

Let Us Be Better Men

Let us be better men!
Let us find things to do
Saner and sweeter than any yet,
Higher and nobler and true!

Let us be better men!
Let us begin again,
Trying all over the best we know
To climb and develop and grow.

Let us be better men!
Whether with pick or pen,
The labor we do is a work worth while
If our hearts are clean and our spirits smile,
And out of the ruck and rust and stain
We make some growth and we mark some gain.

Let us be better men!
In a world that needs so much
The loftier spirit's touch,
Let us grow upward toward the light
Wedded to wanting to do the right
Rather than wedded to human might.



Eat Plenty of
Bread

It's Good
for You

The Best Bread is
made with

Fleischmann's Yeast

Ceresota

Is the

**Guaranteed
Spring Wheat Flour**

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

WRITE US FOR PRICES

JUDSON GROCER CO.

The Pure Foods House

Wholesale Distributors

GRAND RAPIDS, MICHIGAN

Citizens Long Distance Service



Reaches more people in cities tributary to Grand Rapids than can be reached through any other telephone medium.

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.

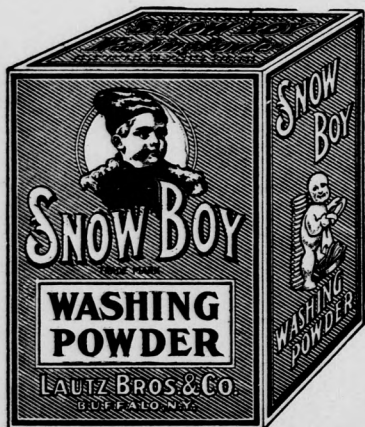
OUR IMPORTED LINES are, with a few exceptions, all in stock now.

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 29, 1915

Number 1671

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LOST INTEREST IN WAR DOGS.

The old-fashioned boy with his first pair of red-top boots was supposed to have a corner on optimism and contentment; but business men in this part of the country are feeling so much encouraged, in contrast with their former views of things in general, and trade in particular, that the cheerful youngster of a generation ago is shamed by comparison.

People are really feeling good over the outlook. The popular way of putting it is, that the war cloud has been turned wrong side out, and that the silver lining is making itself evident in the very tangible form of three-quarters of a billion dollars to be spent in this country for food and manufactured products.

Nowadays, if you begin to talk to a man about war with Germany, he will tell you that the Red Sox are certain to win the world's series. Suggest that we may have passed by the crater of the volcano, but that we are still within range of its devastating influence, and he assures you that the hay crop was unequalled in this latitude.

Briefly the war dogs fail to terrorize any longer. They are regarded as separated from "these United States," as they still say in the provinces, by a fence that is horse-high, bull-strong, and pig-tight. In short, Michigan seems to have settled that the once imminent and threatening trouble is now remote and over the horizon. Perhaps the mellow light of the harvest moon has something to do with this impression, but it is nevertheless, a fact.

Everybody has been watching the negotiations between the foreign and American financial interests with reference to the war loan with a great deal of interest, and everybody is figuring the flotation of the loan and the expenditure of the proceeds as a distinctly favorable element in the make-up of the situation. Most people here can discover little real objection to the expenditure of part of the money for munitions of war; but as this is chiefly an agricultural country, limiting the use of the money to

ordinary export products would not be objected to.

The majority of business men in this part of the country, including retailers and manufacturers of goods which cannot possibly be used in the war, are now realizing that the pouring out of the immense sums being spent in this country for war supplies is helping everybody; in other words, that the money is bound to circulate, and in its circulation, bring new life and stimulation to all lines of business. Taken in the abstract, this might be hard to understand; in the concrete, it is perfectly simple.

For instance, a farmer a few miles from Grand Rapids had a bunch of walnut trees. The walnut grove had stood there for many years, and he had seldom been approached about selling. A buyer for a concern manufacturing walnut gunstock material saw the trees, bought them from the farmer at a stiff price, and the farmer is now spending several thousand dollars that he would not have had otherwise. It is a windfall for him, and for the business houses he deals with; for he is buying more implements for the farm, furniture for the home, dresses for the wife, and playthings for the children. The money, one might say, came from the Russian government, which is going to get the rifles made with those gunstocks; and the farmer who had the walnut trees was merely the intermediary who passed it on to the dealers and manufacturers of furniture, clothing, and farm implements.

This is only a single case. Most of us are willing to let the Government settle the question whether "export of war munitions" is a proper business, or not. The Government has said that it is and far be it from us to grumble at the help it is giving to our industries.

MINISTERS AND MONEY.

The unfortunate situation of the financial affairs of Dr. Dwight Hillis, pastor of Plymouth Church, Brooklyn, has naturally enough occasioned very general discussion and comment. He was able to earn by writing and lecturing considerable outside his generous salary. This he invested unwisely, and in the pinch is liable to be a large loser, although it is represented if capital were available to carry it for a while, there might not only be no loss, but a profit. There is no suggestion or even suspicion of dishonesty on his part. Had it not been for the trouble with the company nothing would ever have been known or said about it. The question which he raised in his "confession" in the pulpit is to the extent to which a clergyman can properly engage in money making.

There are some who assert that Dr. Hillis or any other preacher should do nothing but attend to his church and its people. They say that he ought to seek no other revenue than that which comes in his salary with the sole addition of wedding and funeral fees. The man who enters the ministry faces the fact that, with rare exceptions, there is only a bare living in it and that his most substantial reward must come in the "hereafter, where every bright rafter shall shake with the thunder of sanctified song." That is all right, so far as the hereafter is concerned, but meantime while here, he and his family must be fed and clothed, and the saints as well as the sinners who keep stores seldom give something for nothing. A pastor must lay aside for the inevitable rainy day when he can no longer labor. Few can save much on current salaries. When one has the opportunity to earn by writing or on the lecture platform, a thought for the future is pretty sure to prompt acceptance. If the minister's garden had more cabbage than he could use, certainly he could sell the surplus and keep the money. If his mind has more ideas in it than he can deliver to his parish, should he be restrained from marketing them and keeping the money?

There is reason and there is right in all things, and it is just as applicable to this as to any other case. The employee owes the employer the best service he can render, and it is his duty to do all in his power to advance his employer's interests and welfare, be it a business house or a church. That should be the first and foremost consideration, and honestly nothing should be allowed to stand in the way of it. If there is time which does not belong to the employer and is the other's own, he can utilize it as he sees fit. Many a teacher tutors private pupils nights and Saturdays. Many a newspaper man writes articles for magazines or other publications, thus adding to the income. Nobody finds fault therewith, and in all lines it is the common practice for the employee to sell his own time if he wishes. The deciding line in such matters is that the Secondary should not interfere with the primary undertaking. The man who gives so much of his time and strength to outside things as to lessen his value to his employer is not justified. When a minister has done all that can be asked of him for his church and congregation, and has leisure for lectures or writing, surely it is permissible. If he neglects his first duty to make fame or fortune for himself, he is recreant. That would seem to be the rule which can be fairly applied to this and all similar cases.

The tastes of a millionaire may be imprisoned in a pauper's purse.

THE ROOSEVELT CANDIDACY.

If his enemies had less to say about him Col. Roosevelt would be by no means as continuously prominent as he is. He makes a few remarks now and then, sometimes about the war, sometimes about politics, but for him, he has been remarkably quiet of late, and while he can not be counted as being in a state of innocuous desuetude, he is by no means as active as formerly. Just now some of the larmists in the Republican party profess to be very much disturbed, because they fancy or they fear that somehow or other he may be nominated for the Presidency by that party next year. Some go so far as to say that they have discovered a deep laid plot or plan, a concerted effort to bring this to pass. That they are so much disturbed about it and discuss it so frankly and so publicly will be a great help if any such scheme were actually on foot.

It does not appear to the casual observer that Mr. Roosevelt is personally promoting any such ambition. So far as he is concerned he has not as yet, publicly anyhow, retired from the Progressive party. He is still at Armageddon or headed in that direction. He has not avowed any further Presidential ambitions, nor has he authorized anybody to say it for him. In fact he can be relied upon to do his own talking, and to do it pretty effectually and at what he regards as the psychological moment. Nor is there any manifest good reason for saying that the rank and file of the Republican party throughout the country are taking this matter into very serious consideration. The several sections have their favorite sons, and those who support them say in the next breath that they think either Root or Hughes will be, or ought to be, nominated. In none of the canvasses, many of which are being printed in the newspapers, is the name of Roosevelt even mentioned, unless perhaps in connection with the Progressive party. It is reasonably certain that if the Republicans in their National convention make good nominations and a good platform that most of the Progressives will support the ticket, and if the G. O. P. fails in this respect, perhaps a ticket of the Progressives will put a tick of their own in the field.

If the other team beats because they can play better ball, there is some excuse for losing; but if they beat because your team is overconfident, that is no excuse.

It is better to offend some people than to oblige them.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 28.—Learn one thing each week about Detroit: Detroit-made harness is used on the trotters and pacers in Austria, Germany and Russia, where the sport thrives.

Preparations for a lively fall and winter campaign, to increase both the size and attendance of Detroit Council, continues merrily. Meetings will be held during the month by the officers, who aim to perfect the work that is assigned to their respective offices. The next regular meeting of the Council will be held in the hall at the Elks temple, Saturday night, October 16, at which time the banner attendance of the year is anticipated.

Fire nearly completely destroyed the Troy Laundry, at the corner of Grand River avenue and Twelfth street, last Friday. The loss was estimated at several thousand dollars.

The city of Detroit is unable to accommodate in the school buildings 9,000 children to full day sessions, yet the local municipal ownership organ says we can operate successfully a large street car line. They ought to know, haven't they read all about how to conduct a street car line? Running a school system must be much harder, however, judging by the results attained in Detroit.

L. P. Stone, well known automobile salesman and formerly with the Oakland Co., has joined the sales force of Dodge Bros.

The Vanguard Manufacturing Co. has approved contracts for the building of an addition to its factory on Conant avenue and the Grand Trunk

For pure unadulterated nerve you have to hand the gallon measure to John D. Martin, of Grand Rapids, and famous in U. C. T. circles. Recently John completed a trip over his entire territory, accompanied by his wife. Either John has nerve or he belongs to a specie of traveling man never read about in joke books.

Last week when E. W. Grinnell, member of the firm of Grinnell Bros., made the announcement in Traverse City that Henry F. Stucke was to receive a promotion and, incidentally, be transferred to Detroit, he brought news that was received with mingled pleasure and regret—pleasure at hearing of his advancement and regret to hear that he was obliged to leave the city. Mr. Stucke in the few years that he lived in Traverse City, acted as manager of the Grinnell Bros. branch store and made hosts of friends. He has been with the company for about nine years and has been steadily advanced by them from time to time. Inasmuch as Henry Stucke had decided to leave Traverse City, we are pleased that he will make his headquarters in the city where "life in worth living." He is the sort of a citizen who is a credit to any community.

Last week's building record for Detroit was only \$702,490. We are in hopes the slump in this city will soon disappear.

Edwin S. George is having his store building, at 850 Woodward avenue, remodeled and altered throughout.

Wm. J. Bigler, former Detroit boy and at one time a department manager for Edson, Moore & Co., has been visiting friends and relatives in the city for the past three weeks. Mr. Bigler is in charge of the notion department for the Baltimore Bargain House, of Baltimore, and has acquired a reputation as one of the most successful notion buyers in the United States. Another Detroit boy who is with the same firm and has been very successful is A. Dieterle. Recently the management placed ad-

ditional departments under his supervision.

Fire broke out in the Imperial restaurant, 139 Cass avenue, last Friday evening. The damage was slight.

Lest we forget, seventy-seven more shopping days before Christmas.

The Czar is now at the head of the Russian armies and is, apparently reversing the retreating orders of his predecessor.

John Murray, brokerage agent, with offices at 50 Shelby street, has returned from a vacation spent at Algonac. Mr. Murray has been ailing for some time and claims the rest has benefitted his health greatly. He is a charter member of Detroit Council, and has always been one of its most active workers.

D. Hayden Brown, elongated and popular representative for the Simmons Boot and Shoe Co., Toledo, remarked recently that business is always good. The trouble is that quite often there isn't any.

News was received Saturday of the sudden death in Toledo of James Woodard, for a number of years with Thorpe, Hawley & Co., representing them in Southern Michigan and a portion of Ohio. Mr. Woodard was a member of Detroit Council. He was very well known and had many friends in the city and State. At this writing we have no details of his death, but he was supposed to be enjoying excellent health up to the time of his sudden end.

The Shields Co., haberdashers, 57-59 Grand River avenue, held a formal opening last Saturday. Following a disastrous fire the company had the store thoroughly remodeled and purchased an entirely new stock. The corporation owns another men's furnishing goods store at 2998 Woodward avenue.

G. A. Gregg and A. F. Barker, both former Detroit boys and who were at various times connected with local automobile concerns, are now making their headquarters in Danville, Illinois, where they have established a ford agency.

Frank Whitton, manager of the Saginaw office for Burnham, Stoepel & Co., was in Detroit last week and, while in the city, purchased an automobile to be used by him in calling on the trade in his territory.

The new building being erected for Adam F. Brzezinski, furniture and hardware dealer on McGraw avenue, is rapidly nearing completion. The store is 50 x 60 feet and will contain a mezzanine floor in the rear. The building is constructed of brick and tile. Mr. Brzezinski at present is located at 435 Warren avenue.

According to the Detroit News' municipal ownership articles, a dollar spent by the city will go further than a dollar spent by private corporations. Unfortunately, this has seldom proved to be the case.

By carrying municipal ownership at the election in November, more men will be put to work—that is to say, more politicians.

The Kelsey Wheel Co. is having an addition built to its factory on Hammond avenue.

E. P. Chalfont, former Detroit, will return to this city after an absence of a few years and assume the management of the Anderson Electric Car Co. At one time Mr. Chalfont was connected with the Packard Motor Car Co. and has always been prominent in automobile circles.

The American restaurant, 135 Cass avenue, was slightly damaged by smoke and water as the result of a fire that occurred in the block last Friday night.

The scrap of paper in Europe turned into quite a scrap after all.

The Kaiser has agreed to all of the American demands in regards to submarine warfare. If the Germans never sink another boat containing non-combatants, their average will always remain high.

A. W. Stevenson's interest in the traveling men is not confined to the lodge room alone. He is continually working for the betterment of the craft in general, his wide acquaintance peculiarly fitting him for that kind of work. His past record as an officer in his own Council, his work for the order at large and his ability as an organizer are such that he should have a clear field for the office of Grand Sentinel of the U. C. T.

Charlie Cartier moved to Grand Rapids! Can it be possible that he hasn't heard of Detroit lately?

Can't keep that man H. W. Harwood, of Grand Rapids, down. He has resigned his position with the Druecke-Lynch Co. and is, in a measure, trying to emulate the once notorious 120 per cent. Wilson, the only difference being that Harwood is selling a legitimate article that he claims pays a profit of 223 per cent. Be that as it may, he is now representing the Holcomb & Hoke Co., of Indianapolis, manufacturer of pop corn machines.

Arthur J. Schmitt, member of the Petoskey Block & Manufacturing Co., of Petoskey, stopped over in Detroit last week en route to his home after a trip through Canada. Personally we admire his courage in making a trip through Canada with such a Teuton cognomen as Schmitt, yet as Arthur remarked confidentially and publicly, he is strictly and positively neutral.

With the retirement of W. P. Hetherington and his good wife from the hotel business in Belding, goes the best wishes of hundreds of traveling men who have had occasion to visit Belding in their wanderings. There are hotels conducted as well as the Belding; there are many hotels equipped with finer furniture; occasionally one finds a manager as accommodating as W. P. Hetherington; sometimes we find a landlady as kind and gentle as Mrs. Hetherington, but seldom in the course of a traveling man's road existence will he find a pleasing combination such as has always existed at the Hotel Belding—a good hotel, fine service and a grand couple—always on the job. May the remaining years of Mr. and Mrs. Hetherington be blessed with the joy and happiness they deserve is the wish of their friends, "the boys."

Honesty is the best policy when you can't get by with the other stuff.

As t. m. poetry is barred we at least can suggest, with the advent of fall weather that "coal" and "roll" are very significant rhyme words.

"Fine feathers," remarked old Lester Ivory the other day, "make hats cost like—" just then the balance of the remark was lost in the roar, as the train pulled out.

A friend in need is all right at times, if he doesn't need too much. James M. Goldstein.

Leisure Hour Jottings From Jackson.

Jackson, Sept. 27.—One year ago last June the writer wrote his last letter from Jackson for the Tradesman before leaving the city. Upon taking up his abode here once more, he finds that Jackson is the same old progressive city, always reaching ahead in a sane and conservative way. Commission form of government is in full swing and, with Mayor W. M. Sparks at the

head, things are apparently working out to the full expectations of those who took the initiation for its adoption.

At the end of the week the familiar processions of ambassadors of commerce are seen emerging from the depots, breaking file at the different street junctions for their homes in the various parts of the city, for a quiet and peaceful Sunday's rest with their families. Even one year's time does make a change, though, in some of their homes. Just now the Will M. Kelly home on West Morrall street houses only three "Kellys" on Sundays and two during the week, for Miss Margaret, the younger daughter, is attending school at Oberlin. Something along this line will happen in another week at the home of Steven E. Lewis, for his son, Clark, having decided to be an M. D., has made all arrangements to take the six year course at "good old Michigan." Geo. S. Hana's fire circle will miss the presence of their daughter, Alice, for she goes to Ann Arbor, too, and you can all rest assured that each one of these young people will get a training that they will be able to make practical use of, even beyond the expectations of their parents. Each one of the fathers are members of Jackson Council, No. 57, U. C. T., and have been active as officers and workers for its growth and in the good results accomplished.

Ever since our Council was organized in 1894, we have had members who have been identified in various undertakings for a greater and better Jackson. We are now proud of the great achievement of W. B. Burris, for after two years of hard and faithful work as general manager, he, more than anyone else, deserve the credit for establishing on a sound basis a big and successful county fair. The week of September 13 was the second one held in this county for a good many years and for six days and one evening the gates were thrown open to crowds which were enthusiastic and numbering thousands more than ever attended a fair in Jackson before. It was a common remark that Bill Burris deserve a medal.

The writer was very much interested last week, while in Ypsilanti, to know some facts about the firm of John G. Lamb & Son. This firm has a large and high class grocery business. The business was established in 1837, or the same year that Michigan was admitted into the Union, as C. King & Co. The firm has never changed but once during all these years. This change was made two years ago when, upon the death of Mr. King, John G. Lamb, who was the company of the firm, formed a copartnership with his son, Charles, and adopted the present name. They at once rebuilt the store, making it up-to-the-minute with modern fixtures and high class service. If this is not the oldest retail grocery store in Michigan, we would like to hear about the other one.

The writer has continued to be a constant reader of the Michigan Tradesman and appreciates more than ever its value to the merchant, whether he be a wholesaler or retailer. Spurgeon.

Don't forget that folks will be borrowing your duds "Dress up week."

Bennett Fuel & Ice Co.
WHOLESALE FUEL
Represented on Trade Excursion
By
H. J. McLAUGHLIN

It takes KNOWLSON'S COAL TO DO THE BUSINESS

Just Ask Mr. Knowlson
You'll Find Him with the Bunch

REPRESENTING

A. B. KNOWLSON CO., Grand Rapids, Mich.

Jennings' Flavoring Extracts

Over Forty Years the Standard

SOLD BY ALL GROCERS

Grand Rapids Bedding Co.

GRAND RAPIDS, MICHIGAN

Manufacturers

Mattresses, Springs, Pillows

Sole Manufacturers of

The King Double Deck Spring

GUARANTEED FOR 25 YEARS

Will be represented on tour by Geo. C. Hollister, Sec'y of Company

Barclay, Ayers & Bertsch Co.

GRAND RAPIDS

Jobbers of

Pipe Valves, Pumps, Roofing Materials, Hose

Asbestos Goods

And a Full Line of Mill Supplies

Represented on Tour by

C. H. BERTSCH

C. A. AYERS



A Car to Be Proud Of

Bodies designed and built in our own shops by men who know how.

Hearse bodies must be strongly built. But they should be clean cut and graceful in appearance—and not massive and heavy.

We build such bodies.

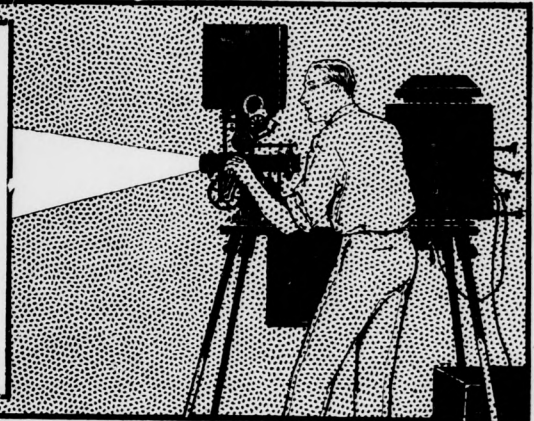
Write us for particulars of this beautiful car.

Michigan Hearse & Motor Co. will be Represented on Tour by Mr. A. C. Chapman.

MICHIGAN HEARSE and MOTOR COMPANY
Formerly Michigan Hearse and Carriage Co. Grand Rapids, Michigan

**Makes
the Movies
Make Money
for You**

**SEND
YOUR
CUSTOMERS
TO THE
MOVIES**



Let your customers and your customers' children go see Mary Pickford, Charlie Chaplin and all the other favorites of the screen by giving them Universal Movie coupons, which are as good as cash for admission to Moving Picture theatres in the United States and Canada.

This Plan Appeals to Every Movie Enthusiast

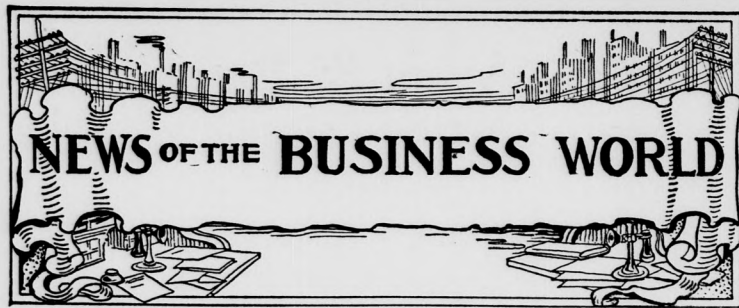
which is only another way of saying that *everybody likes it*, because *everybody likes the movies*. People who won't bother to save a thousand trading stamps can get twenty Universal Movie coupons with a few purchases and they'll buy from the merchant who gives them this reason for coming into his store.

Write immediately for full particulars of our plan. It won't obligate you in any way and it costs nothing to find out about it.

It is the most effective advertising plan ever devised; there is nothing hard to understand; nothing hard to do; but, it gets action and gets it QUICK! Write immediately, because we give exclusive distributing privileges and will give the preference to merchants who make application first. We want LIVE merchants and live ones always act quickly when opportunity knocks at the door.

Robyn-Kander Movie Ticket Corporation

18 E. 41st St., New York



Movements of Merchants.

Branch—S. A. Trumpower has engaged in the grocery business.

Ionia—Decker Bros. succeed E. D. Decker, Jr., in the grocery business.

Lansing—J. L. Harris succeeds N. R. Keeler & Son in the grocery business.

Palms—The store of the Palms Hardware Co. has been closed by creditors.

Hillsdale—The Central Dry Goods Co. has changed its name to the Buchanan Co.

Stanton—The Stanton Produce Co. has engaged in business in the Smith Bros. block.

Gaylord—A. F. Van Dyne has opened a bakery in connection with his confectionery store.

McBain—E. J. Meek, formerly of Manton, has opened a general store in the Sprick building.

Hanover—Albert Larby has sold his hotel to A. B. Anderson, who has taken possession.

Kalamazoo—James Van Woert succeeds Charles V. Turner as manager of the Dairymen's Milk Co.

Gaylord—The Gaylord Lumber & Fuel Co. has been organized with W. J. Merrick as manager.

Ishpeming—William Gill has opened a confectionery, butter, egg and cream store at 118 First street.

Traverse City—R. H. Smith & Son have purchased the grocery stock formerly conducted by S. W. Hines.

Ludington—J. H. Kane, of Grand Rapids, has leased the Fletcher Hotel for one year and took possession Sept. 27.

Alpena—Isaac Mallach succeeds A. Sinaberg in the merchant tailoring business on South Second avenue.

Jackson—Samuel A. Schwartz has opened a women's ready-to-wear clothing store at 140 West Main street.

Eaton Rapids—August Ruskowsky, of Jackson, has purchased the A. C. Allen shoe stock and has taken possession.

Jackson—The Howard & Solan Co. is succeeded by the Howard Keebler Co. in the wholesale grocery business.

West Bay City—The Bentel Pickling and Canning Co. has increased its capital stock from \$25,000 to \$50,000.

Morley—C. L. Hanson and Bert Meier have formed a copartnership and engaged in general trade in the Hunter building.

Muskegon—A. N. Mosher and George Partlow, recently of Shelby, have formed a copartnership and engaged in the produce business.

Comstock—Thieves entered the drug store of Harry McCormick Sept. 26 and carried away several hundred dollars worth of stock.

Kalamazoo—C. B. Rogers has erected a brick store building at 112 Portage street which he occupies with his wholesale and retail bakery.

McBain—Clarence Burkett has sold his stock of meats and store fixtures to the former owner, John Bennett, who will continue the business.

Holland—Misses Lulu Zwemer and Stella Girard have formed a copartnership and opened an art, lace and fancy work store on Pine avenue.

Cadillac—Gust P. Nelson has purchased the stock of the Cadillac Grocer Co. and will continue the business at the same location.

Kalamazoo—Nicolas Jours has opened a confectionery and fruit store at 111 North Burdick street under the style of the Princess.

Alma—W. S. Proud, recently of Charlotte, has purchased the C. L. Delavan stock of general merchandise and has taken possession.

Battle Creek—Frank Hollman and E. C. Brown have formed a copartnership and opened a cigar and tobacco store on East Main street.

Breckenridge—Burglars entered the office of the grain, wool and produce elevator of Crawford & Co. and robbed the safe of \$94 September 20.

Crystal—Fred Elliott has purchased the S. N. King feed mill and will continue the business, adding a line of feed and produce to sell at retail.

Mt. Pleasant—J. F. Hileman has removed his grocery stock and bakery to the new store building he has erected one door west of his former location.

Cadillac—Nelson & Widgren, grocers, have dissolved partnership and the business will be continued by Joseph Widgren, who has taken over the interest of his partner.

Royal Oak—The Lawson Lumber and Coal Co. has been organized with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Clinton—J. R. Kimball has removed his jewelry stock from Grass Lake to this place and consolidated it with the W. L. Smith jewelry stock which he recently purchased.

Howard City—L. Leiter, of the L. Barber Co., of Edmore, has taken possession of the former Rudell Creamery Co. plant here and is fitting it up for a produce, egg and butter station.

Lansing—E. C. Smith will open a produce station and grain elevator in the brick factory building formerly owned by the Ovid Furniture and Manufacturing Co. which he recently purchased.

Ishpeming—James P. Roberts has closed his tea, coffee and spice store at the corner of Cleveland avenue and Third street and will continue the business at his residence.

Ypsilanti—George F. Schaffer, who has conducted a harness shop here for the past thirty-eight years, is dead at the age of 87, of illness brought on by his advanced age.

Paw Paw—B. B. McKinstry has sold his cigar and tobacco stock to C. C. Chappell and Harvey A. Sherman, who will continue the business under the style of Chappell & Sherman.

Northport—Herbert John has sold his interest in the grocery and meat stock of John Bros. to Magnus Fredrickson and Earl Rogers and the business will be continued under the style of C. John & Co.

Holland—Zoerman & Verekee, hardware dealers, have dissolved partnership and the business will be continued by Jacob Zoerman, who has taken over the interest of his partner.

Ionia—Herman Hacker has purchased the grocery stock of Allen Bros.' branch store at the corner of East Main and Jackson streets and will continue the business at the same location.

Ambler—Gilbert Olsen and Richard Eucher have formed a copartnership and are erecting a cement block store building which they will occupy with a stock of general merchandise about December 1.

Lapeer—Thomas Haug, meat dealer on Nepessing street, has sold his store building and stock to George Davis and Clinton Pulver who will continue the business under the style of Davis & Pulver.

Berrien Springs—John Ingleright has sold his interest in the ice and fuel business of Castner & Ingleright to Clayton Heim and the business will be continued under the style of Castner & Heim.

Grand Ledge—Jack Hollens and C. Frank Wells have formed a copartnership and taken over the Blair Watkins Co. stock of feed, hay, straw and cement and will continue the business under the style of Hollens & Wells.

