manufacturing enamel ware, auminum ware and other steel products. The Consolidated Potteries Co., who are controlled by us, manufacture china, glassware, crockery, flower pots and other clay products. Address the United States Steel Ware Co., Pittsburgh, Pa. Give references. 443

For Sale—Long established general merchandise business in village surrounded by fine farms. Money making location. Long time lease. Good reasons. W. F. Beatty, New Lothrop, Michigan. 444

Attention, Merchants!—W. A. Anning has conducted special sales continuously since 1903. Recent records accomplished: Sold over \$3,400 in cash in one day; realized \$22,000 cash in 25 days in another sale; \$8,000 cash in 10 days for another merchant. References: Wholesale houses, banks and hundreds of merchants. Wire or write to-day. W. A. Anning, Aurora, Illinois. 445

For Rent—Store room in block, splendid location for general store, room 50 x 100, good shelving, counters and office, electric lights, 24-hour service, room next door to post office, third door from bank; block all occupied except this room. Only one dry goods store in town and that must be sold within two years, as provided by will. Sheldon, Illinois, has a population of 1,200, on Big-4 and T. P. & W. Ry., 86 miles from Chicago, Illinois. Many miles of stone roads, fine paved streets, ornamental street lights, splendid school, four churches, no saloons. In corn belt and best farming section of Illinois, most exceptional opportunity for a live merchant, but must have capital enough to run first-class general store. Don't write, come and see. Address, the Bank of Sheldon, Sheldon, Illinois. 433

A snap if taken at once. Stock of dry goods and millinery; located in good village of 1,500 population. Business inventories \$5,600. \$3,000 cash will take it as we have other business. Address No. 440, Michigan Tradesman. 440

For Rent—Store room, 27½ x 140, in new up-to-date building on prominent business corner in Moline, Illinois, population 30,000. Splendid opening for ladies' ready-to-wear or dry goods. M. Horstkamp, Moline, Illinois. 437

For Sale—A clean up-to-date grocery stock; invoices about \$500; corner store; good location; rent reasonable, no fixtures to buy. Good reason for selling. Address L. Box 265, Saginaw, E. S., Michigan. 438

For Sale—Good established business, groceries and general merchandise; located in one of the richest farming communities in Michigan. Excellent money making opportunities. Good references. For information write to Fred Andrews, Charlotte, Michigan. 439

Wanted—To exchange for real estate \$5,500 stock of dry goods and millinery located in good factory and summer resort town of 1,500 population. Address No. 441, Michigan Tradesman. 441

For Sale—General stock in town of 600 in best farming community in State, or will sell lease and fixtures and dispose of stock to other parties. Will pay expenses if we make a deal. Address No. 418, care Tradesman. 418

For Rent—Best location for new 5 and 10c store, boot and shoe store, drug store, men's clothing store or ladies' clothing store in the fastest growing city in Southern Michigan. New modern steam heated block now being built for first-class tenants on the main business street and in the line of transit between railway depots. Newest and finest moving picture house in the same block. Address J. F. Walton, Sturgis, Michigan. 420

Clean stock groceries and shoes; town of 500; close to lake and resort. Only one other shoe stock in town. Invoices \$1,400; take \$1,150 if taken soon. Lock Box 34, Silver Lake, Indiana. 422

For Sale—General stock of groceries, meat and dry goods in Northern Colorado town of 500 people. Invoices \$3,500. Cash sales \$50 per day. Rent, \$12 per month. An exceptional opportunity for a live merchant. Address Cailliet Brothers, Wellington, Colorado. 423

For Sale—Clean stock consisting of groceries, drugs, dry goods, footwear, shelf hardware, farming implements, auto accessories, meat business. Inventory around \$5,000 including fixtures. About \$15,000 yearly business. Have several good agencies. Nice living rooms in connection. Long time lease with buying privilege. Low rent. Have telephone exchange. Address No. 424, Tradesman. 424

For Sale—Meat market and grocery store, including up stairs and three lots. Good corner for business. On the Lake Harbor road. Mrs. M. Bachanski, 140 Baidler street, Muskegon, Mich. 425

Money making opportunity awaits you. The best paying little store in Central Michigan. You have to see it to appreciate. Investigate quick. Good reasons. Address No. 429, Tradesman. 429

¼ to ½ of your stock turned to cash in a ten day selling campaign—not the best but the worst will go by our system. Prominent merchants will back our assertion. Merchants National Service Co., National City Bank Building, Chicago. 134

To Exchange—Real estate worth \$6,000. Fine location in city of 4,000, steady tenants, to exchange for like value in grocery and bakery or hardware stock. Must be good going stock. C. F. Suhr, South Haven, Michigan. 403

For Sale—Retail lumber yard and mill at Bay City, Michigan. Chance for good buy, in heart of city. Annual sales \$75,000. Terms can be arranged. Address Wenonah Lbr. & Planing Mill Co., Bay City, Michigan. 404

For Sale—Patterns and special tools to manufacture six styles gas stoves under three U. S. patents. Illustrated circulars. Write Box 18, Cambridge City, Indiana. 434

Here is a chance to buy a thriving fuel and feed store in Grand Rapids, in fine location. Owner must sell for a very good reason. Address Fuel and Feed, care Tradesman. 202

For Sale—Restaurant centrally located city of 50,000, doing profitable business. Address No. 428, care Michigan Tradesman. 428

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, 546 Houseman Bldg., Grand Rapids, Mich. 859

Wanted—I want to buy a shoe stock for spot cash. Price must be low. Address "Hartzell," care Tradesman. 907

Move your dead stock. For closing out or reducing stocks, get in touch with us. Merchant's Auction Co., Reedsburg, Wisconsin. 963

FACTORIES WANTED—Carson City, Michigan, wants factories; large or small. Located on the G. T. Railway system, in the center of the best agricultural district in the State. Offers additional capital for stock in established enterprises that can stand investigation, also free factory sites. Plenty of labor, also undeveloped water power. Come and investigate. Address Chester R. Culver, Secretary Town and Country Improvement Association. 391

Merchandise Sales Conductor. For closing out entirely or reducing stocks, get Flood, Dexter, Michigan. 18

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Michigan. 104

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kaufer, Milwaukee, Wis. 925

Stocks Wanted—If you are desirous of selling your stock, tell me about it. I may be able to dispose of it quickly. My service free to both buyer and seller. E. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

POSITION WANTED.

Position by young man book-keeper; 13 years with present employers, satisfactory reasons for wanting change. Best reference. Address, Box No. 205, Laurens, S. C. 455

Wanted—Situation in dry goods by all round man. Can trim windows. Grant Grove, Sandusky, Ohio. 463

Salesman, twelve years' experience, wants staple line grocery or drug trade, Southern Michigan territory. If you want steady man please write No. 448, care Tradesman. 448

Situation Wanted—Registered pharmacist. Had good experience. Will entertain any reasonable offer. References. Box S. S. Jones, Michigan. 449

Position Wanted—Middle aged man with many years of mercantile experience desires a position as manager of general store. Capable of handling every detail of business. Address No. 373, care Michigan Tradesman. 373



Get our Swatches

Grand Rapids Shoe & Rubber Co.



The Long Years

"White House" Coffee has been on the market

has conclusively demonstrated IT to be as nearly PERFECTION as a coffee possibly CAN be. People are enthusiastic over its superb quality, deliciousness, uniformity and absolute honesty; and its sale is rapidly on the increase. The time is ripe for YOU to take it on—and make it a distinct feature in your stock of "the-best-of-their-kind" food products.

DWINELL-WRIGHT CO., BOSTON - CHICAGO.

Judson Grocer Co.

Wholesale Distributors

Grand Rapids, Mich.

Honks From the Auto City Council.

Lansing, Sept. 21—We are much pleased to report an improvement in the condition of James F. Hammell, who has been ill since June.

E. S. Koons, who lost his entire stock of groceries by fire some three months ago, has purchased the C. J. Harris building, at 905 Chestnut street, which he has remodeled and stocked with an up-to-date line of groceries. As usual, Fred Mott, of the Elliot Grocer Co., secured the stock order.

The Lansing branch of the National Grocer Co. reports a decided gain in volume of business during the past few weeks and it was necessary for the shipping force to dispense with their usual half holiday last Saturday on this account.