Ludington—Dr. E. N. Baldwin has purchased for his son, Leo, the store building and grocery stock of Lessard & Co., on North Rowe street. Russell Winegar will continue as manager of the business.

Manistee—Nelson & Anderson, dealers in oils, paints, wall paper and school books for the past twelve years, have dissolved partnership and the business will be continued by Oscar Nelson, who has taken over the interest of his partner.

Flint—The Martin-Zimmerman Co. has been incorporated to deal in retail drugs and kodak and photo supplies with an authorized capital stock of \$10,000, of which amount \$6,500 has been subscribed and paid in in cash.

Ovid—A. D. Mosser & Co., of Almont, have purchased the H. A. Potter dry goods stock and will continue the business. Mr. Potter, who has conducted the store for the past

fourteen years, will retire from business.

Rochester—C. L. Barnes has purchased the interest of his partners in the Barnes Paper Co., established forty-five years ago by his father, the late W. H. Barnes, and will continue the business under the same style.

Hancock—Mrs. N. A. Metz has sold her interest in the stock of the Metz Clothing Co. to M. Levine, who conducts a department store at Houghton and the business will be continued under the style of Moss & Levine with Harry Moss as manager.

Allegan—Charles S. Hughes, who resigned the position of district manager of the International Harvester Co. at Grand Rapids, Sept. 1, has purchased the A. H. Foster implement stock and store fixtures and will continue the business at the same location.

Lakeview—Meach & White, Inc., has been organized to engage in the general mercantile business with an authorized capital stock of \$20,000, of which amount \$17,700 has been subscribed and \$4,700 paid in in cash and \$13,000 in property.

Kalamazoo—The B. & F. Motor Sales Co. has engaged in business to retail, repair and store automobiles and motor trucks with an authorized capitalization of \$4,000, of which amount \$2,000 has been subscribed and \$1,500 paid in in cash.

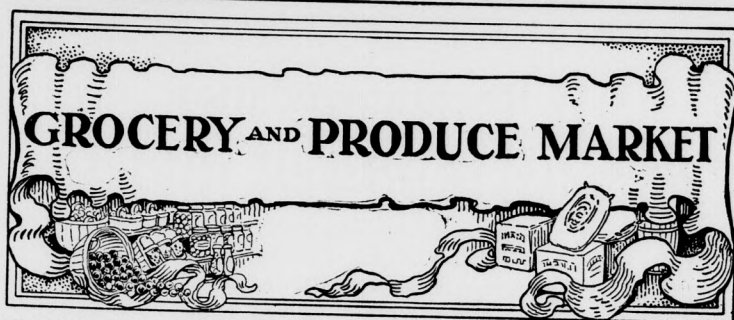
Manistee—John P. Anderson who has severed his connection with Nelson & Anderson, oil, paint and wall paper dealers, announces that with his son, Harry, he has engaged in the painting and decorating business at 10 Clay street, under the style of John P. Anderson & Son.

Charlevoix—The Blanchard Hardware Co. has been re-organized as a stock company under the same style with an increased capitalization. It is erecting a two-story solid brick store building on Bridge street which it will occupy when completed.

Richmond—B. C. Preston, trustee of the Richmond Elevator Co., has sold the Emmet grain and bean elevators to the former manager of the plants, Frank Keough, who will open the plants at once. Negotiations are pending for the sale of the Richmond and Columbus plants.

Pontiac—Kessell, Dickinson & Dickinson, retail clothiers, have merged their businesses into a stock company under the style of Kessell & Dickinson, with an authorized capital stock of \$10,000 common and \$5,000 preferred, all of which has been subscribed and paid in in cash.

Jackson—Frank C. Ganiard has leased a warehouse and engaged in the wholesale sugar, molasses, syrup, rice and coffee business. The office will be in charge of his daughter, Florence. He expects to begin operations October 15 and it goes without saying that he will achieve a marked success in his new undertaking, due to his long experience in the grocery business and the large number of friends he has made and been able to retain among the retail trade.



Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Wealthy, Twenty Ounce and Wolf River command 35@40c 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 active on the previously reported basis of price. Fancy butter is cleaning up on arrival and the consumptive demand continues very good. Receipts are about what one would expect at this season, but will likely fall off in the near future. This will probably cause a slight advance. 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—Colorado Rockyfords \$2.25 per crate; home grown, 25c per bu.

Cauliflower—\$1.25 per doz.

Carrots—50c per bu.

Celery—16c per bunch for home grown.

Cocoanuts—\$4 per sack containing 100.

Crab Apples—\$1@1.25 per bu.

Cranberries—\$7.25 per bbl. for Cape Cod Early Blacks.

Cucumbers—50c per doz. for home grown.

Eggs—The market is unchanged for the week, with a very good consumptive demand, which is absorbing the receipts on arrival. The quality of the current receipts, considering the weather, is good. The market is healthy without any important change in sight. Local dealers pay 24c for No. 1 stock, loss off.

Eggs Plant—\$1.25 per doz.

Garlic—20c per lb.

Grapes—\$1.50 per doz. for 4 lb. baskets; 17@18c per 8 lb. basket. Moore's Early is the only variety in yet.

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—Southern grown head, \$2.25 per bu.; home grown 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 \$5.28@5.50.

Oysters—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 Crawfords command \$1@1.25 per bu.; Prolifics and Engles fetch 75@90c; Chilis and Smocks, 75@80c.

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

Peppers—Green, \$1 per bu.; red, 25c per doz.

Pickling Stock—Cucumbers, 20c per 100 or \$2 per bu.; white onions, \$1.25 per 20 lb. box.

Plums—Green Gages and Blue Damsons, \$1 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.

Turnips—50c per bu.

Wax Beans—90c per bu.

The Grocery Market.

Sugar—The unexpected has happened again, the New York refiners having reduced their price on granulated to a 4.90c basis. Michigan refiners are offering granulated at 4½c for shipment on or after October 25. Every sugar authority is literally up in the air over the almost unparalleled situation.

Tea—The local market is quiet, but the feeling is rather more cheerful. Some thought that the bottom on black teas had been reached, pointing out that jobbers in the country were carrying small stocks, and at the prevailing readjustment could afford to replenish the same. Moreover, a cable from Shanghai said that the market for Congous was a cent a pound higher on Russian buying. Mail advices from Shanghai comment to the effect that Hoochow first crop was marketed at top prices for good cup quality. Pingsueys were two weeks later and business was brisk at high prices, desirable crops finding ready buyers. Most of the country greens shown were good quality and early teas found good enquiry. The later offerings were poor and consequently sold lower. There was a fair demand for black, the second crop of Congous being mostly sold. The class of teas equal to Government standard was limited. Common grades unfit for

American consumption declined, but were bought for other markets. A shortage of Government standard is anticipated.

Coffee—Rio and Santos grades are unchanged, but the undertone is still somewhat easy on account of the fact that nearly three quarter of a million bags of coffee are on their way to this country, which is about twice as much as was afloat bound for here a year ago. What the owners of this do with it after it reaches here will determine the future of the market. Mild coffees are unchanged and quiet. Java and Mocha are steady on the ruling basis.

Canned Fruits—All lines of spot canned fruits are very dull and buying is being done only in very small quantities. Quotations are very low, but fail to tempt buyers. There is said to be a slowly growing feeling toward a stronger tone in 1915 pack California fruits, and moderate sales are being made with regularity, according to brokers.

Canned Vegetables—Quotations on tomatoes remain practically unchanged, although maintaining the decidedly strong tone which had characterized them during the past week. Reports as to the 1915 pack reaffirm the estimates which have been made of a short pack in all sections of the country. The market is recognized as essentially a seller's market. The packers during the early weeks of this month sold limited supplies of tomatoes to finance their packing season with and at the low prices which were being quoted to the jobbers very few bought to any extent, according to brokers. The buyers here cited the experience of the past two years as their excuse for failing to come into the market and buy. Both 1913 and 1914 were years favorable to buyers with a large pack and low prices. Early in the season, however, an advance similar to the one which has occurred this year caused operators to purchase, only to find later in the season that quotations had declined and that they had purchased their stocks at high prices. This year the brokers report that the buyer is waiting. It is thought that he will purchase as he needs goods, paying the existing market price. It is certain at this time that very few factors have any extensive supplies of tomatoes in their possession. The outlook is poor, and it is not likely that the pack will exceed 50 per cent. of last year, or about 7,000,000 cases. If this is the pack and if the consumption proves to be as estimated, about 9,500,000, a very firm situation will undoubtedly develop, and prices will be considerably higher. In fact, predictions are freely made that the market will be a dollar before Christmas. Corn and peas show no change for the week. The corn situation is inclined to be firm on account of the effect of the heat on the growing crop.

Canned Fish—Confirmations continued to be received slowly on the 1915 pack salmon last week, with the packers, according to Coast reports, generally showing a very firm tendency and being apparently con-

tent to wait until buyers met their ideas. On pinks some packers are displaying a slightly easier tendency. Domestic sardines are unchanged and quiet and so are foreign sardines.

Dried Fruits—Heavy European demand for raisins of all kinds, and the heavy demand for Muscatel raisins, due to the educational campaign now being carried on by the California Associated Raisin Co., has so decreased the raisin supply on the Pacific Coast that it has necessitated the withdrawal of 1914 prices. This means that no shipments of Muscats will be made from the Coast until the 1915 crop is ready for shipment, and orders are now only taken subject to prior sale. Picking reports show a shrinkage of possibly 10,000 tons from first estimate. This means an increase of only about 10 per cent. over last year's crop, while an increase of from 20 to 25 per cent. was expected. Coast advices state that there appears to be a slightly easier tone in the prune market and quotations are being shaded by some packers. Reports from California are to the effect that there is only light buying in progress on the part of the packers. Advices received from Oregon reported that there has been a big shrinkage in the 1915 prune crop. Advices received by importers report that the statistical position of Amalia currants is very strong and that the ability of the Greeks to maintain the market on the present high basis depends largely on the extent to which the crop has been damaged and the quantity of sound fruit which is now available for export. Advices received by large date importers are to the effect that the first steamer to sail with supplies of the 1915 pack would be the Seistan, which was due to leave Bus-sorah on September 23. The steamer will be due at New York about the first week in November. California apricots are being firmly held, although almost no buying is being done by the trade, and Coast advices report a quiet tone in the market.

Rice—There has been a fair business in river rice, although the distributors have now secured supplies and are consequently less urgent in their demands. Moreover, the higher tendency to prices checks the movement. At the same time the fact that the mills in the South are oversold, and find rough rice stocks strongly held, tends to sustain the market. Blue Rose will soon attract the attention of the trade, the crop being reported large and good quality. There is a steady tone to foreign rice, as the cheap offerings have been cleaned up and the pressure eliminated.

Cheese—The market is steady and unchanged. There is a normal production and a seasonable consumptive demand. The quality of the cheese now arriving is the best of the year and considerable of it is being sold for storage. There is no export demand to speak of.

John Kreuger succeeds O. A. Jennings in the grocery business at 1431 North Coit avenue.

PROSPERITY WEEK.

How It Will Be Observed in Kalamazoo.

Kalamazoo, Sept. 27.—Plans for our big celebration are progressing in a very satisfactory manner, the space selling easily, exceeding our wildest expectations. As this is a main source of revenue, our programme is completely assured.

Our contract for decorating the city has been let and all the downtown streets will be beautifully decorated with flags, pennants and autumn leaves and at night 10,000 electric lights will illuminate the city. Our two exhibit halls, the Michigan State Armory and the Knights of Pythias hall, are divided into booths and each room is decorated and the ceiling will be a solid mass of autumn foliage, presenting a very fine appearance.

The contests, such as the window trimming contest, prince and princess contest, poster contest and doll's queen contest, are all progressing satisfactorily. Our exhibits are going to be very fine. Nearly every manufacturer, retailer, jobber and wholesaler in Kalamazoo will exhibit during Prosperity Week.

We are arranging now to have one of the finest farm exhibits ever staged in Southwestern Michigan. The farmers from all over Kalamazoo county are thoroughly awake to the great opportunity to make Prosperity Week possible to them and realize that the future prosperity of Kalamazoo directly affects them. They are personally engaged at the present time in preparing to make one of the finest agricultural exhibits ever staged in this section of the county. The Prosperity Week Commission has offered \$600 in cash as premiums and we have also arranged with several of the big agricultural schools and implement factories to send their educational displays and charts here for this week. We have also arranged to have three of the very finest motion pictures here showing scientific cultivation and turning of the soil and many other interesting features.

It is almost certain now that the Detroit Tigers, if not in the world's series, will play here against Pittsburgh or Cincinnati three days during the week. We are also assured that Ralph De Palma, Gil Anderson, Earl Cooper and several other noted race drivers will be here for our 100 mile automobile race. Our wild west show and military maneuvers are an assured fact and there is no doubt this will be one of the very big attractions of the week.

Another feature of the week just comes to my mind and I really think it is one of the big things of the entire programme. It is a publicity stunt from start to finish as an advertising feature. Here is the plan: Kalamazoo is the biggest and finest celery center in the United States and has long been famous for this delicacy. During Prosperity Week twelve boys about 13 or 14 years of age will be dressed up as little Dutch boys with yellow legs and wooden shoes and everything that goes with the Dutch costume. These boys will board every train coming in and out of the city and present each passenger with a stalk of Kalamazoo's very best celery. This celery will be wrapped in vegetable parchment paper, which is also a famed product of this community, and around each stalk a cigar band will be placed bearing the inscription, "Grown for You in Kalamazoo, Prosperity Week, October 4 to 9, 1915."

I certainly appreciate the interest that the Michigan Tradesman and yourself are exhibiting in this Prosperity Week movement and I trust that I may be able to co-operate with you in some way or other to repay

you for the kind notices you have given us.

F. H. Pulfer,
Director of Publicity.

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

Buffalo, Sept. 29.—Creamery butter, fresh, 23@27c; 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, 28c; fancy, 30c; at mark, 25@27c.

Poultry (live)—Broilers, per lb, 15@19c; cox, 11c; fowls, 13@17c; ducks 13@15c.

Beans—Medium \$3.50@3.60; pea, \$3.20@3.25; Red Kidney, \$3.50; White Kidney, \$3.75@4; Marrow, \$3.75@4.

Potatoes—New, 50@65c per bu.
Rea & Witzig.

Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Light & Trac. Co., Com.	332	336
Am. Light & Trac. Co., Pfd.	108	111
Am. Public Utilities, Com.	31½	33
Am. Public Utilities, Pfd.	82½	85
Comw. Pr. Ry. & Lgt., Com.	50	52
Comw. Pr. Ry. & Lgt., Pfd.	77½	80
Pacific Gas & Elec., Com.	48	51
Tennessee Ry., Lt. & Pr., Com.	4	7
Tennessee Ry., Lt. & Pr., Pfd.	21	25
United Light & Rys., Com.	40	43
United Light & Rys., 1st Pfd.	67½	70
Comw. 6% 5 year bond	98½	100
Michigan Railway Notes	99	100
Citizens Telephone	69	73
Michigan Sugar	60	63
Holland St. Louis Sugar	5	6
Holland St. Louis Sugar, Pfd.	7	8
United Light 1st and Ref. 5%	82	85

Industrial and Bank Stocks.		
Dennis Canadian Co.	70	80
Furniture City Brewing Co.	40	50
Globe Knitting Works, Com.	130	140
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	100
Commercial Savings Bank	220	
Fourth National Bank	220	
G. R. National City Bank	165	170
G. R. Savings Bank	255	
Kent State Bank	250	260
Old National Bank	195	203
Peoples Savings Bank	250	

*Ex dividend.
September 29 1915.

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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.

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"Little Buster" as a Salesman

Naturally you are interested in pushing the sale of such articles as will repeat and will induce sales in other departments of your store.

"Little Buster" Popping Corn

does that. It is a constant, persistent sales force. The customer who purchases a package of "LITTLE BUSTER," in addition to being pleased with her purchase, will buy butter, salt, chocolate, lard, eggs, honey, flavoring, etc.

You make a handsome profit and give the customer the largest obtainable value for the money—16 full ounces for ten cents.

Order a case from your jobber to-day. Full cases 48, half case 24—1 pound packages.

THE ALBERT DICKINSON COMPANY
Chicago, Ill.

The Best Customer is a Satisfied Customer

WE had more calls from retail merchants last (Fair) week than any other week since we have been engaged in business. They came from all parts of Western and Northern Michigan, bent on seeing the city and the Fair and, incidentally, calling on their wholesale grocery house which has so long been the source from which they have drawn most or all of their supplies. Merchants from a distance whom we had not had the pleasure of shaking hands with for years called to renew their personal acquaintance with the men in the house and to be shown through the establishment. They all expressed themselves surprised and gratified at the extent and variety of our stock and the volume of our business. They were especially pleased with the scientific and sanitary methods in vogue in our coffee department. They were astounded to see that the contents of our package brands are not handled by human hands, every detail being accomplished by the use of the most modern and up-to-date machinery.

We are greatly pleased over the many favorable comments made by our customers—both old and new—on the prompt and satisfactory manner in which we fill their orders. We are especially gratified over the hearty tribute they paid us in regard to the quality of our goods, which we have always aimed to keep up to a high standard. Many stated voluntarily: "We like to buy goods of you because we can always depend on receiving goods of a high standard and your prices are always fair." All of our callers were warm in praise of the uniform courtesy which they receive at the hands of our traveling representatives, as well as the character of the letters they receive from our officers and department managers.

Such commendation, instead of making us vain and self satisfied, serves to spur us on to repeated effort to merit a continuance of the patronage and goodwill of our customers on the most approved merchandizing methods of the age.

We hope, in time, to receive calls from all of our customers, new or old, nearby or remote, and take this opportunity of promising them in advance that they will receive a warm welcome and an opportunity to judge for themselves how thoroughly we are equipped to serve them well and faithfully.

We sell the same goods, maintain the same service and extend the same courtesies at our Kalamazoo establishment, where we hope to have the pleasure of welcoming a large number of visiting merchants during Prosperity Week.

WORDEN GROCER COMPANY
GRAND RAPIDS

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 29, 1915.

THE PUBLIC BE DAMNED.

The action of the G. R. & I. in advancing its rates on fruit and produce to Upper Peninsula points from commodity to class rates, has cost the fruit growers in this vicinity fully \$100,000, because it effectually shuts them out of many remote markets which they have been able to reach heretofore and forces them to divert their shipments to markets glutted with stock or permit the fruit to rot on the ground—which has been the case with hundreds of fruit growers in this district.

No more arbitrary action was ever taken by a railway than this summary, unexpected and unwarranted advance in rates by a railroad whose management has frequently gone out of its way to deal Grand Rapids shippers a body blow at a time when the market needed co-operation and encouragement instead of being compelled to face unnecessary hardships and annoyances such as some of the small headed and narrow minded officials of the G. R. & I. appear to take delight in creating and maintaining.

Grand Rapids gave the G. R. & I. \$100,000 when it agreed to locate its general offices and car shops in this city. It was a good investment, from some standpoints. We could now afford to present the Pennsylvania system with \$500,000 more if it would supplant the gang of incompetents it maintains on its pension list in the general offices with men of broad vision and some knowledge of the needs and necessities of a growing market and a progressive State. Such an investment would be the best one Grand Rapids ever made.

The action of the G. R. & I. has served as a boomerang against the line, because it has deprived the road of hundreds of carloads of freight it would otherwise have been able to transport to the Straits.

Local growers and shippers are still able to get to Upper Peninsula points by billing over the Grand Trunk, but as none of the fruit and produce houses are located on the Grand Trunk track, the element of drayage is involved—a matter of \$15 to \$20 per car, including the time of men necessary to watch and load the car while it is being filled. In ordinary years this expense could be absorbed, but the low prices of fruit this season and the meagerness of the profit involved in handling it, together with

the heavy losses sustained by reason of the fruit being in bad shipping condition on account of its being water soaked, all tend to render the Grand Trunk-trans lake route too hazardous to be employed to any extent.

So determined is the G. R. & I. to prevent our shippers using the Grand Trunk that it has trumped up an arbitrary charge of \$10 a car for switching a car from its tracks to the Grand Trunk tracks at any time except once a day early in the morning—too early to give the shippers time to load and bill cars. When the G. R. & I. starts out to kill business, it certainly accomplishes its purpose most effectually.

INTERVENTION OR CARRANZA.

President Wilson has been looked up to by the Latin-American countries as the one man to give them justice and a square deal, yet it seems that some departments of the Government are determined to overthrow this influence, and, by one blow, bring to an end the friendly understanding almost accomplished.

Mr. Bryan, while Secretary of State, never committed an act which stirred up matters equal to that of the recent Pan-American effort to settle the case of Mexico. The meddling of Mr. Bryan was in petty matters, and, while causing irritation, yet brought forth no serious condition. The act of the present Secretary of State was a direct effort to arrange internal affairs of Mexico, at least so looked upon, and resented not only by Mexico, but by the people of every other Latin-American country, for, if one may judge of their editorial comments, the mixing in with the Mexican affair means a precedent for mixing in with their affairs at a later date.

This attempt to meddle in the internal affairs of Mexico has mainly resulted in prolonging the war, for it has given new courage to those who are opposing the Constitutional government headed by Venustiano Carranza. Naturally, Villa and Zapata seized upon the proposition to have the A. B. C.s step in and save them (for so they looked upon it), believing that it meant that Carranza also would be compelled to step down and out.

If one will review press comments, leading articles in magazines, bearing in mind that these are read by the Mexicans, he will not fail to understand why Mexicans fear us and are suspicious of us.

It is a mistaken idea that Mexicans have no patriotism and nationalism. Their history for over a hundred years is a denial of any such assumption. Mexico has suffered by an inertia on the part of its people, and owing to this, has assumed a passive attitude hard to understand. But for quite a number of years there has been a movement building up a middle class in Mexico, gradually overcoming this inertia, and this brought the revolution; for there was no other way to overcome the reactionary.

At the present moment, Venustiano Carranza stands at the head of this

movement, pledged to carry out the reforms, and the very fact that all opposition has centered upon him indicates that the reactionaries at least believe him honest in his intentions, otherwise he would have had their support. Starting with a few followers in March, 1913, he has gradually overcome all forms of opposition, now dominates the country and is in a position to bring peace to his distressed countrymen. In spite of the facts presented as to what he has accomplished, we have the statements offered that he is an incompetent and a weak man. In the Mexican press he is called by those who oppose him the greatest tyrant Mexico has ever had, a dictator whose only idea is to rule his country, whether or no. He is irritating the members of the Administration by his obstinate position in standing up for his country against all forms of intervention, yet the Mexican press opposed to him tells us that he is bending to the Government at Washington and is a traitor to the cause of Mexico.

Taking actual facts, it is about time that Washington woke up to the actual condition, and that it is either intervention or Carranza. Perhaps here is an explanation why the interventionist is so actively at work right now to discredit Carranza and still further involve the Administration, for there is no question but that the financial element opposed to Carranza is dominated by the interventionist, the one who desires armed intervention in Mexico in order that his personal interests may be served through the blood of his countrymen. And, in this pious desire, he is ably seconded by the European element.

The old element which formerly dominated Mexico would be glad to have the war ended, and, while hating Carranza, would be satisfied to see him prevail, provided he had the moral assistance of the United States, for without this assistance no element will prevail in Mexico for very long. This element, at least openly, bitterly resents meddling in the internal affairs of Mexico and is against any form of intervention; so they say, rather than intervention we are willing to agree upon anybody backed by the United States.

With Carranza and the Constitutional element in their present strong position, one may well ask why it has not received this moral assistance along ago. One must realize that to establish any government in Mexico to which this element is opposed, would mean war, and the forces of the United States, not those of the "A. B. C.s" would be the ones to wage it.

The general opinion among those best posted is that a moral recognition of the Constitutionalists, an embargo on arms and munitions of war, and a firm and decided stand taken against all efforts to start trouble in this country, will end the war in Mexico, enable that country to form a legal government, and restore its credit.

Hard work brings success—sometimes.

HALF A MILLION MURDERS.

The statement on the Turkish massacres sent out from Paris by representatives of the Armenian Church adds another document to evidence that is fast becoming overwhelming. Again it is estimated that the number of murders approaches half a million; again it is declared that "Christian martyrdom has at no time assumed such colossal proportions." The Church representatives refer to direct reports in their possession as the basis of these assertions. It is simultaneously telegraphed from Washington that the records of the State Department are replete with detailed letters from American Consular officers in Asia Minor, giving harrowing tales of the treatment of Armenians by Turks and Kurds, and confirming allegations that a war of extermination has been undertaken at the behest of the Kaiser. If the outrages have anything like the magnitude reported, the American Government ought to register a formal and emphatic protest without loss of time. As Lord Bryce has said, our official voice is the only one that has any power. Ambassador Morgenthau is said already to have made general representations: backed by a full and official statement of the indignation with which the American people regard the Turkish crimes,—instigated by Germany—he might be able to put a period to them.

HOW MUCH WHEAT NEEDED?

Statements from European authorities, regarding import requirements this year, meet with considerable criticism. One of them estimates that the world requires only 416,000,000 bushels this season, against 524,000,000 bushels actually taken last year, the principal reductions being in France, Italy and Holland. Official reports on the two former countries make the crops 412,000,000 bushels, or 70,000,000 bushels less than last year, yet import requirements are estimated at only 64,000,000 bushels, or 91,000,000 bushels less than last year. The two statements do not go together. Even admitting that a part of France is held by Germany, and that the governments will undoubtedly attempt to curtail consumption, bread is the cheapest of all foods, and only a famine could cause such a reduction in consumption per capita.

A prominent statistician estimates world's import requirements at 548,000,000 bushels; but even this figure is below the generally accepted view of the world's exportable surplus. In current estimates on that surplus, no allowance is made for deterioration of the winter wheat crop of this country or for the poor crop prospects in Argentina. Some people actually seem to be looking for that country to export 120,000,000 bushels; but present prospects do not point to more than 80,000,000.

If a printer's mistake makes your advertisement quotes a price lower than you want to go, meet the quotation just the same. You can't afford to go back on your advertising at any price.



President Law on the Business Situation.*

These annual gatherings are milestones which mark our banking progress.

Since our Richmond convention last October many events of vital importance have been crowded together, often too swiftly for realization and analysis, so seriously have they affected our lives and fortunes. A further perspective will result in clearer vision.

We are meeting in the midst of strange and stirring days, saturated with the romance of world changes. History is being made on every continent and new maps are being drawn with a pen remorselessly dipped in the blood of strong men and of innocent women and children.

In Europe war has continued its progress with increasing military ferocity, economic devastation and loss of human life. In America the situation has served to reveal the marvelous material resources of the United States. After recovering from the first paralyzing shock, our leaders began energetically and resourcefully the task of repairing shattered confidence and effecting the resumption of normal commercial activities and industrial operations. Transportation interruptions by sea and land were overcome. Emergency measures previously provided gradually enabled banking transactions to proceed along the usual lines; the stock exchanges were opened on December 12 under certain restrictions after having remained closed about four and a half months, and international and domestic traffic have since been conducted under abnormal influences and extraordinary difficulties.

During the year you have seen sterling exchange rise to its maximum price of two generations, and sink to its minimum. You have seen interest rates uncomfortably high and again discouragingly low; you have seen wide fluctuations in the values of our staple products; you have seen economy practiced until, as a consequence, retail trade suffered severely.

Manufacturers in many branches have not been able simultaneously to meet the combined effects of tariff changes, the unusual shifting of prices of both raw material and products under war conditions, and recently the demoralizing competition for skilled labor by the contractors for war supplies. As soon as business is resumed on a large scale we are

*Address by William A. Law, of the First National Bank of Philadelphia, and President of the American Bankers Association before the Seattle Convention.

going to face most unusual labor conditions. Practically no immigrants are coming in at the present time; our normal movement averages about 100,000 per month.

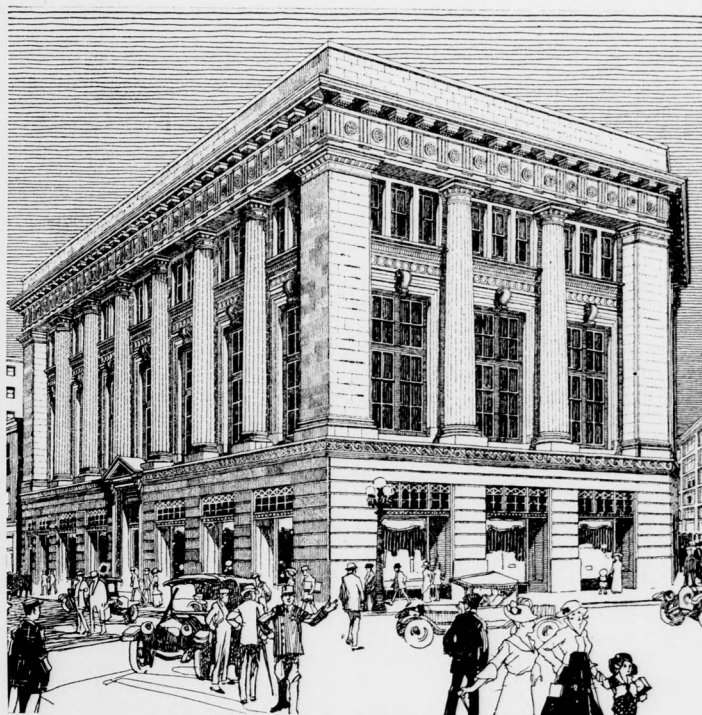
Those industries concerned in the production and distribution of food stuffs have been least injured. Leather has been strong and active; the automobile industry has been surprisingly stimulated, due in great measure to the war. On the other hand, textiles have been irregular and difficult. Construction and all products purchasable by the railroads have been slow and dull. Our coal tonnage exceeds the combined tonnage of the products of agriculture, forests, manufacturers and animals. The success of many of our railroads, therefore, depends upon manufacturing activity. The railroads have been suffering from a fourfold burden of decreased tonnage, decreased freight rates and the increased costs of labor and money, but they are pluckily overcoming their difficulties.

As a whole, production is irresistibly increasing; unemployment is slowly and steadily decreasing; distribution is quietly broadening.

The unprecedented prices for some of our agricultural and industrial products have revitalized stagnant labor generally, besides strengthening the position of our most important interest—farming. The United States has grasped its unique opportunity to become a larger factor in international finance and commerce. Every business man's life has been affected more or less by these events. Some have used their opportunities to advantage, while many others have sustained severe losses because they were so situated that they could not adjust themselves profitably to the suddenly changed conditions. New political problems have been thrust upon our officials for immediate solution.

Last fall, when Europe needed the surplus of our two most bountiful crops, wheat and cotton, we harvested for the first time, by a rare coincidence, over 930,000,000 bushels of wheat and gathered over 17,000,000 bales of cotton; hence our amazing international credit trade balance for the year ending June 30, 1915, amounting to \$1,094,000,000. This immense balance has created serious exchange problems for European merchants and governments. Let us not forget, however, that over \$220,000,000 of this export excess as compared with the previous year was caused by the decrease in imports of raw material in connection with our retarded industrial activity accompanied by idle-

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.

Where Caution Should Rule

If your estate is small, consisting, possibly, of a few hundred dollars or a life insurance policy, it is all the more reason why it should be carefully handled for those you wish to protect. The appointment of this Company as executor, administrator or trustee will afford this protection.

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

THE MICHIGAN TRUST CO.
of Grand Rapids

ness and suffering on the part of wage-earners in many of our manufacturing centers.

Several of our strongest assumptions have proven erroneous. Our stock of gold was not exhausted by foreign shipments; in fact, international exchanges gradually turned in our favor. Our cotton exports were not cut in five as predicted, but exceeded 92 per cent. of the previous year's volume. Our copper industry was not ruined but has been stimulated. Our stock exchanges have not been overwhelmed by a flood of distressed American securities sold at sacrifice prices by European holders, but we have readily absorbed all offerings. Our issues of emergency currency amounting to \$384,000,000, and of clearing house loan certificates amounting to \$212,000,000, nearly \$600,000,000 in all, did not long remain outstanding, but reduction and redemption took place promptly and they were practically all retired by the middle of January, 1915. The timely visit of Sir George Paish, the special representative of the British Treasury, paved the way for a perfect understanding as to the soundest and simplest methods of resuming international trade with and payment to Great Britain, who is our largest customer, buying annually from us, if we include Canada, over \$1,000,000,000 worth of merchandise or about three times as much as our next best customer, Germany. Our fundamentals were never more sound than now. At the present time the iron market, the barometer of our National trade, is strong and active. We are witnessing activities in metals, both as to production and fabrication, beyond precedent, and the producers of steel, copper, zinc and other metals have seen soaring prices as well as new records in volume. As always we have sold most of our products in the forms of raw material, other nations deriving the profit from manufacture. The New York Stock Exchange is vigorously celebrating its new lease upon life with a speculative orgy in some issues which is causing thoughtful men no little concern. This is caused mainly by the unprecedented plethora of funds congested in New York City, where funds were loaned as low as 1 per cent. on call.

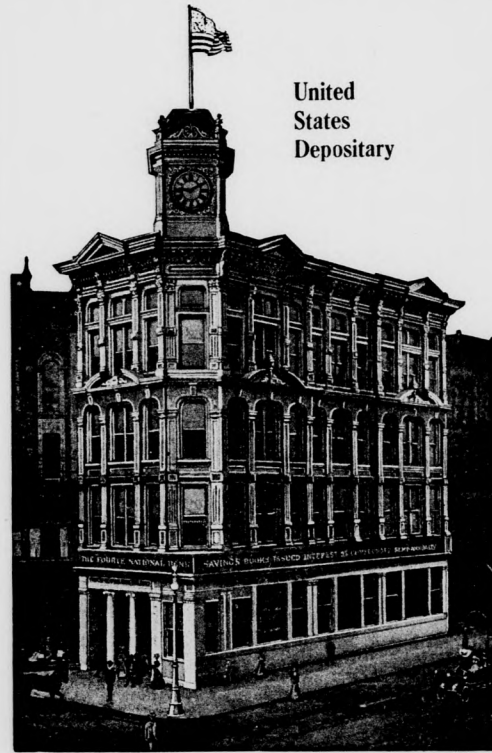
On November 16, 1914, the Federal reserve banks were opened, starting too late to afford relief during the financial stringency, as the retirement of emergency currency was by that time in full swing. Unfortunately, this contraction was not sufficient to meet the reduced requirements of commercial depression combined with speculative inactivity, and for the past six months at least we have been suffering acutely from redundant currency, a condition in many respects more dangerous than a stringency. We have not as yet an elastic currency. Contraction ceased when emergency issues were retired, and substantial amounts of Federal reserve notes are being steadily put out, adding to the unhealthy plethora. We have witnessed rates so low that neither banks, customers nor invest-

ors are benefitted. Cheap money induces speculation and unsafe credit expansion. The recent activities on stock exchanges would have occurred in some other class of securities even if the war stocks had not taken the center of the stage. Excessive speculation, as always in the past, will follow the presence of redundant money until the proper devices for contraction are perfected and operated.

The Federal reserve act provides a comprehensive plan for American banking co-operation. The responsibility for working out important details rests upon the Federal Reserve Board. They are doing this admirably and conscientiously, and have exhibited willingness to make changes where trial has shown that they are mistaken, which is a most hopeful sign. The principal features of the system will remain a part of our permanent banking fabric, but in all probability there will be various amendments to the act as their necessity becomes apparent. National banks located in the larger cities should be authorized to operate branches. Our principal cities are growing rapidly in area as well as population, and oftentimes banking facilities are required in remote sections where sufficient business does not exist at the moment to cover the overhead cost of first-class management for an independent institution. For the sake of economy and convenience it should be possible for a National bank to have a reasonable number of branches in any part of the city in which it is located, if the population exceeds 200,000. The utility of such a plan has been proven by the experience of state chartered institutions in several of our cities—notably in Detroit, New York and New Orleans.

The strength of the Federal Reserve Board in shaping the conduct of the twelve banks has given us in many respects practically a central bank, but without its economy and simplicity. The advocates of a central bank have noted with approval arrangements made for contributions to the central gold fund in Washington and the numerous regulations for the conduct of the twelve Federal reserve banks laboriously perfected and promulgated by the Federal Reserve Board just as the head office of a cen-

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

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.

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

tral bank would have performed the same function.

As yet nine of the twelve banks have had no general opportunity to demonstrate either their usefulness or their earning capacity. They are all well managed by the practical and experienced men selected as directors by their owners, the National banks of the country. It is certain that they will earn more than their dividends under normal business conditions because they are operating under a distinct advantage over other banks of similar size, in that they do not pay either interest on balances or circulating notes, taxes, or exchange charges, and have eliminated the more expensive and risky processes of modern banking. The National banks have deposited a portion of their reserves as required by law; the collection system has been put into effect to a moderate extent and a reserve of about 250 millions in gold assembled.

As indirect benefit the system teaches the superior value of liquid assets in the form of short-time commercial paper, and will in due course of time effect general co-operation in mobilizing reserves and stabilizing interest rates. The system has designated official leadership in National finance, and later on will probably create a real international discount market, assisting the establishment of our trade with the other nations.

In the meantime the discrimination against bonds by the Federal reserve act, coincident with the other difficulties of the railroads, has served to aggravate the economic changes which have caused enormous shrinkage in the values of securities held by National banks.

The Federal reserve system has not yet been fully tested. The country still awaits the action of two most important factors in its operation, namely, the entry of the state banks as members and the removal of Government deposits from the independent treasury. It cannot be questioned that all commercial banks, no matter where their charters are derived, together with the Secretary of the Treasury, should finally co-operate with the system if we are to co-ordinate all elements in our sphere of commercial finance.

In completing the Panama canal, and opening it to the ships of the world, we have shown what American brains, resources and courage can do in winning where other nations have failed. To-day the people of the Atlantic seaboard are sharing with you the effects of this big undertaking upon exports and imports. In the construction of the waterway there is glory enough for all, and with the story of the Panama canal will be linked forever the names of Roosevelt, Stevens, Wallace, Shonts, Goethals, Gaillard and Gorgas. The digging of this fifty-mile ditch completed a plan that had been in the minds of men for over 400 years. It cuts in half the ocean distance between Seattle and New York, and in its creation of new values compares with the other two great trades made on behalf of

this country—the one by Jefferson when in 1803 he made the Louisiana purchase from France for \$15,500,000, and the other by Seward when in 1867, during the Presidency of Andrew Johnson, he bought Alaska from Russia for \$7,200,000. The complete canal will probably cost \$325,000,000, and aside from its commercial value and strategic importance in time of war will rank with the noted engineering achievements of the century.

A few words about the near future. We have reasons to believe that our financial position will strengthen steadily as the European war progresses; that our devoted President will be successful in preserving neutrality. When war ends what will it mean to us as a nation? We shall be rich enough and generous enough to contribute liberally toward the help of the needy; to assist in the reconstruction of some of the ruined nations; to give employment to the mass of immigrants who will probably rush to our shores; to compete vigorously with the stronger nations in seeking foreign trade.

Before condemning an employe for making a mistake, see whether you have done all you could to make that mistake impossible or unlikely.



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.**

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 prop-
erty 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.

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.



A Friendly and Sensible Reminder to Customers.

Written for the Tradesman.

Posted conspicuously in the rest room of a large, fine and very up-to-date store, I recently observed a neat card reading thus: "Your Money—Your Jewels—Your Valuables—Are You Leaving Any Of Your Belongings?"

It seems to me that this little reminder, manifesting as it does an almost maternal care and solicitude for the welfare of customers, is something that may well be adopted by every store that caters to women. Or if not just this, then some other practical method of calling milady's attention to the necessity for making an occasional inventory of those loose possessions which she brought with her and which she is liable to get parted from. Besides money, jewelry and valuables, there is the umbrella or parasol, extra wrap, shopping bag and parcels, any one of which the tired and busy shopper is likely to find missing when she reaches home; nor is this enlarged list in any wise complete. However it is not necessary to mention all these. Simply calling her attention to the items of greatest value, as done in the well-worded card just quoted, will cause any sane woman to look after all her detached belongings.

The rest room is the most appropriate place for such a reminder, because here the little freshening of the toilet, or the chat with a friend, or the few minutes rest, make it a place where things are especially likely to be laid down and forgotten. Also, the mind being somewhat relaxed from the tension of deciding on purchases, the shopper is more apt to give heed to such a reminder here than elsewhere in the store.

Preventing, so far as possible, the loss of money or other personal property has its humanitarian side. There is no honest and right-minded merchant who does not greatly regret any such losses when they occur, and who will not gladly do all in his power to forestall them. All this from motives purely disinterested. There is also a business side to this matter.

It is decidedly best for the general reputation of a store and for keeping the confidence and good will of the individual customers, that all losses of the kind spoken of be reduced to the minimum. A woman loses her purse or a brooch or a package of goods. She knows or thinks she knows that she must have left it in a certain store. If that store can

not produce the missing article, there is likely to remain in her mind a shadow of suspicion, that years of time may not eradicate. "I lost a ten-dollar bill, or my watch, or the material for a new silk dress in that place once, and I never like to go there," expresses her feelings.

Every one of experience knows that a pocketbook or anything of value left by a careless customer in the rest room or on some counter or table piled with goods, is more likely to be "swiped" by some one of light-fingered propensities who may happen along, than items in the stock. Also, any such left-behinds present peculiar temptation to the salesgirls and other employees. The reason in both cases clearly is that the checks and safeguards that protect the merchandise and make a theft of money belonging to the store very rare, are largely inoperative with regard to the loose property of customers.

From considerations of every kind it is well to have such a reminder as that described. It can do no possible harm and will prevent many losses. Further, all helpers would be instructed to call the attention of customers to any article, valuable or otherwise, that has been laid down and is likely to be left in the store.

It perhaps is hardly necessary to mention that every "found" article should be well cared for and all reasonable effort made to restore it to the owner. This is an essential feature of good management, and creates a feeling of confidence in the trustworthiness of the establishment.

In the store referred to the rest room is on the second floor. On a table near the rest room was a display of jewel garters, which the reader may or may not know are dainty little affairs of elastic and ribbon, to be worn underneath the stocking, and designed to furnish a safe place for jewels. This attractive display was well located to catch the customer's attention just after she had been kindly reminded to see that her jewels were all right. Doubtless frequent sales would result.

However, most women have so little costly jewelry that keeping it safe is not burdensome. What is needed far more than any kind of a jewel garter is the yet-to-be-invented practical pocket for women, some place where Madame can carry her money—all but a little small change in her hand bag—when she goes shopping or traveling. Fashion whimsically decrees pockets here and there. She had some in the skirts this summer. But Fashion's pockets are for

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.



Attention

Spring prices have been made on dress gingham and are very much lower than last year.

We have bought a larger line than ever before. Toile du Nord, A F C, S & S, Red Seal, Red Rose, Utility, Whittenton, Barnaby Zephyrs, Amoskeag, York and XX Seersuckers.

In about ten days our salesmen will show a complete sample line of new spring styles.

Do not buy until you have seen this line.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

The Michigan Knit Girl

No. 517—Ladies' heavy weight, full fashioned belted coat. Cardigan stitch. Made from excellent grade of wool. Supplied in any color. High, close-fitting collar. Unexcelled for warmth and durability. An ideal garment for outdoor winter sports, skating, coasting, etc.
Sizes 34 to 44.

Cap. Style No. 631 A—Heavy Jumbo stitch. Made from best grade wool yarn. Supplied in all colors.

Illustrated catalogue on application or sample assortment sent on approval.



No. 517

Michigan Knitting Co.

Manufacturer of

Sweaters, Sweater Coats, Hockey Caps, Gloves, Mittens and Knit Goods Specialties
LANSING, MICHIGAN

looks only—they have no utility. What is wanted is some receptacle invisible to outward observation, causing not even the slightest bulge in the lines of the costume, conveniently accessible and still safe and secure. Meeting these requirements it would prove a boon to womankind. It is hoped that these lines may fall under the eye of some apparel manufacturer or ingenious dress-maker, who may be able to rise to the occasion.

Not long ago I overheard a little woman with plaintive voice telephoning to a store, enquiring whether some money she had lost had been found.

"I don't know just the name of the department, but it was right there by the voiles," she told them.

In answer to their enquiries it came out that the money was "in a big envelope." The poor little thing had been carrying bills, good money, legal tender and earned by the sweat of somebody's brow, in an envelope in her hand! Fabrix.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Muskegon reports three changes in fire insurance schedules within a month and rates are now back on the old basis.

Citizens of Rochester are not pleased with a recent advance in fire insurance rates, said to range from 25 to 75 per cent., and have appealed to the State Insurance Department.

Battle Creek will add a triple combination motor fire truck to its equipment, placing the new machine at No. 2 station.

Membership in the new Chamber of Commerce at St. Joseph, has passed the 600 mark. The annual fee is \$10.

The Steelclad Auto Bow Co., of Chicago, capital \$50,000, will remove to Holland, occupying the plant of the Holland Manufacturing Co. From twelve to fifteen men will be employed at the start.

Savings deposits in Pontiac banks show an increase during the past year of \$116,623.85.

The Rock Starter Co. has been formed at Jonesville and will manufacture a self-starter for automobiles.

Owosso seeks the removal by Jan.

1, of all poles in the business district. The present "cedar swamp" is unsightly and a menace also in the event of a big downtown fire.

Three Rivers will open bids Oct. 21, for the construction of a light and water plant, the cost of which without auxiliary plant is estimated at \$55,000.

The week opening Oct. 25 will be observed as trade extension week in Battle Creek.

Escanaba has passed an ordinance making it a misdemeanor to spit on sidewalks or to throw banana skins or orange peel on walks, in the park, or floors of halls or in street cars.

Fremont now has boulevard lights. Otsego will hold its fourth annual home coming and street fair Oct. 14-15.

The Hayes Wheel Co. is building a large addition to its plant at Albion, increasing its capacity one-third.

The Belding Board of Commerce has distributed booster stickers among local people for use on outgoing mail. On the face of the stickers are pictures of factories and important places in the city.

Battle Creek will take care of two State conventions Oct. 13-14—the Michigan postmasters and the Grand Chapter of the Order of Eastern Star.

The Michigan State Implement and Vehicle Dealers' Association will hold its annual convention in Kalamazoo, Nov. 7-9. Almond Griffen.

Maeterlinck's Arraignment of Germany.

Through the whole course of history two distinct will powers have been noticed that would seem to be the opposing elemental manifestations of the spirit of our globe, one seeking only evil, injustice, tyranny, suffering; the other striving for liberty, right, radiance and joy. These two powers stand once again face to face. Our opportunity is to annihilate the one that comes from below. Let us know how to be pitiless that we may have no more need for pity. It is the measure of organic defence; it is essential that the modern world should stamp out Prussian militarism as it would be to stamp out a poison fungus that for half a century has poisoned its days. The health of our planet is the question.

Maurice Maeterlinck.

A man who can dispose of his troubles for a consideration is a genius.

REYNOLDS FIRE SHINGLES SAFE

It is not economy to buy cheap goods, neither is it good policy to pay more for an article than the service rendered will justify. Reynolds Shingles have accomplished a great roofing economy by combining high quality with conservative costs of manufacture and sale. If your roof leaks, have your roofer put on Reynolds Shingles. If you are building a new house or barn, insist on having Reynolds Shingles. They give you durability, beauty and fire-retardant value for less cost to you than with any other roofing material.

For sale by all Lumber Dealers.

H. M. Reynolds Asphalt Shingle Co.
"Originators of the Asphalt Shingle"
Grand Rapids, Mich.



Write me for special delivered prices for September.

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



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.



Overalls Versus Dyes

The scarcity of Indigo dye is causing some of the denim mills to shut down, others to make up a substitute. The substitutes are in most instances proving very unsatisfactory.

Empire Overalls and Coats are made of the genuine Indigo dyed cloth. Our men will be pleased to book orders while our stock lasts.

Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

"STYLES THAT SELL"

SOFT
&
STIFF HATS

THE
NEWLAND
HAT

CAPS, GLOVES
&
MITTENS

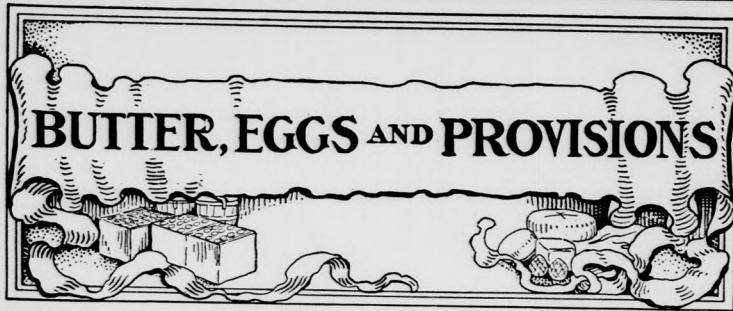
We carry a complete line of the latest styles for prompt shipment

Mail orders solicited

Newland Hat Company

164-166-168 Jefferson Ave.

Detroit, Michigan



How Can Cheese Consumption Be Increased?

The average American, in comparison to the average European, is not a cheese eater, he is a cheese nibbler. Probably it was our liberal supply of cheap and excellent meat that spoiled our taste for cheese in the earlier years of our National development. But cheap meat now appears to be a thing of the past and we are gradually drifting toward a time when the average American will find it economical to ease up on the meat and take cheese more seriously with his meals. But if we await the slow process of this evolution to materially increase our per capita consumption of cheese we will wait a long time, and there are many things that the cheese industry can do to help boost consumption. It is not enough to tell the public the high nutritive value of cheese, its digestibility and the economy in its free use. This information spread broadcast is undoubtedly helpful and the U. S. Department of Agriculture has done the industry a good turn in disseminating such information and informing people more generally as to the many appetizing ways cheese can be prepared for the table. The industry and all those engaged in it should do their share in helping on such cheese publicity work as the Department has prepared, but they should do more. First and foremost they should endeavor to produce types and varieties of cheese which the public will eat more of regardless of nutritive value. There are comparatively few healthy Americans who choose their ration with a single eye to food value. We have such a wide variety of wholesome appetizing foods constantly available that most of us let our personal tastes dictate our choice. And it is only by appealing more strongly to the American taste by turning out a greater variety of cheese that the masses like and teaching them ways to prepare these cheese in an appetizing manner that we can hope to largely increase the per capita consumption within our lifetimes.

The "Welch rabbit" craze that struck many of our cities not so very many years ago was a big factor in futhering cheese consumption, and there is still a very large amount of American cheddar cheese consumed in this form. There would be more were the excellence and wholesomeness of many of the concoctions of melted cheese, mixed with various other ingredients, more generally known. Then the jar and roll cheese business which, in many cases, has American cheddar as its foundation,

has helped cheese consumption to some extent.

But when it comes to eating American cheese "raw" we believe that the rate of consumption in many sections of the country is held down simply because the type of cheese frequently offered does not appeal to many consumers. We have taken the trouble to get the views of a good many people on this point and in a surprisingly large number of cases we have been told it is difficult to find "good" cheese on the retail markets. Now, of course, individual tastes vary widely in the case of cheese, but it has always seemed to us that there existed a tremendous amount of room for increasing American cheese consumption by a closer study of popular tastes. We are forced to the conclusion that a considerable part of our cheese is not of a quality likely to promote larger consumption and the endeavor to remedy this fault is the big problem before the industry if we are to make rapid and substantial progress in increasing the consumption of American cheese.

Blue Valley Creamery Co.

Largest exclusive manufacturers of
Pure Cream Butter in the World
Grand Rapids, Mich.

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.

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PRODUCE
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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.

Mail us sample any Beans you may wish to sell.

Send us orders for **FIELD SEEDS.**

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The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

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WHOLESALE

Flour, Feed, Hay, Bags, Twine

Bakers' Supplies and Machinery, Waxed Paper, Bread Wrappers

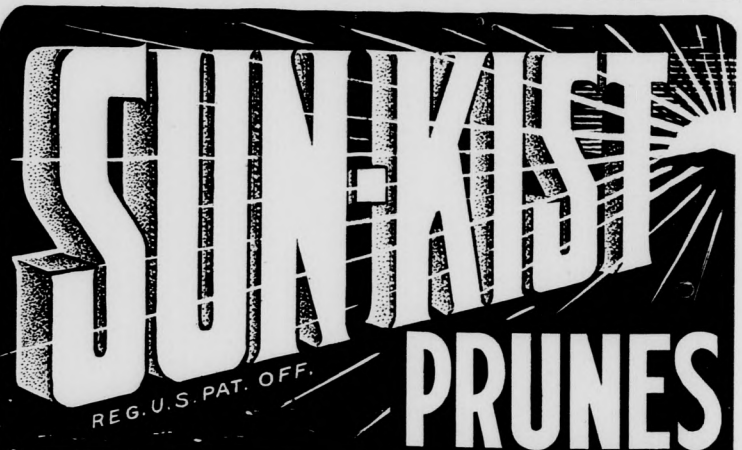
Dry Milk Powdered Egg Cooking Oil Compound

Everything for Bakers, Flour and Feed Dealers

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Michigan



SUN-KIST Prunes are the kind which makes folks say, "I never knew that prunes were so good"—the kind they come back for—the kind you build business on and the kind you can always recommend. Only the best selection of the best prunes from the best district in California where the best prunes grow are good enough for the SUN-KIST Kind.

NATIONAL GROCER CO.'S Houses
ASK THEM

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Sept. 14—In the matter of James Maroutsos and William Hiotos, individuals and copartners as Maroutsos & Hiotos, bankrupt, operating the Empress Cafe, at Grand Rapids, prior to bankruptcy, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, filed report through George S. Norcross, custodian, showing sale of all of the assets of the bankrupt to William C. Mounter for \$550. Out of the sale price certain preferred and secured chattel mortgage and title contract claims are to be paid, leaving a balance on hand of this estate of about \$190. The sale was confirmed by the creditors and transfer authorized. Creditors failing to elect, the referee appointed Charles H. Lillie, of Grand Rapids, as trustee and fixed his bond at \$200. Each of the bankrupts failed to appear for examination and the meeting was adjourned to Oct. 14, and the bankrupts ordered to appear. The dividend, if any, for the general creditors will be extremely small.

Carl T. Clark, of Grand Rapids, has this day filed a voluntary petition in bankruptcy and the matter has been referred to Referee Wicks for adjudication in the absence of the District Judge from the district. The schedules on file at this office reveal that there are no assets not claimed as exempt and the following are listed as creditors of the bankrupt:

J. N. Beel, Grand Rapids \$ 2.00
J. N. Trompen, Grand Rapids 11.60
E. Bouwknecht, Grandville 11.40
G. A. Crawford, Grand Rapids 29.50
G. J. Vanderwell, Beverly 7.47
Groskopf Bros., Grand Rapids 11.85
Lane & Shaffer, Grandville 32.30
Watson Brothers, Wyoming Park 26.00
Dr. S. L. Rosema, Grand Rapids 152.00
Beacon Shoe Co., Grand Rapids 3.50
Bell Chalmers, Grand Rapids 15.00
Hugh Schneider, Grand Rapids 10.00
Elston Storage Co., Grand Rapids 19.00
Dr. McPherson, Grand Rapids 5.00

The first meeting of creditors in this matter has not yet been called.

Sept. 15—In the matter of the Matrix Service Co., bankrupt, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a written report of his acts and doing as receiver, showing the collection of certain accounts receivable, taking of inventory and appraisal, etc., which, by vote of the creditors, was approved. By the unanimous vote of creditors present and represented, T. S. Etheridge, of Grand Rapids, was elected trustee and his bond fixed at \$2,000. The officers of the bankrupt were sworn and examined and the meeting adjourned to Sept. 28. The assets are covered by a certain chattel mortgage, which the trustee has given notice of objection to on account of failure to properly record. If this mortgage is valid it is not probable that there will be any dividend for the general creditors. The matter of the validity of the mortgage will be determined at an early date it is expected.

Sept. 16—In the matter of Edward Van Eenenaam, bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. The bankrupt was recalled and further examined. The trustee filed his first report and account, showing the sale of the assets and the collection of certain of the accounts receivable. It was determined that it was not possible to pay a first dividend at this time and the meeting was further adjourned to Nov. 15. The trustee will in the meantime endeavor to collect in further accounts receivable.

In the matter of the Henry Motor Car Co., bankrupt, Muskegon, the trustee has filed his final report and account, showing his acts and doings as such trustee, and a balance on hand after payment of second dividend of 18 per cent. of \$272.38; additional receipts of accounts receivable, \$91.77; and the receipt of \$627.86 from the National Lumbermen's Bank of Muskegon, being the net proceeds after deducting expenses of successful litigation in the State and Supreme Courts of Iowa to recover \$800 deposited by said Henry Motor Car Co. prior to the bankruptcy proceedings as security for a bond executed for the bankrupt; also showing disbursements for administration expenses of \$42.10 and a balance on hand of \$949.91. The final meeting of creditors has been called for Sept. 29, at which time the final dividend for creditors will be paid and the estate finally closed. This estate has heretofore paid two dividends aggregating 28 per cent. The final dividend will be a very small one.