Mr. and Mrs. Fred Mott are entertaining for a few days their uncle, Rev. J. Mickel, of Lincoln, Neb. Mr. Mickel is 81 years of age, but walks with a firm step and takes a keen interest in current events. He bears the weight of years remarkably well for one so advanced and at the fiftieth annual reunion of the 20th Michigan Infantry, recently held at Ypsilanti, he enjoyed the distinction of being the oldest member present, as well as the one who came farthest for the occasion. A splendid luncheon was given in his honor by his Bingham street hosts, to which eleven of his former Michigan friends and comrades were invited. The average age of those present was 77 and it was very interesting to note the extreme pleasure of renewing the acquaintance of those gray haired veterans who had been separated for nearly fifty years. Uncle Jerry, as he is now familiarly called, was one of Michigan's pioneers, and for many years was Chaplain of the State Legislature.

We notice more or less frequently in the columns of the Tradesman jocular references and sometimes almost cutting remarks concerning mothers-in-law, which from a personal standpoint we are inclined to criticize. Surely if none had any more fault to find with their mother-in-law than yours truly, there would be no joke about it. We admit, of course, the possibility of some being more fortunate than others in this respect, but since the subject has been mentioned so often, we wish to state that when cruel death called the sweetest and best woman in the world, our mother-in-law stepped into the home and ever since has planned and cared for the children, besides keeping the home in a neat and economical manner without a single word of complaint or criticism. Fact is, we haven't been "called" once. We verily believe that if there is any exceptionally bright spot in heaven, it will be reserved for the mother-in-law.

H. D. Bullen.

Consumer Has Last Word in Fixing Prices.

Saginaw, Sept. 21—I believe the attempt of bean growers to fix the price at which this year's crop will be marketed should be made only with reference to past conditions and question whether this has been done.

The Michigan bean crop for 1914 was about 75 per cent. of the normal crop. The shortage and the prospective foreign demand led both growers and elevator men to expect high prices. The foreign demand was confined almost entirely to that created by the Belgian relief commission. Its purchases brought the price attainable by elevator men to \$3.25, but this included bags. Then the commission substituted other legumes for beans and the price of Michigan beans declined. The crop of cow-beans in the South was bought for shipment. Pinto beans grown in Colorado and New Mexico were bought for shipment and California bean dealers

bought beans in Manchuria which were shipped via the Panama canal to France and England.

Michigan bean growers know what the effect was on the price of Michigan beans, even though all may not know what the cause was. Beans last year reached the price that resulted in a large curtailment of the home consumption.

In the face of these facts I am at a loss to understand how the bean growers expect to maintain the schedule of prices agreed upon. Last year's beans are not worth \$3 per bushel to the growers to-day. The markets probably range from \$2.60 to \$2.75. In view of this history does even the anticipated shortage of the Michigan bean crop warrant the idea that growers can obtain \$3 per bushel for new beans, and in the condition that beans will be harvested, is it a safe proposition for farmers to attempt to hold them for any considerable time, with the hope of obtaining prices higher than present conditions and the experience of the last year warrant?

The price obtainable is not left entirely to the grower, the elevator man or the jobber. The consumer has the last word, and when he gets the notion that the high price of beans makes them a luxury, he seeks economy by using rice, or some other substitute for beans. This is not entirely a theory, but can easily be verified as fact if the statements of jobbers and grocers are accepted.

M. J. Hart.

Proposed To Contest Milk License Law.

Jackson, Sept. 21—The Jackson Retail Grocers Association is carrying out its intention, announced last winter, to make the dead-beat pay his old and his current grocery bill. The Association has directed its collection agency to furnish each member with a list of delinquents who refuse to pay old accounts. The practice has been to call the collector and ask if "Mr. B. is a good risk?" Now every member is to know who has a delinquent account with any other member.

"We are not after the fellow who can't pay and satisfies his creditor he is unable to settle, nor are we after the man who is paying as he can, but we want to classify the dead-beat and protect other members against him," said C. W. Gulick, Treasurer of the Association.

The Jackson organization will, later, elect delegates to the State meeting at Battle Creek. Several delegates and a number of others not delegates will attend the meeting February 21 to 25. About 1,500 delegates are expected. A pure food show will be held in connection with the convention at the Masonic temple in "food town."

President Reid C. Cary has the authority of the Association to appeal the conviction against him for not paying his \$1 milk license fee, under the new weights and measures ordinance of the city. The larger part of the grocers have paid, but Mr. Cary and six or seven others have not and have been arrested. The Association is making a test case of the Cary prosecution, although some members oppose this action. The organization has about \$800 in the treasury.

Muskegon—The Telesign Manufacturing Co. has engaged in business to manufacture and sell show window advertising devices, with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed and \$1,000 paid in in cash.

Thomas Lee succeeds Harlan Cutler in the grocery and confectionery business at 149 Valley avenue.

Plans For the Tenth Trade Extension Tour.

The tenth annual Trade Extension Tour conducted under the auspices of the wholesale department of the Grand Rapids Association of Commerce will be participated in by wholesalers, bankers, newspaper men, public utility men and railway officials. The party will be made up of the heads of the houses instead of the salesmen. They will take a special train and eat and sleep en route. The train will be solid vestibuled and electric lighted throughout and will consist of combination baggage and smoking car, two dining cars, one standard Pullman sleeper for Furniture City Military Band and newspaper men, three compartment Pullman sleepers and one Pullman compartment observation car. Each compartment will accommodate two men and is equipped with running water, wash stand and private toilet. The accommodations of the train are equal to those of a first-class hotel. The train will be known as the West

ment and the convention will be held on the main floor. The display will be something new to Battle Creek and will be of interest not only to grocers themselves but to housewives, who will be invited to inspect it. All sorts of foodstuffs, in fact everything sold in grocery stores will be on display.

Grocers are now busy arranging for the appointment of committees. This work will be done before a meeting will be held next Monday evening. There is much work to be done in order to accommodate the crowd and to arrange for the program and for entertainment.

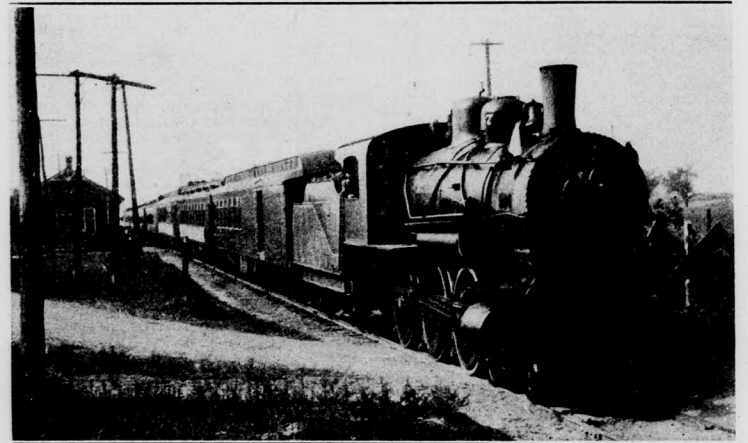
Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, Sept. 22—Creamery butter, fresh, 23@26½c; dairy, 21@23c; poor to common, all kinds, 18@21c.

Cheese—Selling well, new fancy, 14@15c; new choice, 14@14½c; held fancy, 15½@16c.

Eggs—Choice fresh candled, 26@27c; fancy 28@30c; at mark, 23@25c. Poultry (live)—Broilers, per lb., 15@19c; cox, 11c; fowls, 13@17c; ducks, 13@15c.

Beans—Medium, \$3.40@3.50; pea, \$3.15@3.20; Red Kidney, \$3.50; White



The Jobbers' Special

Michigan special. At the evening stops at Hart, Ludington, Traverse City and Charlevoix there will be joint meetings with the retail merchants and other business men. At these meetings there will be public speaking, band concerts and vocal numbers by two male singers. In all probability 90 to 100 people will be on the train. Thirteen towns will be visited the first day (Oct. 5), fourteen towns on the second, sixteen towns the third and eight towns the fourth day. The itinerary appeared in the Tradesman of Sept. 1 and will be republished in our issue of Sept. 29.

Planning For the State Convention.