In the matter of George B. Ferris, bankrupt, Grand Rapids, the trustee has filed his final report and account and the final meeting of creditors has been called for Sept. 27. The final report and account on file at the office of the referee shows total receipts from the sale of all assets, accounts, receivable, etc., \$1,132.49; disbursements as follows: preferred claims paid by order of court, \$84.50; administration expenses, \$142.06; attorney fees on account, \$40; total, \$266.56 and a balance of cash on hand of \$865.93; also showing a receipt for premiums of \$16.50 since the filing of the final report and account, making total balance on hand of \$882.43; also a doubtful claim against the insurance company carrying a policy on

certain assets of the bankrupt which were burned prior to the bankruptcy proceeding which the trustee recommends be sold to the highest bidder. The estate will pay a dividend of about 10 per cent.

Sept. 18—Charles Spadafore, of Grand Haven, has this day filed a voluntary petition in bankruptcy, adjudication has been made by Referee Wicks, in the absence of the judge from the district. Kirk E. Wicks, has been appointed receiver. Arie Van Tol, of Grand Haven, has been appointed custodian for the receiver. The first meeting of creditors has been called for Oct. 4, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules of the bankrupt reveal assets of \$1,150 and the liabilities are listed at \$2,162.50. The following are listed as creditors:

Secured.
Walker Candy Co., Muskegon, chattel mortgage \$650.00

Unsecured.
M. Piowaty & Son, Grand Rapids \$ 32.00
John Gardella, Grand Rapids 100.00
Worden Grocer Co., Grand Rapids 120.00
Putnam Candy Co., Grand Rapids 267.00
Judson Grocer Co., Grand Rapids 25.00
Walker Candy Co., Muskegon 300.00
Cadillac Cigar Co., Cadillac 77.00
Basil, Russel & Co., Chicago 45.00
Badger Candy Co., Milwaukee 30.69
George Zeigel & Co., Milwaukee 26.00
Tribune, Chicago 69.00
Edw. Seligman, Grand Rapids 12.00
C. A. Conner, Owosso 26.00
Puritan Candy Co., Milwaukee 13.99
Werner, Patterson Co., Detroit 80.52
Daily News, Chicago 10.00
A. E. Baker & Co., Chicago 223.94
Fischer Bros. Paper Co., Ft. Wayne, Ind. 34.61

Blue Valley Creamery Co., Grand Rapids 10.00
George Sangs, Muskegon 20.00

An involuntary petition has been filed against the Charles E. Norton Co., Grand Rapids, handling dry goods, carpets, ladies' garments, etc., and the adjudication has this day been made by Referee Kirk E. Wicks, in the absence of the District Judge from the district. John Snitseler, of Grand Rapids has been appointed receiver by the referee, with limited authority as to the operation of the business in the general way. William B. Holden, of Grand Rapids, Daniel Stetekoe of Grand Rapids, and William Cudworth, of Detroit, have been appointed to make an appraisal of the assets of the bankrupt. The list of creditors is as follows:

Bloom & Keller, Brooklyn \$ 307.75
Arnold, Constable Co., New York 37.25
Burns Bros. Mfg. Co., New York 151.09
Butler Bros., New York 28.80
Adelson & Bros. Phil., New York 37.88
Annis Newton, Detroit 656.47
Ash & Co., Jacob, Philadelphia 37.50
Abrahamson & Co., A., Chicago 12.00
Billwiller Bros., New York 393.83
Burtworth Carpet Co., Chicopee, Mass. 224.09
Acorn Garment Co., New York 24.00
Allard Bros. & Co., New York 284.01
Booth, Bregman & Sumburg, N. Y. 145.00
Burnham, Stoepel & Co., Detroit 494.34
Biltwell Waist Co., New York 41.25
Brenner Hat Co., Philadelphia 25.00
Blumfeld & Bloom, New York 53.99
Brawerman Mfg. Co., Philadelphia 161.50
Bush & Terry, Jasper, Philadelphia 390.95
Amermaid Mfg. Co., Cleveland 120.25
Barnett, Berkman & Co., N. Y. 122.50
Brody Coat Co., New York 408.38
Biltmore Waist Co., New York 52.59
Adjustable House Dress Co., N. Y. 54.00
Baer Mfg. Co., New York 44.75
Brody Max, New York 60.50
Beck & Co., S. N., New York 167.79
Barber Co., Meyer, New York 57.50
Arbetman Bros. & Blair, Chicago 143.50
Boomhaver Cornor, Arthur, N. Y. 197.99
Albus, Morris, Philadelphia 140.25
Barnard Rubber Company, W. H., Philadelphia 40.95
Asher Co., Theo., Chicago 79.00
Apt & Co., Philadelphia 68.50
Albus, Nathan W., Philadelphia 116.25
Brod & Co., L., Philadelphia 61.25
Bassett, McNabb & Co., Philadelphia 8.63
Arbus & Sons, L., New York 76.50
Alter Bros., New York 4.58
Blatter & Co., Titus, New York 300.15
Bernstein, Harry, Chicago 257.25
American Feather Boa Co., Philadelphia 35.00
Beaton & Co., J. R., New York 112.20
Bronner Mfg. Co., Philadelphia 791.67
Dustgarten, Abraham, New York 191.00
Ellis & Lovett, New York 13.75
Cochrane Co., Chas. P., Philadelphia 533.95
Dickler & Handelman, New York 97.50
Finkelstein, Irving, New York 98.75
Davis Co., W. A. W., New York 97.80
Epstein Bros., Philadelphia 59.50
Eisen & Son, New York 40.00
Crippen & Reid, Baltimore, Md. 57.00
Federal Waist Co., New York 90.00
Edson, Keith & Co., Chicago 546.32
Copalin Mfg. Co., New Haven, Conn. 18.00
Dobson, John & James, Philadelphia 386.67
Doob & Sons, M., New York 48.96
Flaherty, Joseph B., New York 74.25

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan



You will like this
kind of
bread



because it is made
with this kind of
raisins

Are You Getting Your Share?

of the increased demand for *raisin bread* and *package raisins* which has been created by our nation-wide advertising campaign on California Raisin Bread, made with Sun-Maid Raisins?

If you are, there is more to come.

If you are not, do not delay another day to reap the benefits of it.

What we have done for the raisin bread and general raisin business is only the first part of what we are going to do. We have planned other full pages in the Saturday Evening Post and the Ladies' Home Journal.

We are making millions of mouths water for Sun-Maid Raisins, and the goodies that are made of them. We are giving raisins a new importance in the minds of the American people. They are ceasing to be merely an incidental detail of your business.

You are bound to be helped by this campaign boosting raisins, whether you handle the Sun-Maid kind or not; but you cannot expect to get the full results possible for yourself unless you identify yourself at once with us and our product—the first raisin to be nationally advertised.

How to Do It

Let us tell you what this means, to you and to us. Let us tell you how we help *our* business by helping *yours*, and how we help *your* business by helping *ours*. Send for the full particulars of our plan of co-operation. Thousands of grocers all over the country are benefiting by it. You should be one of them.

Send us the attached 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. (21)

Name

Street

City

D. & E. Dress Co., New York ..	126.75	Korostoff, Joe, New York	239.00
Cheney Bros., New York	25.70	Miller & Sons, S., New York	64.00
Empire Corset Co., McGraw, N. Y.	126.15	Leibowitz, Jacob, New York	317.50
Fashion Cloak & Suit Co., Phila-		Myers, H. & E. S., New York	63.70
delphia	22.00	Lehman, J. & D., New York	274.90
Fisher Bros. Paper Co., Ft. Wayne	19.50	Kayser & Co., Julius, New York	8.68
Cohen Bros., New York	50.00	Mirsky Co., M. D., New York	3.55
Dix Garment Co., New York	26.25	Moskowitz & Teitelbaum, Phila-	
Fried-Keller-Kohn Co., Cleveland	310.00	delphia	162.00
Eclipse Cloak Co., Philadelphia ..	60.75	Magill, Samuel N., Philadelphia	130.50
Carson, Pirie, Scott Co., Chicago	369.93	Magidoff, Louis, New York	81.25
Frisch & Macher, New York	61.50	Mitchell Bros. Co., Chicago	414.75
Frederick & Co., J. W., Boston ..	42.34	Keplinger-Kelly-Homer Co., Cleve-	
Fisk & Co., D. B., Chicago	55.92	land	736.61
Columbia Mills, Chicago	251.67	Michigan Garment Co., Grand Rpd	
Droure, Dretzin & Co., New York	190.75	Martin, Mrs. Mary, Grand Rapids	
France Co., Chicago	42.00	(note)	4,000.00
Payable Mercantile Trust Co., Chicago		McKnight, W. F., Grand Rapids	436.75
Coronet Mfg. Co., Portland, Me.	129.00	Puritan Skirt Mfg. Co., Boston ..	47.50
Flint Varnish Co., Flint	12.30	Nahon, A. J., New York	18.75
Cantor & Co., H., New York	114.50	Nye & Walt-Kilmarnock Cor.,	
Charlop Bros. & Co., New York	51.00	Auburn, N. Y.	4.27
Chicago Novelty Cloak Co.,		Prakin & Lelisky, New York	67.00
Chicago (notes)	3,708.91	Palruba Mfg. Co., Philadelphia ..	180.25
Farwell & Co., John V., Chicago		Olinger, J. & H., New York	158.10
(notes)	7,821.44	New England Mfg. Co., Fitchburg,	
Field & Co., Marshall, Chicago	1,581.69	Mass.	88.75
Corl. Knott & Co., Grand Rapids	246.73	Peerless Petticoat Co., Boston ..	195.50
Corl. Knott & Co., Grand Rapids		Notaseme Hosiery Co., Philadelphia	
(note)	387.00	Phoenix Knitting Works, Milwaukee	
Cohen & Co., Henry, New York	223.50	Nelson & Landesberg, New York	425.89
Flatan & Steiner, New York	80.51	Plant & Co., Henry W., New York	290.74
Heritzberg Bros., New York	27.80	Preferential Waist Co., New York	128.50
General Mfg. Co., Columbus	27.38	Propper Bros. Co., Cleveland ..	50.25
Improved Mfg. Co., Ashland, O. ..	18.75	Pearlman Bros., New York	127.50
Hochheimer & Co., Albert, N. Y.	66.00	Patterson, J. W., New York	71.54
Haber & Co., M., Philadelphia	123.50	Phila. Carpet Co., Philadelphia	523.52
Gary Co., Theo. H., New York	18.00	Nottingham Lace Works, N. Y.	208.11
Gould-Mersereau Co., New York	79.32	Potter & Schattman, New York	93.00
Greenwald Bros., Philadelphia	41.25	Pingston & Co., W. J., New York	197.15
Jackmans Sons Wm., Cleveland	159.00	Oriental Waist Co., New York ..	32.50
Grand Garment Co., New York ..	14.00	Ostrich Co., New York	148.50
Geismar & Co., S., New York	36.00	New York Fashion Pea. Co.,	
Graff & Co., Albert, Philadelphia	268.25	New York	173.50
Hightstown Smyrna Rug Co.,		Oberg Bros. & Co., New York	73.60
Hightstown, N. J.	100.50	Pacyna & Jaspere, Chicago	92.75
Harstman Co., Wm. H., Philadelphia	2.69	Prince, Wolf Co., Cleveland	183.75
Haas & Co., Emil, New York	54.25	Otis Elevator Co., Cleveland ..	11.64
Grand Rapids Press, Grand Rpd	1,333.34	Owen & Towse, Chicago	46.63
Grand Rapids Herald, Grand Rpd	280.20	Pidgeon Millinery Co., C. T., Fort	
Grand Rapids News, Grand Rapids	762.14	Wayne	48.13
Globe Silk Waist Co., Philadelphia	30.00	Sternberger Gerber Co., New York	59.00
Gaity Waist Co., New York	61.25	Square Apron Co., Chicago	2.75
Hart & Co., O. H., New York	86.25	Rampion Cloak & Suit Co.,	
Harris & Co., L., Philadelphia	58.50	Rosenberg Co., H., New York	50.00
Gross & Leibowitz, New York	103.00	Schwartzbart, L., New York	46.12
Gage Bros & Co., Chicago	167.37	Spears, C. & O., New York	76.00
Herrmann, S., New York	87.00	Stenton Mfg. Co., Philadelphia ..	139.93
Greenberg, Weimer & Co., N. Y.	93.75	Slote & Schaffer, New York	32.00
Hauser Shade Cloth Co., Chicago	134.01	Rosebud Mfg. Co., New York	17.50
Hammond & Co., New York	21.00	United Skirt Co., New York	145.50
Gilbert Cloak & Suit Co., N. Y.	65.00	Sanitary Feather Co., Chicago ..	21.60
Greenberry Co. Inc., Harry, N. Y.	236.00	Smukler, H., Philadelphia	33.55
Guinzburg, Wm., New York	122.42	Turner & Seymour Mfg. Co.,	
Hirsch & Co., Maurice, Chicago ..	17.75	Torrington, Conn.	17.27
Hirsch & Bro., New York	48.25	S. W. Waist & Dress Co., N. Y.	87.50
Globe Co., New York	60.00	Simon & Mendelsohn, New York	75.08
Horowitz Bros., New York	244.75	Renown Skirt Co., Philadelphia	100.00
Gordon, M. & H., New York	130.50	Stiles-Freas-Smith Co., Salem, N. J.	103.25
Gladstone, Samuel, New York	52.50	Scott Co., Chas. H., Chicago	35.41
Hellenberg & Co., New York	175.88	Schumacher & Co., F., New York	12.83
Jaffe, Morris, (Assigned to Hind		Schoble, Jr., Frank, Philadelphia	15.00
& Harrison) New York	20.33	Sanford & Son, Stephan, Amster-	
Goldstein & Shapiro, New York	40.00	dam, N. Y.	481.95
Goldstein & Falk, New York	213.50	Swartz & Co., Sydney M., N. Y.	6.37
Goldstein, Barnett, New York	4.00	Sternstein Co., J., New York	56.00
Hardwick & Magee, Philadelphia	547.91	Senner & Laplon Co., New York	136.50
Herzberg, Goldstein & Leiser,		Schneyer & Co., A., Philadelphia	60.00
Chicago	174.00	Seranton Lace Co., Seranton, Pa.	225.10
Jacobs, A., New York	19.00	Rand Mfg. Co., P. & J., Phila-	
Gein Petticoat Co., New York	47.50	delphia	68.40
Genet Petticoat Co., New York	75.00	Stein & Co., Louis, Philadelphia	152.51
Isdauer & Schmidt, Philadelphia	141.65	Silberstein, Wm., New York	91.25
Itzkowitz Bros., New York	153.88	Rosenblatt, New York	79.10
Jacobus Bros. & Co., New York	236.25	Seader Bros., New York	36.00
Ginsburg & Bro., Simon, New York	135.00	Shohfi Salim, New York	21.38
Garten-Fisher-Wells Co., Detroit	112.00	Sicher & Co., D. E., New York ..	532.20
Gross & Weiss, New York	35.00	Schlang & Co., New York	1.38
Grand Rapids Savings Bank, Grand		Rodbell Inc. G., New York	63.75
Rapids (notes)	21,500.00	Roslyn Waist Co., New York	38.25
Grand Rapids & Muskegon Power		Royal Worcester Co., Chicago ..	219.80
Co., Grand Rapids	56.75	Rubin & Son, Joseph, New York	129.38
Levy, Charles J., New York	61.00	Rubin Benjamin H., New York	43.50
Levy, Albert, New York	90.00	Stead & Miller Co., Philadelphia	182.48
Karagheusan, A. & M., N. Y.	442.43	Samuels & Co., Peter, New York	82.10
M. & C. Skirt Co., Boston	102.50	Silberman, Ruben, New York	27.50
Klafter & Co., Phillip, Chicago ..	153.00	Slater & Co., J. P., New York ..	380.00
Moss Rose Mfg. Co., Philadelphia	174.97	Samuelson, Jacob, New York	80.75
Lobel & Tausick, New York	59.00	Sudhoff, Eggers, Buchanan, Cin-	
Leviton Co., L., Chicago	2.78	cinnati	94.95
Manhattan Ribbon Co., New York	1.61	Silverman, I. M., New York	140.00
Lipman & Belner, New York	9.50	Rosenblum Schwartz & Co., N. Y.	18.00
Lieberman & Dorf, New York	247.00	Rose Petticoat Co., New York ..	54.00
Munson Co. S. L., Albany, N. Y.	115.50	Star Knitting Works, Grand Rpd	91.23
Linde & Rubin, New York	53.00	Sinclair, Roeder & Co., Buffalo ..	70.40
Lack Mfg. Co., Brooklyn	47.63	Reed Bros. & Co., Cleveland	1,756.66
Mermain Underwear Co., N. Y.	598.23	Risser Felix, New York	221.36
Magee Carpet Co., Bloomsburg, Pa.	750.15	Stone & Co., Chicago	8.50
Knoll-Campen Co., Cleveland	100.50	Spiegel Bros., Chicago	49.25
Miller Corset Co., Cortland, N. Y.	296.36	Strouse, Adler & Co., Chicago ..	113.56
Lerner Waist Co., New York	87.75	Schreiber, Nathan, New York	223.55
Lindley Box & Paper Co., Gas		Stern Co., R. S., New York	935.73
City, Ind.	45.42	Waldman, B., New York	111.00
Kennard & Sons Carpet Co., J.,		Whitcomb, McGeachin Co., N. Y.	330.00
St. Louis, Mo.	101.87	Wellington-Pierce Co., Boston ..	177.00
Lasky & Levy, New York	20.25	Wertheimer Bros., Philadelphia ..	19.50
Kaufman Bros., Brooklyn	60.00	Wimelbacher & Rice, New York	1.15
Louvre Waist Co., New York	194.00	Wise, G. & A., New York	176.56
Kaufman & Rosenberg, New York	28.75	Zuinetaum Co., L., New York ..	47.00
McQueen Co., Cleveland	189.57	Weingarten Bros., Chicago	98.47
Kaplan, L., New York	181.25	Wiesen & Goldstein, New York	171.50
Levy, L. & E., New York	26.17	Wilensky & Sprayreger, New York	71.00
Majestic Costume Co., New York	13.00	Weinberg & Weiman, New York	72.00
Kogut & Ullus Co., New York ..	228.00	Wolf & Co., P., New York	125.00
Kayannee Waist & Dress Co.,		Zelinko & Moskowitz, New York	482.75
New York	83.63	Zernheim Co., Max D., Cleveland	68.50
Lindeman, Gross & Hinde, N. Y.	272.25	Western Shade Cloth Co., Chicago	161.13
Mutual Garment Co., New York	137.00	Witt & Co., Max A., New York ..	32.70
Largeman, Brown Co., Philadelphia	62.25	Wilson & Son, P. K., New York ..	206.32
Lang & Klein, New York	10.25	Warner Bros. Co., Chicago	263.13
Mishkin & Grossman, New York	224.50		
Klein & Ungar, New York	159.10		
Levitt & Co., Jacob, Philadelphia	79.75		
Markun Bros., New York	81.00		
Kandwitz & Kosen, N. Y.	37.00		
Lifshitz & Jacobs, New York	39.50		
Kaufman, Auerbach & Co., Chicago	33.68		
Morris & Co., Groveville, N. J. ..	7.80		

Total liability \$81,840.09

Take advantage of the vanity of your customers and you will find it a great help in selling.





BUFFALO
 450 Rooms 450 Baths
 Rates from \$1.25 a day

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 800 Rooms 800 Baths
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Between Arrival and Action

WHEN you travel on business you do not, as a rule, go direct from your train to see your man. You go via a hotel.

And how you feel when you get to your work depends largely upon what hotel you've selected.

As Hotels Statler are built, equipped, organized and manned to serve business men, we'll accept that responsibility any time—and we'll provide you a comfortable, convenient, satisfactory base of operations in Buffalo, Cleveland or Detroit.

Your satisfaction guaranteed, whether you spend \$1.50 or \$20 a day.

Every—every—Hotel Statler room has private bath; outside light and air; circulating ice water; writing desk with plenty of stationery, etc.; local and long distance telephone; pin-cushion, with needles, thread, buttons, etc.; candle for a low night-light and numerous other unusual conveniences. Morning papers delivered free to all guest rooms.

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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

FURNITURE

of beauty and durability for
discriminating people with a
bent for economy.

Klingman's

The Largest Furniture Store in America

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

THE MEAT MARKET

An Old Time Butcher to His Son.

Although you may probably think that I am an old foggy, I am a great believer in the modern way of doing things. I figure that the longer we are at a thing, the more we are going to know about it, and that therefore, what is considered the right way of doing things to-day has a good deal more chance of being the correct than the way we used to do things when I first went into business about forty years ago.

What strikes me funny, however, is that many a butcher who considers he is up-to-date in every sense of the word and that he is using the latest way of doing things in his market really has no idea whatsoever concerning of what modern methods consist. His idea of up-to-dateness seems to consist of trying to convince a sceptical public that he is selling his meat cheaper than any one else in the business, and he is continually exercising every bit of ingenuity that he has to provide a decent explanation why he is able to do it.

Now real modern merchandising passed that stage years ago. The time when it was considered good practice to advertise your cheap prices passed about a few years after I started in business. Nowadays, the best merchants and most successful men in the retail business are the men who have discarded this time worn idea of business and substituted the quality idea in its place. They are the ones who are really up-to-date, and the butcher who measures up-to-dateness by the number of special sales which he holds in the course of a year is the weather worn fossil.

I said something about this to you in my last letter, but the subject is really important enough to give a little more space. Think a little about your own friends in the butcher business. Who are the more successful? The man who put quality first, or the man who put price first. Unless the people down in your patch of the earth are a little different from those who I have been meeting all my life, it is the former, believe me. And why are they the more successful? Simply because they have kept in touch with the times and are running their markets in the proper up-to-date fashion.

Remember the young fellow I told you about the last time I wrote you? Now he is convinced that he is the man with modern ideas, while his boss, the man he used to work for, is nothing more or less than an old foggy. If the truth is to be told, the

situation is just the reverse. The old fellow discarded the ideas that the young fellow has years ago because he found that they were out of date and no longer brought trade; the young fellow is going right back to them under the idea that they are something new and the latest discovery in retail merchandising. Funny to find the young fellow the conservative and the old fellow the progressive, isn't it?

Modern merchandising, the only kind that can be wholly successful in these days, consists of selling an article strictly on its merit. Of course, it must be good value for the money paid out for it, but the money, or rather the price, is not the whole thing by a long shot. The quality is there, and the quality has a lot to do with the sale, take it from one who knows. A woman doesn't object to paying a good price for a steak providing she gets a steak that is good enough to mean full value for her money; in fact, the vast majority of them would prefer to do that rather than to pay a lower price and find themselves serving up a poor piece of meat on the family dinner table. You may consider that some of that psychology stuff that we read about in the papers, my boy, nevertheless, it is true as it can be.

Remember when you were small, stores had a habit of labeling themselves "Cheap John" and other such names. Such a name brought trade and good trade in those days. The man who called himself that had a very good reason for doing it then, for it was the up-to-date way of doing business. What does the label, "Cheap John" attached to a store nowadays, mean? Just enough to make the average person keep away from that store. It means poor quality goods, something that most people avoid when they can, especially when it comes to buying food stuffs.

Yet many a butcher continues to use "Cheap John" methods of doing business while considering himself a first-class merchant, one that it in the advance guard of retail merchandising as we have it to-day.

And, b'gosh, he is the first to call me an old foggy when I open my mouth. Why, I left that sort of butcher far behind me nearly thirty years ago.—Butchers' Advocate.

Logical.

Knicker—What becomes of the boy who wants to bury his grandmother?

Bocker—He develops into the man who sits up with a sick friend.

G. B. READER

Successor to MAAS BROS.

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OF ALL KINDS

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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.
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Every Housewife
likes a change. Suggest

Mapleine

for delicious flavor where
flavor is needed.
Makes fine syrup.

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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

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

W. E. HAZARD,

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I do all work for Toledo Scale Co. in Michigan



CHICAGO BOATS

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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

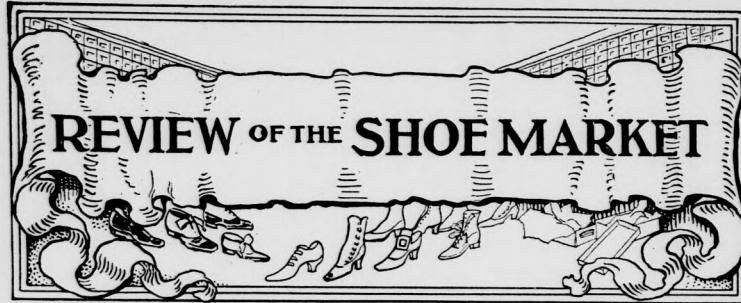


**RESCENT
FLOUR**

"Mother's Delight"

"Makes Bread White and Faces Bright"

VOIGT MILLING CO., GRAND RAPIDS, MICH.



Adjusting Claims in the Retail Shoe Store.

Written for the Tradesman.

Human nature is a funny proposition and, as observed from the retail shoe dealer's angle, exhibits many quirks and weaknesses.

It would be interesting to know how it came about that people who are ordinarily fairly reasonable about almost all other kinds of merchandise that they buy, should so often exhibit weaknesses that are fairly child-like in the matter of footwear purchases.

That there should be a certain percentage of just and valid claims on the part of shoe store patrons who, for one reason or another, are not satisfied with the wear or something else about the shoes they have bought, is inevitable; but the number of unjust, absurd and unreasonable complaints is out of all proportions to the number of just and valid ones.

What troublous imp or sinister spirit of the perverse hath wished all this unnecessary trouble and worry on those honest and harmless men who are trying to make a decent living selling shoes at retail?

A Handful of Examples.

An irate parent went into a downtown shoe store exhibiting a pair of shoes bought for a 10 year old girl.

"Look at 'em!" she exclaimed indignantly, "bought 'em here only six weeks ago! Paid \$2.50 of perfectly good money for 'em, and the sales-girl told me they were good shoes!"

"Well, weren't they—aren't they?" pleasantly enquired the young man who adjusts claims.

"You can see for yourself!" snapped the woman, "look at the soles!"

"I see they are worn through," said the young man, "but didn't you say you got them six weeks ago. According to your own statement you owe us 50 cents for an extra pair of soles. Three weeks is all you are really entitled to without half-soling. Many active children of 10 get through a pair of shoes in two weeks. Three weeks is a good average."

"I don't believe it!" was the discourteous retort. The young man flushed under the sting, but because he is a gentleman and a man of infinite self-control, overlooked the insult.

"How long do you wear a pair of shoes?" he asked.

"From six to eight months," she replied.

"Shall we say, then seven months on an average?"

And the woman admitted that seven months was a good average.

"All right," proceeded the claims man. "Now multiply six weeks by ten. That gives you sixty weeks. Fifty-two weeks in a year. According to that ratio, your shoes should wear a year and eight weeks."

"What d' you mean?" enquired the woman, forgetting for the nonce her alleged grievance.

"Precisely this," continued the claims man. "Your little girl takes ten steps to your one. She's just ten times as hard on a pair of shoe soles as you are; and she'll wear out ten soles while you are wearing out one. If your soles last you thirty weeks, as you say they do, your little girl's entitled to one-tenth of thirty, or three weeks' wear. Besides," and the young man paused to glance at her shoes, "your shoes are much higher grade than hers. Paid about \$5 for them, did you not?"

"Six," informed the woman in a perceptibly calmer mood.

Well, not to prolong the account of the incident, the woman was convinced that her demand for more wear was unreasonable. And, before she left the store, she let him have the repair job.

Another woman angrily walked into a retail shoe store and called for the manager of the woman's department.

She claimed that, after a month's wear, the sole of the right shoe had let go under the ball of the foot, exhibiting a break of some inch and three-quarters in length. She contended that the shoe was no good, and demanded either a new pair or her money back.

While they were only medium priced shoes, the claims man admitted that there was perhaps some inherent weakness in the sole that behaved so badly. To make sure he looked up the sale and assured himself that the customer was correct in the length of time she had worn the shoes.

He also discovered that the lady had a weakness for tight-fitting shoes. And she liked a very light, airy shoe, although she was a strong, active woman weighing at least 140 pounds.

She refused to let the house re-

Made for Wet Weather Wear



R. K. L. Napoleon Shoe

No. 8339½—Men's Heavy Chrome Blucher; Best Grade Chrome Upper; Heavy Half Double, Reinforced Sole. Plain Toe.

No. 8318—Same with Tip.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

There's something in a name when the name is

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There is assurance of satisfactory quality to the wearer. There is prestige and increased sales for the dealer.

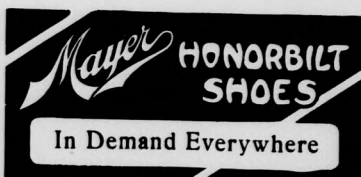
This is the experience of others. It may be your experience if you will.

Order a sample case of No. 470 and be guided by the result. This is an eight inch bicycle cut, made from our re-tanned stock especially for farm wear; has a full bellows tongue, and double chrome sole. Price \$2.65.

You will be pleased and your customers delighted.

HIRTH-KRAUSE COMPANY

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



pair the shoe free of charge, and insisted on a new pair. She was even unwilling to pay for the month's wear she admitted she had enjoyed.

Rather than lose her business—for it evidently meant just that—the store allowed the claim, gave her a new pair, and turned the old shoes back on the manufacturer.

Who Is to Blame?

Of course shoe manufacturers and shoe operatives are just men, and mistakes are liable to happen. And, as everybody knows, leather and other materials out of which shoes are made, vary more or less. Even in the best regulated factories, in spite of the most careful inspection, mistakes will be made and defective shoes turned out.

But the percentage of valid and allowable claims is far less numerous than fancied or alleged grievances.

And retail shoe dealers often allow claims that are flatly unjust and unreasonable. They do it because competition is fierce amongst them, and they are afraid of losing a customer.

In this department stores have set a bad example. When an indignant patron of the shoe department finds her claim turned down by the shoe manager, she carries the matter to the man higher up; and he, looking over her accounts, finds that she buys two or three hundred dollars' worth of merchandise from the store during the year. So they don't want to lose her trade. Granted that her demand for a new pair of shoes, or a considerable allowance thereupon, is altogether unreasonable—they let her have her way. And the returned shoes or the allowance is charged up to the shoe department. The shoe manager may kick, but what does it get him. He simply has to stand for it.

And so a bad custom gets itself established, and shoe dealers, who must make all their money on shoes, have to suffer accordingly.

And the only way the evil can be corrected is for the dealers of a community to get together—and stand together—and flatly refuse to allow unreasonable claims. Cid McKay.

The Worst to Come.

The Passenger—Say, can't you drive a little more carefully? When you plunged into that ravine you nearly broke my neck.

The Jehu—I am driving carefully. Unless I kinder trained you up to stand the stretch of road we are coming to, you might want to break my neck.

In a Class by Itself.

The Michigan Tradesman is in a class by itself in that it is the only trade journal in the world which has been published thirty-two consecutive years without change of editorship, ownership or business management.

Our contemporary celebrated its birthday at the same time as the American Grocer, founded September 15, 1869, celebrated its forty-seventh birthday, and the Tradesman on September 15, 1915, its thirty-second anniversary. We have traveled together during those thirty-two years and a finer companion in trade journalism than E. A. Stowe, its editor and principal owner, would be difficult to find. We congratulate him upon the success he has attained by hard work, and faithful service. He remarked to the writer, nearly thirty years ago, in speaking of the Michigan Tradesman: "I ground it out of my flesh and blood." He is a great worker because a great lover. He is like Bolles, the famous hoe maker, who said: "I eat, drink and sleep hoe." And so Stowe does with the Michigan Tradesman, to the great delight of its readers.

No trade journal has greater influence in its field than the Michigan Tradesman. The merchants of Grand Rapids, its home, made him President of its Board of Trade for several terms. We might say in truth, he has been the backbone of mercantile organization in the commercial life of the State. He has done royal service, many times with wonderful courage, when it seemed as if devotion to principle would be costly, and disastrous. But pluck and the right always wins. As the anniversary issue of ninety-eight pages says:

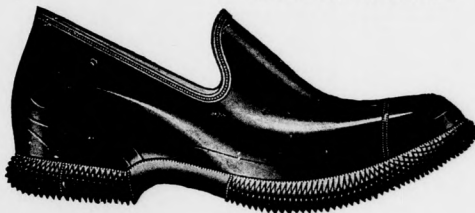
"Instead of scolding at the merchant from the front of the counter, the writer wrote from the viewpoint of the retail dealer behind the counter, thus treating every question, great or small, from the vantage ground of the participant and partner, rather than the teacher and preacher. The outcome is now a part of the mercantile history of the Middle West."

We trust during the years to come the Michigan Tradesman will continue to maintain the high standard and retain the high favor it now enjoys and that its generous, big hearted editor may be spared to serve the State of Michigan and the city of Grand Rapids with health and prosperity and good will as his portion and reward.—American Grocer.

Nearly Everybody (Both Dealer and Consumer)
Knows the Great Value in

Hood's "Plymouth" Rubbers

That accounts for our distribution of over 50,000
pairs of these rubbers along in the
past 12 months



Plymouth
Waverley
(Storm Front)



Plymouth Over
(Low Cut)
Both Extra
Quality

	Plymouth Waverley	Plymouth Over
Men's.....	\$0.82	\$0.80
Boys'.....	.70	.66
Youths'.....	.60	.56
Women's.....	.63	.60
Misses'.....	.55	.50
Child's.....	.48	.43

5% discount for
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Grand Rapids Shoe & Rubber Co.

The Michigan People

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This "Adv." Shows

ONE LINE OUT OF A GREAT MANY CARRIED
IN STOCK. THEY ARE NUMBERS THAT HAVE
HELPED MAKE OUR "BERTSCH" LINE FAMOUS

Seldom Equalled—Never Excelled



- 960—Men's Gun Metal Calf
Blucher. Goodyear Welt.
Half Double Sole, Modified
High Toe, D & E \$2.35
- 979—Same only Button 2.40
- 913—Same as 960 only extra
fine quality 2.75
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In Stock
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THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Mfrs. Serviceable Footwear

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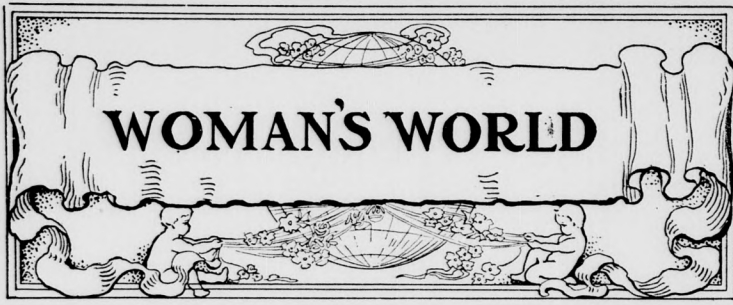
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ASK FOR LITERATURE



Acknowledging a Fault Does Not Excuse It.

Written for the Tradesman.

"I admit I'm too plain-spoken," said Mrs. Barker, explaining to a mutual friend the cause of the break in friendly feeling between the Barkers and the Maynards. "I did tell Mrs. Maynard that she ought to be stricter with her daughter Agnes. That girl has altogether too many liberties for a miss of 16. And she is bringing up the younger one, Marian, in just the same way. The child isn't made to mind from one week's end to another. And I said to Mrs. Maynard, for her own good, that she'll regret it some day if she doesn't make that little rebel obey now."

"But I understand that what wounded her most was my remarking directly after they bought their new auto, that lots of people in this town are spending money for machines and gasoline when they haven't their homes paid for nor a cent laid by for sickness or a rainy day."

"Well it's true anyway! And the Maynards are one of the families that are making that mistake. Of course I'm sorry that Mrs. Maynard was offended. But when I have anything to say, I say it. I can't bear to beat around the bush. I should think Mrs. Maynard ought to understand me by this time and know I don't mean any unkindness. If people are bound to let their feeling get all smashed up over nothing, I suppose they'll have to. I just can't help speaking my mind."

Young Mr. Julian, married some six months ago, very recently was trying to explain to his pretty little bride the necessity for their keeping their expenditures within a certain definite amount, which amount, it should be said, is liberal in proportion to his salary, and amply sufficient for a very comfortable style of living.

"But, Harry, I just hate accounts and all that kind of thing," protested Lucile with a frown and a pout. "And it seems so beggarly mean to be pinching and scrimping all the time to save a nickel here and a dime there. And I don't see why I ought to have given up that perfectly lovely hat, just because I had to draw \$17.50 out of the bank to pay for it. I don't see much difference between a balance of \$175 and \$152.50, anyway. You know darling, I have no head for figures."

"I don't understand, Amy, why you need to be all broken up every time I slam a door or use a few cuss words," argues hot-headed Mr. Hornby with his wife, the latter a gentle soul who never has been able to get

used to her husband's fierce and sudden outbreaks. "You know I'm all over my mad fits in a few minutes. I've told you a thousand times that it's just my beastly, ungovernable temper. When I acknowledge my fault squarely, why not let that end it?"

This last question of Mr. Hornby's expresses the idea exactly. He frankly confesses his failing. Why not let that end it, and no one utter any rebuke nor be in the least offended at any outburst of his, nor say anything more about it? Clearly that is what he wants.

And that is what Mrs. Barker wants when she freely admits that she is too plain-spoken, and what pretty Mrs. Julian wants when she tries to palliate her recklessness with her husband's earnings by avowing that she has no head for figures. And it is just what thousands of others want when they make a clean breast of it and admit their faults, whatever these may be, with the direct purpose of being excused from blame—of being let off.

That confession is good for the soul has become a proverb of undisputed acceptance. But there are different kinds of confession. The old sort, that which involved penitence, contrition, humiliation, repentance, and a steadfast resolve to turn from the evil way—the kind that was in vogue when people took their spiritual natures far more seriously than most do now—doubtless that kind of confession is good for the soul. But the kind that is used simply to ward off censure, when there is the cool intention of going on as before in some favorite sin of omission or commission—this kind of confession does not affect the soul in the least, unless it be to make it more complacent as to its imperfections.

All of us have faults. And all of us are long on some virtues and lamentably short on others. And if we have a strong natural tendency in any particular direction, it is easy for us to be very, very good in that way. On the other hand, it is a matter involving considerable effort to make up on a genuine deficiency. Accordingly most of us like to be praised for the admirable traits and good qualities with which Mother Nature has liberally endowed us and for which we really deserve no credit, and we feel that others ought to be very lenient regarding our shortcomings, for were we not made so—having certain failings that cannot be overcome without effort? And if we acknowledge these freely, then no one has any busi-

ness to utter a word of condemnation.

It is entirely unnecessary for so intelligent a woman as Mrs. Barker to ride roughshod, as we may say, through life—wounding the feelings of all her acquaintances by her harsh and unjust criticisms, and by a thoughtless indulgence in the habit of speaking her mind. Let her cultivate a little tact, which after all is only common sense and a way of looking at things from the other person's point of view. Let Mrs. Barker and all her like learn to maintain a proper connection between their brains and their tongues.

We are continually surprised by manifestations of ability that has lain dormant and whose existence was unsuspected. A clinging vine of a woman, after the death of her natural protector, becomes amazingly business-like and self-reliant. A stern man, having the care of an invalid or of a

little child thrust upon him, undergoes a metamorphosis that renders him tender as a woman. Such examples show the possibilities of development. Doubtless we all have in our natures the latent germ of every essential virtue, for a quality that we need to have we usually can get if we try.

Acknowledging a fault or a weakness is dead easy compared with mastering it, but really is a cowardly and indefensible method of shielding oneself from just blame. "I have such a poor memory," is not sufficient excuse for heedless and exasperating forgetfulness, for poor memories can be improved. Beastly tempers can be brought under control, and defects of every sort can be, in some measure at least, overcome. Nor should the case be regarded as hopeless when the deficiency is so serious a lack as not having a head for figures.

Quillo.

EVER READY FLASH LIGHTS ARE PROFITABLE

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Wholesale Distributors Grand Rapids, Michigan

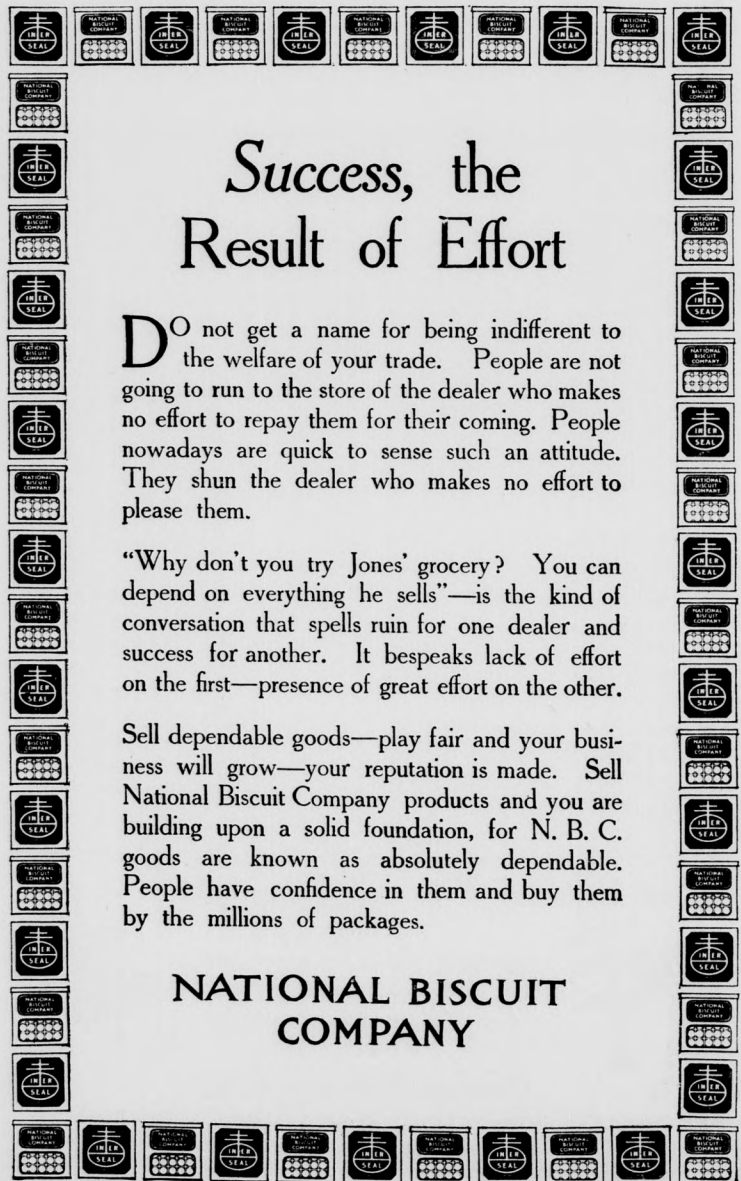
Success, the Result of Effort

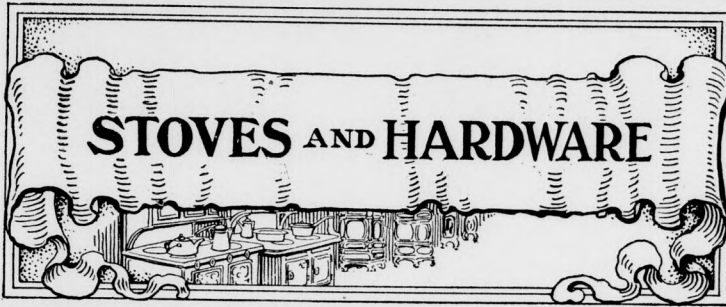
DO not get a name for being indifferent to the welfare of your trade. People are not going to run to the store of the dealer who makes no effort to repay them for their coming. People nowadays are quick to sense such an attitude. They shun the dealer who makes no effort to please them.

"Why don't you try Jones' grocery? You can depend on everything he sells"—is the kind of conversation that spells ruin for one dealer and success for another. It bespeaks lack of effort on the first—presence of great effort on the other.

Sell dependable goods—play fair and your business will grow—your reputation is made. Sell National Biscuit Company products and you are building upon a solid foundation, for N. B. C. goods are known as absolutely dependable. People have confidence in them and buy them by the millions of packages.

NATIONAL BISCUIT COMPANY





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.

Some Pertinent Points in Stove Selling.

Written for the Tradesman.

A prerequisite to successful stove selling is the ability to deliver the goods. Permanent business can be built only on a foundation of quality. A high grade line, manufactured by a reputable firm which stands behind its product, should be handled. The handling of such a product has several advantages. One is, that the goods are bound to give satisfaction; and, therefore, will help to secure further business. Another is that the merchant has the backing of a strong advertising and selling organization, which brings customers to his store and co-operates with him in every possible way.

Some merchants carry in stock a few samples of cheap stoves, largely for purposes of specific comparison with the better class of goods. In fighting mail order competition, this plan has its advantages. But as a general rule, it is good policy to select one good line and to stick to it.

To make the most of the season, the merchant must look carefully to the displaying of his stock. Granted he has stocked quality goods, their appearance nevertheless counts for much. First impressions are most lasting; and the first impression the customer secures of the range or heater you are offering will go a long way toward making or marring a sale.

To a large extent unconsciously, people judge a stove by its looks. The first favorable impression prepares the customer's mind for the reception of the selling points you have to urge. Where the stove to begin with does not look its best—is dirty or dusty, or shows rust spots—the customer may listen to your elaboration of the selling points, but he is apt to conclude: "That may be all very true, but just look at it!" The untidy stock looks too much like the old stove at home to attract customers.

A good idea and one frequently employed where there is ample floor space, is to have a special stove room or stove department fitted up in attractive style. Here the ranges and base burners can be shown separately, with elbows, collars and other incidentals in place, having all the appearance of being set up "ready for

business." Ample space should be left about each individual stove to give the customer a clear view.

There is a psychological process of some importance involved in isolating each stove. It is the same psychological process which helps some range peddlers. The range peddler drives up to the farmer's gate with his sample range. The stove is there all by itself; it stands out boldly; there are no other goods, and, for that matter, no other stoves, to distract the customer's attention. The customer's mind is concentrated on the one stove; and when the customer's mind is concentrated on the article, it is easier to effect a sale.

It is partly for this reason that the stove department should have a section of floor space to itself, where other lines will not distract attention; that the base burners and the ranges should be ranged on separate sides of the floor; and that each stove should, if there is enough floor space, stand apart to some extent from its fellows. With this arrangement, the salesman can, as soon as a customer begins to show any predilection for some one particular range or heater, to center the selling on that one stove, and work away from the others.

Then, with a separate department, it is easier to keep the stock in good condition. An important point is to go over each stove carefully before placing it on the floor; seeing that it is well blackened, and the nicked parts thoroughly polished. Thereafter, the stock should be closely watched, dusted every day, and kept clear of odds and ends which careless clerks are apt to pile on top of the ranges.

An important point in selling stoves is, that the salesman should acquire the knack of looking at the problem from the customer's point of view. Too much technical talk is merely wasted words. It is worth while to know the goods, and to be able to elucidate points such as the flues, castings, magazine feed, and other features, but the salesman's primary aim should be to give the customer a clear and understandable picture of the added convenience and comfort the possession of this range or heater will mean to him. Talk to him, not in terms of causes, but in terms of results. If the result will be greater convenience in cooking, of saving of fuel, or attractiveness, emphasize these things, and use your technical knowledge to back up your general assertions. It is the results which the customer wants; from his view point the causes which will pro-

duce those results are merely incidental.

To this end, the salesman should know people as well as stoves. The advisability of "knowing the stove" has been frequently urged; but knowing your stove is only half the selling battle. You must be able to use your technical knowledge effectively; and you can't do so unless you understand how the average customer looks at the stove proposition. It is only when you "know people" that you can adapt your technical knowledge to their minds.

Naturally, the stove department, involving sales that run up into a good deal of money, deserves the best salesmen you can command. Much can be done, however, by persistent coaching, to develop the average mediocre clerk into a passable salesman. Important points for the salesman to remember are, that he must show genuine interest in his customer and in his goods. He can't do this unless he goes at the sale in earnest, and for the time being puts all other thoughts out of his mind. Mental concentration is a big help in clinching sales.

In addition to whatever circular or personal letter campaign the dealer has already under way, newspaper space can be used to advantage in attracting customers. Window displays are always good advertising. The more novel effects the merchant can introduce, alike into his printed matter and into his displays, the more effective they will be.

The best display is not always the most elaborate display. Simple trims are often the most effective. Much depends, of course, upon the size and shape of the windows. Care should be taken not to crowd them; one good sized range adequately displayed will prove better advertising than two or three hopelessly crowded together. Of course, where windows are sufficiently large, as many as half a dozen stoves can be shown together to good advantage. All depends on the space available, and the skill of the window trimmer.

As far as possible, let the display illustrate the stove in action. It is impracticable, in window display, to stage an actual demonstration, although this can often be done to advantage on the floor; but it is pos-

sible to suggest results. Thus, in showing base burners, the use of red tissue paper with electric bulbs behind it will suggest coziness. And let the accompanying show card talk results. A suggestive display is that of a base burner with a scuttle of coal beside it and a card with the word: "This stove will heat a 12 x 15 room for twelve hours without attention."

The window display of ranges should likewise talk results, and emphasize the selling points. Thus, the corner of a kitchen, with the range in place, can be shown; kitchen utensils standing on the range or hanging on the walls; a little shelf with the familiar medicine bottles; a calendar—and, finally, the oven open showing a pie, or loaves of bread, just cooked. These little incidentals do not require much extra time or trouble, and they make the display immensely more effective.

William Edward Park.

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

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

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

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.

Foster, Stevens & Co.

Wholesale Hardware

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

AUTOMOBILES AND ACCESSORIES

Operating Costs Investigated.

The system that has been perfected by the traffic engineering department of the Federal Motor Truck Co., Detroit, makes possible the obtaining of positively correct figures on the cost of operating motor trucks in various lines of business. It is the most constructive work that has been done in the motor truck field. The business man wants to know what motor trucks can do and what they will cost in doing it, before he is willing to forsake the transportation equipment he has used for many years.

Up to recently the figures and facts given out by motor truck manufacturers were only approximate at the best, but the Federal organization can now give positively correct figures. The system used permits investigation work to be carried on through dealers in all parts of the country.

In Chicago considerable interest has been evidenced in the analysis of the work done on one of the Fox River Butter Co.'s trucks. H. S. Dunlavy, Chicago branch manager, has the work well under way, and has been able to suggest several ways to increase the truck's efficiency, after a careful analysis of the results that were being obtained. In speaking of this work, Mr. Dunlavy says:

"Merchants and manufacturers must eventually purchase motor trucks in order to show a profit in competition with others in their business who are using economical trucks. Ultimately competition in various lines will force the truck sale but rather than await such a time, we feel it is our duty to show exactly what Federal trucks can do for the business man in different lines of work—how fast and how far trucks can travel, how much work they

really can do and what savings are actually possible over the old horse methods."

Scotland Is Buying Cars.

Sales of American motor trucks have been heavy in Scotland, and American motor cars of the cheaper types have also sold well, although slow deliveries have interfered considerably with the trade, according to United States Consul Rufus Fleming, stationed at Edinburgh.

"Anything in the motor line is now much sought after by local dealers," he writes. "Present conditions should enable American manufacturers to extend their business here, as their products are giving entire satisfaction. Moderate prices make the cars and trucks salable, and it is considered certain that, even after the war, the American companies will have a firm hold on the market."

"On account of the shortage of horses and of labor in the agricultural districts, farmers are looking earnestly for motor cultivating machinery which will prove satisfactory. It seems to be a good opportunity for American manufacturers of motor plows to introduce their machines. There have been a number of sales recently of English-made motor plows in this district and in the County of Fife. It is suggested that American makers, who are believed to excel in this particular machine, would find it to their advantage to give careful attention to the demand in Scotland. The plow adapted to agricultural uses here is one that cuts either one or two furrows from 7 to 9 inches in depth."

Mystery.

"What did Rastus git married for?"
"Lawd only knows, chile. He keeps right on workin'."

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



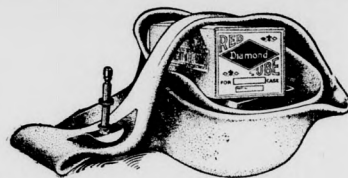
See the new Cadillac Eight

It's the Peer of Them All

Western Michigan Cadillac Co., Ltd.

OSCAR ECKBERG, Mgr.

19-23 LaGrave Ave. Grand Rapids, Mich.



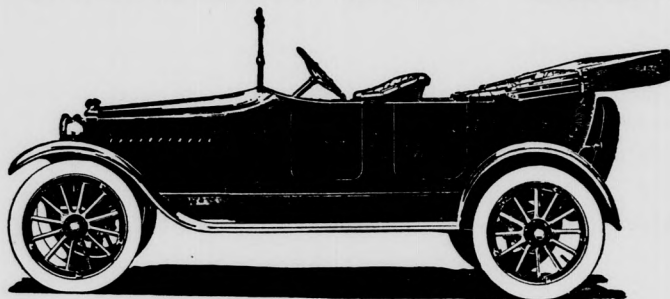
The Red Diamond Inner Tube—new, different—just another of the special things for your machine offered by

SHERWOOD HALL CO., LTD.

Distributors

Grand Rapids, Mich.

SAXON SIX \$785

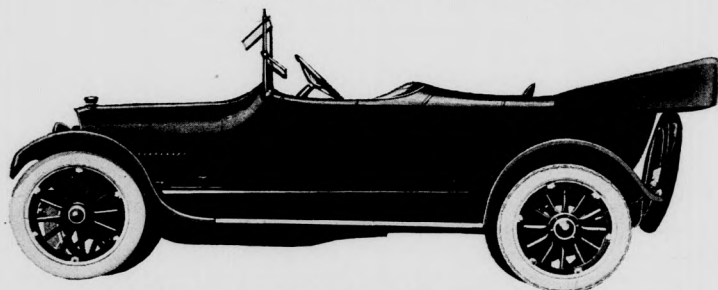


The Equal of Any \$1200 Car on the Market

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

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

Write or Phone

W. D. VANDECAR

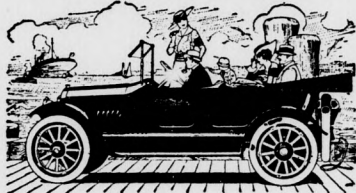
Citizens Phone 5088

12 Years a Reo Distributor

129-131 Jefferson 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.

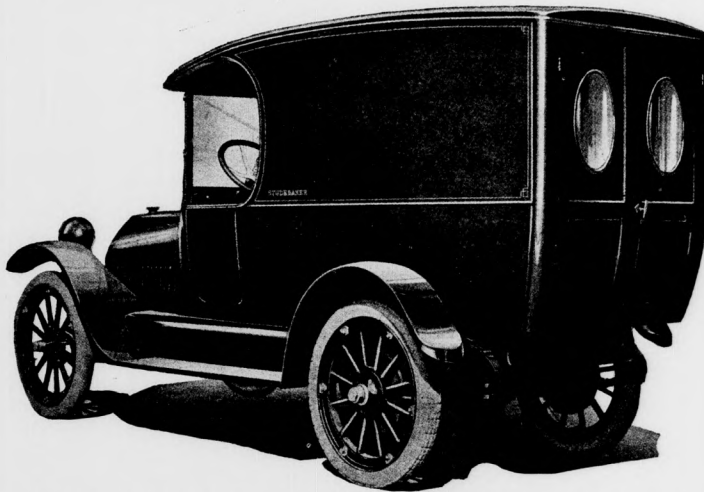
**Make your Demonstration
Appointment**

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.

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

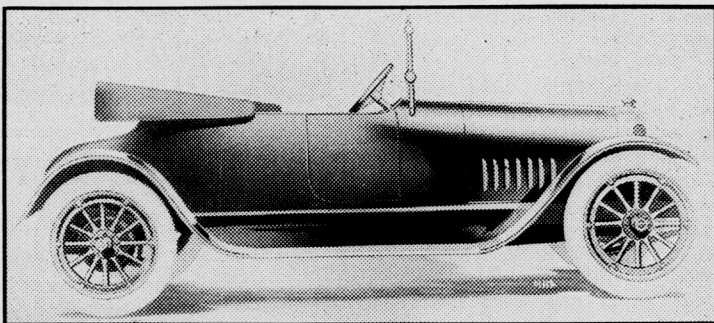
WRITE US

=

**Automobile
Owners
Purchasing Club**

113 Crescent St., N. W.

Grand Rapids, Mich.



APPERSON SIX—The American Beauty Car

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

PHELPS AUTO SALES COMPANY,

Distributors APPERSON and KING Cars

Michigan St. and Lafayette Ave.
GRAND RAPIDS

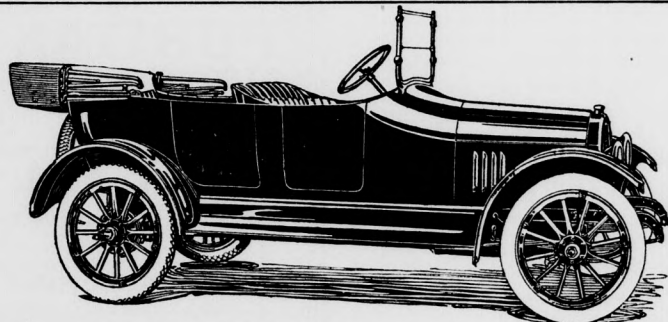
The Jeffery Agency

GEO. S. THWING & CO.

Are now located in their new garage at

15-17 Graham St., S. W.

Two doors off Division Avenue, S., with the JEFFERY CAR, and have two expert workmen to take care of the repair business and will cater to all auto owners for the repair work and storage.