Battle Creek, Sept. 21—The 1916 annual meeting of the Retail Grocers and General Merchants' Association of Michigan will be held in Battle Creek, February 21 to 25, inclusive. The convention proper will be on the twenty-second, twenty-third and twenty-fourth, but there will be a pure food exhibit and grocery display on the twenty-first and twenty-fifth. It is expected that 1,500 delegates and several hundred visitors from all parts of the State will be here for the event, in addition to many State and Government officials.

Plans are made to hold the entire proceedings in the Masonic temple. The display will be made in the base-

Kidney, \$3.75¼; Marrow, \$3.75@4. Potatoes—New, 50@65c per bu. Rea & Witzig.

By established practice and common usage one of the duties incumbent upon a governor at this season of the year is to appear at county fairs and make a few remarks to his constituents. It has come to be regarded as a regular part and feature of the job, agreeable or otherwise, according as the executive looks at it. That there are advantages in it both ways is manifest. It helps the fair association, because it is an aid in drawing a crowd who must pay the entrance fee to see and hear the governor. There is advantage also to the incumbent, because it affords him an opportunity to meet and greet a large number of men whom thereby he may interest in his political fortunes, and some of whom perhaps may be induced to help the cause of re-election.

There is one thing to be said in favor of the egotist; he never gets lonesome.

BUSINESS CHANCES.

Special Sales Conducted. Stocks reduced or closed out entirely. Greene Sales Co., Jackson, Michigan. 465



Mr. Grocer:—

There should be no sort of misunderstanding about our mutual relations.

We have nothing whatever to sell you.

We are not asking you to buy United Coupons.

In fact, you could not buy United Coupons from us—nor could your competitor, as they are not for sale to retail grocers in your territory.

We want to make this point as clear as it is possible to make it—that the service of the United Coupon is in no way a tax on you, direct or indirect.

A FEW PLAIN STATEMENTS ABOUT UNITED PROFIT-SHARING COUPONS

1. They are NOT for sale to you or to your competitors.
2. They do not cost your customers anything.
3. They do not increase the cost of goods they are packed with.
4. They do not lower the quality of the goods they are packed with.
5. They do not decrease your profits on these goods.

What United Coupons Really Are

1. They are a part of the manufacturers advertising spent for you in your store.
2. They are a sound means of popularizing and creating a steady demand for standard household products *sold at home*.
3. They will increase trade for you on STAPLE GOODS such as tea and coffee, soap, salt, baking powder, etc.—articles with which your customers habitually expect premiums but which they do not always buy from you.
4. They are accepted and collected by the public as the "most valuable premium coupons in the world."

Mr. Grocer:

If you let any mistaken impressions cause you to fail to take advantage of this new, positive force, you are losing a big opportunity to get and hold profitable trade upon which your success depends.

Write to-day for full details.

Use the Coupon

United Profit-Sharing Corp.
44 West 18th Street
New York City

Service Bureau Dept. 18
United Profit-Sharing Corp.
44 West 18th St., New York City

Sirs:—Please send complete information about your Profit-Sharing Plan and how it will help me get more trade without added cost.

Name

Store Name

Address



Double Profits

In grouping the profitable and unprofitable lines in your store did you ever make this distinction?

Some items (which pay you a good profit) stimulate trade in practically every department of your store, while with others (which also pay a satisfactory profit), your income ends with the original sale.

"LITTLE BUSTER" Popping Corn



pays you a handsome profit besides stimulating trade in a number of other articles in the store. These double profit lines come pretty near spelling the difference between success and failure in these days of over competition.

Order a case of "LITTLE BUSTER" from your jobber to-day and lay the corner stone for a double profit paying business.

THE ALBERT DICKINSON COMPANY
Chicago, Ill.

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



They are so good we are compelled to work full capacity to supply the demand

G. J. JOHNSON CIGAR CO., Makers
GRAND RAPIDS

Every Grocer

is interested in profits and satisfied customers. He wants to handle an article he *knows* is going to be a *repeater* and pay him a good margin of profit as well.

KC BAKING POWDER

Mr. Grocer pays you a larger margin of profit than any other standard brand. It is being constantly advertised—has stood the test for years and years and has given perfect satisfaction. *And Remember*—our guarantee stands back of every can sold over your counter.



K C Baking Powder complies with all pure food laws—Contains no albumen (Sometimes called white of egg.)

JAQUES MFG. CO. . . CHICAGO