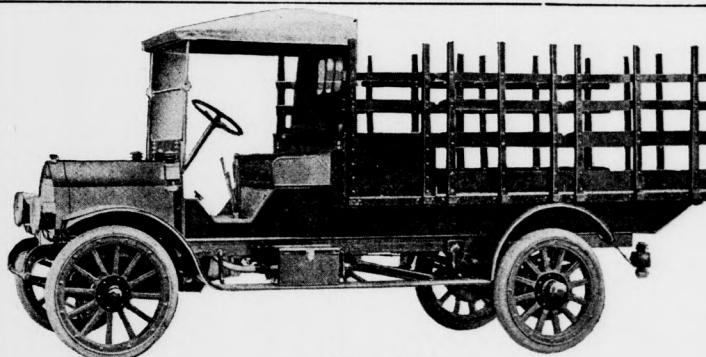


MODEL 5 DORT TOURING CAR, fully equipped with Electric Starting and Lighting and Demountable Runs, at the remarkable low price of \$650.00. See the DORT before you buy.

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
3/4 Tons.....	1800
2 Tons.....	2240
(F. O. B. Menominee)	



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. Thompson, 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. Gallmeyer, Frank W. Clarke, Detroit.
 State Membership Committee—Frank H. Mathison, Chairman.

Nothing to Complain About on Next Trip.

In the center of my den, directly under an electric spray, mounted upon an iron framework, is a hand-sled. It is a massive, heavy, crude affair, undoubtedly hammered out by the village blacksmith of four decades ago. The rust of the one-piece runners has been covered with aluminum enamel. The rough oak plank that forms the top has been smoothly planed, rubbed, varnished, and rubbed again. Across the top and overlapping the sides is a soft leather skin, upon which has been burned in fancy letters this inscription:

 * U. B. R. R. R.—Dec. 14, 1873. *

The sled is a connecting link with the hardships that confronted the traveling man of forty years ago, when the inadequate means of transportation compelled him to take long journeys by team and buckboard or sleigh in the cold of winter and heat of summer. The successful drummer of the old school needed something more than mere salesmanship. He was forced to hammer his way by main strength and physical endurance, and to take advantage of the limited means at hand to reach his customer.

It was under these conditions that I took up my work as a traveling salesman for a Syracuse house, which handled nearly everything sold by the general country store. My territory embraced the line then known as the Utica & Black River Railroad, later consolidated with the Rome,

Watertown & Ogdensburg. Extensive lumbering operations in this section employing thousands of lumber jacks furnished a profitable field, to which we catered extensively.

Covering the same territory with a similar line was a young man, John Roberts by name, who was always on the job when it came to getting business, and a fine fellow in every way. At frequent intervals our routes intersected, and occasionally we met at some point and spent several days together under the same roof.

On December 12, 1873, it happened that we met in the little railroad town of Glendale. A heavy snowstorm had piled up the drifts so that the roads leading to interior towns were impassible. The railroad was still pushing trains through off schedule, and as both of us were billed for the interior we were forced to remain quietly at the hotel until some of the lumber camps should succeed in breaking the roads.

For two days, in company with other wayfarers, we had killed the time in alternating games of tunk, euchre, and high-low-jack-and-the-game. It was about 10 o'clock on the morning of the third day that the arrival of some mackinaw-clothed and felt-booted men stampeding their way through the room on their way to the bar reminded us that the roads were open again. After dinner we should again get back into the harness! Dinner being two hours away, we had again resumed the game, when a telegram was handed to Roberts by the station agent. Tearing it open, he scanned its contents, returned it to the envelope and put it into his pocket. Noting my look of enquiry, he said:

"Message from the house. Quotes Rio No. 2 coffee 3 cents higher."

A moment later he excused himself on the plea of shaving before dinner, and disappeared from view. I gave the matter no further consideration at the time; but when the dinner bell rang, and Roberts' place at the table remained vacant, I began to wonder at his absence. In the midst of my reverie I was also handed a telegram.

"Supply house of Welburn Lumber Co., Smiths Falls, gutted by fire last night. Will want to replace entire stock. Get to them at once. J. M. G."

The price of Rio had indeed gone up! I found that Roberts had secured a driver and the best team to be had, and was nearly two hours on his way to Smiths Falls.

It was imperative that I should get there ahead of him.

Intending to wire the house on the outlook, I donned my fur coat and

hat, slipped on a heavy pair of gauntlets, and made my way to the station across the way. A few minutes later a freight train pulled into the station. Here, I thought, was my opportunity. But the conductor informed me that special orders strictly forbidding the taking on of passengers had just been issued, and an infraction of the order meant instant dismissal. He would accept no excuse, and would not be bribed.

For an instant I was in despair. I was considering the advisability of taking chances underneath one of the cars, when suddenly round the corner of the depot appeared two young boys dragging a heavy hand-sled at the end of a long rope.

With one bound I reached the sleds, snatched the rope from their hands, and a moment later was running after the train, dragging the heavy and unwieldy thing behind me. Stumbling through the heavy snow, and slipping once or twice on the icy ties, I overtook the caboose and after considerable difficulty made the rope fast to the coupling. By the time this was accomplished the train had gained considerable momentum, and I was forced to make a flying leap for the sled. I struck it crosswise, and it was only by considerable exertion that I retained my place and finally pulled myself to a sitting position.

For nearly a mile a steep grade made progress comparatively slow; although the train was made up of empties. The heavy sled settled down between the rails, and was being pulled along with hardly a jar or jolt. This continued until the top of the incline was reached, when the train, quickly gathering speed, suddenly jerked the sled with such force that I was nearly thrown from my seat. Righting myself, I pressed my feet hard against the runners and grasped the sides more firmly with both hands. It was none too soon; for the train, now going thirty to forty miles an hour, forced the sled to rise from the ties into the air until it was on a line with the coupling as straight out as the tail of a setter dog. For miles, it seemed, it never touched the roadbed. There was great danger of its overturning, and my heart was in my mouth every time it tilted to one side or the other, expecting every moment to be dashed to certain death.

(Continued next week.)

Any man can succeed in a measure if his work just suits him and he has everything he wants with which to work. But the big successes are for the men who do not wait until every condition is just favorable.

THE PRICEDIT LOOSE LEAF CO.
 GRAND RAPIDS, MICH.

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.

Snyder's Restaurant

Popular Prices

41 North Ionia Ave.
 4 Doors North of Tradesman

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. HOSIE, M. D., Supervising Physician
 ALVAH BROWN, President
 S. V. MAC LEOD, Secretary
 JESSE J. FOX, Superintendent
 MRS. MAE HALCK, Supt. Ladies Dept.
 Send for Cancer and Eczema Booklet

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 27.—The Soo insurance agency, of which John P. Old and George Blank are the hustling managers, has purchased two Holstein cattle which were auctioned off at the county fair held here last week, same being sold by the Dunbar Agricultural School. Details will be announced later whereby the cattle will be given away to some one or two farmers in Chippewa county. The other insurance agents will watch the procedure with much interest.

The Soo entertained some notable vesselmen last week in the persons of A. F. Harvery, Assistant General Manager of the Pittsburg Steamship Co., W. W. Smith, W. W. Water-son, W. J. Harsant, J. W. Wood, L. Hausher, R. J. Watt, George Ku-beck and William Mitchell, who are all on a tour of inspection of the steel trust fleet.

With the closing of this month, the passenger season will have closed for another year, which will make us think of the long beautiful winter before us and also notice the smiling faces of the coal men as they start to book the winter orders. The only passenger boat which will continue running after October 1 will be the steamer Elva, of the Arnold Transportation Line. The steamer Tionesta, of the Anchor Line, will make her last trip down September 28. The steamers Missouri and Illinois, of the Northern Michigan Transportation Co. will make their last regular sailing from this port September 30. The Missouri will then enter the freight trade between Chicago and Harbor Springs.

George Pattison, one of our leading grocers, who has been away for the past few weeks for the benefit of his health, has returned to the city much improved in health and is back at the old stand attending to his business interests again.

The entire population of Chippewa county extend congratulations to our weather man, A. G. Burns, for the fine weather during the last two days of the fair. The weather was ideal and a record-breaking attendance was the result. The D., S. S. & A. Rail-way, which furnished a twenty-minute service during fair week, was more than pleased with the business while the street car company's cars were taxed to the capacity and every jitney and automobile was pressed into service. The exhibits were exceptionally fine and, while some of the minor attractions were not able to make connections on account of the wet weather, the ball game and other attractions were ample to keep the crowd in a happy frame of mind during the entire fair.

The Soo received a shock Thursday morning when the report came announcing the drowning of Mrs. Owen, wife of our well-known Baptist minister. Mrs. Owen had been in poor health for the past few weeks and out of her mind part of the time. She had a bad attack the night of the tragedy and escaped out of her home where all track of her was lost until early Thursday morning, when her body was found at the lower gates of the water power canal. The bereaved family have the heartfelt sympathy of the entire community.

The Upper Peninsula Development Bureau is starting in with renewed activity and working harder than ever to promote the interests of Cloverland. R. M. Andrews, one of the organizers of the Bureau, is giving the matter much personal attention and, with the co-operation of the Soo delegation and business men throughout Cloverland, some good results will be looked for.

L. Daniels, formerly manager of the meat department for the H. P.

Hossock store, at Cedarville, has taken a similar position with the A. H. Eddy market here, succeeding A. Ballsinger, the latter being transferred to another department of the Eddy food emporium. Mr. Daniels is a butcher of varied experience and from all appearance is the right man in the right place.

John R. Merrifield, the well-known cigar manufacturer and one of our leading citizens, has been appointed district deputy of the B. P. O. E. for the Upper Peninsula by Grand Exalted Ruler James R. Nicholson. Mr. Merrifield's appointment is receiving much favorable comment among the Elks throughout the Upper Peninsula, as he is enthusiastic and a hard worker in the order. He will attend the next Grand Lodge meeting which will be held at Baltimore as a member of the Grand Exalted Ruler's staff.

"How frankly each of the European powers admits the heavy losses of its enemies."

That the Soo has been hit by the war will be noticed by the increased activity in the Soo Woolen Mills, which has received an order from the Italian government for 10,000 blankets for the army. The mill has a capacity for 500 blankets daily and is obliged to turn down much of its regular work in order to fill this war order, finding it necessary to run a day and night shift.

Dave Eliassof, popular manager of the Leader store, one of the largest dry goods stores here, was the happiest man in the city last Sunday when he announced the arrival of a son and heir at his home. This is Dave's first increase in the family and he has placed his order for a new hat of a larger size and has been most liberal with the cigars as he meets his numerous friends.

Fred Price, our popular druggist, accompanied by his wife, left last week for Fond du Lac, Wis., on a visit. They will tour other Wisconsin cities before returning home.

Our pastor of the M. E. church, Rev. Stanley D. Shaw, has been transferred to Port Huron. This was somewhat of a disappointment to his many friends here, as Rev. Shaw was one of our public spirited citizens who had endeared himself to the entire community. His activity in public matters has been manifested more than any of his predecessors and he will be greatly missed in this community, but his many friends wish him every success in his new field. Rev. G. A. Cook will succeed Mr. Shaw here, being transferred here from Minnesota.

Floyd A. Barber, popular teacher in the Soo high school, was also made happy last week over the arrival of a 10 pound baby boy. Floyd has not as yet decided whether the junior will be a professor or a barber, but is busy receiving the congratulations of his many friends. Mother and child are doing nicely.

"Science invents new ways to kill in battle, and surgery exhausts its ingenuity to save the wounded. War is at best an inconsistency."

The first anniversary of the new Trout Lake House was celebrated last Friday. Mr. and Mrs. O. W. Smith, proprietors, sent out a large number of invitations and an elaborate dancing party was the feature of the evening. Collier's orchestra furnished the music and a most enjoyable evening was spent.

The heavy rains of late have been a great handicap to the farmers and much oats are still uncut, with poor prospects of saving them now.

Joseph Smith, who has the star route between St. Ignace and Epoufette, in addition to the regular mail wagon, made the trip by auto last week and contemplates putting on an auto mail and passenger service next season. This will be possible

by the large amount of work being done on the State roads during the past year.

We are informed that Joe Wenzel, the popular purser of the Mackinac Transportation Co., has purchased a new driving horse from Mackinac Island. If we had only known in time, Joe could have purchased a new auto at the same price.

C. J. Goppelt, representing H. O. Wilbur & Sons, Philadelphia, was calling on his Soo trade this week. Mr. Goppelt reports conditions, at the Soo the best of any city in the Upper Peninsula.

"Life is like a ball game. It isn't every fellow who makes a hit which can bring a run over the plate."

The Soo has organized a Clam Bake Club under the name of the Soo Boosters. The first feast was pulled off last week and from all accounts it was not only boosters attended but boozers as well.

"A loss of appetite can generally be cured by work."

William G. Tapert.

Cassius L. Glasgow, member of the Michigan Railway Commission, leaves Saturday for California on a five weeks' vacation. He has not taken a vacation in three years and only three vacations since 1907. On account of the long illness of Commissioner Hemans, he has done double duty for several months and is pretty nearly worn out. He will go via Grand Trunk Pacific, touching the Coast just below Alaska and 250 miles north of Seattle. He will proceed to Seattle by boat and thence down the Coast, attending the annual meeting of the National Association of Railway Commissioners at San Francisco October 12 to 17, inclusive. He will then return home by way of New Orleans. If there is any man in Michigan who is entitled to a respite from official cares and responsibilities it is Mr. Glasgow.

H. S. Millard & Son have engaged in the implement and harness business at Jackson in the same store formerly occupied by F. H. Hosken. Both the Millards are well and favorably known in and around Jackson and all wish them success in their venture. H. S. Millard was connected with F. H. Hosken for several years as house and road salesman and his ripe experience ought to count, now that he is in business for himself. The son, Ray, also has had much office experience and the two, with the integrity and industry which they have coupled with their experience, cannot help but elevate them to the top of the ladder.

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 to the number of seventy-five—possibly a few more. 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 itinerary will be as follows:

Tuesday, October 5.			
Town	Arrive	Leave	
Grand Rapids	7:00 a. m.	7:00 a. m.	
Sparta	7:40 a. m.	8:20 a. m.	
Kent City	8:32 a. m.	9:02 a. m.	
Casnovia	9:10 a. m.	9:40 a. m.	
Bailey	9:48 a. m.	10:08 a. m.	
Grant	10:20 a. m.	10:40 a. m.	
Newaygo	10:55 a. m.	11:40 a. m.	
Whitehall	1:22 p. m.	1:52 p. m.	
Montague	2:00 p. m.	2:30 p. m.	
Rothbury	2:45 p. m.	3:00 p. m.	
New Era	3:10 p. m.	3:35 p. m.	
Shelby	3:47 p. m.	4:20 p. m.	
Mears	4:30 p. m.	4:50 p. m.	
Hart	5:05 p. m.	During Night	
Wednesday, October 6.			
Holton	7:30 a. m.	7:50 a. m.	
Brunswick	7:55 a. m.	8:05 a. m.	
Reeman	8:15 a. m.	8:30 a. m.	
Freemont	8:40 a. m.	9:55 a. m.	
Wooster	10:05 a. m.	10:20 a. m.	
Whiteland	10:32 a. m.	11:02 a. m.	
Ramona	11:12 a. m.	11:22 a. m.	
Olga	11:33 a. m.	11:43 a. m.	
Bately	11:55 a. m.	12:10 p. m.	
Baldwin	12:35 p. m.	1:10 p. m.	
Branch	1:27 p. m.	1:37 p. m.	
Custer	1:53 p. m.	2:08 p. m.	
Scottville	2:15 p. m.	2:55 p. m.	
Ludington	3:10 p. m.	During Night	
Thursday, October 7.			
Tallman	7:00 a. m.	7:10 a. m.	
Fountain	7:20 a. m.	7:40 a. m.	
Freeseil	7:50 a. m.	8:10 a. m.	
Manistee	8:35 a. m.	11:05 a. m.	
Norwalk	11:30 a. m.	11:40 a. m.	
Chief Lake	11:47 a. m.	11:57 a. m.	
Kaleva	12:07 p. m.	12:37 p. m.	
Copemish	1:09 p. m.	1:30 p. m.	
Thompsonville	1:40 p. m.	1:40 p. m.	
Homestead	2:17 p. m.	2:27 p. m.	
Beulah	2:38 p. m.	2:58 p. m.	
Frankfort	3:20 p. m.	4:03 p. m.	
Wallin	5:13 p. m.	5:23 p. m.	
Bendon	5:33 p. m.	5:43 p. m.	
Grawn	5:58 p. m.	6:08 p. m.	
Traverse City	6:30 p. m.		
Friday, October 8.			
Traverse City	11:00 a. m.	11:00 a. m.	
Williamsburg	11:30 a. m.	11:50 a. m.	
Elk Rapids	12:20 p. m.	12:50 p. m.	
Rapid City	1:30 p. m.	1:45 p. m.	
Alden	1:53 p. m.	2:13 p. m.	
Bellaire	2:40 p. m.	3:10 p. m.	
Central Lake	3:26 p. m.	3:56 p. m.	
Ellsworth	4:10 p. m.	4:30 p. m.	
Charlevoix	5:00 p. m.	10:00 p. m.	
Saturday, October 9.			
Grand Rapids	6:30 a. m.		

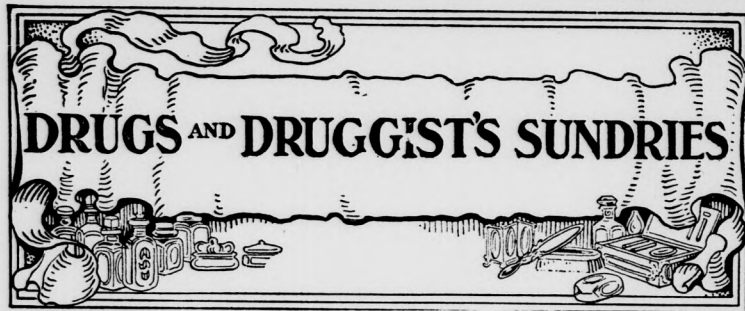
Grand Rapids Casket Co.

Grand Rapids, Mich.

Will be represented on Trade Extension Tour
next week by

Mr. Louis N. Spring

the Sales Manager of the Company, and will be
pleased to meet the trade



Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 27.—Some of the enthusiastic members of Grand Rapids Council, No. 131, met at the council rooms the first part of the week and formulated plans for the ensuing year with a view to injecting new life into the order after the long summer months. To this end it was decided to open the season October 2 with a smoker and refreshments and put on some features never before seen in the council rooms of Grand Rapids. Among other matters discussed was the prize of \$50 offered by Grand Counselor Walter S. Lawton, in behalf of the Grand Council, for the largest percentage of increased membership during the year. No definite plans were decided upon, but a general outline was drawn up which it is thought will pave the way for an intelligent and thorough campaign at the next regular meeting of the Council October 2. It is a fact that we have a fertile field here in Grand Rapids to work in and there is no reason why Grand Rapids Council should not have 1,000 members instead of 460. We want one or more application blanks in the hands of every member and then, if each member will get one application during the year, it would bring us close to the 1,000 mark.

Mr. and Mrs. F. Eugene Scott, 217 Antisdel court, entertained a number of their friends at 500 last Saturday evening. Refreshments were served. Mrs. R. A. Waite furnished some choice selections of music and all went away unanimous in the decision that Mr. and Mrs. Scott are past masters in the art of entertainment.

Mrs. John Maurits has returned from a three week's sojourn at Petoskey and neighboring points.

Sam Westgate, whose genial countenance and manly form have graced the streets of Grand Rapids for some time, tells us he is going to move to Kalamazoo. Well, all we can say is it is a good thing for Kalamazoo and we are sorry to lose him. Sam has been talking about the Grand Rapids Oil Co.'s products quite a good deal while here and now he has thrown that overboard, too, and affiliated himself with the Western Oil Co. We mention this because our readers might wonder what possible excuse anyone could give for moving to Kalamazoo.

And right away they put on Prosperity Week at Kalamazoo.

Bill Sawyer says he has heard of people starting in business with \$75 and within a year having a credit to the extent of several thousand dollars from the wholesale houses, but it remained for his little son, Bud, to pull off a regular one. You know Bill likes to read the Sunday paper—after he gets up—but usually the news is pretty old by the time he gets to it. Last Sunday morning Bud found himself short of change and proceeded to start out down the street to see if he could sell Dad's Sunday paper. In a short time he returned with a cent and no paper and Bill had to guess at the baseball news and church items. All we can say, brother Sawyer, is, get up early and avoid the rush.

Smokes, refreshments and surprises will feature the next regular meet-

ing of Grand Rapids Council next Saturday night.

The following live merchants from the Southern part of the State attended the big fair last week as the guests of the Brown & Sehler Co.

Henry Zeuschmitt, manager for C. L. Glasgow, Nashville; I. J. Stephens, Mendon; Mr. and Mrs. Orla Jingles, Schoolcraft; R. H. Wilcox, Richland; E. Strassburger, Grass Lake; Martin Lofgren, Constantine, and others who got away without enrolling.

J. H. Colby, the efficient credit man with the Brown & Sehler Co., who, it is said, is the author of a book entitled, "Who He Is and What He's Got," has returned from an extended trip to the San Francisco fair and other kindred points. We think the Shasta water out there agreed with him, for he looks hale and hearty and much rested.

The Bagmen will hold their next regular meeting in U. C. T. hall, 38 Ionia avenue, Saturday evening, October 9. Everybody come.

Now comes the still more startling announcement that those Saginaw boosters are not satisfied with twenty-six members at one sitting, but they propose to make it forty at their November meeting. The next week after their big initiation they secured fifteen applications. Boys of No. 131, that shows what can be done if you will get busy and boost.

Miss Gatha Scott, daughter of Mr. and Mrs. F. Eugene Scott, 217 Antisdel court, won five prizes for needle work at the West Michigan State Fair—three firsts and two seconds.

Buy your dance tickets early. First dance October 16 in the new hall, 38 Ionia avenue. Good floor, good music, good committee. Tickets may be obtained of any member of the committee of which C. C. Perkins is chairman.

Every member is a component part of Grand Rapids Council, No. 131, an equal partner in its rights and privileges and the Council will be just what you make it—dead if you are dead, alive if you hustle.

There are some people whose work is so inefficient that if they were off from the job for a few months they would not be missed. Not so with Hotel Inspector Hammell. See how quickly we missed him? And we knew nothing of his sickness. We wish you a speedy and complete recovery, Brother Hammell.

Next week we hope to see our regular scribe on the job again, much refreshed after his vacation.

Every member get a member. This is your Council. Allen F. Rockwell.

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

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

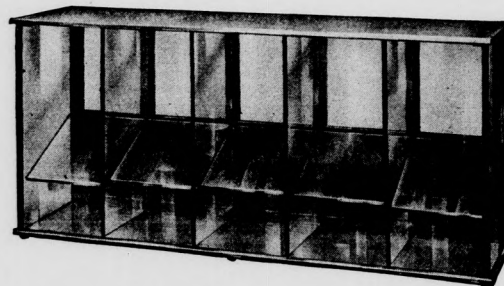


THE FRANKLIN CARTON WAY and the HARD WAY of Selling Sugar

When you get your container of FRANKLIN CARTON SUGAR, you can open it with a pen knife, and there are the ready-to-sell cartons, *ready* for you to lift out and place on your shelf or put into orders or hand to the customer. No weighing, no tying, no bother, no loss by overweight. Just the most convenient way for you to handle sugar. The original containers are easy to handle, carry, or place neatly in any part of the store, their contents being 24, 48, 60 and 120 pounds of all grades bought by housekeepers. Grocers who *once* start to handle FRANKLIN CARTON SUGAR never go back to the barrel and bother with weighing, tying and risking loss by overweight.

FRANKLIN CARTON SUGAR is GUARANTEED FULL WEIGHT and made from Sugar Cane

THE FRANKLIN SUGAR REFINING CO.
Philadelphia



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.

Acetic	6	8	Mustard, true	.9	00@9	50	Ipecac	@	75
Boric	11	@ 15	Mustard, artifl	5	50@5	75	Iron, clo.	@	60
Carbolic	1	77@1	Nutmeg	70	@	80	Kino	@	80
Citric	68	@ 75	Olive, pure	2	50@3	50	Myrrh	@	105
Muriatic	21	@ 5	Olive, Malaga,	1	55@1	65	Nux Vomica	@	70
Nitric	71	@ 12	Olive, Malaga,	1	55@1	65	Opium	@	2
Oxalic	52	@ 55	green	1	50@1	60	Opium, Capmh.	@	90
Sulphuric	21	@ 5	Orange Sweet	.3	00@3	25	Opium, Deodorz'd	@	75
Tartaric	56	@ 60	Organum, pure	@	2	50	Rhubarb	@	70
Ammonia			Organum, com'l	@	7	50			
Water, 26 deg.	61	@ 10	Pennyroyal	2	25@2	50	Paints		
Water, 18 deg.	41	@ 8	Peppermint	2	50@2	75	Lead, red dry	7	@ 71
Water, 14 deg.	31	@ 6	Rose, pure	14	50@1	00	Lead, white dry	7	@ 71
Carbonate	13	@ 15	Rosemary Flows	1	50@1	75	Ochre, white oil	7	@ 71
Chloride	10	@ 25	Sandalwood, E.	7	25@7	50	Ochre, yellow bbl.	1	@ 14
			Sassafras, true	@	1	10	Putty	2	@ 5
Balsams			Sassafras, artifl	@	6	00	Red Venet'n bbl.	1	@ 14
Copaiba	75	@ 100	Spearment	2	75@3	00	Red Venet'n less	2	@ 5
Fir (Canada)	1	25@1	Sperm	90	@ 10	00	Vermillion, Eng.	1	25@1
Fir (Oregon)	40	@ 50	Tansy	4	00@4	25	Vermillion, Amer.	15	@ 20
Peru	4	75@5	Tar, USP	30	@ 40	00	Whiting, bbl.	11	-10@1
Tolu	75	@ 100	Turpentine, bbls	@	46	50	Whiting	2	@ 5
			Turpentine, less	53	@ 58	00	L. H. P. Prep'd	1	35@1
Berries			Wintergreen, true	@	5	00			
Cubeb	70	@ 75	Wintergreen, sweet	3	00@3	25	Insecticides		
Fish	15	@ 20	birch	3	00@3	25	Arsenic	6	@ 10
Juniper	10	@ 15	Wintergreen, art	3	00@3	25	Blue Vitrol, bbl.	@	81
Prickly Ash	@	50	Wormseed	3	50@4	25	Blue Vitrol, less	9	@ 15
			Wormwood	4	00@4	25	Bordeaux Mix Pst	8	@ 10
Barks							Heliochrome		
Cassia (ordinary)	25	@ 30	Potassium				powdered	17	@ 25
Cassia (Saigon)	65	@ 75	Bicarbonate	40	@ 45	50	Insect Powder	30	@ 50
Elm (powd. 30c)	25	@ 30	Bichromate	32	@ 35	50	Lead Arsenate	81	@ 16
Sassafras (pow. 30c)	@	25	Bromide	1	90@1	10	Lime and Sulphur		
Soap Cut (powd.)			Carbonate	45	@ 50	50	Solution, gal.	15	@ 25
35c	23	@ 25	Chlorate, xtal and				Paris Green	20	@ 25
			powdered	42	@ 45	50			
Extracts			Chlorate, granular	47	@ 50	50	Miscellaneous		
Licorice	30	@ 35	Cyanide	30	@ 45	50	Acetanalid	@	1
Licorice powdered	35	@ 40	Iodide	4	32@4	40	Alum	8	@ 11
Flowers			Iodine	1	45@1	50	Alum, powdered and	9	@ 12
Arnica	38	@ 45	Prussiate, red	@	25	50	ground		
Chamomile (Ger.)	65	@ 75	Prussiate, yellow	@	30	00	Bismuth, Subni-		
Chamomile (Rom)	55	@ 60	Sulphate	@	30	00	trate	2</	

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

Gasoline
Some Flour

DECLINED

Index to Markets

By Columns

A	B	C	D	E	F	G	H	J	M	N	O	P	R	S	T	V	W	Y
Ammonia	Baked Beans	Candles	Dried Fruits	Evaporated Milk	Farinaceous Goods	Gelatine	Herbs	Jelly	Macaroni	Nuts	Olives	Pickles	Rice	Salad Dressing	Table Sauces	Vinegar	Wickling	Yeast Cake
1	1	1-2	6	6	6	7	7	8	8	8	8	8	9	9	10	13	13	14
1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

1	2
AMMONIA	Clams
12 oz. ovals, 2 doz. box 75	Little Neck, 1 lb. @ 1 25
AXLE GREASE	Clam Bouillon
1 lb. wood boxes, 4 doz. 3 00	Burnham's 1/2 pt. 2 25
1 lb. tin boxes, 3 doz. 2 55	Burnham's pts. 3 75
3 1/2 lb. tin boxes, 2 dz. 4 25	Burnham's qts. 7 50
10 lb. pails, per doz. 6 00	Corn
15 lb. pails, per doz. 7 20	Fair 65 @ 70
25 lb. pails, per doz. 12 00	Good 90 @ 1 00
BAKED BEANS	Fancy @ 1 30
No. 1, per doz. 45 @ 90	French Peas
No. 2, per doz. 75 @ 1 40	Monbadon (Natural)
No. 3, per doz. 85 @ 1 75	per doz. 1 75
BATH BRICK	Gooseberries
English 95	No. 2, Fair 1 35
BLUING	No. 2, Fancy 2 50
Jennings'	Hominy 85
Condensed Pearl Bluing	Lobster
Small C P Bluing, doz. 45	1/4 lb. 1 45
Large C P Bluing, doz. 75	1/2 lb. 2 25
BLUING	Picnic Flat 2 50
Folger's	Mackerel
Summer Sky, 3 dz. cs. 1 20	Mustard, 1 lb. 1 80
Summer Sky, 10 dz bbl 4 00	Mustard, 2 lb. 2 80
BREAKFAST FOODS	Soused, 1 1/2 lb. 1 60
Apelto, Biscuits 3 00	Soused, 2 lb. 2 75
Bear Food, Pettijohns 2 13	Tomato, 1 lb. 1 50
Cracked Wheat, 24-2 2 85	Tomato, 2 lb. 2 80
Cream of Rye, 24-2 3 00	Mushrooms
Quaker Puffed Rice 4 25	Buttons, 1/4 15
Quaker Puffed Wheat 4 45	Buttons, 1 lb. 32
Quaker Brkfst Biscuit 1 90	Hotels, 1 lb. 21
Quaker Corn Flakes 1 75	Oysters
Victor Corn Flakes 2 20	Cove, 1 lb. 75
Washington Crisps 1 85	Cove, 2 lb. 1 40
Wheat Hearts 2 05	Plums
Wheatena 4 50	90 @ 1 35
Evaporated Sugar Corn 90	Pears in Syrup
Farinose, 24-2 2 70	No. 3 cans, per doz. 1 50
Grape Nuts 2 70	Peas
Grape Sugar Flakes 2 50	Marrowfat 90 @ 1 00
Sugar Corn Flakes 2 50	Early June 1 10 @ 1 25
Hardy Wheat Food 2 25	Early June siftd 1 45 @ 1 55
Holland Rusk 3 20	Peaches
Krinkle Corn Flakes 1 75	Pie 1 00 @ 1 25
Maple-Corn Flakes 2 80	No. 10 size can pie 25
Minn. Wheat Cereal 3 75	Pineapple
Ralston Wheat Food 4 50	Grated 1 75 @ 2 10
Ralston Wht Food 10c 2 25	Sliced 95 @ 2 60
Roman Meal 2 30	Pumpkin
Saxon Wheat Food 2 80	Fair 80
Shred Wheat Biscuit 3 60	Good 90
Triscuit, 18 1 80	Fancy 1 00
Pillsbury's Best Cerl 4 25	No. 10 2 40
Post Toasties, T-2 2 50	Raspberries
Post Toasties, T-3 2 70	Standard 0
Post Tavern Porridge 2 10	Salmon
BROOMS	Warrens, 1 lb. Tall 2 30
Fancy Parlor, 25 lb. 4 25	Warrens, 1 lb. Flat 2 45
Parlor, 5 String, 25 lb. 4 00	Red Alaska 1 70 @ 1 75
Standard Parlor, 23 lb. 3 50	Med Red Alaska 1 40 @ 1 45
Common, 23 lb. 3 25	Pink Alaska 1 20
Special, 23 lb. 3 25	Sardines
Warehouse, 33 lb. 4 25	Domestic, 1/4 3 70
Common Whisk 1 00	Domestic, 1/2 3 75
Fancy Whisk 1 25	Domestic, 3/4 3 75
BRUSHES	French, 1/4 7 @ 14
Scrub	French, 1/2 13 @ 23
Solid Back, 8 in. 75	Sauer Kraut
Solid Back, 11 in. 95	No. 3, cans 90
Pointed Ends 85	No. 10, cans 2 40
Shoe	Shrimps
No. 3 1 00	Dunbar, 1 doz. 1 45
No. 7 1 30	Dunbar, 1 1/2 doz. 2 70
No. 4 1 70	Succotash
No. 3 1 90	Fair 90
BUTTER COLOR	Good 1 20
Dandelion, 25c size 2 00	Fancy 1 25 @ 1 40
CANDLES	Strawberries
Paraffine, 6s 7	Good 90
Paraffine, 12s 7 1/2	Fancy 1 20
Wickling 20	No. 10 2 90
CANNED GOODS	Tomatoes
Apples	Good 90
3 lb. Standards 85	Fancy 1 20
No. 10 2 50	No. 10 2 90
Blackberries	Tuna
2 lb. 1 50 @ 1 90	1/4, 4 doz. in case 3 60
Standard No. 10 5 25	1/2, 4 doz. in case 3 60
Beans	1/4, 4 doz. in case 3 60
Baked 85 @ 1 30	CATSUP
Red Kidney 75 @ 95	Snider's pints 2 35
String 1 00 @ 1 75	Snider's 1/4 pints 1 35
Wax 75 @ 1 25	CHEESE
Blueberries	Acme 15 1/2
Standard 1 40	Carson City 15 1/2
No. 10 6 50	Brick 17
	Leiden 15
	Limburger 18
	Pineapple 40
	Edam 45
	Sap Sago 14
	Swiss, domestic 20

3	4	5
CHEWING GUM	McLaughlin's XXXX	Peanuts
Adams Black Jack 62	McLaughlin's XXXX	Fancy H P Suns
Adams Sappota 65	package coffee is sold to	Raw 5 1/2 @ 6 1/2
Beeman's Peppin 62	retailers only. Mail all or-	Roasted 7 @ 7 1/2
Beechnut 62	ders direct to W. F. Mc-	H. P. Jumbo,
Chiclets 1 33	Laughlin & Co., Chicago,	Raw 7 1/2 @ 8
Colgan Violet Chips 65	Ill.	Roasted 8 1/2 @ 9
Colgan Mint Chips 65	Extracts	CRACKERS
Dentyne 62	Holland, 1/2 gro. bxs. 95	National Biscuit Company
Doublemint 62	Felix, 1/2 gross 1 15	Brands
Flag Spruce 69	Hummel's foil, 1/2 gro. 85	In-er-Seal Trade Mark
Juicy Fruit 59	Hummel's tin, 1/2 gro. 1 43	Package Goods
Red Robin 62	CONFECTIONERY	Per doz.
Sterling Gum Pep. 62	Stick Candy	Baronet Biscuit 1 00
Sterling 7-Point 62	Horehound 9 1/2	Flake Wafers 1 00
Spearmint, Wrigleys 64	Standard 9 1/2	Cameo Biscuit 1 50
Spearmint, 5 box jars 3 20	Standard, small 10	Cheese Sandwich 1 00
Spearmint, 3 box jars 1 92	Twist, small 10	Chocolate Wafers 1 00
Trunk Spruce 59	Jumbo 9 1/2	Fig Newton 1 00
Yucatan 62	Jumbo, small 10	Five O'Clock Tea Bt 1 00
Zeno 64	Big Stick 9 1/2	Ginger Snaps NBC 1 00
	Boston Sugar Stick 14	Graham Crackers 1 00
	Mixed Candy	Lemon Snaps 50
	Broker 8 1/2	M. M. Dainties 1 00
	Cut Leaf 10	Oysterettes 50
	French Cream 10	Pretzels 50
	Fancy 10	Royal Toast 1 00
	Grocers 7	Social Tea Biscuit 1 00
	Kindergarten 12	Saltine Biscuit 1 00
	Leader 10	Saratoga Flakes 1 50
	Majestic 10	Soda Crackers, N.B.C. 1 00
	March 10	Soda Crackers, Prem. 1 00
	Novelty 11	Unedea Biscuit 50
	Paris Creams 11	Unedea Ginger Wafer 1 00
	Premio Creams 14	Vanilla Wafers 1 00
	Royal 8 1/2	Water Thin Biscuit 1 00
	Special 10	Zu Zu Ginger Snaps 50
	Valley Creams 13	Zwieback 1 00
	X L O 7 1/2	Other Package Goods
	Specialties	Barnum's Animals 50
	Auto Kisses (baskets) 13	Soda Crackers NBC 2 50
	Autumn Leaves 13	Fruit Cake 3 00
	Bonnie Butter Bites 17	Bulk Goods
	Butter Cream Corn 15	Cans and boxes
	Caramel Dice 13	Animals 12
	Cocoanut Kraut 14	Atlantics, Asstd. 13
	Cocoanut Waffles 14	Avena Fruit Cakes 12
	Coffy Toffy 14	Bonnie Doo Cookies 10
	Dainty Mints 1b. tin 16	Bonnie Lassies 10
	Empire Fudge 14	banquet Wafers 20
	Fudge, Pineapple 14	Cameo Biscuit 25
	Fudge, Walnut 14	Cecelia Biscuit 16
	Fudge, Filbert 14	Cheese Tid Bits 20
	Fudge, Choco. Peanut 13	Chocolate Bar (cans) 20
	Fudge, Honey Moon 14	Chocolate Drop Center 18
	Fudge, Toasted Cocoa- 14	Chocolate Puff Cake 18
	nut 14	Choc. Honey Fingers 16
	Fudge, Cherry 14	Circle Cookies 12
	Fudge, Cocoanut 14	Cracknels 20
	Honeycomb Candy 16	Cream Fingers 14
	Iced Maroons 14	Cocoanut Fairy Bar 15
	Iced Gems 15	Cocoanut Drops 12
	Iced Orange Jellies 13	Cocoanut Macaroons 15
	Italian Bon Bons 13	Cocoanut Molasses 15
	Lozenges, Pep. 11	Cocot Honey Fingers 12
	Lozenges, Pink 11	Cocot Honey Jumbles 12
	Manchus 14	Coitee Cakes Iced 12
	Molasses Kisses, 10 13	Crumpets 12
	Nb. box 13	Dinner Pail Mixed 10
	Nut Butter Puffs 14	Extra Wine Biscuit 15
	Pecans, Ex. Large 14	Family Cookies 10
	Chocolates	Fig Cakes Asstd. 12
	Assorted Choc. 16	Kreside Peanut Jumb 10
	Amazon Caramels 16	Gluted Cocoanut Bar 12
	Champion 13	Frosted Creams 10
	Choc. Chips, Eureka 19	Frosted Ginger Cook. 10
	Climax 14	Frosted Raisin Sqs. 10
	Eclipse, Assorted 14	Full Moon 10
	Ideal Chocolates 14	Ginger Drops 13
	Klondike Chocolates 18	Ginger Gems Plain 10
	Nabobs 18	Ginger Gems, Iced 11
	Nibble Sticks 25	Graham Crackers 9
	Nut Wafers 18	Ginger Snaps Family 9 1/2
	Ocoro Choc. Caramels 17	Ginger Snaps Round 9
	Peanut Clusters 20	Hippodrome Bar 12
	Quintette 16	Honey Fingers Asst 12
	Regina 12	Honey Jumbles 12
	Star Chocolates 13	Household Cookies 10
	Superior Choc. (light) 19	Household Cooks, Iced 11
	Pop Corn Goods	Imperial 10
	Without prizes.	Jubilee Mixed 10
	Cracker Jack with	Kaiser Jumbles 12
	coupon 3 25	Lady Fingers Sponge 30
	Pop Corn Goods with Prizes	Leap Year Jumbles 20
	Oh My 100s 3 50	Lemon Biscuit Square 10
	Cracker Jack, with Prize	Lemon Cakes 10
	Hurrah, 100s 3 50	Lemon Wafers 10
	Hurrah, 50s 1 75	Lorna Doon 18
	Hurrah, 24s 85	Mace Cakes 10
	Cough Drops	Mary Ann 10
	Putnam Menthol 1 00	Manilay 10
	Smith Bros. 1 25	Marshmallow Pecans 20
	NUTS—Whole	Mol. Frt. Cookie, Iced 11
	Almonds, Tarragona 22	NBC Honey Cakes 12
	Almonds, California	Oatmeal Crackers 9
	soft shell Drake @ 22	Orange Gems 10
	Brazils 12 @ 13	Oreo Biscuit 25
	Filberts 12 @ 13	Othello 15
	Cal. No. 1 S. S. 22	Penny Assorted 10
	Walnuts, Naples 18 @ 19	Picnic Mixed 12
	Walnuts, Grenoble 17 @ 18	Raisin Cookies 12
	Table nuts, fancy 14 @ 16	Raisin Gems 12 1/2
	Pecans, Large 13	Reverses Asstd. 17
	Pecans, Ex. Large 14	Rittenhouse Biscuit 14
	Shelled	Snaparoons 15
	No. 1 Spanish Shelled	Spiced Cookie 10
	Peanuts 6 1/2 @ 7	Spiced Jumbles, Iced 12
	Ex. Lg. Va. Shelled	Sugar Fingers 12
	Pecan Halves 10 @ 11	Sugar Crimp 12
	Walnut Halves @ 40	Sultana Fruit Biscuit 18
	Filbert Meats @ 30	Sweethearts 25
	Alicante Almonds @ 60	Vanilla Wafers 20
	Jordan Almonds ..	

6		7		8		9		10		11	
Butter		Poles		Tallow		Picnic Botted		SEEDS		TOBACCO	
Boxes		Bamboo, 14 ft., per doz. 55		No. 1 @ 5		Hams 19 1/2 @ 20		Anise 18		Fine Cut	
N B C Square 7 1/2		Bamboo, 16 ft., per doz. 60		No. 2 @ 4		Boiled Hams 21 @ 22		Canary, Smyrna 8		Blot 1 45	
Seymour Round 7 1/2		Bamboo, 18 ft., per doz. 80		Unwashed, med. @ 24		Minced Ham 12 @ 12 1/2		Caraway 15		Bugle, 10c 3 84	
N B C Sodas 7 1/2		FLAVORING EXTRACTS		Unwashed, fine @ 20		Bacon 14 1/2 @ 23		Cardamon, Malabar 1 20		Bugle, 10c 11 00	
N B C Picnic Oysters 7 1/2		Jennings D C Brand		HORSE RADISH		Sausages		Celery 45		Dan Patch, 8 and 16 oz. 32	
Gem Oysters 7 1/2		Extract Lemon Terpeneless		Per doz. 90		Bologna 10 1/2 @ 11		Hemp, Russian 5		Dan Patch, 4 oz. 11 52	
Soda		Extract Vanilla Mexican		Jelly		Frankfort 12 @ 12 1/2		Mixed Bird 9		Dan Patch, 2 oz. 5 78	
N B C Sodas 7 1/2		Both at the same price.		5 lb. pails, per doz. 2 30		Pork 11 @ 12		Mustard, white 12		Fast Mail, 16 oz. 7 80	
Premium Sodas 8		No. 1, F box 1/4 oz. 85		15 lb. pails, per pail 65		Veal 11 @ 12		Poppy 16		Hiawatha, 16 oz. 60	
Select Sodas 10		No. 4, F box, 2 1/2 oz. 2 25		30 lb. pails, per pail 25		Tongue 11		Rape 10		Hiawatha, 5c 5 40	
Saratoga Flakes 13		No. 3, 2 1/4 oz. Taper 2 00		JELLY GLASSES		Headcheese 10		SHOE BLACKING		May Flower, 16 oz. 9 36	
Saltines 13		No. 2, 1 1/2 oz. flat 1 75		1/2 pt. in bbls., per doz. 15		Beef		Handy Box, large 3 dz. 3 50		No Limit, 8 oz. 1 80	
Oyster		FLOUR AND FEED		1/2 pt. in bbls., per doz. 16		Boneless 20 00 20 50		Handy Box, small 1 25		No Limit, 16 oz. 3 60	
N B C Picnic Oysters 7 1/2		Grand Rapids Grain & Milling Co.		8 oz. capped in bbls., per doz. 18		Rump, new 24 50 25 00		Bixby's Royal Polish 85		Ojibwa, 16 oz. 3 60	
Gem Oysters 7 1/2		Winter Wheat		MAPLEINE		Pig's Feet		Miller's Crown Polish 35		Ojibwa, 5c 1 85	
Shell 8 1/2		Purity Patent 5 80		2 oz. bottles, per doz. 3 00		1/4 bbls. 1 00		Scotch, in bladders 37		Petoskey Chief, 15 oz. 2 00	
Sugar Wafer Specialties		Fancy Spring 6 75		1 oz. bottles, per doz. 1 75		1/2 bbls. 2 00		Maccaboy, in jars 35		Petoskey Chief, 14 oz. 5 78	
Adora 1 00		Wizard, Graham 5 60		16 oz. bottles, per doz. 18 00		1 bbl. 8 50		French Rapple in jars 43		Peach and Honey, 5c 6 78	
Nabisco 1 00		Wizard, Gran. Meal 4 80		32 oz. bottles, per doz. 30 00		Tripe		Boxes 5 1/2		Red Bell, 16 oz. 3 98	
Nabisco 1 75		Wizard Buckw't cwt. 3 60		MINCE MEAT		Kits, 15 lbs. 90		Kegs, English 4 1/2		Red Bell, 8 foll 1 98	
Festino 1 50		Rye 6 60		Per case 2 85		1/4 bbls., 40 lbs. 1 60		SPICES		Sterling, L & D 5c 5 78	
Festino 2 50		Valley City Milling Co.		MOLASSES		1/2 bbls., 80 lbs. 3 00		Whole Spices		Sweet Cuba, canister 9 16	
Lorna Doone 1 00		Lily White 6 10		New Orleans		Hogs, per lb. 35		Allspice, Jamaica .9 @ 10		Sweet Cuba, 5c 5 76	
Anola 1 00		Light Loaf 5 70		Fancy Open Kettle 42		Beef, rounds, set 20 @ 21		Cloves, Zanzibar @ 22		Sweet Cuba, 1 lb. tin 4 50	
Champagne Wafers 2 50		Graham 2 60		Choice 35		Sheep, per bundle 90		Cassia, Canton @ 25		Sweet Burley, 1/2 lb. foll 2 25	
Above quotations of National Biscuit Co., subject to change without notice.		Gran. Meal 2 10		Good 22		Solid Dairy 12 1/2 @ 16 1/2		Cassia, 5c pkg. dz. @ 25		Sweet Burley, 5c L&D 5 76	
CREAM TARTAR		Bolted Med. 2 00		Fair 20		Country Rolls 13 @ 19 1/2		Ginger, African @ 3 1/2		Sweet Burley, 8 oz. 2 45	
Barrels or Drums 40		Voigt Milling Co.		Half barrels 2c extra		Uncolored Butterine		Mace, Penang @ 70		Sweet Mist, 1/2 gro. 5 70	
Boxes 41		Voigt's Crescent 6 10		Red Hen, No. 2 1/2 1 75		Corned Meats		Mixed, No. 1 @ 17		Sweet Mist, 8 oz. 5 70	
Square Cans 43		Voigt's Royal 6 50		Red Hen, No. 5 1 75		Corned beef, 2 lb. 4 70		Mixed, No. 2 @ 16		Telegram, 5c 5 76	
Fancy Caddies 48		Voigt's Flour 6 10		Red Hen, No. 10 1 65		Roast beef, 2 lb. 4 70		Mixed, 5c pkgs. dz. @ 45		Tiger, 5c 6 00	
DRIED FRUITS		Voigt's Hygienic Graham 4 95		MUSTARD		Roast beef, 1 lb. 2 50		Nutmegs, 70-180 @ 30		Tiger, 25c cans 2 40	
Apples		Watson-Higgins Milling Co.		1/4 lb. 6 lb. box 16		Potted Meat, Ham 48		Nutmegs, 105-110 @ 25		Uncle Daniel, 1 lb. 60	
Evaporated Choice blk		Perfection 5 95		OLIVES		Flavor, 1/4s 48		Pepper, Black @ 15		Uncle Daniel, 1 oz. 5 22	
Evaporated Fancy pkg.		Tip Top Flour 5 40		Bulk, 1 gal. kegs 1 10 @ 1 20		Potted Meat, Ham 48		Pepper, White @ 25		Plug	
Apricots		Golden Sheaf Flour 4 90		Bulk, 2 gal. kegs 1 05 @ 1 15		Flavor, 1/4s 48		Paprika, Cayenne @ 22		Am. Navy, 16 oz. 32	
Citron		Marshall's Best Flour 5 50		Bulk, 5 gal. kegs 1 00 @ 1 10		Potted Meat, Ham 48		Paprika, Hungarian @ 45		Apple, 10 lb. butt 36	
Currents		Worden Grocer Co.		Stuffed, 8 oz. 1 25		Flavor, 1/4s 48		Pure Ground in Bulk		Drummond Nat. Leaf, 2 and 5 lb. 36	
Imported, 1 lb. pkg. 9 1/2		Quaker, paper 5 60		Stuffed, 14 oz. 2 25		Potted Tongue, 1/4s 48		Allspice, Jamaica @ 12		Drummond Nat. Leaf, per doz. 96	
Imported, bulk 9 1/2		Quaker, cloth 5 70		Pitted (not stuffed) 14 oz. 2 25		Potted Tongue, 1/4s 48		Cloves, Zanzibar @ 28		Battle Ax 32	
Peaches		Kansas Hard Wheat		Manzanilla, 8 oz. 90		Potted Tongue, 1/4s 48		Cassia, Canton @ 22		Bracer, 6 and 12 lb. 30	
Muirs—Choice, 25 lb. 6 1/2		Voigt Milling Co.		Lunch, 10 oz. 1 35		Potted Tongue, 1/4s 48		Ginger, African @ 18		Big Four, 6 and 16 lb. 32	
Muirs—Fancy, 25 lb. 7 1/2		Calla Lily 6 10		Lunch, 16 oz. 1 35		Potted Tongue, 1/4s 48		Mace, Penang @ 75		Boot Jack, 2 lb. 90	
Fancy, Peeled, 25 lb. 12		Worden Grocer Co.		Queen, Mammoth, 19 oz. 4 25		Potted Tongue, 1/4s 48		Nutmegs @ 35		Boot Jack, per doz. 96	
Peel		American Eagle, 1/4s 6 30		Queen, Mammoth, 28 oz. 5 75		Potted Tongue, 1/4s 48		Pepper, Black @ 18		Bullion, 16 oz. 46	
Lemon, American 12 1/2		American Eagle, 1/4s 6 20		Olive Chow, 2 doz. cs. per doz. 2 25		Potted Tongue, 1/4s 48		Pepper, White @ 32		Climax Golden Twins 48	
Orange, American 12 1/2		American Eagle, 1/4s 6 10		PEANUT BUTTER		Potted Tongue, 1/4s 48		Pepper, Cayenne @ 24		Climax, 14 1/2 oz. 44	
Raisins		Spring wheat		Bel-Car-Mo Brand		Potted Tongue, 1/4s 48		Paprika, Hungarian @ 45		Climax, 7 oz. 47	
Cluster, 20 cartons 2 25		Roy Baker		24 lb. fibre pails 09 1/2		Potted Tongue, 1/4s 48		STARCH		Day's Work, 7 & 14 lb. 37	
Loose Muscatels, 4 Cr. 7 1/2		Mazeppa (new) 5 40		13 lb. fibre pails 10		Potted Tongue, 1/4s 48		Kingsford, 40 lbs. 7 1/2		Creme de Menthe, lb. 62	
Loose Muscatels, 3 Cr. 7 1/2		Golden Horn, (new) bakers 5 30		14 lb. tin pails, 1 doz. 2 85		Potted Tongue, 1/4s 48		Muzzy, 20 lb. pkgs. 5 1/2		Derby, 5 lb. boxes 28	
L. M. Seeded, 1 lb. 8 @ 8 1/2		Wisconsin Rye 5 60		6 1/2 oz. jars, 2 doz. 1 80		Potted Tongue, 1/4s 48		Silver Gloss, 40 lb. 7 1/2		5 Bros., 4 lb. 56	
California Prunes		Bohemian Rye 5 65		PETROLEUM PRODUCTS		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Four Roses, 10c 90	
30-100 25 lb. boxes @ 7 1/2		Judson Grocer Co.		Iron Barrels		Potted Tongue, 1/4s 48		Argo, 24 5c pkgs. 90		Gilt Edges, 2 lb. 50	
30-90 25 lb. boxes @ 8 1/2		Ceresota, 1/4s 6 60		Perfection 7		Potted Tongue, 1/4s 48		Silver Gloss, 16 3 lbs. 6 1/2		Gold Rope, 6 and 12 lb. 58	
70-80 25 lb. boxes @ 9 1/2		Ceresota, 1/4s 6 50		Red Crown Gasoline 12		Potted Tongue, 1/4s 48		Silver Gloss, 12 6 lbs. 8 1/2		Gold Rope, 4 and 8 lb. 58	
30-70 25 lb. boxes @ 10		Ceresota, 1/4s 6 40		Gas Machine Gasoline 14.9		Potted Tongue, 1/4s 48		Muzzy, 10 lb. pkgs. 5		G. O. P., 12 and 24 lb. 40	
50-60 25 lb. boxes @ 10 1/2		Voigt Milling Co.		V M & Naphtha 11.5		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Granger Twist, 6 lb. 46	
10-50 25 lb. boxes @ 11		Columbian 6 75		Capitol Cylinder 29.9		Potted Tongue, 1/4s 48		Argo, 24 5c pkgs. 90		G. T. W., 10 and 21 lb. 36	
EVAPORATED MILK		Worden Grocer Co.		Atlantic Red Engine 13.4		Potted Tongue, 1/4s 48		Silver Gloss, 12 6 lbs. 8 1/2		Horse Shoe, 6 and 12 lb. 43	
Red Band Brand		Wingold, 1/4s cloth 6 20		Summer Black 6.7		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Honey Dip Twist, 5 and 10 lb. 45	
Baby 2 30		Wingold, 1/2s cloth 6 10		Polarine 28.9		Potted Tongue, 1/4s 48		Argo, 24 5c pkgs. 90		Jolly Tar, 5 and 8 lb. 40	
Tall 3 40		Wingold, 1/2s paper 6 05		PICKLES		Potted Tongue, 1/4s 48		Silver Gloss, 16 3 lbs. 6 1/2		Keruey Navy, 12 lb. 32	
5 case lots, 5c less; 10 case lots, 10c less.		Wingold, 1/4s paper 6 00		Medium		Potted Tongue, 1/4s 48		Silver Gloss, 12 6 lbs. 8 1/2		Keystone Twist, 6 lb. 45	
FARINACEOUS GOODS		Meal		Small		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Kismet, 6 lb. 32	
Beans		Golden Granulated 4 80		Barrels, 1,200 count 7 50		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Maple Dip, 20 oz. 28	
California Limas 6 1/2		New Red 96		Half bbls., 600 count 4 25		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Merry Widow, 1 lb. 32	
Med. Hand Picked 3 00		New White 98		5 gallon kegs 1 90		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Nobby Spun Roll, 6 & 8 lb. 52	
Brown Holland 3 20		Oats		Barrels		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Parrot, 12 lb. 32	
Farina		Michigan carlots 38		Half barrels 5 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Patterson's Nat. Leaf 41	
25 1 lb. packages 1 60		Less than carlots 49		5 gallon kegs 2 25		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Peachey, 6, 12 & 24 lb. 41	
Bulk, per 100 lb. 4 50		Corn		Small		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Picnic Twist, 5 lb. 45	
Original Holland Rusk		Carlots 86		Barrels 9 50		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Piper Heldsleck, 4 & 7 lb. 69	
Packed 12 rolls to container 3 containers (40) rolls 3 20		Less than carlots 86		Half barrels 5 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Piper Heldsleck, per doz. 96	
Hominy		Hay		5 gallon kegs 2 50		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Polo, 3 doz., per doz. 48	
Pearl, 100 lb. sack 2 50		Carlots 16 00		Sweet Small		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Redicut, 1 1/2 oz. 38	
Maccaroni and Vermicelli		Less than carlots 18 00		Barrels 16 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Scrapple, 2 and 4 doz. 48	
Domestic, 10 lb. box 60		Feed		Half barrels 8 50		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Spear Head, 12 32	
Imported, 25 lb. box 3 50		No. 1 Corn & oat Fd 33 00		5 gallon kegs 3 20		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Spear Head, 1 1/2 oz. 44	
Pearl Barley		Cracked Corn 34 00		PIPES		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Spear Head, 7, 14 & 28 lb. 30	
Chester 3 50		Coarse Corn Meal 34 00		Clay, No. 216, per box 1 75		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Star, 6, 12 and 24 lb. 30	
Portage 4 75		FRUIT JARS		Clay, T. D. full count 1 60		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Standard Navy, 7 1/2, 15 and 30 lb. 34	
Peas		Mason, pts., per gro. 4 55		Cob 90		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Ten Penny, 6 and 12 lb. 35	
Green, Wisconsin, bu. 2 90		Mason, qts., per gro. 5 60		PLAYING CARDS		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Town Talk, 14 oz. 31	
Split, lb. 6 1/2		Mason, 1/2 gal. per gro. 7 40		No. 90, Steamboat 75		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Yankee Girl, 12 & 24 lb. 31	
Sago		Mason, can tops, gro. 2 25		No. 15, Rival assorted 1 25		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Scrap	
East India 5		GELATINE		No. 20, Rover, enam'd 1 50		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		All Red, 5c 5 76	
German, broken pkg. 6 1/2		Cox's, 1 doz. large 1 45		No. 572, Special 1 75		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Am. Union Scrap 5 40	
Tapoca		Cox's, 1 doz. small 90		No. 98 Gof, Satin fin. 2 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Bag Pipe, 5c 5 88	
Flake, 100 lb. sacks 5 1/2		Cox's Sparkling, doz. 1 25		No. 808, Bicycle 2 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Culitas, 2 1/2 oz. 26	
Pearl, 100 lb. sacks 5 1/2		Knox's Sparkling, gr. 14 00		No. 632 Tourn't whist 2 25		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Globe Scrap, 2 oz. 30	
Pearl, 36 pkgs. 2 25		Knox's Acid'd doz. 1 25		POTASH		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Honey Comb Scrap, 2 oz. 5 76	
Minute, 36 pkgs. 2 75		Minute, 2 qts, doz. 1 10		Babbitt's, 2 doz. 1 75		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Honest Scrap, 5c 5 76	
FISHING TACKLE		Minute, 2 qts, 3 doz. 3 25		PROVISIONS		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Mail Pouch, 4 doz. 5c 20	
1/2 to 1 in. 6		Nelson's 1 50		Barreled Pork		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Old Songs, 5c 5 76	
1 1/2 to 2 in. 7		Oxford 1 25		Clear Back 22 00 @ 23 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Old Times, 1/2 gro. 5 50	
2 to 3 in. 9		Plymouth Rock, Phos. 1 25		Cut Cr 22 00 @ 21 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Polar Bear, 5c, 1/2 gro. 5 76	
3 in. 11		Plymouth Rock, Plain 90		Bean 14 00 @ 15 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Red Band, 5c, 1/2 gro. 5 76	
Cotton Lines		GRAIN BAGS		Brisket, Clear 24 00 @ 25 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Red Man Scrap, 5c 1 42	
No. 1, 10 feet 5		Broad Gauge 18		Pig 26 00		Potted Tongue, 1/4s 48		Muzzy, 40 lb. pkgs. 5		Scrapple, 5c pkgs. 48	
No											

SPECIAL PRICE CURRENT

12

Smoking	
Big Chief, 16 oz.	30
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip'g, Johnson	30
Cigar Clip'g, Seymour	30
Identity, 3 and 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	30
Corn Cake, 7 oz.	2 55
Corn Cake, 14 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil ...	5 76
Cuban Star, 16 oz. pls	72
Chips, 10c	10 30
Dilla Best, 1 1/2 oz.	79
Dilla Best, 3 1/2 oz.	77
Dilla Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug ...	29
F. O. B. 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail ...	4 60
Gail & Ax Navy, 5c ...	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Grand Made, 2 1/2 oz. ...	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kill Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro. ...	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs. ...	19
P. S., 3 oz., per gro. ...	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz. ...	96
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz. ...	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Flow Boy, 5c	5 76
Flow Boy, 10c	11 40
Flow Boy, 14 oz.	70
Pedro, 10c	11 83
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz., doz.	3 20
Soldier Boy, 5c gross ...	5 76
Soldier Boy, 10c	10 50

13

Pilot, 7 oz. doz.	1 05
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz. ...	4 60
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper ...	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran. ...	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Trout Line, 5c	5 90
Trout Line, 10c	11 00
Turkish, Patrol, 2-9 ...	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 50c tins	7 45
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails ...	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz. ...	4 60

TWIN

Cotton, 3 ply	20
Cotton, 4 ply	20
Cotton, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	10 1/2

VINEGAR

White Wine, 40 grain 8 1/2	
White Wine, 80 grain 11 1/2	
White Wine, 100 grain 13	
Oakland Vinegar & Pickle	
Co.'s Brands	
Highland apple cider 18	
Oakland apple cider 13	
State Seal sugar 11 1/2	
Oakland white pickles 10	
Packages free.	

WICKING

No. 0, per gross	30
No. 1, per gross	40
No. 2, per gross	50
No. 3, per gross	75

WOODENWARE

Baskets	
Bushels, 1000	1 00
Bushels, wide band ..	1 15
Market	28
Splint, large	4 09
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large 8 00	
Willow, Clothes, small 6 25	
Willow, Clothes, me'm 7 25	

Butter Plates

Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
2 lb., 250 in crate	50
3 lb., 250 in crate	70
5 lb., 250 in crate	90

Wire End

1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65

Churns

Barrel, 5 gal., each ...	2 40
Barrel, 10 gal., each ...	2 55

Clothes Pins

Round Head	
4 1/2 inch, 5 gross	60
Cartons, 20 2 1/2 doz. bxs	65

Egg Crates and Fillers

Humpy Dumpty, 12 dz. ...	20
No. 1 complete	40
No. 2, complete	28
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets 1 15	

Faucets

Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90

Mop Sticks

Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12 lb. cotton mop heads	1 30

14

Pails	
10 qt. Galvanized	2 00
12 qt. Galvanized	2 25
14 qt. Galvanized	2 50
Fibre	2 40

Toothpicks

Birch, 100 packages	2 00
Ideal	85

Traps

Mouse, wood, 2 holes ...	22
Mouse, wood, 4 holes ...	45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 6 holes ...	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

Tubs

No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	7 50
Medium Galvanized	6 50
Small Galvanized	5 50

Washboards

Banner, Globe	3 00
Brass, Single	4 25
Glass, Single	3 60
Single Acme	3 50
Single Peerless	5 75
Single Peerless	4 00
Northern Queen	4 50
Double Duplex	3 75
Good Enough	4 00
Universal	4 00

Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls

13 in. Butter	1 75
15 in. Butter	2 50
17 in. Butter	4 75
19 in. Butter	7 50

WRAPPING PAPER

Common Straw	2
Fibre Manila, white ...	3
Fibre Manila, colored 4	
No. 1 Manila	4
Cream Manila	3
Butcher's Manila	2 1/2
Wax Butter, short c't 10	
Wax Butter, full c't 15	
Wax Butter, rolls	12

YEAST CAKE

Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	15
Yeast Foam, 1 1/2 doz. ...	85

AXLE GREASE

1 lb. boxes, per gross 8 70
3 lb. boxes, per gross 22 70

TELFER'S COFFEE



Jamo, 1 lb. tin	31
Eden, 1 lb. tin	27
Belle Isle, 1 lb. pkg. ...	27
Bismarck, 1 lb. pkg. ...	24
Vera, 1 lb. pkg.	23
Koran, 1 lb. pkg.	22
Telfer's Quality 25 ...	19
Moson	18
Quality, 20	16
W. J. G. Tea	37
Cherry Blossom Tea ...	37
Telfer's Ceylon	40

CHARCOAL

Car lots or local shipments.
bulk or sacked in paper or jute.
Poultry and stock charcoal.

M. O. DEWEY CO., Jackson, Mich.

15

BAKING POWDER

K. C.	
Doz.	
10 oz., 4 doz. in case ...	85
15 oz., 4 doz. in case ...	1 25
20 oz., 3 doz. in case ...	1 60
25 oz., 4 doz. in case ...	2 00
50 oz., 2 doz. plain top	4 00
50 oz., 2 doz. screw top	4 20
80 oz., 1 doz. plain top	6 50
80 oz., 1 doz. screw top	6 75
Barrel Deal No. 2	
8 doz. each 10, 15 and	
25 oz.	32 80
With 4 dozen 10 oz. free	
Barrel Deal No. 2	
6 doz. each, 10, 15 and	
25 oz.	24 60
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25 oz.	16 40
With 2 doz. 10 oz. free	
All cases sold F. O. B.	
jobbing point.	
All barrels and half-	
barrels sold F. O. B. Chi-	
cago.	

Royal

10c size	90
1/4 lb cans 1 35	
6 oz cans 1 90	
1/2 lb cans 2 50	
1 lb cans 3 75	
1 lb cans 4 80	
3 lb cans 13 00	
5 lb cans 21 50	

CIGARS

Johnson Cigar Co.'s Brand	
Dutch Masters Club 70 00	
Dutch Masters, Inv. 70 00	
Dutch Masters, Pan. 70 00	
Dutch Master Grande 68 00	
Little Dutch Masters	
(300 lots)	10 00
Gee Jay (300 lots)	10 00
El Portana	33 00
S. C. W.	32 00

Worden Grocer Co. Brands

Canadian Club	
Londres, 50s, wood	35
Londres, 25s tins	35
Londres, 300 lots	10

COFFEE

OLD MASTER COFFEE

Old Master Coffee	31
San Marto Coffee	

FITZPATRICK BROTHERS' SOAP CHIPS

White City (Dish Washing)	210 lbs. 3c per lb.
Tip Top (Caustic)	250 lbs. 4c per lb.
No. 1 Laundry Dry	225 lbs. 5 1/2 c per lb.
Palm Pure Soap Dry	300 lbs. 6 1/2 c per lb.

FOOTE & JENKS' Killarney (BRAND REGISTERED) Ginger Ale

(CONTAINS NO CAPSICUM)

An Agreeable Beverage of the CORRECT Belfast Type.
Supplied to Dealers, Hotels, Clubs and Families in Bottles Having
Registered Trade-Mark CrownsA Partial List of Authorized Bottlers: A. L. JOYCE & SON, Grand Rapids and Traverse City, Mich.;
KALAMAZOO BOTTLING CO., Kalamazoo, Mich.; KILLARNEY BOTTLING CO., Jackson, Mich.

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 compris-<

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.

Drug Store in heart of city, 20,000; county seat. Full prices; low rent. Invoice \$3,800. Reasons, bad health. Full particulars to buyer. Address O. O. Schaefer, Vincennes, Indiana. 473

Manufacturers, Get Wise—Latest patent for clapboard or siding. Will sell half or whole interest or royalty. Address J. Hart, Cedar Springs, or C. H. Snyder, Kent City, Michigan. 474

Turn Old Merchandise Into Cash—Send me all your unsalable merchandise, out of style, dry goods, shoes, clothing, job lots, countermands, etc. Sales every day. Cash returned within 10 days. Highest banking and mercantile references. Joseph Landau, 2002 Beaver Ave. N. S., Pittsburgh, Pa. Merchandise Broker and Cash Store Buyer. 485

For Sale—Clean stock hardware in good town. Tinshop and plumbing in connection. Stock invoices about \$4,000. Good reason for selling. Address No. 486, care Tradesman. 486

For Rent—Store, twenty-two by eighty feet, opposite Hotel Belding. One of the best locations in city. Enquire, 716 Broad St., Citizen phone No. 368, Belding, Michigan. 487

Want To Hear from party who wants blacksmith shop, garage, grocery stores and other lines of business. Our monthly paper "Business Opportunities" describes some wonderful bargains. Free to you. State what you want. Universal Sales Agency, Dept. R, Salina, Kansas. 487

For Sale or Trade—\$5,000 stock drugs and fixtures including fine soda fountain. Good discount for cash or will trade for clear farm land. Stock in storage. Ed. Lanyon, Carthage, Missouri. 488

For Sale—Productive 146-acre farm near college town at Morrisville, N. Y. Good buildings. Consider trade for stock of goods. London Blackburn, Brodhead, Wisconsin. 470

A Winner—For Sale—A full line of cloth craft suits and gents' furnishings. Men's and women's shoes. The only business like it in town of 1,500. Invoice about \$6,000. Might consider some good real estate. Box 373, Ovid, Michigan. 471

We Have Several Bargains in established general merchandise stores. Want to hear from buyer quick. State what you want. Our monthly paper "Business Opportunities" free. Universal Sales Agency, Dept. R, Salina, Kansas. 466

Stock of drugs and fixtures of Calvin Wadsworth & Company located in Saginaw, Michigan, for sale at a bargain if taken immediately. Stock consists of a complete up-to-date stock of drugs, pharmaceutical preparations, fluid extracts, a complete line of tincture and salt mouth bottles, forty feet of drawer section containing 224 drawers, prescription scales, counter scales, and a complete equipment for a first-class drug store. Must be sold immediately. Requires quick action. Address, Paul F. Treanor, Receiver and Trustee, Saginaw, Michigan. 476

For Sale—A \$375 National cash register, one drawer, six keys, registers \$99.99, delivers cash slips, just overhauled and adjusted. A bargain. Can be seen at Room 434, Michigan Trust Building, Grand Rapids. 477

For Sale—The cleanest up-to-date stock of dry goods, men's furnishings goods and shoes in the State, good farming and fruit district, doing good business at good profit; one other dry goods store in town; stock will inventory about \$5,000; can reduce; one chance in a thousand to make money. The best of reasons for selling. H. Alpern, Elk Rapids, Michigan. 478

Hotel De Haas, recently thoroughly remodeled, a thirty-five room brick hotel, fifteen other rooms available, on main corner in Fremont, a live growing town of 2,500 in the fruit belt of Western Michigan; this is a money maker, as it is the only first-class hotel here; cost \$30,000; will sell for \$17,000; easy terms; will not rent; reason, age. No license and four sub-rentals. Address, Dr. N. De Haas Fremont Michigan. 479

Retail Merchants—We specialize in promoting and conducting trade building, stock reduction and closing out sales of merchandise for retail merchants no matter where located. The methods we employ are based upon sound business principles strictly legitimate and have proven conclusively to thousands of merchants throughout the country. If interested write for particulars. Mention size of stock. C. N. Harper & Co., Inc., 914 Westminister Bldg., Chicago, Ill. 480

For Rent—Best location in town for small bazaar stock. No bazaar store in Howard City. Also suitable for other business. Hot water heat. Write, Postmaster, Howard City, Michigan. 488

Owner of band-saw and planing mill, advantageously located, owing to health wants to put same into stock company with men of experience in some wood-working line. For further particulars, address, Age, P. O. Box 336, Chattanooga, Tenn. 481

For Sale—Book and Stationery Business. On account of sickness and several deaths in my family, also old age, I wish to sell one of the oldest businesses in the world; invoice about \$16,000; will sell at a great sacrifice if taken at once; must be seen to appreciate the proposition. A. S. Morgan, 304 W. State St., Rockford, Illinois. 482

Butcher Shop—Good business and location; reason for selling. Adams & Son, Florence, Kansas. 483

Delivery Automobile For Sale—Covered body delivery Overland. Would be pleased to show. Jennings Mfg. Co., 25 Campau Ave., Grand Rapids, Mich. 484

Small Drug Store For Sale in city in Southern Michigan. Reasonable terms. Cash or real estate. Address, Drugs, care Michigan Tradesman. 489

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

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 Wangen, 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—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

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

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

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. V. Sieb, Valparaiso, Indiana. 446

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

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—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

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—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, 540 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

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

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

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 Beidler street, Muskegon, Mich. 425

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. Krulsenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

POSITION WANTED.

Situation Wanted—By a man who has had several years experience at tin and sheet metal work and has some knowledge of pattern drafting. Wants position with large concern, preferably a cornice shop, where he will be allowed to work from plans and do such laying out as he is capable of, with a view to gaining practical experience in such work. In such a position will work for the wages of an ordinary apprentice. Address H. E. Fielder, R. F. D. No. 1, Wicher, Ill. 472

Position by young man book-keeper; 13 years with present employers, satisfactory reasons far 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

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

HELP WANTED.

Wanted—Experienced salesman, to carry B. S. K. silk and cotton petticoats for western and southwestern states. Principally Iowa and Nebraska. Large commission basis. Splendid values. Stitichen fourteen to eighteen stitches to inch. Address, Skadan, Kerns & Co., Weedsport, N. Y. 469



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.

Manufacturing Matters.

Lansing—The Auto Body Co. is building another large addition to its plant.

Detroit—The Disco Electric Starter Co. has increased its capital stock from \$60,000 to \$100,000.

Alma—The Republic Motor Truck Co. has increased its capital stock from \$250,000 to \$500,000.

Owosso—The American Malleables Co. will erect a \$60,000 addition to its plant and double its capacity.

Charlotte—The Fenn Manufacturing Co. has erected five large buildings this season as additions to its plant.

Bay City—The Knapp & Scott Lumber Co. has gone into the hands of a receiver. Liabilities are given as \$33,000 and the assets are scheduled at \$25,000.

Saginaw—The Alma Standard Foundry Manufacturing Co., of Alma, will remove to this city, commencing operations before the end of the year in a large new plant.

Wyandotte—The Regent Stove Co. has been organized with an authorized capital stock of \$100,000 of which amount \$67,000 has been subscribed, \$5,000 paid in cash and \$16,000 in property.

Ishpeming—A. R. and Fred Meen, of Rhinelander, Wis., have formed a co-partnership under the style of Meen Bros. and are erecting a two-story building which they will occupy with a creamery about Dec. 1.

Hillsdale—F. H. Welch, manager of the Hillsdale Shoe Co. is reorganizing it into a stock company with himself as manager under contract after Oct. 15. The name of the new concern has not been decided upon.

Detroit—The Jones-Regan Co. has been organized to engage in the manufacture and sale of baked goods with an authorized capitalization of \$45,000, of which \$25,000 has been subscribed and paid in cash.

Decatur—The Day Grape Juice Co. has been incorporated with an authorized capitalization of \$31,000 common and \$29,000 preferred, all of which has been subscribed, \$200 paid in cash and \$59,800 in property.

Detroit—The National Bronze and Aluminum Castings Co. has been incorporated with an authorized capitalization of \$10,000, of which amount \$5,000 has been subscribed and \$1,095.66 paid in cash and \$3,904.34 in property.

Lansing—The Lansing Mower Co. has been organized to manufacture and sell gasoline power land mowers with an authorized capital stock of \$60,000, of which amount \$30,000 has been subscribed and \$10,000 paid in cash and \$10,000 in property.

Detroit—The General Manufacturing Co. has engaged in business to manufacture, buy, sell and exchange machinery, accessories, etc., with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,800 paid in cash.

Detroit—The Isbell-Fauver Co. has engaged in the manufacture of automobile tires and automobile accessories with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and \$3,-

738.74 paid in cash and \$2,261.26 in property.

Bay City—The Interior Lumber Co. has engaged in business to manufacture, purchase and sell lumber materials for interior finish of buildings with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in cash.

Allegan—The Blood Brothers Machine Co. will hereafter specialize in the manufacture of universal joints. Howard E. Blood, Vice-President and General Manager of the concern retired in favor of L. H. Mattingly, of Kalamazoo. Mr. Mattingly, will accept the supervision of the financial policies of the concern. Fred I. Chichester, President of the First National Bank of Allegan, has been made a director to succeed State Senator Burrell Tripp, who was instrumental in moving the factory from Kalamazoo to Allegan. Maurice E. Blood will be retained as factory manager. The board of directors now consists of L. H. Mattingly, Kalamazoo; M. E. Blood, C. C. Blood, Judge Cross and Fred I. Chichester, of Allegan.

Hosiery is going to be higher—in price—for a recommendation to that effect was adopted by the National Hosiery and Underwear Manufacturers' Association at a special meeting held in Philadelphia the other day. One reason for the increase in price is the insufficient supply of dyestuff, which has caused some mills to shut down. The greatest increase will be on silk hosiery which the women of to-day prefer to cotton.

Swiss manufacturers desire to supply American children with Christmas toys. They have sent over new models and are asking the bureau of foreign and domestic commerce of the Department of Commerce to help them in placing orders. The Swiss people have been greatly handicapped by the war, and Americans hope the manufacturers will order the toys, to take the place of those which used to come from Germany.

Provisions—All smoked meats are in fair demand with a slight advance on all cuts during the week, ranging from $\frac{1}{4}$ to $\frac{1}{2}$ c. Pure lard is steady and unchanged, while compound is steady at an advance of $\frac{1}{4}$ c. Barreled pork, canned meats and dried beef are unchanged and in moderate demand.

Slat Fish—Norway mackerel shows another advance for the week of about a dollar a barrel. Scarcity and the very high price of the new Norways are the reasons. Cod, hake and haddock are unchanged and holders are looking forward to an opening demand very shortly.

J. R. Plank will shortly remove his machine shop from 236 Ionia avenue to the second floor of the building at 710 Monroe avenue, where he will have 5,000 feet of floor space and greatly increased facilities for expanding his rapidly growing business.

New Prices on Raisins.

The California Associated Raisin Co. has announced 1915 prices on raisins, as follows:

Fancy No. 16	7
Fancy, 25 lb. boxes	6
Choice No. 16	6 $\frac{3}{4}$
Choice, 25 lb. boxes.....	5 $\frac{3}{4}$
Sunmaid, 36 packages	2.45
Sunmaid, 48 packages	3.25
Loose muscateles, 1 crown...	5
Loose muscateles, 2 crown...	5 $\frac{1}{2}$
Loose muscateles, 3 crown...	5 $\frac{3}{4}$
Loose muscateles, 4 crown ...	6

These prices are f. o. b. Coast, for October, November and December shipment.

Kind words and compliments are a part of the compensation which come to public officers who do their duty signally well. Such an instance is afforded in the case of Henry Morgenthau, United States Ambassador to Turkey. He is a Jew, born in Germany, about the middle of the last century, coming to New York when nine years of age, obliged to help support his mother and family and by dint of industry, pluck and perseverance he acquired an education and became prosperous. He has achieved fame at home in philanthropic work and in 1913, was appointed to his present position. There he has rendered especially good service and because of the war has been much more than ordinarily busy. No other man could have done better than he has and presumably few would have done as well. The case is especially worthy of mention because it shows what can be accomplished in the United States by any boy who is bright enough and has sufficient industry and pluck to work his way ahead.

Some days since a New Jersey woman wrote to the editor of a prominent newspaper rebuking him for allowing the word "gosh" to appear on the editorial page. She said she was opposed to slang and that she had tried to impress upon the minds of her pupils "that only very common people indulge in such language." The lady, who is a school teacher by her own admission, evidently did not take the trouble to consult the dictionary before she wrote. A writer in the Providence Journal defends the use of "gosh," saying it is not slang, although it is a vulgarism and, according to one dictionary, a "minced oath." He declares that the word "is vigorous without being violent, penetrative and persuasive without pomposity" and that it is a satisfying, ear-filling and harmless oath.

Marquette—The case of Joseph J. Drey, a proceeding in bankruptcy, is on trial here in the United States District Court. Engaged in the mercantile business at Iron River, it appears, Mr. Drey experienced a fire in his establishment last spring, as a result of which \$13,500 in insurance was paid over to him. In May his creditors attached the sum of \$3,500 still due on policies and petitioned the court to declare the merchant insolvent. Mr. Drey denies he is bankrupt. The trial now in progress is to determine his status. Much of the insurance money, it appears, was paid

by Mr. Drey to relatives in satisfaction of claims against him, \$6,000 going to Mrs. Drey and \$4,000 to her father. Mr. Drey sets up the claim that he is possessed of real estate at Iron River, and the value of this has an important bearing on the issue before the jury.

There will be very general appreciation and approval of President Wilson's determination to accept no invitations for a time which will take him out of Washington. He does not feel warranted in giving his thought and attention to any subject not part and connected with his responsible office. He has his hands and head full of the work which is before him and its importance can not be overestimated. His political prospects might be improved by a few notable speeches, but that is not, these days, his first duty. The course he is pursuing is winning for him many expressions of popular regard and respect.

Negotiations are in progress for the purchase of the I. M. Smith Co. stock by James Wilson, Percy Palmer and William Canfield, of Detroit. Mr. Wilson is Vice-President of Burnham, Stoepel & Co. and head of the underwear department. Mr. Palmer is in charge of the ready-to-wear department and Mr. Canfield is manager of the hosiery department. It is understood that the parties are pretty close together and a satisfactory conclusion of the deal is confidently expected.

If you can not keep your nails and teeth clean without working at them behind the counter, employ a valet, but don't inflict such operations on the public.

Something for nothing will bring folks into the store, but success in retail business depends upon more than getting rid of a large amount of merchandise.

Fred Helfrich succeeds Henry Lentz in the grocery business at 901 West Bridge street.

BUSINESS CHANCES.

For Sale—Sporting goods store in live city of 2,500. Only one in town. Billiard hall on second floor if desired. If interested, address No. 490, Tradesman. 490

For Sale—Computing scale, for less than one-quarter first cost. Used only a short time; will guarantee to pass inspection. Time given to responsible person. Address 491, care Tradesman. 491

HOTEL DEPARTMENT STORE

Best location in the "Best City in Michigan." We have a beautiful corner lot on East Michigan only a block from three R. R. depots and all the Interurban cars pass the door or within one block of it on double track car line passing passengers to every line in city. Now is the time to locate here and grow with the fastest growing city in the country where land values are constantly increasing. The opportunity you want for your business both as to place and site. Call or write. Young Bros. Realty Co., Lansing, Mich.

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

Glen F. Smith

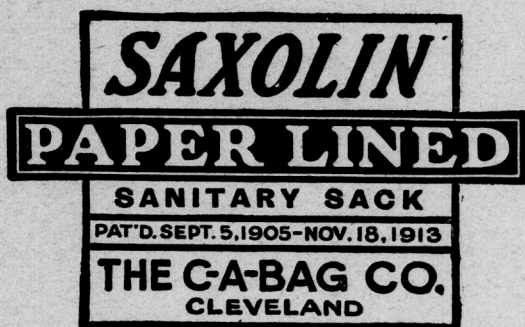
OPTOMETRIST :: OPTICIAN

Eyes Examined, Glasses Fitted

Steglich Jewelry Store

29 Monroe Ave.

When you see



the Paper-Lined Cotton
 Flour Sack, you
 know that Flour can not
 sift out nor dirt get in
 the flour

IT'S SANITARY PROTECTION.

Your Miller can supply you with flour
 packed in "SAXOLIN" SACKS.

THE CLEVELAND-AKRON BAG CO., Cleveland



GOLD DUST

makes satisfied customers

Gold Dust has no equal as a cleanser. Every woman knows this from experience—and every merchant who does has profited by it.

Continual advertising keeps Gold Dust before the housewives—and once Gold Dust is included in an order it will become a regular habit.

You can depend on Gold Dust to make satisfied customers—just as women depend on it to reduce their housework.

THE N.K. FAIRBANK COMPANY
 MAKERS

"Let the GOLD DUST TWINS do your work"

Purity Guaranteed

under all State and National Pure Food Laws. You can pay a higher price, but you cannot get a baking powder that will raise nicer, lighter biscuits, cakes and pastry, or that is any more healthful.

Your money back if K C fails to please you. Try a can at our risk.

The above is one of a series of advertisements we are running in daily papers throughout the country. We are spending thousands upon thousands of dollars doing this to help the sales of

K C BAKING POWDER

THIS ALSO HELPS YOU. All grocers like to sell standard goods—particularly if they comply with the Pure Food Laws and pay a profit. Of course you sell it.

JAQUES MFG. CO., CHICAGO



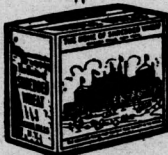
Our Sampling Wagon

Sometime during the year our sampling man will leave samples of

Shredded Wheat

in every home in your town. These samples are delivered by our own men from our own automobiles especially built for that purpose. Why do we sample so extensively? It is the only way we can convey an intelligent idea of Shredded Wheat Biscuit. It is a reminder to those who have used it and an introduction to those who do not know the cleanest, best cereal food in the world.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



The Shredded Wheat Co.
 Niagara Falls, N. Y.



HOLIDAY GOODS ANNOUNCEMENT

We desire to impress on our customers in general what thousands of them already have seen during the last few weeks in our sample rooms, namely:

(1.) Our stock of Holiday Goods, INCLUDING IMPORTS, is 100 per cent complete.

(2.) OUR PRICES ARE AT THEIR NORMAL LEVEL, notwithstanding the extraordinary conditions in merchandise and merchandising brought about by the greatest of all wars.

And while it is true that owing to the pre-eminent position of our Holiday Stock the demands on it are unprecedentedly heavy, let there be no misunderstanding of this fact:

EARLY BUYERS can come to market with the absolute assurance that they can *get what they want* in Holiday Goods and as much of it as they want.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS