

MICHIGAN TRADESMAN

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Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 20, 1915

Number 1674

Three Songs

Sing me, thou Singer, a song of gold!
Said a careworn man to me:
So I sang of the golden summer days,
And the sad, sweet autumn's yellow haze,
Till his heart grew soft and his mellowed gaze
Was a kindly sight to see.

Sing me, dear Singer, a song of love!
A fair girl asked of me:
Then I sang of a love that clasps the Race,
Gives all, asks naught—till her kindled face
Was radiant with the starry grace
Of blessed Charity.

Sing me, O Singer, a song of life!
Cried an eager youth to me:
And I sang of the life without alloy,
Beyond our years, till the heart of the boy
Caught the golden beauty and love and joy
Of the great Eternity.

—Edward Rowland Sill.

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

DO YOU KNOW THAT

THE

Heystek & Canfield Co.

161-163 Commerce Avenue
Grand Rapids, Michigan

not only is the largest wholesale wallpaper house in Michigan, but has an established reputation over the United States and Canada as

The Big Job-Lot House

We have the *pick* of the wallpaper lines of seventeen of the best factories in the world. When you buy from factory salesmen you see only one or two lines.

When there are any big job-lots available, nobody can beat us to them. And we are just as strong on

Paints, Brushes, Oils and Leads

Buy from your neighbor and get neighborly service, care and appreciation.

Heystek & Canfield Co.

161-163 Commerce Ave., Grand Rapids

Try us for co-operation—that means dollars to you

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

FACTORY SITES

AND

Locations for Industrial Enterprises in Michigan

The Pere Marquette Railroad runs through a territory peculiarly adapted by Accessibility, excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the LOCATION OF INDUSTRIAL ENTERPRISES.

First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley and Electrical Development in several parts of the State insure Cheap Power. Our Industrial Department invites correspondence with manufacturers and others seeking locations. All inquiries will receive painstaking and prompt attention and will be treated as confidential.

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GEORGE C. CONN,

Freight Traffic Manager,
Detroit, Michigan

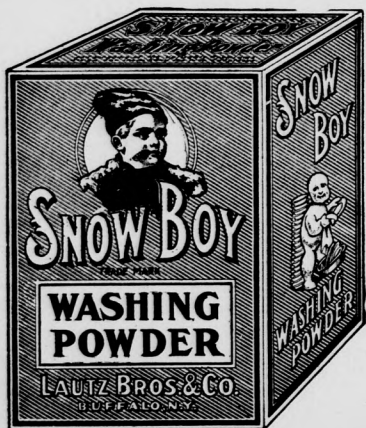


Eat Plenty of
Bread

It's Good
for You

The Best Bread is
made with

Fleischmann's Yeast



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

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TO BEAT THE PARCEL POST.

In their efforts to offset the effects of the parcel post system to coax small trade center patronage to the great mail order establishments in the cities, one hundred Colorado Springs retail dealers have for the past several weeks been making semi-weekly promotion excursions by automobile into the various parts of their trade territory in accordance with a plan which is worth considering by some larger places in the direction of promoting closer trade relations.

Twenty cars have regularly been employed and the hundred boosting Colorado Springs dealers aim to call upon every farmhouse and make friends of the farmer and his family, instill in their minds thoroughly the doctrine of home trade.

While the primary object of these trips is to meet the people and establish friendly trade relations between them and the stores owned by the merchants from Colorado Springs, yet the Colorado Springs Chamber of Commerce is represented by able men who are really conducting a campaign in the larger interest of Colorado Springs as well as the farming community for many miles around.

British submarines in the Baltic have recently been accounting for German merchant ships to a degree comparable with the achievements of the so-called German "blockade" of Great Britain which made the Kaiser the laughing stock of the world. Formerly there was dissatisfaction in England with the supposed failure of the undersea boat to do its share against Germany. It took some time for the public to recognize that the submarine cannot be sent against coast batteries or fenced-in harbors. In the North Sea there are no hostile ships, war or merchant, for the British submarine to strike at. It is different in the Baltic, which is the principal highway for such sustenance as Germany still draws from Sweden, the only country in Northern Europe which will sell Germany a dollar's worth of goods. On the naval side it is apparent that if the British can

get enough undersea boats into the Baltic, the German fleet may be held almost as closely to the Eastern end of the Kiel Canal as to the North Sea end. It is a problem of getting the submarines through the difficult waters of the Scandinavian narrows. Once in the Baltic, the British boats can operate, of course, from Russian harbors. The signs indicate that they have already played their part in the defence of Riga and hardly a day passes that they do not send several German merchantmen to the bottom. The Baltic offers the real challenge to British aggressiveness in submarine warfare. It may be harder for the boats to get into the landlocked sea than for the Germans to get out into the North Sea and the Atlantic, but once on the spot, the British boats can operate more easily than their opponents.

Col. Goethals is quoted as having now said that he has made preparations to remain six months at Panama, or longer if necessary. Merchant shipping has been advised to reconstruct its routes based on immediate use of the Canal. The loss to commerce is one to be measured in money and temporary dislocation, and there can be no question that the problem of Culebra will be approached without stint of energy or funds. But to the naval authorities at Washington the situation at Panama has a special meaning. Among the great arguments for the Canal was its role in increasing the strength of our fleet. For a time, in fact, in the course of the long debates about the fortification of the Canal, the commercial side was almost lost amidst the problems of naval strategy. To-day the naval strategists have to face the uncertainties of Culebra. They cannot lay their plans without the fear of a total upset by a blocking of the Canal. Already in the dispatches from Washington dealing with the question of naval preparedness there is an intimation that the new proposals will be based on the principle of a separate fleet for the Atlantic and the Pacific. Here is a factor which enters more immediately into the general problem of preparedness than any \$5,000,000 laboratory for inventions surrounded by a high brick wall.

The Federal Reserve Board has shown just the kind of judgment and competency that has been hoped for from it, in declining to approve the recommendation that had been made by President Wilson, with the backing of Secretary McAdoo, for the establishment by the Federal Reserve banks of joint agencies in leading cities of South and Central America. A project of this kind presents obvious al-

lurement; the idea of mobilizing vast financial power for the extension of trade in a region of expanding possibilities is on its face highly attractive. "The combined capital stock and resources of our Federal Reserve banks," said Secretary McAdoo in a report accompanying the President's letter, "utilized in this way for the extension and promotion of our foreign commerce, would give them unrivalled financial power." The Federal Reserve Board, however, sees, in the utilization of the combined funds of the Federal Reserve banks for "pioneer work" of this kind, a diversion of the resources of the system which, in view of the fluctuations of exchange and of other circumstances, would tend to impair the strength of the system. The Board also points out that in consequence of the restrictions under which the Federal Reserve banks are necessarily obliged to act, they would not be in a position to compete successfully with the independent banks or branch banks established by European nations in Latin-American countries. The Board's proposal that the Federal Reserve act be amended so as to permit member banks to co-operate for the purpose of jointly owning and operating foreign banks appears to meet the situation admirably, and has the concurrence of Secretary McAdoo.

It affords the Tradesman much pleasure to be able to present the tabulated statement on page 6 of this week's issue, showing the increased protection which will be afforded the merchants of Michigan who are forced to resort to garnishment process after Jan. 1. The table is a most interesting one and reflects credit on the accuracy and thoroughness of the compiler, who is hereby thanked for his generous reference to the Michigan Tradesman for the part it played in securing this concession from the Legislature of 1914.

The G. R. & I. announces that it is on the verge of a car famine. It might not be a bad idea for the management to transfer some of its old-time and out-of-date passenger coaches to the freight service, substituting modern and sanitary passenger coaches therefor.

Waldron E. Stewart, who recently resigned his position in the First National Bank of Hillsdale, has been appointed assistant National bank examiner, under H. C. Backman, and is making his first trip under the appointment this week.

The directors of the First State Bank of Alma have purchased the Bank of Elwell of Ealy, Slocum & Hudson.

Status of the Bean Market.

The bean market is in rather a peculiar state just at this time. There are very few beans moving in Michigan, even though we are now about three weeks later than usual with the threshing, and many of the reports that have been sent out by some of the dealers are more or less misleading. Threshing reports that we have up to date run all the way from eleven bushels to the acre up to twenty-seven and, while some territories are more or less damaged, as an average over the State, it looks as though there would be plenty of beans to go around and the price right now is fully 75c@\$1 per bu. too high.

These conditions in Michigan have permitted California to contract and sell beans to wholesale grocers who ordinarily buy them from Michigan and would not be at all surprised to find some of our Michigan people with the beans on their hands and their trade supplied by California and New York State when we get ready to move our crop. E. L. Wellman.

Death of Long-Time Local Grocer.

E. J. Herrick, who was engaged in the grocery business on Monroe avenue for twenty-six years, died at his residence in this city last Saturday and was buried Tuesday. Mr. Herrick was born at Twinsburg, Ohio, April 23, 1844, and was the ninth child of a family of ten. His death removes the last survivor of the original Herrick family which came from the East when the West still was an almost new country. In 1869 he was married to Emma A. Terrell, who survives him. There was one child, Ena, who was drowned at Ottawa Beach in 1897. Mr. Herrick was associated with the Masonic fraternity being a Knight Templar, a member of De Witt Clinton consistory, Columbian chapter, R. A. M. and Saladin temple, Nobles of the Mystic Shrine.

Charles M. Heald, who will be remembered through his former residence in Grand Rapids, while general manager of the Chicago & West Michigan, and Detroit, Lansing & Northern Railways, and who is now President of the United Transit Co., in Buffalo, is a candidate for City Commissioner in Buffalo. In the recent primary election there were forty-seven candidates and he was one of eight to be selected, having received the fourth largest vote. The final outcome will be determined by regular election, at which time four of the eight will be elected. Mr. Heald's friends in Grand Rapids and Michigan will be delighted to learn that he has been thus honored by the city of his adoption.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 18—J. W. Sterling, for the past two years proprietor of the Sterling grocery store in the west end of the city has sold his stock to F. Falcone, who has heretofore conducted a grocery store almost across the way from Mr. Sterling's stand. Combining these two stores into one will mean a much larger business for Mr. Falcone, who, however, is fully equipped to take care of the increased trade. Mr. Sterling will now devote his time to his duties with Uncle Sam.

A. Harris, formerly in the grocery business at Gilchrist, has sold his place of business to Mrs. Loyd Prentice. Mr. Harris has returned to Minneapolis, his former home.

The Quay mill, at Moran, closed for the season last Wednesday. It may possibly open up again during the sleighing season, which will mean much to Moran, this being one of the principal industries there.

Looks as though it will be some time before the tourist business in Mexico will amount to much.

Mrs. Jennie Cameron, of Manistique, who for the past year has been conducting the Cameron cafe, has sold the business to W. S. Bayliss, of Newberry, who will conduct the restaurant hereafter.

The many friends of Dr. Yale are pleased to see him out again, after eight weeks at the hospital, where he underwent a serious operation. The doctor is one of the Soo's popular athletes and his presence was greatly missed at the "Y" gymnasium where he was the leader.

St. Ignace is to have a new dry goods store in the Mulcrone block, next to the Butterfly theater, which is now being remodeled. The new proprietor is to be Max Steinberg, of New York. The new place will be called the St. Ignace Bargain Store. This indicates that St. Ignace must be growing.

Europe, after lingering for many years on the verge of war, is making rather a lame struggle to get headed toward the verge of peace.

George Benoit, claiming to hail from Munising, created some excitement here last week while indulging too freely in joy juice, when he was found in a paralyzed condition with the butcher knife in his hand and poison in his pocket. After the necessary rest, he stated he was not tired of life and was unable to account for the condition in which he was found. He was only obliged to contribute the usual drunk charge to the court.

A. R. Waterbury, the popular clerk in the U. S. customs department, is at present enjoying a ten day vacation.

The busiest people in the country are the farmers around Dafter at the present time, as they are having the fight of their lives trying to save the grain harvest. Owing to the amount of wet weather they cannot run their binders in a good many of the fields and the mowing machine has to be brought into use. The old-time cradle has been used by some, but binding by hand has become very nearly a lost art. Only a few know how to make the band and tie the sheaves successfully. They are an optimistic bunch, however, and are thankful that it is not worse.

Warren Bailey, Sr., the well-known lumberman at Drummond, had the misfortune to lose his purse containing \$35 last Monday, but as Drummond is noted for its honest people, Mr. Bailey's chances for the return of his purse are favorable.

The Presbyterian Synod was entertained at the Soo last week and from all accounts they had an enjoyable time. The ministers were shown

about the city and surrounding country and were much delighted with the Soo.

Houghton has just discovered that it has a new inventor in its midst, as one of the leading merchants there has invented a device to keep the radiator in his auto from freezing during the night. He borrows his wife's curling iron on cold nights, screws its plug into the electric light socket in his garage, inserts the curling iron into the intake of the radiator and goes to bed and forgets about it until the next morning, when everything is in readiness for an early start.

Fire Marshall C. N. Dewey, of Iron Mountain, has completed a fire inspection about the city and was well pleased with the general conditions here. He states he is appreciative of the co-operation which he has been shown by local residents. He was the guest of our Fire Chief, Armour Taylor, while here.

Winter lumbering operations have begun at Hessel. H. P. Hossock & Co. are putting in new camps which will be located about four miles north of Prentiss Bay. The men are now cutting the roads and a good winter is looked for.

It is about time that the hunters were getting busy at Skanee, and it will probably be good news to the Saginaw hunters having their hunting lodges in that section of the copper country to know that the bears are said to be so numerous that they are causing considerable damage to the orchards this season and the farmers have united to exterminate them. The bears take the apples and then virtually ruin the trees by breaking the limbs. Ernest Nelson killed the first bear and cub last week.

The Woods Craft Shop at the Snows has now on sale a valuable map for anyone interested in real estate matters in that locality. The plat was surveyed by Fred H. Loud, of the property known as the Fishery, belonging to Anthony Hamel.

J. Carr, of Saginaw, left last week for Gladstone, where he will relieve N. J. LaPine for the next two weeks, representing the Cornwell Company. Mr. LaPine will spend his vacation on his large farm in Canada.

The continued wet weather of late has put the roads of Chippewa county in poor condition, spoiling much of the enjoyment of the autoists.

A good many real nice men will display murderous instincts when it comes to killing time.

The corner stone of the new Soo high school was laid last Tuesday afternoon. Superintendent E. C. Hartwell, of the city schools, made a brief address in opening the ceremonies, reviewing the progress made by Michigan in advancing educational opportunities. He then presented County School Commissioner Easterday, who made the address of the day. Mr. Easterday is known as the grand old man of the Soo, having spent fifty-one years among us, and is the oldest living man in the Soo who has been deeply interested in the educational and moral advancement of the city. His address was remarkable and a large crowd listened to same with much interest. The Soo high school, when finished, will be the best in the U. P. and one of the best in the State.

Wm. Cadreau, one of the best known and most skillful chefs in the Northwest, has re-opened the cafe in connection with the Grand buffet on Ashmun street. The Grand buffet for a number of years was one of our principal eating places for business men. The place has been refurnished and put in good condition.

Jason Pinder & Son have opened a confectionery store at 119 Portage avenue, where they expect to carry a full line of confectionery. Mr. Pinder and son are both well-known

hustlers and will undoubtedly make a success of the new venture.

The only time business and pleasure will mix is when a man makes pleasure of business.

The early closing of navigation between Chicago and upper lake points is causing much inconvenience with the St. Mary River trade, who have usually depended on getting their winter supplies shipped in via rail to the Soo and reshipped by stage.

Robert D. Mansfield, who died at the Soo hospital last week, was one of the prominent marine men of the Great Lakes and well-known in marine circles. He was a young man 30 years of age and, previous to an attack of appendicitis, had been enjoying good health. Dr. Becker, an eminent specialist was brought here from Cleveland, but his services were of no avail. The deceased is survived by a widow and six-year-old child. The remains were taken to Cleveland for interment. William G. Tapert.

The New President of the Ohio Association.

Chicago, Oct. 18—I am attaching herewith a programme of the sixteenth annual convention of the Ohio State Retail Grocers and Meat Dealers' Association, also a picture of E. O. Snyder, who was elected President of the Association by unanimous vote. As I happen to be well acquainted with Mr. Snyder, I thought perhaps the facts concerning his business career would be interesting to you and that you might care to build a little story about them to run in your paper.

Mr. Snyder was born June 30, 1879, at East Ringold, Ohio. His early life was spent on a farm, but he became associated with his father in business at the early age of 17 years, at Cedar Hill, Ohio, at which point they conducted a general store.

Mr. Snyder has resided in Columbus about sixteen years. He was in business with his father about two years before deciding to strike out for himself. His first store was at the corner of Main and Eighteenth streets, Columbus, and he has been at his present location at Wilson and Main streets, for the past nine years.

Mr. Snyder was first elected a director in the Columbus Association, and then President. He served as President of the Columbus Association two years. Prior to this he was made a director in the State Board and two years ago, at the convention in Cleveland, was made Vice-President of the State organization.

Mr. Snyder has always been a very active organization man, giving a great deal of his own time and money



E. O. Snyder.

in promoting the welfare of associations in towns adjacent to Columbus. During the past year he has been very successful in organizing work, having organized eight out of the fifteen new associations which were installed in the State during the present year.

Mr. Snyder is a very active man in different business organizations in Columbus, particularly in the Chamber of Commerce and the Rotary Club. He is one of the directors of the Chamber of Commerce of Columbus.

If the foregoing short sketch is of any value to you as a news item I will be glad to have you use it, or you can rebuild it to suit yourself.

C. J. Callin.

Hand and Power Feed Cutters

"Dick Famous Line"

We carry a complete stock of these machines, and a full line of repairs. This means instant service for our customers. For over 40 years this line has been the standard.

Get Our Dealers' Proposition.

Why not get your share of this business?

And Remember: We stand back of you on every machine. Send for our book giving first hand information from satisfied dealers and users.



No. 4-D Power Cutter

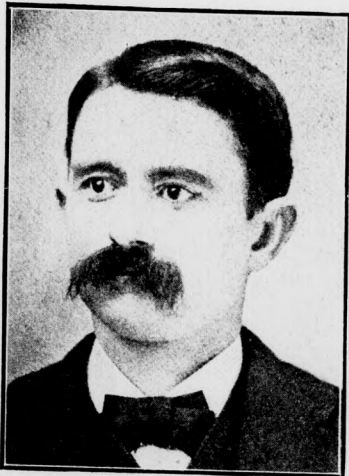
Clemens & Gingrich Co.

Distributors for Central Western States
Grand Rapids, Michigan

Passing of William Wallace Peirce, of Moline.

William Wallace Peirce, one of the pioneer merchants of Western Michigan, is dead.

Mr. Peirce was born in Alleghany, Potter county, Pennsylvania, Oct. 15, 1848, and died Oct. 13, 1915. His father, James Peirce, was an own



WM. WALLACE PEIRCE

cousin of Wilbur F. Storey, who conducted the Detroit Free Press during the war and afterwards owned and published the Chicago Times. Beginning his education in the country schools of his native place, Mr. Peirce moved with his parents to Alfred, New York, where he attended Alfred University during his later boyhood. Warren N. Fuller, Secretary of the

Tradesman Company, was a playmate and schoolmate of the deceased, both in Pennsylvania and New York.

Mr. Peirce came to Allegan county with his parents Oct. 17, 1866. At an early age he entered the mercantile business, first conducting a store at Dutton, later in Grand Rapids, and then moved to Moline, where he owned and conducted a general store for twenty-five years.

Mr. Peirce was married June 8, 1883, to Miss Ora McConnell, who died June 12, 1893. The only surviving relatives are a daughter, Mrs. William E. Sawyer, of Grand Rapids, and a sister, Mrs. J. F. Wademan, of Moline.

Mr. Peirce was a man with remarkable energy and concentration of purpose. He did well whatever undertaking he was engaged in and was successful in his business pursuits.

Mr. Peirce was reserved in temperament and a man of few words. He held himself to a strict accountability to the performance of any promise he made and he enjoyed the respect and confidence of all with whom he was engaged in trade.

Mr. Peirce suffered a mental breakdown in 1902 and from that time until his death he was a private patient in the State hospital at Kalamazoo.

Mr. Peirce was fond of out door sports. He enjoyed shooting and always had some choice bird dogs in which he took a great deal of pride. He was also a great admirer of fine driving horses. At the time of losing his health he owned a string of fourteen standard bred horses, some of

which were considered very speedy.

In politics he was a Democrat and was elected to various offices in his community. He was postmaster at Moline for many years.

The funeral services were held at Moline Oct. 15, the interment being in the Dorr cemetery.

Leisure Hour Jottings From Jackson.

Jackson, Oct. 19—Posts are being installed for the boulevard lighting system in our city. Of course, Jackson always did have a metropolitan main street and these new lights will dress it up in a fitting manner.

The city press announce that the police department is receiving a shaking up after some of them tried shaking each other.

E. A. Wellman, the Horton merchant, visits Jackson once a week. He finds here a good market for his produce. He says his son, Sereno, is back to the Agricultural College, at Lansing, again this year, but from what we know of the young man we prophecy that he will not be a farmer. He is going to make good along other lines.

The Central State Bank is laying the foundation for a sky scraper on Liberty Square which, when completed, will be its new home.

We are glad to know of the whereabouts of E. L. Day through the columns of last week's Tradesman. He has been out of the city so much we could not keep track of him.

E. G. Tompkins went fishing Saturday and told his wife to purchase no meat for over Sunday. His intentions were all right, but the family had to fast.

It has been intimated by some that Jackson Council is making preparations to have the Grand Councilor here and initiate one of the

largest class ever some time during the winter.

The Jackson Retail Grocers' Association is planning for a pure food show in the late winter. This will be a real show and Will Burris is being considered as general manager.

Church & Broas, of Albion, have erected a warehouse in the rear of their store. These people know how to use their space to the best advantage and are always figuring on the greatest volume of business with the fewest steps possible. And they have some business, too.

Jim Grace is one of the firm of Grace Bros., Marshall. He bought a new car early in the summer. Now that winter is fast approaching, Jim says he has not neglected business at all for the car. It really looks as if the car had made him better for business and brought a new enjoyment in his life, after twenty-five years of hard work behind the counter.

J. A. Moore, local manager for the National Biscuit Co., is looking like himself once more. Jay's health was poor for several months, but his friends are glad of the rapid improvement he has made lately.

William Pickell has built up a large trade in Jackson and tributary towns on flour manufactured by F. W. Stock & Sons, Hillsdale. He ships several carloads in here each month and says that business is still coming his way. This business, in the future will be handled through the warehouse of Frank S. Ganiard.

The Jackson fans all bet on the Red Sox and they will burn coal this winter.

Spurgeon.



OILED CLOTHING

—JOBBERS—

COATS—PANTS—HATS

Write for Catalog

Chas. A. Coye, Inc.
Grand Rapids, Mich.

Push Dandelion Brand Butter Color Now

The season for heavy sales of DANDELION BRAND BUTTER COLOR is approaching.

DANDELION BRAND BUTTER COLOR

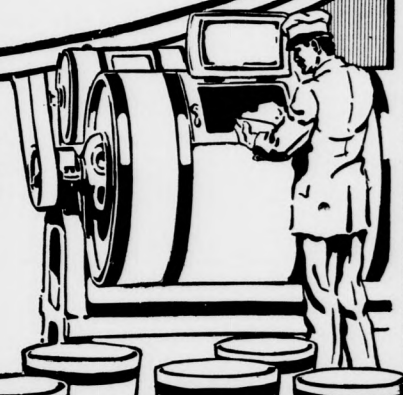
Now when pasturage is becoming scanty be sure to keep a full stock of the reliable DANDELION BRAND BUTTER COLOR



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

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

And 200 Mountain St., Montreal, Canada



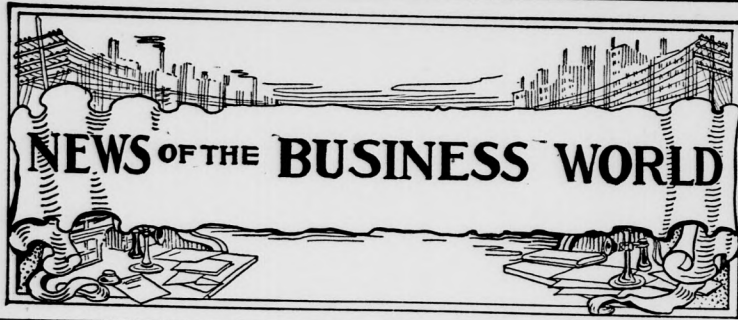
Dandelion Brand



Butter Color

The color with

the golden shade



Movements of Merchants.

Kalkaska—Mrs. Willis Goddard has engaged in the millinery business.

Manton—Charles Badman succeeds Anton Schleif in the meat business.

Shepherd—Charles M. Judy succeeds Fred Perkins in general trade.

Milan—G. C. Joslyn & Co. have opened their new bakery and lunch room.

Scottville—Charles Lair succeeds Armstrong & Lair in the blacksmith business.

Alpena—The Cronin Co. has purchased the stock of the Reynolds Dry Goods Co.

Crescent—A. J. White & Son have closed their sawmill and removed to Woodson, Va.

Newberry—Charles Sheer has opened a dry goods and clothing store on Newberry avenue.

Saranac—Harwood & Adgate succeed the H. J. Houseman Estate in the grocery business.

Alma—C. H. Smith has sold his bakery to J. B. Oberlin, who will continue the business.

Lawrence—I. E. Roots, who conducts a bakery at Decatur, has opened a branch bakery here.

Ionia—Herbert Buxton, coal and wood dealer, has closed out his stock and retired from business.

Evert—The Evert Hardware Co. has uttered a trust mortgage to David Rorison to secure creditors.

Negaunee—John Lisa, who conducts the City bakery, has opened a branch bakery at Ishpeming.

Howell—Henry J. Sweet has sold his grocery stock to Sam Curran, who will continue the business.

Manton—M. E. Arnold, recently of Fife Lake, has opened a bakery under the style of the Manton Home bakery.

Lapeer—Benjamin Ross has opened a grocery and dry goods store on the east town line in Arcadia township.

Three Rivers—Floyd Havens has purchased the B. A. Goff store building and grocery stock and has taken possession.

Holland—Misses Lulu Zwemer and Stella Gerard have formed a copartnership and opened an art store on Pine avenue.

Gilchrist—Mrs. Lloyd Prentice has purchased the A. Harris stock of general merchandise and will continue the business.

Alma—Miller Bros. have opened a meat market in connection with their grocery store, under the management of Roy Miller.

Greenville—F. W. Buse has sold his stock of bazaar goods to Perry

Nelson, recently of Ionia, who has taken possession.

Iron River—B. Bloch, recently engaged in general trade at Wausaukee, Wis., will open a department store here about Dec. 1.

Kalamazoo—The Kalamazoo Stationery Co. has taken over the papeterie department of the Lee Paper Co., at Vicksburg.

Alanson—Frank Eldred, recently of Petoskey, has taken over the R. L. Myers grocery and feed stock and will continue the business.

Traverse City—Fairbrother & Obershaw, grocers, have dissolved partnership and the business will be continued by Fred G. Fairbrother.

Bronson—George Robinson, who conducted a grocery store here for a number of years, died at his home Oct. 13, following a long illness.

Richmond—R. C. Morish, of Flint, has purchased the billiard parlor, cigar and confectionery stock of J. A. Miller and will continue the business.

Petoskey—George Doherty has purchased the C. E. Sullivan grocery and meat stock and will continue the business under the style of Doherty & Co.

Pinckney—W. H. Guthrie, recently of Marion, has purchased the Wallace W. Barnard stock of general merchandise and will continue the business.

St. Ignace—Max Steinberg, of New York City, has opened a dry goods store in the Mulcrone building under the style of the St. Ignace Bargain store.

Whitehall—A. M. Leighton has sold his dry goods stock and fixtures to Charles Levison, who has removed it to Petoskey and will continue the business.

Caro—The Caro Elevator Co. has been incorporated with an authorized capital stock of \$1,000, of which amount \$500 has subscribed and \$250 paid in in cash.

Detroit—The Jensen Drug Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$12,500 has been subscribed and paid in in cash.

Detroit—The Garfield Pharmacy has engaged in business with an authorized capitalization of \$3,500, all of which has been subscribed and \$2,500 paid in in cash.

Muskegon—Dyle E. Frizzel, who conducts a billiard parlor and cigar store at 91 Ottawa street, has sold his stock to A. Christianson, who will continue the business.

Saginaw—The Saginaw Valley Ginseng Co. has been incorporated with an authorized capital stock of \$30,-

000, all of which has been subscribed and paid in in property.

Grand Ledge—Carl Florian has sold his interest in the Grand Ledge Machine Co. to S. R. Plank and the business will be continued under the style of Mead & Plank.

Blaine—The Blaine Hay & Grain Co. has been organized with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Reading—Berry & Dunbrock have sold out their grocery stock to M. D. Frank & Son, Smith & Stone, Maltery Bros. and Otis Abbott, who will close out same at forced sale.

Six Lakes—Sidney C. Gaffield has sold his interest in the J. W. Gaffield & Sons grain elevator to his partners and engaged in the agricultural implement and produce business.

Carson City—F. Rideck & Co., composed of Frank Rideck and Louis Russell, have taken over the George L. Russell billiard parlor and restaurant and will continue the business.

Allegan—A. H. Foster writes the Tradesman that he has sold C. S. Hughes one-quarter of the stock in one of his stores and will continue the implement, seed and produce business.

Muskegon—Gillard Bros., dealers in confectionery and ice cream, have dissolved partnership and the business will be continued by Richard C. Gillard, who has taken over the interest of his brother.

Fennville—Mann & Hoover have traded their grocery and confectionery stock and fixtures to J. W. Morris, of Grand Rapids, for real estate. Unless a purchaser is found, the stock will be closed out at retail.

Chesaning—The Chesaning Grain Co. has been organized with an authorized capital stock of \$20,000, of which amount, \$10,400 has been subscribed, \$927.51 paid in in cash and \$9,472.49 paid in in property.

Freeland—The Freeland Elevator Co. has been incorporated with an authorized capitalization of \$25,000, of which amount \$20,000 has been subscribed, \$941.88 paid in in cash and \$19,058.12 paid in in property.

Saginaw—A verdict of no cause of action was brought in by the jury in the Saginaw Circuit Court in the case of Edson, Moore & Co. vs. W. Geo. Kwiatkowski. The contention in the case amounts to about \$1,000.

Wheeler—The Wheeler Elevator Co. has engaged in business with an authorized capitalization of \$10,000, of which amount, \$9,220 has been subscribed, \$951.30 has been paid in in cash and \$8,268.70 paid in in property.

Gladwin—Black & Bradley, who have been engaged in the undertaking and furniture business here for the past five years, are succeeded by Rogers & Neely, the new firm consisting of Harry F. Rogers and William H. Neely.

Bancroft—Fred Rorabeck has traded his home in Eaton Rapids, his farm near here, and his farm near Reed City to G. W. Mason, for his store building and stock of general merchandise and will take possession about Nov. 1.

Jackson—Herman F. Marx and Othmar F. Fausel have formed a copartnership and purchased the G. R. Lloyd grocery stock and will continue the business at the same location, 108 Cooper street, under the style of Fausel & Marx.

Milan—O. F. Kleckner has sold his building and jewelry stock to Millard P. Phillips, who has taken possession.

Litchfield—Mrs. Lillian Hager has taken over the grocery stock formerly conducted by A. J. Hager and will continue the business.

Adrian—Lafer Bros., Detroit, dealers in dairy products, have started suit in Circuit Court for \$25,000 against James Helme, State Dairy and Food Commissioner, claiming improper charges were made by him against their methods of offering dairy goods for sale.

Ann Arbor—The Interstate Credit Co., Limited, has engaged in business to buy and sell notes, bonds and other securities and deal in real and personal property, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Volinia—Hiram Fox has rented the old Volinia store building here and has put in a stock of groceries preparatory to sharing trade with other towns. Mr. Fox has for the past year been operating the grist mill at Nicholville, one of the oldest country mills in the county in point of continuous service, and he is well and favorably known to residents of this vicinity.

Manufacturing Matters.

Saginaw—The Michigan Engineering Co. has increased its capital stock from \$50,000 to \$75,000.

Raco—The Richardson & Avery Co. has increased its capital stock from \$300,000 to \$1,000,000.

Detroit—The F. L. Jacobs Co., electric welder, has increased its capital stock from \$65,000 to \$100,000.

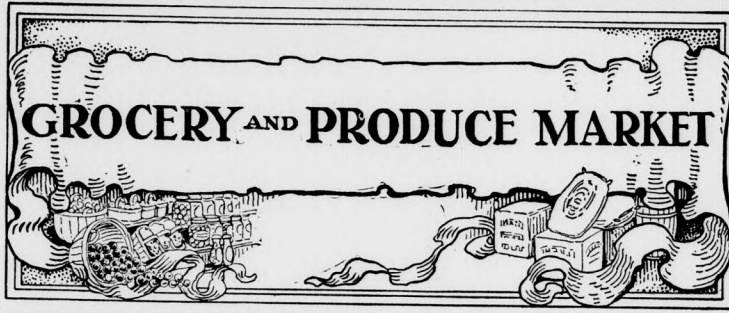
Kalamazoo—The capital stock of the Kalamazoo Stationery Co. has been increased from \$100,000 to \$250,000.

Detroit—The Judge Durand Cigar Co., Ltd., has increased its capital stock from \$10,000 to \$15,000 and changed its name to the Davis Cigar Co.

Detroit—The Michigan Forge and Iron Co. has been organized with an authorized capital stock of \$1,000 of which amount \$500 has been subscribed and \$250 paid in in cash.

Traverse City—M. Rabinovitch, cigar manufacturer and grocer at 408 East Front street, has purchased the V. E. Roland grocery stock and will continue the business at the same location as a branch store.

Ishpeming—Work has been started on the new creamery here to be operated by Meen Bros. of Rhinelander, Wis. It is expected that the building will be completed December 1 and that it will be ready for operation by the first of the year. The building will be two stories high, 80 feet long and 30 feet wide. The floor in the first story will be concrete. The walls will be constructed of brick and tile.



Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Wealthy, Maiden Blush, Wagner, Twenty Ounce and Wolf River command \$3@4 per bbl.

Bananas—Medium, \$1.25; Jumbo, \$1.50; Extra Jumbo, \$1.75; Extreme Extra Jumbo, \$2.

Beans—\$3 per bu. for medium.

Beets—50c per bu.

Butter—The butter market shows an active consumptive demand. Receipts are about normal for the season and the situation is healthy on the present basis. No immediate change seems in sight. Fancy creamery is quoted at 27½@28c in tubs and 29c in prints. Local dealers pay 23c for No. 1 dairy, 17c for packing stock.

Cabbage—40c per bu. or \$1 per bbl.

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—\$7.50 per bbl. for Cape Cod Early Blacks.

Cucumbers—75c per doz. for home grown hot house.

Eggs—Fresh are bringing satisfactory prices on a slightly higher basis than a week ago. There is a slight falling off in the consumptive demand, no doubt due to the extreme price. Local dealers pay 27c for No. 1 candled. Some storage eggs are coming out at prices which show the holders a very fair profit, prices being 20c for firsts and 25c for seconds.

Egg Plant—\$1.25 per doz.

Garlic—20c per lb.

Grapes—\$1.50 per doz. for 4 lb. baskets; 17c for 8 lb. baskets. These prices are for Concord, Wordens and Niagaras. Delawares command 25c per 8 lb. basket. The crop locally is a great disappointment, on account of wet weather and frost. California Tokay, \$1.50 per 4 basket crate; California Malaga, \$1.40 per 4 basket crate; Spanish Malaga, \$5@6 per keg.

Grape Fruit—Cuban commands \$5 @5.50 per box.

Green Onions—Silver Skins, 15c per doz.

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

Lemons—California, \$3.50@4 per box.

Lettuce—Home grown head, \$1.50 per bu.; home grown leaf, \$1 per bu. or 10c per lb.

Maple Sugar—14@15c per lb.

Mushrooms—40@50c per lb.

Nuts—Almonds, 18c per lb.; filberts 13c per lb.; pecans, 15c per lb.; wal-

nuts, 18c for Grenoble and California, 17c for Naples.

Onions—Home grown command 75 @90c per bu.

Oranges—California Valencias are steady at \$5@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—A few Smocks are coming in, finding an outlet on the basis of 75c per bu.

Peppers—Anjou, \$1.25 per bu.; Kieffers, 75@90c per bu. Local dealers have received shipments of Kieffers from Delaware.

Peppers—Green, \$1.20 per bu.

Pickling Onions—\$1.35 per 20 lb. box.

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

Potatoes—Home grown range from 50@60c per bu. The market has its ups and downs, but high prices will rule.

Quinces—\$2.50@3 per bu. Most of the fruit handled in this market this season is from New York.

Radishes—15c for round.

Squash—1½c per lb. for Hubbard.

Tomatoes—\$1 per bu. for ripe and 60c for green.

Turnips—50c per bu.

The Grocery Market.

Sugar—The expected has happened. The raw market has been cleaned up by the American Sugar Refining Co. on the basis of 4.20c and Monday all of the Eastern refineries advanced the price of granulated to 5.15c—25 points above the price which has been stationary for two or three weeks. Michigan granulated has moved up to 4.95c. St. Louis made the first shipment Monday. Holland will make its first shipment to-morrow. The beet crop now promises to be smaller than expected some time ago, reports from California and Michigan being less sanguine. However, there should be ample supplies, and even the elimination of the free sugar danger will not prevent sellers from marketing their products as rapidly as possible.

Tea—The market for Congous has closed, as has the market for Japans, and the Formosa market will close in the near future. This means that the status of these teas is now fixed for the season and the low prices which some buyers expected have not materialized, and probably will not materialize. The entire market is steady to firm, with a good demand.

Coffee—Rio and Santos are a shade higher than a week ago and milds are from ¼@½c higher. The rea-

son for the advance in milds is that Europe is a heavy buyer of those grades of coffee. The reason for the better feeling in Brazils is that buyers seem to be taking coffees more freely. There is no reasonable probability of any revolutionary change in prices, but the feeling is undoubtedly better. Java unchanged and firm. Mocha is perhaps a ½c lower, because some Mocha has gotten in.

Canned Fruits—Apples are unchanged and quiet. California canned goods are dull in first hands, as futures are now being delivered. Prices show no change. Small Eastern staple canned goods are unchanged and dull.

Canned Vegetables—Whether the present weak tendency in tomatoes will prove to be only a fluctuation in the general market conditions, which have had a very strong attitude for several weeks, or whether the present decline is the first sign of a slump in the market brokers appear to be unable to determine. The general impression, however, seems to be that with the short pack that has been made quotations on tomatoes will ultimately return to a higher level than the one from which they declined slightly last week. Corn shows no change for the week, the situation being still rather firm. Peas are slightly more active than they have been for some time. While the actual buying that is accomplished does not increase greatly in volume over the totals of the past few weeks, the general enquiry in evidence is far greater, according to brokers, than that which has been noticeable for a considerable time. Prices are said to be held firmer by the packers and indications point to more extensive buying within a short time.

Canned Fish—Quotations on all the cheaper grades of salmon are inclined to display a stronger tendency, with the quotations on Alaska reds being held very firmly. Chums in the spot market are reported to be practically exhausted, although limited quantities are being offered at a nominal quotation. Pinks were being strongly held, quotations ranging from 85@87½c, with very small stocks in evidence. There appeared to be an opinion in some quarters that supplies in restricted amounts might be had for a shade under 85c. Large domestic sardine packers announce that they will advance prices of quarter oil keys from 5@10c per case as soon as the stocks now on hand were exhausted. This will occur in less than another week, according to reports. Both cartons and decorated three-quarter mustards are said to be selling freely at the quoted prices. Of smoked sardines out of a total of 25,000 cases packed this season there were said to be only 1,100 cases left. Eastport advices report that it is doubtful if any suitable fish will be obtained from this time on to pack as smoked sardines.

Dried Fruits—Large importers have announced the opening prices on 1915 pack Persian dates. Quotations as named were for stocks to arrive on the steamer Seistan due to reach this

port about November 1. The new quotations were for Hallowee fancy standard brands 6¼c, Hallowee extra fancy brands 6½c, Hallowee one-half boxes fancy brands 6¾c and for Khadrawee boxes fancy brands at 6c. Prices are guaranteed up to January 1. Cables received from Greece state that the currant stocks on the Frixos were expected to be reshipped on the River Orontes. There were reports that the latter boat had already sailed from Patras, but no authentication of these rumors could be obtained. As the boat is said to be only a slow cargo steamer, even if she had already departed from Greece, importers report that she can not be expected to reach New York before the early part of November. At the present time, due to the very inadequate transportation facilities between Greece and the United States, the New York spot market is said to be entirely cleaned up of 1915 crop uncleaned Amalia currants. Although nominal quotations are being made by New York operators at 11c as the inside for stocks of 1915 crop Amalia currants, there do not appear to be any stocks available in any quarter. California spot prunes continue to be held very strongly, with extremely light stocks in evidence and the demand on the part of buyers remaining very active. Supplies which are being received in small quantities almost daily are absorbed as quickly as they arrive at full market quotations. The slide in the Panama Canal has very greatly deranged shipments of all California products, but the owners of the merchandise en route are transshipping them largely by way of the Horn. It will make continued scarcity for a while on spot until the supplies begin to come in. Peaches show no change and quiet demand. Apricots continue firm. Raisins are unchanged and in moderate request.

Rice—The demand has been heavy and distributors are taking hold in a more seasonable way. The stimulating factor is the strength in the South, where a good business with all sections of the country is reported. The mills are booked up on prompt delivery. Broken rices are firm on the export enquiry. Blue Rose is moving actively at steady prices. The Arkansas crop is now beginning to move.

Provisions—All smoked meats show an advance from ¼@½c and the situation is firm at the higher prices. The consumptive demand is normal. The advance in provisions is most unusual for this season. Pure and compound lard are also higher by about a ½c per pound, due to short supply. Barreled pork and canned meats are all unchanged and steady.

Salt Fish—The mackerel situation is still very firm. There are some Norways on spot, but they are held at very high prices and the demand for them is quite small. Practically no fish is coming forward from Norway, either new or old. The entire situation has a very strong outlook. Cod, hake and haddock are unchanged and quiet. Some demand has developed.

INCREASED PROTECTION

Afforded By the New Garnishment Law.

Escanaba Oct. 19—Enclosed herewith you will please find table showing how both the old and the new garnishment law work out.

This law is the result of our efforts last winter. You will notice from a comparison of the old and new law, especially in the case of the married man, that we have just about doubled the amount which the creditor receives. While we did not receive all that we expected at the hands of the Legislature, members of the House as well as members of the Senate tell me that we have done exceptionally well in accomplishing what we have accomplished. I have received a number of letters complimenting us upon our progressiveness in taking the initiative in connection with this legislation. This shows what co-operation among the merchants will do. It is the writer's belief that if the merchants will get together and make enquiry of the respective candidates up for election from time to time as to how they stand on measures in which they are interested or are likely to be interested, and make their support for the particular candidate depending upon his attitude towards his measures, they can wield a powerful influence. The wily politicians are beginning to wake up to the fact that the day of playing to the grandstand in the shape of a hue and cry for the so-called poor laboring man is past, and they now realize that some attention must be paid to the merchant. This does not mean that the merchant must get into politics; but it does mean that he must stand shoulder to shoulder with his fellow merchants and support such man or men as are favorable or as at least are not antagonistic to his interests. We believe that if the proper person with the proper energy and determination were sent to the House or the Senate from this district, that this bill could still be improved upon and the merchant derive still greater benefits from this law.

In the meantime, the merchants ought to organize at once and by this organization place themselves in a position by way of protection against financial loss in the shape of bad accounts so that, independent of what the garnishment law may or may not be, they can bring sufficient pressure to bear on their debtors, so that it will not be necessary even to resort to the garnishment law except in very rare instances. Such organizations exist throughout the lower part of Michigan and even in some counties in the Upper Peninsula. All of these organizations, some of which I have personally investigated, are getting wonderful results for their members and the merchants in these districts are enthusiastic over the results obtained and would not do without them. I understand that a number of the merchants are about to perfect a similar organization here and it ought to have the support of every mercantile business throughout the county.

I wish to take this occasion to express my appreciation of the co-operation of the Michigan Tradesman, as well as the co-operation received at the hands of the merchants throughout the entire State. It seems to me that the merchants are just beginning to feel their strength and they just have a good start. Other legislation of importance to them can be put over in an equally successful manner.

I thank you heartily for the generous use of your columns in connection with this legislation.

John L. Loell.

The tables compiled by Mr. Loell, are as follows:

Amount Garnisheed \$	Householder.		41.00 42.00 43.00 44.00 45.00 46.00 47.00 48.00 49.00 50.00 51.00 52.00 53.00 54.00 55.00 56.00 57.00 58.00 59.00 60.00 61.00 62.00 63.00 64.00 65.00 66.00 67.00 68.00 69.00 70.00 71.00 72.00 73.00 74.00 75.00 76.00 77.00 78.00 79.00 80.00 81.00 82.00 83.00 84.00 85.00 86.00 87.00 88.00 89.00 90.00 91.00 92.00 93.00 94.00 95.00 96.00 97.00 98.00 99.00 100.00	26.00 27.00 28.00 29.00 30.00 31.00 32.00 33.00 34.00 35.00 36.00 37.00 38.00 39.00 40.00 41.00 42.00 43.00 44.00 45.00 46.00 47.00 48.00 49.00 50.00 51.00 52.00 53.00 54.00 55.00 56.00 57.00 58.00 59.00 60.00 61.00 62.00 63.00 64.00 65.00 66.00 67.00 68.00 69.00 70.00 71.00 72.00 73.00 74.00 75.00 76.00 77.00 78.00 79.00 80.00 81.00 82.00 83.00 84.00 85.00	28.70 29.40 30.10 30.80 31.50 32.20 32.90 33.60 34.30 35.00 35.70 36.40 37.10 37.80 38.50 39.20 39.90 40.60 41.30 42.00 42.70 43.40 44.10 44.80 45.50 46.20 46.90 47.60 48.30 49.00 49.70 50.40 51.10 51.80 52.50 53.20 53.90 54.60 55.30 56.00 56.70 57.40 58.10 58.80 59.50 60.20 60.90 61.60 62.30 63.00 63.70 64.40 65.10 65.80 66.50 67.20 67.90 68.60 69.30 70.00 70.70 71.40 72.10 72.80 73.50 74.20 74.90 75.60 76.30 77.00 77.70 78.40 79.10 79.80 80.50 81.20 81.90 82.60 83.30 84.00 84.70 85.40 86.10 86.80 87.50 88.20 88.90 89.60 90.30 91.00 91.70 92.40 93.10 93.80 94.50 95.20 95.90 96.60 97.30 98.00 98.70 99.40 100.10
	Creditor Now Receives Nothing \$	Creditor Will Receive Nothing \$			
8.00	2.00	2.00			
10.00	2.20	3.00			
11.00	2.40	4.00			
12.00	2.60	5.00			
13.00	2.80	6.00			
14.00	3.00	7.00			
15.00	3.20	8.00			
16.00	3.40	9.00			
17.00	3.60	10.00			
18.00	3.80	11.00			
19.00	4.00	12.00			
20.00	4.20	13.00			
21.00	4.40	14.00			
22.00	4.60	15.00			
23.00	4.80	16.00			
24.00	5.00	17.00			
25.00	5.20	18.00			
26.00	5.40	19.00			
27.00	5.60	20.00			
28.00	5.80	21.00			
29.00	6.00	22.00			
30.00	6.20	23.00			
31.00	6.40	24.00			
32.00	6.60	25.00			
33.00	6.80	26.00			
34.00	7.00	27.00			
35.00	7.20	28.00			
36.00	7.40	29.00			
37.00	7.60	30.00			
38.00	7.80	31.00			
39.00	8.00	32.00			
40.00	8.20	33.00			
41.00	8.40	34.00			
42.00	8.60	35.00			
43.00	8.80	36.00			
44.00	9.00	37.00			
45.00	9.20	38.00			
46.00	9.40	39.00			
47.00	9.60	40.00			
48.00	9.80	41.00			
49.00	10.00	42.00			
50.00	10.20	43.00			
51.00	10.40	44.00			
52.00	10.60	45.00			
53.00	10.80	46.00			
54.00	11.00	47.00			
55.00	11.20	48.00			
56.00	11.40	49.00			
57.00	11.60	50.00			
58.00	11.80	51.00			
59.00	12.00	52.00			
60.00	12.20	53.00			
61.00	12.40	54.00			
62.00	12.60	55.00			
63.00	12.80	56.00			
64.00	13.00	57.00			
65.00	13.20	58.00			
66.00	13.40	59.00			
67.00	13.60	60.00			
68.00	13.80	61.00			
69.00	14.00	62.00			
70.00	14.20	63.00			
71.00	14.40	64.00			
72.00	14.60	65.00			
73.00	14.80	66.00			
74.00	15.00	67.00			
75.00	15.20	68.00			
76.00	15.40	69.00			
77.00	15.60	70.00			
78.00	15.80	71.00			
79.00	16.00	72.00			
80.00	16.20	73.00			
81.00	16.40	74.00			
82.00	16.60	75.00			
83.00	16.80	76.00			
84.00	17.00	77.00			
85.00	17.20	78.00			
86.00	17.40	79.00			
87.00	17.60	80.00			
88.00	17.80	81.00			
89.00	18.00	82.00			
90.00	18.20	83.00			
91.00	18.40	84.00			
92.00	18.60	85.00			
93.00	18.80				
94.00	19.00				
95.00	19.20				
96.00	19.40				
97.00	19.60				
98.00	19.80				
99.00	20.00				
100.00	20.20				

Amount Garnisheed \$	Single Man.		41.00 42.00 43.00 44.00 45.00 46.00 47.00 48.00 49.00 50.00 51.00 52.00 53.00 54.00 55.00 56.00 57.00 58.00 59.00 60.00 61.00 62.00 63.00 64.00 65.00 66.00 67.00 68.00 69.00 70.00
	Creditor Now Receives Nothing \$	Creditor Will Receive Nothing \$	
4.00	1.00	1.00	
5.00	1.20	2.00	
6.00	1.40	3.00	
7.00	1.60	4.00	
8.00	1.80	5.00	
9.00	2.00	6.00	
10.00	2.20	7.00	
11.00	2.40	8.00	
12.00	2.60	9.00	
13.00	2.80	10.00	
14.00	3.00	11.00	
15.00	3.20	12.00	
16.00	3.40	13.00	
17.00	3.60	14.00	
18.00	3.80	15.00	
19.00	4.00	16.00	
20.00	4.20	17.00	
21.00	4.40	18.00	
22.00	4.60	19.00	
23.00	4.80	20.00	
24.00	5.00	21.00	
25.00	5.20	22.00	
26.00	5.40	23.00	
27.00	5.60	24.00	
28.00	5.80	25.00	
29.00	6.00	26.00	
30.00	6.20	27.00	
31.00	6.40	28.00	
32.00	6.60	29.00	
33.00	6.80	30.00	
34.00	7.00	31.00	
35.00	7.20	32.00	
36.00	7.40	33.00	
37.00	7.60	34.00	
38.00	7.80	35.00	
39.00	8.00		
40.00	8.20		

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The First National Bank of Eaton Rapids is building a fine new brick structure on the ruins of the old Anderson Hotel, which burned two or three years ago.

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The popularity of Gold Dust means more sales and profits for you if you display it in your store. Have you an ample supply on hand?

THE N.K. FAIRBANK COMPANY
MAKERS
"Let the GOLD DUST TWINS do your work"



NIGHT HAS FALLEN

On the Heroic Career of T. Stewart White.

It was a pathetic twilight of great powers upon which the night has fallen in the death of T. Stewart White. His almost complete disablement, physically, during the past few weeks, and the consequent relaxing of his mental grasp, make his passing all the more tragic.

The death occurred on Thursday and the funeral was held from the family residence Saturday.

As a detailed biographical sketch of the deceased recently appeared in the Tradesman, it is unnecessary at this time to present an array of facts regarding his life which has been an open book in this community for more than half a century.

Mr. White's early career was spent in the Great Lakes region, for he was a native of Michigan, born and bred. He had been fortunate in being able to select a more salubrious climate in which to spend the later winters of his life, but in his heart he cherished a tender feeling for the Wolverine State, which witnessed his early trials and triumphs and still claimed him as a citizen and a taxpayer.

When asked for the cause of his success Mr. White's reply was at once modest and humorous: "Being in so many things," he said, "we couldn't bust them all at once."

This little statement was typical of Mr. White, who was not prone to extract from his success any compliment to himself. He was decidedly of a retiring disposition. That, however, his character was one of many fine qualities is evidenced by his partnership for nearly half a century with Thomas Friant. Two men could hardly conduct a business together for so many years and espouse so many varied and large ventures if either one possessed a disposition that produced friction or disagreement. Those who knew Mr. White well know that the characteristics that made for his success were tenacity of purpose, capacity for detail, trust in the good intention of the other fellow, industrial courage and willingness to accept occasional failure without losing nerve. Among his intimate friends he was known for his keen sense of humor, personal

gentleness and kindness and almost extreme personal modesty.

Had Mr. White done nothing else he would still be entitled to fame for giving to the world that literary genius, Stewart Edward White, the author of "The Forest," "Blazed Trail," "Conjurer's House" and other works dealing with the great timber industry and the forests where it has

literary style reflects a heritage from his mother in its appreciation of nature and its sympathetic passages and from his father in its virile description and vigorous action. Mr. White assisted his son in the development of this field of literature, and was in a position to give him really valuable assistance. Not only his already famous son but all his children have

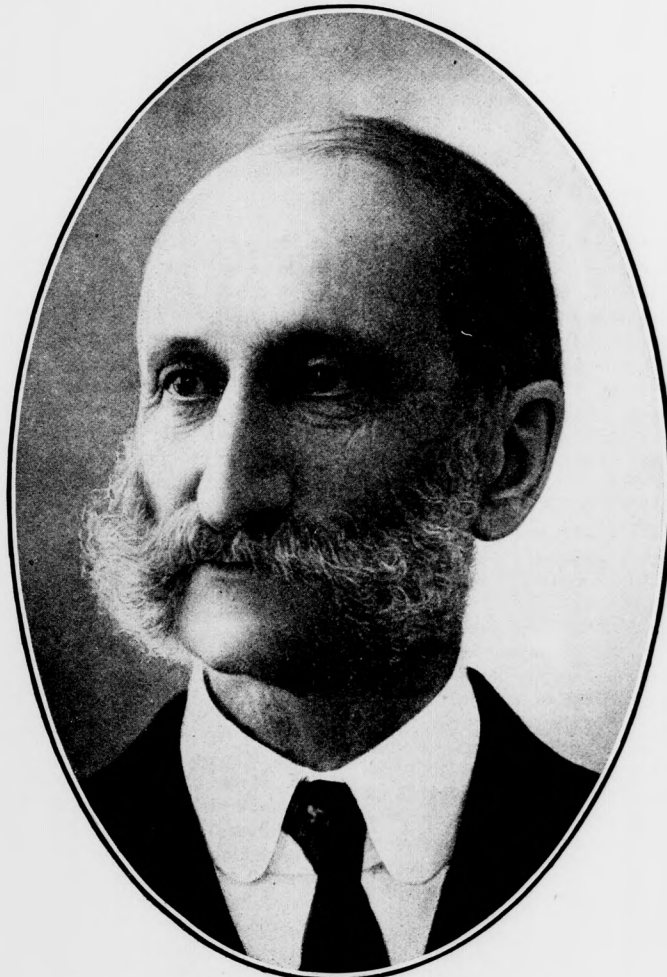
Ambitious for those near to him rather than for himself.

Vigorous, mentally and physically: a fond and intelligent lover of nature.

Companionable and sympathetic: of quick wit, but always kindly.

Such were the characteristics that endeared Stewart White to those who knew him well.

His death touches me so closely that I have not the heart to write out in detail the appreciation I am asked for. We must all, sooner or later, join the throng of the departed, yet it will take much time to reach the realization that he, too, has gone. Life to him had been such a scene of engrossing and wide-awake interest that its termination seems impossible: yet he would not have feared the great change had he known that his time had come. John S. Lawrence.



THE LATE T. STEWART WHITE

its being. Even greater things are expected of this remarkable man of letters, and to Mr. White may be credited no small part of the fame that his son has achieved, a credit that Mr. White would hasten to share with his good wife, for it was largely the maternal influence that assured and directed the gifted son's superb physique and undoubted genius; his

been made students of nature; and so we shall expect to hear from the others, for they have been reared near to nature and to nature's heart.

An Appreciation.

Loyal, sincere and truthful in his friendships.

Self-reliant: giving to others; not taking from them.

Quotations on Local Stocks and Bonds.

	Bid	Asked
*Am. Light & Trac. Co., Com.	342	347
*Am. Light & Trac. Co., Pfd.	108	111
Am. Public Utilities, Com.	30	33
Am. Public Utilities, Pfd.	63½	66
*Comw'th Pr. Ry. & Lgt., Com.	54½	56
*Comw'th Pr. Ry. & Lgt., Pfd.	80½	83
Pacific Gas & Elec., Com.	54	57
Tennessee Ry., Lt. & Pr., Com.	5	8
Tennessee Ry., Lt. & Pr., Pfd.	24	27
United Light & Rys., Com.	37	41
United Light & Rys., 1st Pfd.	67½	69½
Comw'th 6% 5 year bond	99½	101
Michigan Railway Notes	99	100½
Citizens Telephone	68½	72
Michigan Sugar	90	95
Holland St. Louis Sugar	6¼	7¼
Holland St. Louis Sugar, Pfd.	7½	8½
United Light 1st and Ref. 5% bonds	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	

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October 20, 1915.

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E. A. STOWE, Editor.

October 20, 1915.

GREATEST PERIL TO NATION.

Whatever anybody may think or say about Woodrow Wilson as a Democratic statesman or about his administration from any point of view, there must be practical unanimity in the opinion that as a public speaker the White House has held very few who were his equal. Long before he went into politics he was a student of history and current events, and he had opportunities to gain experience as a writer and a speaker, and they were all improved, to the end that he puts things pithily and pointedly, and in all his addresses says something which is timely and worth remembering.

President Wilson has determined to impress upon the American people the imperative necessity of domestic unity. He delivered his first speech on the subject before the Daughters of the American Revolution. It will be followed by others and probably by a congressional enactment to eradicate from the body politic men who claim to be American citizens but who have never forgotten or swerved from their allegiance to the country of their origin.

It is hardly necessary to say that no pronouncement of the President has the importance of that he has just made. It touches the very life of the American Nation. The country has been and is threatened by a division into groups, based upon blood or sentiment. In past campaigns appeals have been made to the German vote, the Irish vote, the Italian vote, the Scandinavian vote, the Jewish vote and the Polish vote.

During the present war an attempt has been made to organize a German-American party, avowedly to oppose as a unit any candidate for President who does not come out openly for the German cause. The administration had reason to believe that a movement was under way to consolidate citizens of allied origin to fight any candidate who did not publicly declare his sympathy with the cause of the quadruple entente.

In short, the United States was to be transformed into a battleground by partisans of Germany on the one hand and the Allies on the other; American ideals, American aspirations and American civilization were to be

subordinated to and perhaps destroyed as a result of the preaching of those of foreign lands.

President Wilson realized that this constituted a National danger. He has come to appreciate that his urgent command that American citizens and residents of the country should be neutral in deed and thoughts should be disregarded by many of those who became naturalized because it was to their material and moral interest to abandon the country of their birth. It is not going too far to say that Mr. Wilson feels the Republic will be in danger unless the people unite and place American rights and American interests before those of any European state.

The President has been deeply impressed by the necessity of the country awakening to the situation. He withheld utterance on the subject until just before the campaign for the Presidency opened, in order that his views might have the greater weight. He did not believe his declaration would be approved by German-Americans who are proud of the hyphen, and he explained it would be objected to by the hyphenated of other blood; he concluded that American citizens would indorse his stand and that it was indefinitely preferable to have their backing than that of men who put European countries ahead of their own.

The situation has been brought home to the administration by what has happened in Maryland. Recently a State convention was held in that State to ratify the primary choices for governor and other officers. Friends of the President contemplated presenting a resolution indorsing his policies, particularly in connection with the European war. It soon developed that the German-American representatives in the convention and Democratic politicians who were afraid of the German-American vote would make a fight in opposition to the adoption of the resolution. To avoid such a spectacle and a split which might have an evil effect throughout the country the proposal was dropped.

Here was direct tangible evidence of the existence of a German movement in American politics. It was natural to expect that such a movement would be resented by those of allied origin. It was also natural to believe that what had occurred in Maryland would develop in other states.

It was from no selfish motive that Mr. Wilson decided the time had come to take steps to stamp out this condition, so contrary to the spirit of American institutions. He knew that he would not be the sole object of such a campaign; that the candidate of the Republican party and the candidate of the Progressive party would be subjected to the same kind of pressure that was being applied to him.

Moreover, he foresaw such tactics would lead to the direction of American foreign policies in the interest of this or that European country dependent upon the successes at the polls next year of the un-American party which secured predominance.

It was not difficult to understand that unless this Pandora box was promptly closed the United States as an independent Nation would cease to exist and that it would become the catpaw of a foreign government.

It is recognized as an extremely difficult thing to frame a law which will end dual citizenship. It is suggested a bill might be passed forbidding the existence of any hyphenated school, although this might be considered a state rather than a National matter. It is realized by the administration that what is needed is a thorough American education for every child.

Another way to reach the conditions denounced by the President is to restrict immigration.

Congress passed a bill with this end in view, but it was vetoed by Mr. Wilson particularly because of a provision prescribing a literacy test.

The entire matter is to be thrashed over before Congress meets. It is believed some plan can be evolved which will assure men who have acquired American citizenship acting as Americans or else be forced to surrender their papers, thereby reverting to the citizenship of the country in which they originated.

For the German press it is natural enough to speak of the Balkan developments as the beginning of a German thrust against the British empire in Egypt and India. In its distant implications the southward march of the Teuton armies does hold such a threat. But it is altogether too early to speak of a campaign against Egypt as an actuality of the near future. Before that can come about a decision must be reached in the Balkans and, if precedent counts for anything, operations in the Balkans will not be the rush or dash that Berlin anticipates, but a slow, grinding process with a possible deadlock like that in Gallipoli, for months to come. Even if the tide turns definitely against the Allies, the menace to Egypt would take the form of a Turkish move against the Suez Canal under German leadership. It is hardly to be supposed that German troops will actually be thrown into Asia Minor for the difficult march through the desert. For that is the only way an attack will come, if it comes at all. The sea will continue to be held by the Allies. It is only in its moral effect, in the spread of the feeling in Great Britain that the enemy is pressing nearer to the Suez Canal and India, that the German drive nach Osten is for the present significant.

Mayor Ellis and his cohorts in the Grand Rapids Common Council have succeeded in evading the issue and have postponed the calling of a grand jury to investigate very serious irregularities which have been quietly discussed on the streets for some weeks. These rumors and alleged charges involve the Mayor and some of the aldermen, and it was to be expected that they would oppose any effort toward exposing and punishing any one who might be guilty of malfeasance in office. There is a final reckoning coming, however.

TEST FOR CITRUS FRUITS.

In response to requests from many growers and shippers of grape fruit and Florida oranges, the Bureau of Chemistry of the United States Department of Agriculture in its next service and regulatory announcements will define the terms "immature" and "maturity" as applied to these products. The definition is made because it is believed that it will give shippers a more exact means of determining for themselves whether their fruit has reached the proper stage for marketing—a matter about which at present there is much uncertainty. The definition is as follows:

"With the information now available the Bureau of Chemistry considers all grape fruit to be immature if the juice does not contain soluble solids equal to, or in excess of, seven parts to each part of acid contained in the juice, the acidity of the juice to be calculated as citric acid without water of crystallization. The Bureau also considers Florida oranges to be immature if the juice does not contain soluble solids equal to, or in excess of, eight parts to every part of acid contained in the juice, the acidity to be calculated as citric acid without water of crystallization.

"Owing to the fact that the investigations of the Bureau have not been completed, the ratios set for all grape fruit and for Florida oranges are lower than those which are believed to be the lowest for properly matured fruit. It may, therefore, be expected that the requirements will be made more strict after data from several crops are available."

The English press will not be slow to pick up the statements now coming from Berlin that with the operations in the Balkans the war becomes a test of Moltkeism against Mahanism, of land power against sea power. London will take this as an admission of failure by Germany with regard to at least one object, which at one time was held out as the great object towards which Germany strove—the freedom of the seas. Some time before Moltkeism challenged Mahanism, an English journalist, H. W. Massingham, writing in the London Nation, asserted that in Berlin "no illusions are entertained as to the results of the naval war with England. It is recognized that we cannot be driven from the seas or our sea power seriously disturbed. In effect, our victory is acknowledged." Berlin will deny that there is any such confession implied. Sea power is not an end in itself, but an instrument for the maintenance of empire. If the British empire can be shaken apart by an invasion of Egypt across the Isthmus of Suez, if India can be thrown into turmoil by a British defeat in Mesopotamia and a threat across Persia and Afghanistan, England may keep her fleet for her pains. It is an argument; but it involves the complete abandonment of the hopes cherished by the German people when the Kaiser promised them he would eat Sunday dinner in Paris in September, (1914) and Christmas dinner in Petrogard.



The Financial Side of the Produce Business.*

That the products of the farm are the basis of our vast wealth is nowadays accepted as a self-evident proposition, and of the product of the farm, from some points of view, those of the dairy and poultry yard are the most important. It is on them that the family table relies for its more constant support and without them a meal is robbed of its most nourishing and satisfying touches. I have heard it said by an eminent chemist that civilization follows the use of sulphuric acid; and I think that we may well paraphrase that statement by saying that the delights of a refined and civilized menu are flanked and supported by the products which the members of your association assist in gathering and distributing. We have often heard of the modern breakfast table drawing upon the resources of the farthest corners of the earth for its supplies, but what is a breakfast without those home products, butter and eggs, fresh from the green valleys and fertile plains of neighboring states? And although the daily press regales us with stories of those edibles being preserved through modern storage facilities from some prehistoric time, I shall still insist that the eggs which I break and the butter which I spread upon my rolls are fresh from the nest of the Plymouth Rock and from the hands of a blushing dairy maid.

A story is told of a bachelor, who when eating his morning egg noticed the name and address of a girl written on it. As his fancy was aroused he wrote to her suggesting that so fresh and sweet an egg betokened to him a promising correspondence and romantic acquaintance. The reply he received told him that the young lady had married since she inscribed her name on the shell and her oldest boy was now gathering the eggs.

The products in which the members of your association deal are not only important because of their necessity to the modern household, but because of their volume and the relation which they have to the trade of our city and the country at large. Statistics show that in the New York market alone during 1914 the wholesale value of butter, cheese, eggs and poultry received, reached the total of \$128,000,000. The handling of this vast amount of produce is no small part of our city's business and the

gathering of it by the first commission men from the farmers, the transportation and the ultimate delivery all contribute to the prosperity of our railroads and other industries en route. It is the gathering, transportation and distribution of your merchandise in which I have a peculiar interest and regarding which, with your permission, I should like to speak to-day.

The large totals in value to which I have referred are enough in themselves to suggest that some means must be devised to aid the shippers and consignees to carry them while on the way from producer to consumer, and this is done as you all know by means of the draft and bill of lading against which banks make advances as they follow the goods to their ultimate market. In the multi-form processes of producing, preparing, transporting, grading, warehousing, distributing and marketing which enter into the treatment of these staples, the banker has a frequent and continuing function in financing the several steps in the evolution from farm to consumer. He lends the farmer to buy the seed and stock, to pay the labor and to carry the burden, until the crop is delivered to the common carrier.

The bill of lading then becomes the credit instrument which discharges the farmer's obligation. The wholesaler in the city accepts the draft that represents the value of the goods and again the bill reaches the banker's window as the medium of credit for the acceptor. The merchandise arrives, the bill of lading carries the title into the warehouse and again the banker makes the "commodity loan" on the warehouseman's receipt. The sale and release ensue and the retailer handles the farmer's product, the banker still perchance assisting in the process until the consumer buys and eats and the financing ends in liquidation.

Through all of this process the bill of lading demonstrates its importance and its necessity cannot be over-estimated. It is the prima facie evidence of value which the banker is never afraid to hold and which he knows will always ultimately get him his money if worst comes to worst. You probably are all familiar with collateral or Wall Street loans, as they are commonly known. With them the collateral is supposed to be the final test of the value of the loan and the guarantee of its ultimate payment if the borrower fails to pay. But that collateral, consisting of stocks and bonds, is subject to violent fluctuation and is also subject to the

*Address by Newton D. Alling, Assistant Cashier of Irving National Bank of New York, at recent convention of National Poultry, Butter and Egg Association.

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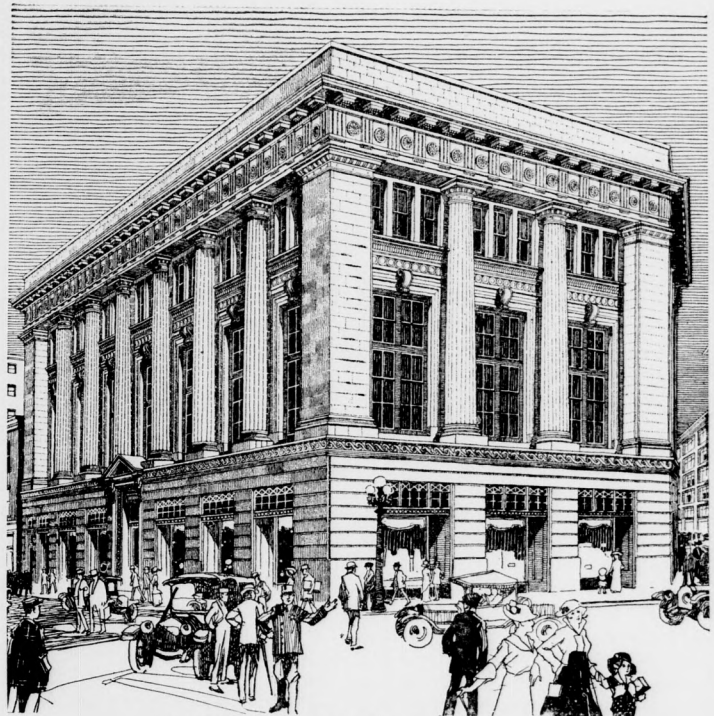
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whims and fancies of the management of whatever corporation it may be issued by, and lastly it is liable to lose its market if for some reason it does not suit the popular fancy.

Then it cannot be sold, for not being subject to consumption, no one wants to eat or wear it and there is no upset price at which it can be disposed of. Whereas with the products of your line represented by a bill of lading when in transit, or a warehouse receipt when in storage, there is always a bottom price at which they can be sold, and consumed and that means liquidation. It is the finest example of a self-liquidating loan which has been devised; for the collateral will always find an ultimate purchaser who is a consumer.

How much more useful to the development of our trade and prosperity are loans made against products of the farm on their way to market, than loans on stock collateral. One is fostering the commerce of our country, thereby aiding every worker and industry which it touches, the other is but a dead investment and can only be moved by selling the security to someone else, who, in turn, must hold it until he finds a purchaser; in other words, there is no ultimate consumer.

It has been calculated that something like three million dollars annually are advanced by banks to shippers on bills of lading. That means that to that extent bank funds are aiding farmers and shippers of poultry in carrying on their most important industry and does not look as though Wall Street is running away with the banking business, as is commonly supposed.

The new banking law known as the Federal Reserve Act especially limits the class of paper on which the reserve banks can loan, but loans made against agricultural products in transit or storage are specifically mentioned as desirable. This provision should be of great ultimate benefit to the members of your and similar associations, as it liberates you forever from the fear of being curtailed in your accommodations during a time of stringency. What a boon that will be, will occur to all who were in business in the first decade of this century when every fall, with the recurring stringency in currency, bankers were wont not only to raise their rates but even to shorten lines of credit. We trust that those periods are gone forever, unless it be in the most exceptional times of financial panic and fright; but for normal times the excess of unused loanable funds of our reserve banking system will apparently never be all needed.

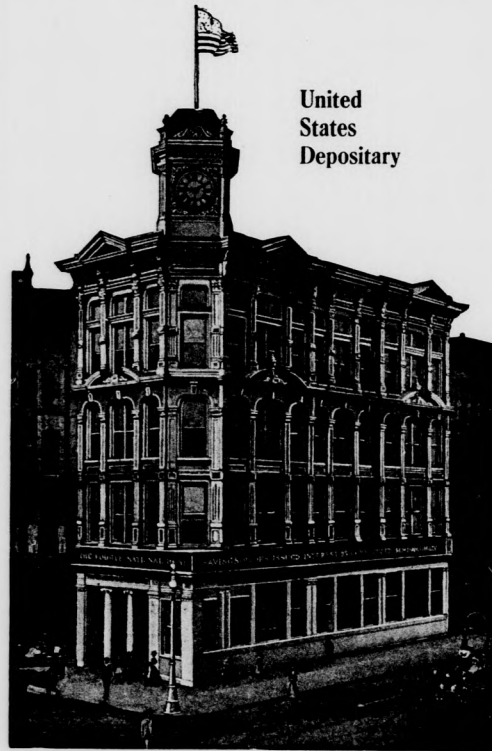
In a recent statement the Comptroller of the Currency said, in analyzing the last published reports of the National banks, that he estimated the amount of available credit afforded by the new system at between two and three billion dollars in excess of that already used. He meant that in the future our trade expansion may have that margin of credit to absorb before there will be any possibility of a stringency in credit. It may aid you to realize what this means when

I tell you that in the years past to which I have referred, before the passage of the Reserve Act, during any particular stringency, it was calculated by bankers that a possible increase in credit of one hundred million dollars at the most would relieve the situation. In the great currency panic of 1907 the Secretary of the Treasury stated in conjunction with others that all there was needed was possibly one hundred fifty or two hundred million increase to have prevented that disastrous experience. Hence merchants may be assured that as long as their business warrants they need have no fear of their just requirements not being satisfied.

The development of the bill of lading during the past ten years as a banking instrument has been considerable. Weak points have been removed and the reliability of the shipper's receipt as an evidence of value has been immeasurably safeguarded. About eight or ten years ago a committee was appointed by the American Bankers' Association for the purpose of looking into the legal aspects of the case, both as to its safety and its uniformity. This arose from the conflicting laws of different states relating to the bill of lading and the necessity of legalizing a statutory form, certain customs which had grown out of its ever increasing use as an instrument of commerce. Moreover, some very large losses had fallen on some banking institutions through advancing moneys on fraudulent or faulty bills of lading, notably among them being the case of Knight, Yancy & Co. As a result of the concerted efforts of our bankers' association, of yours, and of others of similar character who were allied in the work, a standard bill of lading was devised and a uniform bill of lading act was drafted and passed in ten states. We trust that with continued effort and propaganda on the part of all of us, more states will be added to the list shortly. That will give us a shipper's receipt for goods delivered to a carrier which can be accepted without question by banks as collateral. Its legal limitations can then be understood by all, whether it be in Massachusetts or California, and we can handle and advance on it without having to be a qualified lawyer in forty-eight states.

But the legal end of it is not all. There is another phase of the bill of lading question which is far more important; in fact, if it is satisfied, the legal phase may in the majority of cases be overlooked, and that is the moral responsibility of the shipper. The legal phase of the bill of lading is against the carrier, but the most carefully drawn receipt cannot make the carrier responsible to the holder for the quality, character, or actual quantity of the goods which it represents. That is purely up to the shipper and it therefore becomes a banker's question; that is the moral responsibility of the man with whom he is dealing. And in following a bill of lading through its travels, we must trade it back to the first bank which received it, and there the responsibility for the character of the shipper

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The Old National Bank

177 Monroe Ave., N. W.

Grand Rapids, Mich.

rests. He delivers his produce to the railroad, and in turn receives a bill of lading which he attaches to a draft on his consignee for the value of the goods, and then takes it to his bank, and asks for credit of all or part as the case may be. The local banker examines the draft and bill, the draft is for so many dollars, the bill is for so many tubs of butter; he figures out that butter is worth so much a pound, so many pounds to a tub, which about makes up the amount of the draft. So far so good. For the number of tubs the railroad is responsible, but the banker cannot weigh the butter, nor can he smell of it, two very important things to decide the value of the shipment; but he knows his man. He can weight him morally, and probably has done so before. That is the test, and the draft starts on its journey, the bill of lading which accompanies it is verified as the title to good collateral which will discharge the draft, and it passes through bank after bank on that first o. k. I understand that usually shippers fill out their own bills of lading and present them with the goods for the agent's signature, and that this custom has given rise to frequent abuses and losses to some holders of bills of lading, although I believe that all banks and carriers exercise more caution since the famous Knight & Yancy case, when several banks lost heavily on fraudulent cotton bills of lading. The case also of Musica & Sons, who were dealers in human hair, is fresh in our memory. They had raised hundreds of thousands of dollars on bills of lading representing supposed shipments of merchandise, but when the boxes were broken open they were found to contain only waste paper.

I think the members of your trade are to be congratulated upon the fact that it is thus necessary for men to go outside of your particular line for examples of culpability in this regard.

It is our experience that bills of the butter and egg trade bear the reputation of being fairly accurate in the goods which they call for. Of course, in a shipment of eggs there may be some which would not bear the supreme test of being broken in your cup at table, but they are eggs anyway, and not waste paper or any other substitute.

Your association has already done good work in pushing forward the work of making the bill of lading a protection to the consignee, as well as his bank, and also in bringing the carriers to a proper sense of their responsibility for the delivery of the goods, for which the bill of lading calls.

You are now engaged, as I understand, in still another improvement in the shipping business, and that is your effort to unify classifications and gradings in all parts of the country. This is an important reform, for as your field now extends from ocean to ocean, it is necessary that the quotations of prices shall have the same significance throughout the country. It is just as important for the banker as it is for you, as it will add to the facility with which advances can be obtained upon your produce. The banker is always looking for a ready market for his collateral, and standardizing the grades will assist wonderfully in that.

Your trade is also subject to the regulations of the state, which are becoming more numerous as the years go by, and our legislators endeavor to improve on your methods of conducting your business. These new regulations and restrictions, sometimes beneficial and sometimes burdensome, need watching when in course of enactment, and here too your association finds a field of usefulness.

As I intimated at the outset the dealers in produce form the most important branch of our commerce. The staples in which they trade are not only of interest to the merchant and banker, but to every housewife they are a source of daily thoughts and attention.

Just think of it! If you distributors of those necessary articles, butter and eggs, should refuse to do your duty, you would shake every home to its foundation, and as for poultry and cheese, if you cut off our supply, the most succulent fowl would be scratched from our menu, and the welsh-rabbit foundries would have to close down.

It is a man's business to be strong and to be trained. Man is his own devil. When he is strong enough to whip himself, all other enemies are as straw, and may be laid flat by the push of a knuckle. The real gymnasium is the one in which the muscles of the soul are made competent.—Richard Wightman.

Kent State Bank

Main Office Fountain St.
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Capital - - - - \$500,000
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Resources Over
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Coupons cashed each 6 months

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.

Guardian of Property

Few things are as important as the support of those who are unable to support themselves. The property or income that is to provide for them should be carefully guarded. This company has had twenty-five years successful experience in such matters and its charges are very reasonable.

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

THE MICHIGAN TRUST CO.
of Grand Rapids

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.



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.



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.

The Long Pull in Stove Selling.

Written for the Tradesman.

It's the long pull that counts in stove selling. Smallwares may be sold on sight, and often sell as a result of mere display; but with heaters and ranges, as with paint and implements and all the larger hardware lines, the hardware dealer must look backward and forward, and plan his work on the basis of a comprehensive survey of the field. In the execution of his plans, furthermore, persistence is needed—that persistence which keeps after a customer season after season, until he buys from you, or from the other fellow.

Some years ago a Western hardware dealer had one of those rare experiences which make the heart glad. They happen often on paper, but only occasionally in real life. A customer came in and looked over his stock or ranges, selected an article at a good price, and paid cash for it without a moment's haggling.

He lingered to explain how it came about. "I've been noticing these stoves of yours for several years," he said, "and they always looked bright and clean and new. I made up my mind years ago that when the time came to buy a new range, I'd buy it right here."

That incident is just a reminder of the very important fact, that there is neither alpha nor omega to stove selling. The hardware dealer who displays stoves this season is not merely reaching out for immediate sales; he is laying the foundations upon which to build business for years to come.

Stove selling is a campaign, and not a battle; it is a campaign which begins the day that the hardware dealer opens his doors to the public and which ends—so far as he is concerned—only when the reins of business drop from his hands. So, every incident in the management of the stove department is an integral part of the dealer's campaign. It will help, or hurt, sales. Hence, it will profit the dealer to plan carefully and comprehensively.

Satisfaction is the one sure foundation upon which to build business success. The stove dealer should, consequently, feature those lines of ranges and heaters which are calculated to give thorough satisfaction to the customer. If possible he should link up with a line which is a definite standard of value, and with manufacturers who have a reputation to maintain, and who realize that the reputation of a line is its most valuable asset. Such manufacturers will not put

out inferior goods under their name; they will be constantly on the alert to secure improvements and devices calculated to keep their product in the forefront of the march of progress. The line which has a reputation conscientiously earned, or which is working conscientiously to secure a reputation, is the line for a dealer to push. Such a line pays for pushing.

Whether inferior lines should be handled also is a matter for individual policy to decide. Some merchants handle only high grade goods. Others stock low priced lines, as a means of meeting mail order and peddler competition. They argue that when a customer wants and insists upon a low priced stove, that it is better to sell him a low priced stove than to send him to the mail order house. But in any event, the high grade line is the line of push, to feature in the advertising and on the floor, and to recommend most strongly to all comers. The low grade article should be kept in reserve as a last resort in cases where price is the only argument which carries weight with the customer.

Thus, a stove dealer who had suffered from the inroads of mail order ranges adopted a scheme of this sort to help him fight competition from the catalogue houses. It is all very well to say, "Let people buy the catalogue goods and find out their inferiority by experience." In most cases the catalogue line does not come near enough to the quality line for purpose of comparison. To compare two ranges effectively, they must be put side by side; and then a demonstrator is needed to drive the lesson home.

This dealer took one of the mail order stoves in trade. It was a handsome affair enough, but it didn't work just right. He put this stove on the floor, in a secluded corner of his stove department, setting it on a truck. If Mrs. So-and-So, looking over the ranges, objected, "Why I can get one just as good from the Blank people in Chicago for ten dollars less," the dealer rejoined, "I have their stove right here. Let's have a look at it." The mail order range was forthwith wheeled to the front, and the merchant went over both ranges, point by point, contrasting their weight, the amount of nickel finish, the flue construction, and—particularly—the results to customers. That argument, in practically every instance, convinced the customer of the superiority of the dealer's own line. If the question of price still weighed in the matter, he had the chance to sell a cheaper range that would give as good satisfaction as the mail order stove had given in this particular instance.

Results count in securing new busi-

ness. The dealer who sets out to sell stoves regardless of whether or not they give satisfaction will not make a success of the business in the long run. In this instance, the fact that a prominent customer had bought the quality range and thrown out the mail order stove was a powerful selling argument. Most dealers who sense the value of results are content to stock quality lines, to push them in selling, and to leave the goods to speak for themselves. In a few instances, however, merchants take pains to follow up the goods, and invariably find that this form of "after salesmanship" is very helpful in securing new trade.

One dealer makes it a point to follow up every range or heater sold, in order to make sure that the stoves he has placed are giving satisfaction. This precaution forestalls complaints; and every dealer knows that the very best range, in the hands of an inexperienced person, is apt to give a little trouble. To explain how a range should be handled, and then to go over the ground again, and again if necessary, is time and trouble well invested.

Then, the dealer's after enquiries bring him in touch with many enthusiastic customers. He makes note of these, and of their expressions. Any dealer who handles a quality article can secure scores of recommendations, in writing if necessary, from satisfied customers. "Ask Mrs. So-and-So what she thinks of this range," is often—as experienced dealers will testify—a more effective argument than any amount of labored enunciation of selling points.

To produce big results, the stove department should be handled intelligently and comprehensively. The selling staff should be at the immediate service of purchasers, ready to explain away difficulties and to see that the stoves produce the promised results. The dealer

should keep a systematic prospect list, as a basis of each season's stove selling campaign. Advertising should be arranged systematically, sufficient to keep the stove department before the public; demonstrations arranged and window displays planned. Then another important point is the keeping of the stock in first class shape. This is vital to successful stove selling. The stove that does not present an attractive appearance to the prospect won't convert that prospect into a customer.

Systematic training of the sales force is another important matter. Every now and then the merchant, or the stove traveler, should go over the new models with the salespeople, elucidating the selling points, and seeing that the boys are properly fitted to present these points to prospective purchasers. The salesman should, first, know his stove; and should then know how to present his knowledge to the customer in the most attractive and appealing form.

William Edward Park.

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

W. E. HAZARD,
 No. 1 Ionia Ave., S. W., Grand Rapids
 I do all work for Toledo Scale Co. in Michigan

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.



"The End of Fire Waste"

COMPLETE APPROVED

Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich. Estimates Free Detroit, Mich.
 115 Campau Ave. 909 Hammond Bldg.

Foster, Stevens & Co.

Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.

AUTOMOBILES AND ACCESSORIES

Saxon Six Keeps Pace With Cow.

Driving seven miles on high gear while another passenger led a cow behind the car is the record achievement of W. L. Killy, of Omaha, in a test of the flexibility of a Saxon "Six" touring car. Any one who has ever been out on the open highway in a motor car and who has caught up with a cow knows how slow an automobile must travel until said cow takes a notion to get off the road.

Many tests of varying nature have been made from time to time to show how slow a car can throttle down on high gear without causing the motor to labor. Up-to-date, however, the feat of Mr. Killy's Saxon is unique as a demonstration of smoothness on high gear for long distance at a gait slower than a human being walks.

Mr. Killey recently purchased the cow at South Omaha. After the transaction was completed the question came up of getting the animal to his suburban home, a distance of seven miles from South Omaha. At first Mr. Killy was inclined to have the cow packed on a freight train, but later at a friend's suggestion he decided to put his Saxon to the supreme test by driving to his suburban home with the car in high gear while the friend led the cow by a rope from the rear seat. Although he had never tried such a trip, Mr. Killy knew that car could be throttled down to a slow speed, so decided to try it.

"The stunt went through in fine shape," said Mr. Killy, "and we reached home without shifting gears."

Says Satisfied Man Doesn't Want Change.

"We have observed," says Alexander Winton, "that the desire for change is not strong where a man enjoys satisfaction.

"If he is satisfied with his home, his business, his recreations, his family, his mode of life, you do not find a man craving a radical change. The prudent man knows very well that the new thing may be only an illusion and that afterward he may wish he hadn't changed so radically.

"That's why the buyers of high-grade cars 'stay sold.' They know what they want, they are satisfied when they get it, and they let dissatisfied owners clamor for strange and experimental offerings. Meanwhile the high-grade maker continues to weave new merits to his already meritorious car, and from season to season it gives its buyers a delightful new zest that is unaccompanied by any rick of disappointment. Thus the makers of successful sixes are continuing to make sixes; they have an excellence that to-day is years ahead of every other type. If this were not so, these makers would also be scrambling to cater to that desire for change which always attends dissatisfaction."

Great Gain in Michigan.

There is a great gain in the motoring army of Michigan this year. Up to June 30 the registration numbers sold had reached 98,474, which is more than 20,000 in excess of the total registration for 1914. Now the figure is over the 100,000 mark. The list shows that cars of 300 makes are driven in the State.

Somewhat more than 2,600 commercial cars have been registered, which seems small in comparison with the passenger cars. However, this is a gain, and the end of the year will make it more pronounced than it now is.

The commercial car business has been steady and exceptionally good since September 1, many orders having been placed by merchants and manufacturers. Heaviest duty trucks and delivery cars with less than 1,000 pounds capacity show many improvements which should prove of interest to those who have deliveries to make. It is conceded that the motor delivery is the most economical when all things are considered, the factor of time being one of the greatest of the assets, although this does not appear in the dollars and cents columns of all comparative statements.

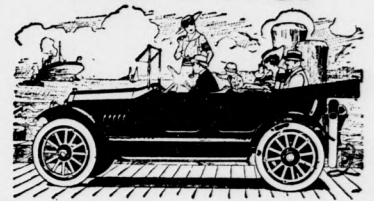
Every man with common sense misses a lot of alleged fun.



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

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

EIGHT CYLINDER KING



King Eight Truths

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

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

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

Make your Demonstration Appointment

Phelps Auto Sales Company

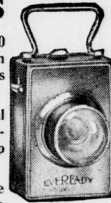
Western Michigan Distributors for
The New King Car and the Apperson
Supplies and Accessories
Michigan Street and Lafayette Avenue
Grand Rapids, Mich.

EVEREADY FLASHLIGHTS

Last year, dealers sold 18,000,000 EVEREADY Flashlights, Tungsten Batteries and Mazda lamps. This year sales are even better.

The reason for this phenomenal showing is the quality and reasonable price of the goods backed up by extensive national advertising.

EVEREADY sales come easy. Are you getting your share? We are EVEREADY Headquarters; drop us a postal for full information.



C. J. LITSCHER ELECTRIC COMPANY

Wholesale Distributors

41-43 S. Market St. Grand Rapids, Michigan

A stitch in time—you know



Seal up those little cuts in your tires with SEAL-TITE

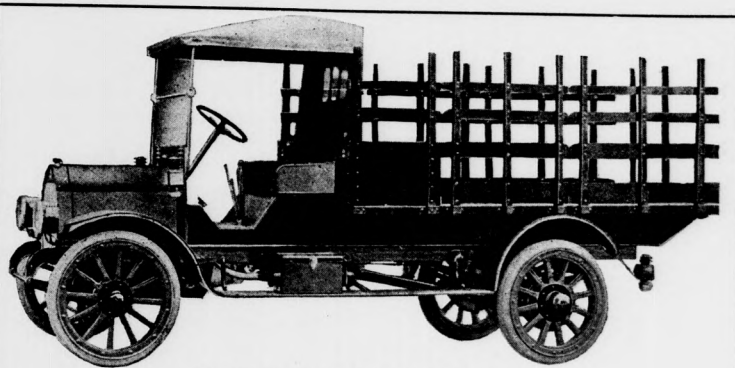
SHERWOOD HALL CO., LTD.

Distributors Grand Rapids, Mich.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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



"THE MENOMINEE" MOTOR TRUCKS

Are Built for Your Service

D. F. POYER CO., Menominee, Mich., Manufacturers

BURTLESS MOTOR SALES CO.

Michigan Distributors, Lansing, Michigan

Choice territory open to reliable dealers

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

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 18—There is a well-known saying that "To be as good as our fathers we must be better." That is evidently what the present U. C. T. dance committee think, for they certainly staged, last Saturday night, one of the swellest and prettiest dances it has been our pleasure to witness for some time. Promptly at 9 o'clock the grand march led by Mr. and Mrs. C. C. Perkins, started to the sweet strains of Tuller's famous orchestra, and from that time on there was ginger and snap every minute. All were loud in praise of the music, the floor, the hall and the committee. The refreshments were superb and all entered into the spirit of the occasion with a vim and enthusiasm which vouchsafes success for the U. C. T. dancing parties of 1915-1916. W. N. Burgess held the lucky number in the drawing contest and received a crisp new one dollar bill. The next party will be held Oct. 30, and, if the usual increased attendance is manifest, the walls of the dancing hall will bulge some. All U. C. T. members and their friends are invited to join in these winter evening entertainments.

The many friends of Mr. and Mrs. Ferry Hanifin will regret to learn that they have moved to Lansing. But we can't blame them when we know that by so doing Ferry can be at home nearly every night—a pleasure which we would all enjoy. Then, too, Lansing needs a few more residents like Mr. and Mrs. Hanifin to improve the quality of its citizenship.

Every member of Grand Rapids Council should join the Benefit Association. We don't know of any insurance that gives you so much for the price as this does. Send in your application to-day to Wm. Francke, Walter S. Lawton or Allen F. Rockwell.

The Ladies of the Four Leaf Clover Five Hundred Club met at the home of Mrs. F. Eugene Scott, 217 Antisdel Court, last Thursday afternoon. Mrs. J. A. Burr and Mrs. H. L. Wood were the prize winners. The next meeting will be held at Mrs. H. L. Benjamin's home, 124 National avenue, Thursday afternoon, Oct. 28.

If you didn't come to the trot shop last Saturday night, we both lose.

If you don't send in assessment No. 129 you lost.

We can't see any logical reason why any one should commit suicide these days. If they will just wait a little while an automobile will turn the trick.

L. J. Carpenter, who for some time has conducted a hotel business in Springport, has sold out and purchased the Watters' livery stock at Hastings.

Mr. and Mrs. E. A. Stowe were welcome attendants at the dancing party last Saturday night. The U. C. T. boys and their wives always extend the glad hand to E. A. and Mrs. Stowe, for we number them and the Tradesman among our very best and most loyal friends. We understand E. A. has bought a season ticket and we hope they won't miss a number on the course.

Only 229 days more before the Grand Lodge convention at Traverse City.

Down in Barry county is the little town of Delton, made more or less famous by the fact that it has for one of its business men the hustling clothier, John Burke. John has so conducted himself and his business that the citizens in and around Delton have come to have confidence in his goods and when they want a pair of suspenders or a pair of shoes, and John says "it's good" they never question his word, but fork out the long green and go home contented. But early this summer the citizens of Delton were shocked to learn that John's health was going back on him

and that a famous Grand Rapids doctor told him he must get out of doors or suffer serious results. So John, with the determination that the last thing he was going to do was to die, got a job cutting corn, feeding corn shredder and other farm work and went into this with the same characteristic zeal which has ensured his success in business and actually cut two acres a day. As a result he now weighs more than he ever has in his life and feels hale and hearty—a living exponent of the results of outdoor air and roughing it. We might add that Mrs. Burke runs the store in his absence and John says he thinks his business is even better than ever. Here's success to you, Mr. Burke, and we hope for the permanent recovery of your health.

Mr. and Mrs. George V. McConnell and Mr. and Mrs. Allen F. Rockwell motored to Greenville, Sunday.

We hope H. D. Hydorn will pardon the suggestion that he increase the insurance on his "Polarine" buggy.

The J. J. Thompson jewelry store, 327 Monroe avenue, has been incorporated under the name of the J. J. Thompson Jewelry Co., with a capitalization of \$25,000. What makes this especially interesting to the readers of these columns is the fact that Past Senior Counselor O. W. Stark is to be its general manager and one of the stockholders. Brother Stark's wide acquaintance among the traveling men who know him to be absolutely reliable in all of his business transactions, coupled with the long established record of Mr. Thompson, assures the new company a highly successful career. "Rasty" says he will be glad to see any of the boys, whether they want to buy jewelry or not, and we know the boys of Grand Rapids Council are a unit in wishing Mr. Stark and the new corporation unbounded success.

The Albion House, one of the oldest hostelrys in Southern Michigan, is undergoing extensive improvements. The bar room is being built into a writing and reading room and new plumbing installed which will make this old landmark a strictly modern hotel.

Don't forget to send in your news items.

And don't forget assessment No. 129 expires next Tuesday, Oct. 26.

It's up to you. L. V. Pilkington.

The Handy Michigan Trailer

For Use With Any Make of Car

THREE STYLES:
\$50 \$55, \$100

It turns anywhere your car can turn—on or off in a minute. Let us explain just how a handy trailer will save you both time and money.

C. D. MILLER

Grand Rapids Distributor
413-415 Bond Ave.

Let us show you
how the

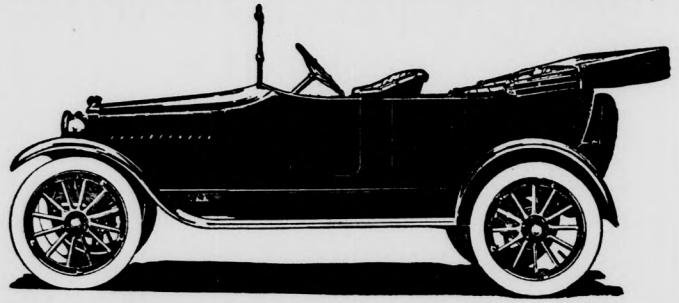
Studebaker Delivery Car

will save you money
Write or call for
demonstration
or catalog

Peck Auto Sales Co.
DISTRIBUTORS

Ionia and Island Sts. Grand Rapids

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. Write for terms.

GRAND RAPIDS SAXON COMPANY
572 Division Avenue, South

CITIZENS LONG DISTANCE SERVICE



To Detroit, Lansing, Jackson, Holland, Muskegon, Ludington, Traverse City, Petoskey, Saginaw; also to all intermediate and Connecting Points.

Connection with 200,000 Telephones in Michigan.

Citizens Telephone Company

An Investment

A store furnished with up-to-date Fixtures which facilitate the handling and displaying of your goods is a very good asset.

We are entire store outfitters in "New and Used" Furniture of every description.

Will take your old fixtures in trade.

Grand Rapids Store Fixture Co.

No. 7 Ionia Ave. N.

Grand Rapids, Michigan

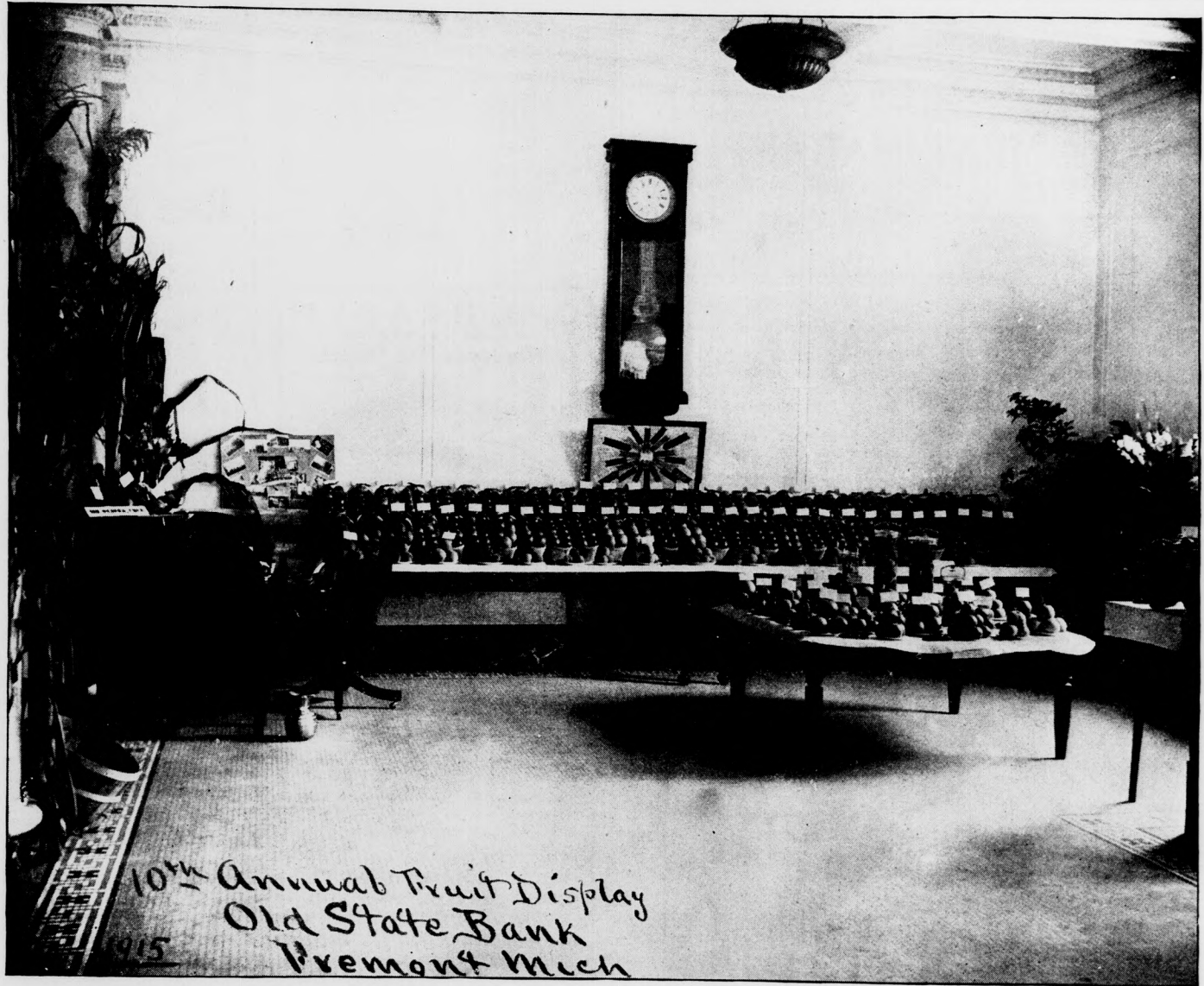
Make Out Your Bills THE EASIEST WAY

Save Time and Errors.
Send for Samples and Circular—Free.
Barlow Bros., Grand Rapids, Mich.

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



10th Annual Fruit Display
Old State Bank
Ypsilanti Mich

The Scripps-Booth

Is not a copy of any car, either American or foreign. It is a new type of car and a new branch of motor vehicle construction, as will be more fully realized when one has seen and ridden in this remarkable vehicle.

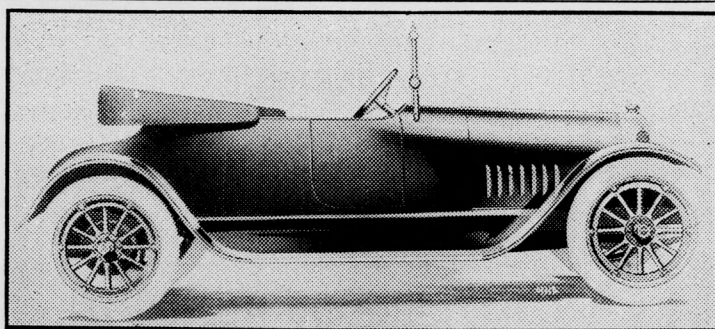
The more particular you are in your motor car buying, the more will it pay you to look closely into the Scripps-Booth luxurious light roadster or coupe as your next motor car possibility.

Price \$775, F. O. B. Detroit

George S. Thwing & Co

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15-17 GRAHAM STREET, S.W.



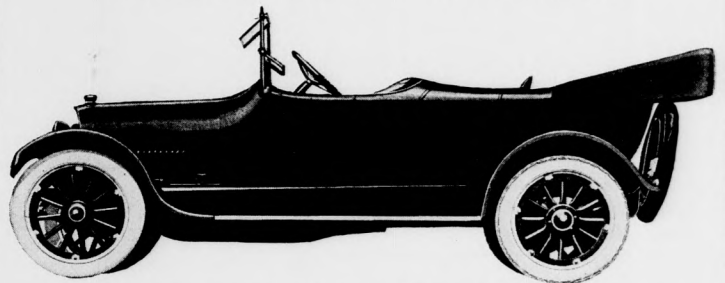
APPERSON SIX—The American Beauty Car

Four Passenger Roadster, Aptly Called The Chummy Car, \$1550
Five Passenger Six, \$1435; Seven Passenger, \$1550

PHELPS AUTO SALES COMPANY,
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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

129-131 Jefferson Ave.

12 Years a Reo Distributor

Grand Rapids, Mich.

THE MEAT MARKET

An Old Time Butcher to His Son.

If you are one of those butchers who feel that your talents for business are wasted in your meat market, the best thing you can do is to sell it as quickly as you can and quit the game. For the man that feels he is above his business is a man that can never be successful, for such an attitude of mind means carelessness and inattention to details, two things that mean failure in any business in which you are engaged.

It is a peculiar thing how many men feel that way. Why they should I can't for the life of me fathom. There is absolutely no reason why a man who is engaged in a legitimate business should consider that he has problems on his hands of such little importance that he is not justified in devoting all his time and energy to their solution. Because his market may be small and his business just an ordinary one is no reason why he should spend his valuable time thinking about what he would do if his business were about ten times as large. What he ought to do is to take that time and devote it to his market as it is, and then perhaps some day he would have a chance of using his mighty intellect to settle the affairs of a business large enough to claim his entire attention and voluminous enough to be worthy of the thought he would spend upon it.

I ran across an instance of that frame of mind the other day. A butcher in a town about twenty miles from where we are told me that he was sick and tired of things. "My market here is so small," he declared, "and it brings me in such a small amount of profit that it seems to me to be scarcely worth while to continue. I imagine that I have as much intelligence as the next man and that if I were in a bigger field I would be running as fine a market as there is in the state, but what's the use here? The thought and energy which I put into this market doesn't pay. I feel that I have got to get out and go some place where the work I am capable of doing will be appreciated and will bring me a decent return."

"How do you know whether or not you could do that right here if you used your best efforts?" I asked him.

"Here!" he exclaimed. "Why should I? I'd work like a slave and bring not a cent more to me than I am getting now. And what kind of encouragement is that to a man? Just a mere salary for putting up his best efforts. There's nothing in it, and I'm doing just enough to get by and absolutely no more."

Do you wonder that that butcher is discouraged with the results he is obtaining in his market? I don't. What I wonder at is the fact that he hasn't gone bankrupt long ago. Seems to me

that his market must be in a pretty good location if it will bring him a return, even though it is nothing more than a salary, when, according to his own statement, he does nothing more for it than he can possibly help. What would this same market do if he devoted all his energies to it?

This man has a common failing. He can always see fine opportunities for himself at a distance, but when the same opportunities exist close at home he is perfectly blind to them. He has fine ideas about what he would do were he in a certain position, but he never does a thing to put himself into that position in order to apply those ideas. He invariably considers the place where he is located the most God-forsaken hole on the face of this earth, and no matter where he might be placed he would still continue to think exactly the same thing.

The trouble with butchers of this type is that they allow their imaginations to run away with them. The time they ought to devote to doing they devote to dreaming, with the result that they never really accomplish anything at all. They complain continually about their fate, but they never stop to consider that the man who rolls up his sleeves and stays on the job from morning until night usually gives fate a kick in the pantaloons and comes out on top, anyhow. They are always keeping their eyes so far off in the distance that they stumble all over the things that are close at hand. In other words, these butchers take a look at their markets and then slobber all over themselves with self-pity to think that such capable men as they are should be tied down to such picayune business. Of course the remedy comes in times. They find that they haven't any business at all to be tied to; but before that sure remedy gets its fine work, it is better for them to sell out and go to "green fields and pastures new," where, at least, for the first few months their new-born enthusiasm will carry them along at a decent clip.—Butchers' Advocate.

Smithfield Hams.

Sprinkle the flesh surface of the hams to be cured with fine saltpeter until the hams are as white as if covered with a moderate frost, or, say, use three or four pounds of saltpeter to 1,000 pounds of hams. Then cover the entire surface with fine Liverpool salt. The hams are then packed in bulk not deeper than three feet. At the end of three days break up the bulk, resalt and again pack, each ham remaining thereafter in bulk for one day for each pound the ham weighs; that is, a ten-pound ham should remain ten days. The

hams should then be taken up and thoroughly cleaned by washing in warm water. When nearly dry rub the entire surface with black pepper. Hang the hams and gradually smoke for thirty to forty days with hickory or red oak. When the smoking is completed they should be re-peppered and bagged to guard against vermin. As these hams improve with age, they are considered perfect when one year old.



Rea & Witzig

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COMMISSION
MERCHANTS

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

Established 1873

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

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

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

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

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SEA FOODS AND LAKE FISH
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Michigan People Want Michigan Products

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

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



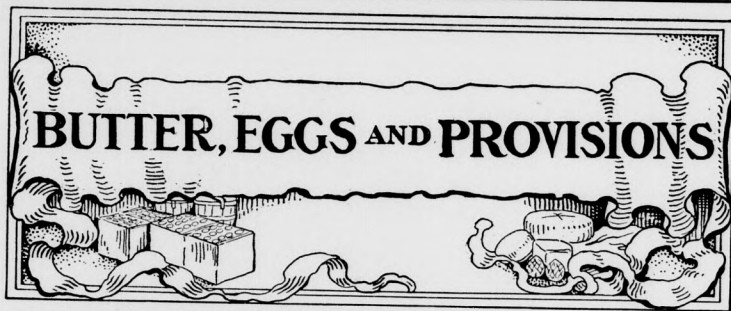
RESCENT

FLOUR

"Mother's Delight"

"Makes Bread White and Faces Bright"

VOIGT MILLING CO., GRAND RAPIDS, MICH.



Michigan Poultry, Butter and Egg Association.
 President—H. L. Williams, Howell.
 Vice-President—J. W. Lyons, Jackson.
 Secretary and Treasurer—D. A. Bentley, Saginaw.
 Executive Committee—F. A. Johnson, Detroit; Frank P. Van Buren, Williams-ton; C. J. Chandler, Detroit.

Fines for Excess Moisture.

According to Alton, Ill., Times, a Southern Illinois creameryman recently paid \$208 to Internal Revenue Collector J. M. Rapp of East Saint Louis, for selling butter containing over 16 per cent. water. An inspector seized twenty tubs of this creameryman's butter in New York several weeks ago. He held nineteen of them in which the moisture in the butter ran over 16 per cent. The manufacturer had to pay the \$100 special tax and \$108 at the rate of 10 cents a pound. Another Illinois creameryman, shipping to Chicago, has just paid a \$550 fine for excess moisture.

"We do not want to be too hard on the small creamery men in Southern Illinois, which is growing rapidly as a creamery country," Inspector Rapp is quoted as saying, "but they must obey this law. We are making an effort to inform every small creameryman of this law, so they can avoid violations of it."

Indications are that the International Revenue people are hard after makers of excess-water butter all over the country. We hear of samples being taken on several markets and, cases like the above get publicity frequently enough to indicate that never before has the law been more vigorously enforced.

A few weeks ago the Minneapolis Journal reported a fine of \$500 against a Minnesota creamery man for overstepping the moisture limit. This creameryman, it was reported, appealed to Dairy Commissioner J. J. Farrell for advice that might enable him to escape the payment of the penalty. Commissioner Farrell replied, of course, that he was powerless to act, but he sent this advice which is worthy of the undivided attention of every maker of American creamery butter at this time:

"The way to avoid such a condition is to test the moisture before the butter is packed, and at the place where it is made. It would not have cost \$1 to have made the moisture test, but it will cost more than \$500 to remedy an hour's careless or indifferent work. No buttermaker or creamery can afford to run such risks, and the remedy is to test for moisture each churning, keep the record, and be able to go into court and intelligently defend your products.

"The moisture content of butter can

be controlled, and they who through carelessness or indifferent methods are placing unlawful butter upon the market can have little cause to complain when a criminal charge is brought against them for such acts. Unfortunately they frequently involve innocent persons, as the charges are not directed against the individual but include the corporation or property involved in the transaction."

Our advice to creamerymen is, if you have not a reliable moisture test in the factory, order one to-day and use it regularly. It's a cheap form of insurance if properly and carefully operated.

The Creamery Promoter.

A great deal has been said in regard to the work of the average creamery promoter but nevertheless these promoters have been very active in Michigan this summer. Several creameries have been organized at places in Michigan where conditions did not at all warrant the building and equipping of a creamery. At one place such a creamery was worked up by a promoter and sold to the farmers for almost twice the sum it should have cost, and although it has been ready to run for over a month, it is said that not a wheel has turned yet. The disgusting thing about the whole matter is the fact that there are very few cows within a six mile radius of this creamery and little or no cream to make into butter.

At another place a creamery is being built at the present time at a cost of \$5,500 which should not have cost more than \$3,000. As far as can be learned, very little cream is being produced at this point, a cream receiver stating that about six cans of cream each week were shipped out from that point last winter over the railroad. This amount of cream is quite insufficient for the operation of a creamery, and further information leads one to believe that the farmers are not greatly interested in dairying in this vicinity.

These are typical promoters' creameries and if the creameries do not succeed, dairying will suffer a setback of at least five years.

Woman is the only thing extant—if Genesis be believed—that was not evolved from a solid slug of nothing. That I presume is why she amounts to something. Nothing was good enough raw material of which to make the father of mankind; but when the Almighty came to create our common mother he required something more substantial than a hole in the atmosphere. Brann.

If you appreciate uniformity and high quality in butter buy BLUE VALLEY.

Blue Valley Creamery Company
 Grand Rapids, Mich.

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

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



Registered, U. S. Pat. Off.

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

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

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

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

A Safe Match
 Means a Safe Home



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

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

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

Made Only by
The Diamond Match Company

The Vinkemulder Company

Jobbers and Shippers of
 Everything in

Fruits and Produce

Grand Rapids, Mich.

Mail us sample any Beans you may wish to sell.

Send us orders for **FIELD SEEDS.**

Both Phones 1217 **MOSELEY BROTHERS** Grand Rapids, Mich.

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec&Treas

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence solicited

Let us hear from you if you can load good potatoes

Wm. Alden Smith Bldg. Grand Rapids, Mich.

The H. E. Moseley Co. is associated with us in this business



Interesting Customers in Ribbons During Dull Days.

As an article of trade nothing is prettier than a collection of ribbons, nothing that can be put to more uses or give more value and decoration for the money spent than ribbons which are now being made of most artistic colors and designs in this country. The floor cases with one or two glass cases show off partly unrolled bolts of wide sash ribbons, also made girdles and sashes. One color to a case is the best effect; pink, pale green then lavender make a charming series, or Belgian blue, yellow and purple; intense colors look best.

Show a Variety.

The top of a case needs brass standards to hold hat bows artistically tied, tiny neckwear bows, vests of lace and ribbon, single flowers and small bouquets as well; bust forms will hold one of the tiny Eton or bolero jackets of ribbon made sleeveless and with a deep V neck to wear over any waist and a blouse of alternate strips of ribbons and Val insertion, each an inch and a half wide. On top of the shelves at the back long rolls of ribbons, some topped with a large bow, will give the opportunity of arranging colors to command the attention of every passerby. Every kind and size of a bag made of ribbon can be hung here and there in and outside of the cases. Every clerk should know what ribbons are appropriate for each made-up article and how much ribbon is required for it. It requires girls of taste in colors and deft fingers to successfully serve behind a ribbon counter. Sales of ribbon at lowered prices do not encourage the public to pay current prices at any time. Tables of such goods in narrow aisles often prevent customers from seeing more valuable goods in the cases.

Try a Novelty.

Only try a ribbon week or half week early in the season and give your ribbons a boost. With the department thus decorated and a window as well, advertise to tie bows free and have a girl from the millinery room who, in full view of the customers, will tie bows of ribbon bought there; if customers get too plentiful their bows will be made and sent to them, but to suggest a style of bow and tie it seems wonderful to one who cannot do it. Never try anything of this kind unless able to secure a window for display during the same time. It is up to the buyer to make a display of novelties and staples and to secure clerks who can

tie handsome decorative bows to show them off. In New York a girl who can tie bows for hats, girdles, sashes, etc., or for decorating the cases can always command extra salary.

If a demonstration is made several weeks before Christmas many objects of fancy work should be shown, as the number is usually unlimited. The ribbons should pay well, but they will not without attention. Evening dresses will be ribbon trimmed this fall, children's always are, and many hats take on a new look if a collection of removable bows are owned, but these things must be told and shown to the public. Novelty and change catch the eye of the shopping public and every buyer should be on the lookout for this eye.

Sweater Coat Trade Uneasy.

The sweater coat business has continued to increase with the more reasonable weather, and most mill making staple wool lines are now reported as well provided with business until the first of November at least. Boys' goods are the strongest part of the business, some agents report, but there is also a steady improvement in men's and ladies' coats.

Agents and manufacturers just at present are more concerned about the outlook for next season in connection with their ability to get dyed yarns. Spinners, it is said, will not take contracts ahead in the usual way, that is, to guarantee deliveries at positive prices of colored yarns, and manufacturers therefore cannot make prices on next season's merchandise. It is recognized as useless to seek business from jobbers under conditions as they exist to-day with mills unable to make firm prices. Jobbers themselves, it is realized in turn, could not book business with retailers under such conditions.

Pleasantville.

In looking o'er the map I find
One place well suited to my mind.
I hail it with a joyous thrill,
And yearn to live in Pleasantville.

No doubt in that delightful town
It breaks the law to wear a frown;
They grind up people in a mill
Who fret and fume in Pleasantville.

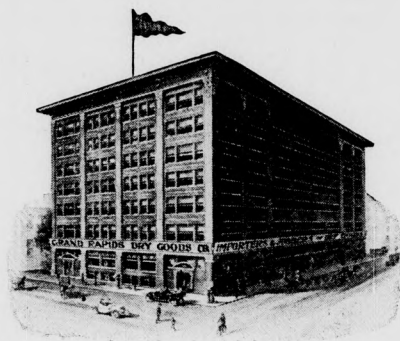
There people smile and laugh all day,
And dull moods never get full sway;
Of sunshine one can get one's fill—
No clouds dare hang o'er Pleasantville.

Of course the town is nice and neat,
No microbes in the food they eat;
All's health and joy—oh, with a will
I'd pack my trunk for Pleasantville.

MICHIGAN KNITTING CO.

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

Visit the 5th Floor



and look over our well assorted stock of

**MACKINAW, SHEEP LINED COATS,
DUCK, COVERT AND LEATHER COATS,
SHEEP PELT AND CORDUROY VESTS,
COTTONADE, KHAKI, WHIPCORD, COR-
DUROY, CASSIMERE AND KERSEY
TROUSERS**

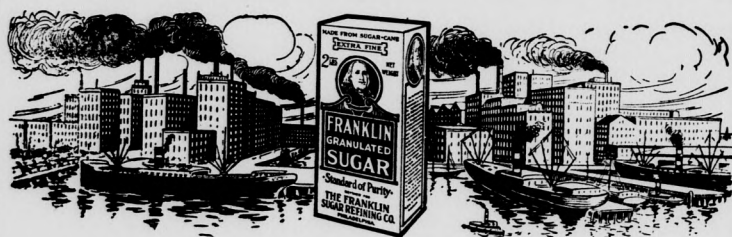
in weights, quality and prices, to meet the requirements of Michigan buyers. Samples are also being shown by our traveling salesmen.

Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.



SAVING WORK for the GROCER

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

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

THE FRANKLIN SUGAR REFINING CO.
Philadelphia

REPRESENTATIVE RETAILERS.

E. A. Phillips, General Merchant at Anacortes, Wash.

Eugene A. Phillips was born on a farm on the edge of Nashville, Mich., July 22, 1868. He attended the public school of his native town as far as the eighth grade, and at the age of 14 years entered the office of the Nashville News to learn the printing trade. He continued the apprenticeship for three years, when he pulled up stakes and worked as a compositor in Chicago printing offices for about a year. Finding he did not have a particular liking for the printing trade, he returned to Nashville and joined his father in conducting the home farm for three years. He then entered the employ of Frank



E. A. Phillips.

McDerby, retail grocer of Nashville, with whom he remained four years. His next move was to engage in the retail grocery and crockery business for himself in Vermontville. He continued this business with marked success for eight years, when he sold out to Werner & Sackett and removed to Anacortes, Wash., where he purchased a grocery stock. He subsequently added hardware, furniture and ship chandlery to the stock, and four years ago started a jewelry store separate and apart from his main establishment. He owns his own store building, three stories and basement, 50 x 120 feet in size, built of reinforced concrete and veneered with brick. A warehouse, 50 x 60 feet, one story, is connected with his store building.

Mr. Phillips is President of the Anacortes Ice Co., manufacturer of artificial ice. He also owns a fish trap six miles out on Puget Sound which brings him in a handsome annual income from the sale of salmon. He is also interested in several other enterprises and is first and foremost in every movement having for its object the growth and expansion of the trade of the city or its moral or civic betterment.

Mr. Phillips was married at the age of 20 years to Miss Dora L. Gaut, of Vermontville. They have a son, 25 years old, and a grandson 15 months old. The family reside in their own home at 811 Sixth street.

Mr. Phillips is a member of Elks' lodge, No. 1204, at Anacortes, having originally affiliated with the organization at Jackson, Mich. He has no other fraternal relations. He attributes his success to attending strictly to business and the rating he enjoys with the mercantile agencies is a sure indication that he has achieved a larger measure of success than one merchant in a hundred.

Mr. Phillips is a man of even temperament which enables him to make and retain friends. He combines the courage of a lion with a rare gentleness of nature and a broad charity. Naturally conservative in judgment he is optimistic in his planning and courageous and persistent in carrying out each plan which develops under his guiding hand. Safe and sane in his reasoning he has wonderful powers of intuition, and in this respect seems to be gifted to a degree seldom encountered.

In his relations to his employes Mr. Phillips is the captain and the leader in whom all believe and confide and he commands a fidelity and allegiance which has always been one of the conspicuous features of his business career. Like most leaders he has the faculty of choosing well his lieutenants and inspiring them with his own courage and binding them to him with bands of steel. In fact, the Phillips establishments under his guidance are like one large family, united in spirit and purpose.

Mr. Phillips has been a regular subscriber to the Michigan Tradesman for nearly a quarter of a century and very generously insists that the publication has frequently been worth \$500 a year to him in the advice and assistance it has given him. He reads every issue from cover to cover, finding something of interest on every page, and is so anxious to share its benefits with his friends in trade that many unsolicited subscribers have come to the Tradesman from well-rated and high class merchants of Washington through his recommendation.

Something Strange.

Lawyer—Were you acquainted with the deceased?

Witness—Only in a business way. I was assistant in a large establishment at which the lady did much of her shopping.

Lawyer—Did you in that capacity notice in her any signs of insanity.

Witness—Well, no; not insanity exactly—merely eccentricity. I was in the thread department, and I have frequently seen her buy a spool of thread and carry it home herself.

We are manufacturers of TRIM MED 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.

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

LISTEN

We believe it is a good time to buy cotton goods.

Because everything made of cotton costs more now than it did two weeks ago and the market is very firm.

We have good stocks of Cottons, Gingham, Percales, Outings, Flannelettes, Blankets, Comforters, etc.

Mail orders promptly and carefully filled.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Klingman Furniture
looks good, is good, is made
good and makes
good

Klingman's

The Largest Furniture Store in America
Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan



We Have a Special Lot of

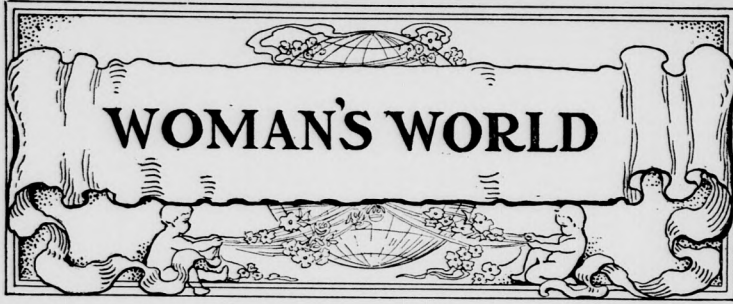
"WHITE HOUSE"

for "Coffee Week" contingency.

Draw on us for any QUANTITY

Distributed at Wholesale by

Judson Grocer Co., Grand Rapids, Mich.



Earnings—A Question of Ethics and Justice.

Written for the Tradesman.

When the boy John or the girl Mary, somewhere from 12 to 20 years of age, goes to earning, what should be done with the money? John is more likely to begin earning a little something while in the early teens than Mary is, because there are more odd jobs that a boy can do; also because family pride suffers less by his very youthful entrance into the industrial field. But since the principles involved are the same with each, and since Mary, if her people are poor, is apt to go into some store or factory shortly after she is 16, we will include her also.

In some households the earnings of the boy or the girl go into the family till and disappear. Legally there can be no possible objection to this, for the wages of a minor child belong to the parents. But considered in the light of real right and wrong, and with a view to the child's development and lasting good, this practice, often fallen into thoughtlessly, is not without serious objections.

To begin with, it is only the conscientious, dutiful boy or girl who will do this without protest, the kind that is overgenerous and a little too good for this world. Such may really need training in looking out properly for their own interests.

Then too, is there any other such bottomless hole in which to put money as that to which we give the name "household expenses?" Later on we all come to know the endless and infinite nature of domestic expenditures that seemingly are absolutely necessary. But is it kind to thrust this depressing and disheartening knowledge in all its fullness upon the growing boy or girl?

The case of Robert Moore, a neighbor boy of 13, lately has come under my observation. Mr. Moore, the father, while a fairly industrious man, succeeds in making only a small income. There are six in the family and of course more wants than possibly can be supplied. Robert has this year been selling Sunday papers. Being bright and well liked he can, if he hustles, earn about a dollar and a half on Sunday morning. (The question of Sabbath work will not be discussed here, because this article deals not with Sabbath keeping, but only with how a certain class of earnings should be used). Since there always are imperative needs in this home, the lad's little weekly income is quickly absorbed and he has nothing to show for it. Robert is a

good boy and unusually devoted to his mother and sisters. He does not complain about having to "help the family." But with regret I have seen that he is losing interest in his work, and does not manifest the vim he showed earlier in the season. Is this to be wondered at?

That the food Robert eats and the clothes he wears cost much more than he makes with his papers goes without saying. No boy of his years who is kept in school can really pay his own way. But would it not be a sounder financial policy, and more in accordance with actual justice, if he were allowed to feel that at least part of his earnings is his own? With a little advice and instruction, this boy could be buying his shoes and hats and suits. Having the spending of the money would be a far stronger incentive to exertion than is contributing his little all to the family purse.

Another important end to be compassed is that the boy or the girl who is earning should be encouraged to lay by a small sum each week, a little savings account to be added to as the years go by. Nothing but the pinch of dire need should be allowed to interfere with this essential part of the child's training. If the saving can be for some definite object and purpose, so much the better.

In the home of straitened circumstances, the son or the daughter who earns should be expected, almost from the start, to bear some share of the common expenses. At first small, this portion properly may increase with the earning power. This practice, which will develop a sense of fairness, is not in the least incompatible with allowing each earner to have the spending of his own money, and is very different from putting the whole contents of the pay envelope into the family till.

While some parents, like the Moores, put all a child earns into the family pocketbook, there are others who err in not allowing their children to assume a just share of financial burdens. The Wiltons are an example. Mr. Wilton is a book-keeper working on a small salary. He never has been able to get ahead any, his earnings all going to support his family. The son Clem and the daughter Marguerite both are now grown and filling very good positions. But the father and the mother seem to feel that the money earned by Clem and Marguerite is too good to be used for ordinary living expenses. So these strong and healthy young people continue to board on "Dad," having all their own

Mr. Flour Merchant:

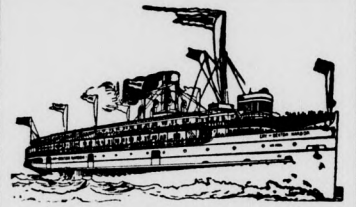
You can own and control your flour trade. Make each clerk a "salesman" instead of an "order taker."

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



CHICAGO BOATS

Graham & Morton Line

Every Night



Quality Delivery Boxes

Saturday is Your Busy Day

The safest and quickest way to handle rush delivery orders is to provide the man on each wagon with "Quality" Delivery Boxes. They enable him to keep his orders straight and to carry a full load with perfect safety.

JOHN A. GRIER & CO.

1031-35 18th St.

Detroit, Michigan

SUN-KIST

SEEDED RAISINS

SUN-KIST Seeded Raisins are NOT PACKED by any association or combination of growers or packers like thousands of other brands are. They ARE PACKED by the owners of the SUN-KIST Brand, who have absolute control of the quality and who cater to the desires of particular people.

SUN-KIST Seeded Raisins have an individuality of their own—not only in the WAY THEY SELL but in the satisfaction they give. Your customers will use more raisins if you give them SUN-KIST because that is the kind they want.

NATIONAL GROCER CO.'S Houses
ASK THEM

wages for "clothes and fun." Father and mother dress shabbily and pinch and scrimp, just as they always have done. Would it be possible to devise for thoughtless youth any better school of selfishness than that in which these fond but unwise parents are training their son and daughter?

Many parents who have to put their boys and girls to work as soon as they are through high school or before, lament bitterly that their children can not have better opportunities, the advantage of college, and the like. This is only natural. It would be well if such fathers and mothers could realize that earning and spending during the formative years, if rightly directed, of themselves constitute an excellent practical education. The poor boy or girl, earning a few dollars a week, may learn on the one hand thrift and industry, and on the other the cheerful assumption of rightful burdens and responsibilities—both invaluable lessons, and both lessons that are extremely difficult to instill into the minds of young people brought up in the home of ample means. Quillo.

Killing Dried Fruit Insects.

Packers of dried fruits and others concerned in that product are finding much of interest in the recent experiments of the United States Department of Agriculture as to the necessity for sulphuring dried fruits as a means for killing insect life in the fruit, which would otherwise develop and expand after packing. Despite the much debated decision of the old Food Inspection Board that such sulphuring of fruits was detrimental to health and therefore was prohibited, the present experiments tend to reach a conclusion that it is quite essential if insect larvae are to be effectually killed.

The report on these experiments, which has aroused much interest in California, states that 100 pounds of black figs, which were badly infested by the dried fruit beetle, were separated and sulphured in the regular manner. Upon being removed from the sulphur box they were immediately placed in cartons and sealed to prevent reinfestation. They were examined four months later and no insects or evidence of recent work were observed. The sulphuring killed all insects present in the figs at the time.

An experiment to determine the effect of sulphur fumes upon the eggs of insects was conducted at Sacramento. About twenty-five eggs of the Indian-meal moth were given the usual treatment. None of these eggs hatched, while the eggs kept as checks hatched in due time.

"From the foregoing experiments," says the report, "it is evident that sulphuring the fruit has a tendency to kill any insects infesting it. In case eggs or larvae are well inside the fruit, however, it is probable that they would not be injured."

The report goes on to explain a substitute for sulphur in killing insects by the use of a belt heater whereon the fruit is conveyed through varying temperatures until all insect

life is killed by the heat. A considerable part of the bulletin is devoted to the use of sealed packages and cartons for packing dried fruits so that they may be insect free after being packed. In connection with this the bulletin says. "It is probable that the time is coming when it will be necessary to put dried fruit in sealed packages as it is to pack cereals in that form to-day."

A similar circular has recently been issued by the Agricultural Experiment Station in California, in which it is concluded that much can be done to diminish the damage due to insect attacks on raisins by slight modifications of the present practices in packing houses; that by somewhat greater modifications and the use of simple, inexpensive devices and measures, the infestation can be completely prevented until the raisins leave the hands of the packers. They can thus be delivered to the retailer in perfect condition and remain sound on his hands much longer than is at present usual. Complete protection under all conditions can be obtained, probably, only by the use of insect-proof packages. Attempts have been made to devise such a package, but while some are promising, none has yet been demonstrated to be completely successful.

Bell Phone 860 Citz. Phone 2713

Lynch Bros.
Special Sale Conductors
 Expert Advertising—Expert Merchandising
 28 So. Ionia Ave. Grand Rapids, Mich.




IT'S POPULAR
 Those who use
Mapleine
 like it—it fills a want
 How is your stock?
 Order from
Louis Hilfer Co.
 1503 State Bldg. Chicago, Ill.
CRESCENT MFG. CO.
 Seattle, Wash.

REYNOLDS

APPROVED BY THE NATIONAL BOARD OF FIRE UNDERWRITERS
 TRADE MARK
FIRE H.M.R. SAFE
 ESTABLISHED 1868
SHINGLES

REYNOLDS SHINGLES
 Protect your home against roof fires, the most frequent and dangerous at this time of the year.
 Reynolds Shingles have been tested by the Underwriters Laboratories under their standard tests and have proven themselves worthy of classification as fire preventatives. They positively will not ignite from falling brands or sparks—neither will they communicate fire by flying brands.
 It is the slate and granite surfacing which makes Reynolds Shingles resist fire. This surfacing acts as an insulation on top of the asphalt and prevents ignition which otherwise would take place. Supplied in four beautiful non-fading colors—garnet, red, gray and green.
 Write for free booklet.
 For sale by all Lumber Dealers.
H. M. Reynolds Asphalt Shingle Co.
 "Originators of the Asphalt Shingle"
 Grand Rapids, Mich.

They Make Money Together




California Raisin Bread

SUN-MAID Raisins

The Bread Sells the Package

The Package Sells the Bread

You Sell Both

Let's Make More Money Together

You've got a store where people come. We've got something more people will come for—and come for oftener. Something you would have been making more money out of all these years if you had been given half a chance. If you don't make more money out of raisins *now* it will be your fault, for we are giving you a chance which grocers have never had before.

Raisins Have Never Had a Chance

Raisins have been left to shift pretty much for themselves. No one has ever had much to say about them. Now, for the first time in history, we are talking about them in a big, national, convincing way. We have already stirred up the country over them. We have made hundreds of thousands of new raisin users; we will make millions more before we get through. And we have made old raisin users use more raisins.

They Are Having It Now

We have done this with Sun-Maid (Package) Raisins, and California Raisin Bread—made with Sun-Maid Raisins, after our own recipe. We have done it by talking about this new raisin bread and the luscious, sun-cured product of California with which it is made, in a new, compelling way, in full pages in the Saturday Evening Post, the Ladies' Home Journal, and in local campaigns in connection with grocers and bakers everywhere. And we are going to keep on doing it—we have just begun.

Let's Work This Chance Together

This is helping both of us. It is helping *us* by increasing the consumption of raisins, in bread and out of it, and it is helping *you* by putting new life into *two* of your lines—by making *raisin bread* sell *package goods*, and by making *package goods* sell *raisin bread*. You are bound to get something out of it in any event; but you cannot make the most of this chance in your business, unless you identify yourself with Sun-Maid Raisins and California Raisin Bread—unless you sell them *both*, and make *each one* sell the *other*. We'll be glad to tell you how we can help you to increase your profits with this double-barreled chance, if you will send us the attached coupon, asking for full particulars. We urge you, for your sake, to send it at once. Don't trail on raisins, now that they have started at last.

CALIFORNIA ASSOCIATED RAISIN CO.
 Home Office, Fresno, California
 Hearst Building, Chicago. 113 Hudson Street, New York

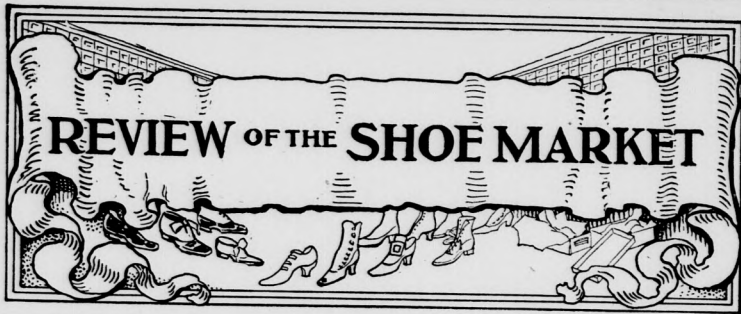
Mail this Coupon to Our Nearest Office

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. (22)

Grocer's Name

Street

City State



An Abuse That Should Be Eradicated.

One of the worst abuses of the trade is the habit of returning goods. The abuse is practiced all along the line from maker to consumer. Among consumers, the practice has been encouraged and developed by the excessively liberal privilege offered by the department stores in this connection.

Like all other fallacious business methods, this practice must eventually be modified to the extent of square dealing between buyer and seller, whether among manufacturers, jobbers, retailers, or consumers. Any method of doing business which incurs unwarranted expense or loss naturally wipes out profits or throws the burden of cost in higher prices on those who do not abuse the privilege, but strange to say this humble truth is often buried under alleged "service."

Returning shoes is but one of the many innocent practices in modern business which thus shifts burdens upon the innocent. So-called "free delivery," as practiced by the department stores in another example of excessive expense incurred in the name of "service," but, of course, included in their prices for merchandise which the consumers pay, although not received by the man or woman who carries home his or her bundle.

The time guarantee on the wearing quality of hosiery is another example of extreme application of the service idea to the detriment and loss of those who "are easy on stockings," and to the profit and benefit of those who either bring on their feet most of the day, or who are engaged in rough occupations, wear out their stockings within the time limit of the guarantee.

It is encouraging to note that the buying public is becoming better informed as to what it really gets for its money, and it is equally encouraging to see the advance of saner ideas among manufacturers, jobbers and retailers.

Of course such evils cannot be eradicated in a day. It takes long, continuous effort and steadfast co-operation upon the part of those who pioneer such a movement. In the end, however, the fallacious nature of unsound methods proves itself, and brings matters to such an acute stage that sometimes radical action is precipitated.

Both manufacturers and jobbers in different lines of the shoe industry are to-day exhibiting irritation at the "return" evil. Joint action is suggested in some quarters, while individual

effort is observed here and there.—Shoe Retailer.

System for Handling Special Pairs.

While everyone is "hollering" about efficiency these days in many cases the shoeman is low in adopting some of the easier forms of efficiency. For instance, one of the leading shoe companies of Louisville, a concern which handles a big mail order business, and a large number of special orders, where small sizes are ordered direct from the factory, has given little attention to efficiency in this department. A special letter is dictated to the factory for each pair of shoes on special orders. A simpler way would be to have an order book printed in standard form. Duplicates of each order sent to the factories could be kept in such a book. It would be much easier to find old order sheets than to hunt through reams of old correspondence, which in many cases has been placed in the transfer files. The order books could be dated and numbered, and it would be a question

of only a few months to find the size, etc., contained in an order a month or eighteen months old. This company dictates a special letter to all mail order customers when sizes have to be ordered from the factory, and another letter is dictated when the shipments are made. Form letters, well written, could be filled in in a few minutes and should increase the efficiency of the department.

Naming the Home.

People are getting over the idea that it is an affectation to name the country places, and to put a sign at the gateway declaring it. Why this feeling should ever have gained ground is hard to explain, unless it was because some of the early advocates of the plan used silly names. Across the water, and especially in England, the names of country places are handed down for generations.

By all means, name the suburban or country home; but be sure to select a name that is appropriate and not freakish. Your home and its grounds should have individuality, and their naming adds to that quality.—Countryside Magazine.

Silver Pencil Souvenirs.

A prominent silver manufacturing house, making something like thirty different styles in clutch point, rolled plate, sterling silver pencils, as well as magic pencils and other novelties, suggests these pencils as souvenirs for shoe dealers to distribute as an advertisement, particularly for opening occasions when it is desirable to give something of real tangible value.

High Top Shoes



Rouge Rex Quality

Black

Stock No.	Price
412	8 inch Kangaroo Kip Blucher, plain toe, single sole \$2.75
418	10 inch Kangaroo Kip Blucher, plain toe, single sole, hob nailed 3.35
426	8 inch Kangaroo Kip, plain toe, ½ double sole 2.90
430	12 inch Waterproof Kip, cap toe, ½ double sole 3.60
454	9 inch Waterproof Wolverine Kip Blucher, cap toe, outside counter, two full soles and slip 3.50
482	8 inch Wolverine Waterproof Blucher, plain toe, D. S. ... 3.00
484	10 inch Wolverine Waterproof Blucher, plain toe, D. S. ... 3.50
486	12 inch Wolverine Waterproof Blucher, plain toe, D. S. ... 3.75
496	12 inch Wolverine Side, Heavy Chrome single sole, welt, cap toe, blucher 4.15
4460	12 inch Waterproof Wolverine Side, blucher, tip, 3 soles .. 4.25

Chocolate

408	12 inch Wolverine Kip Blucher, double sole, viscolized button, cap toe 4.10
422	8 inch Wolverine Kip Blucher, plain toe, ½ double sole ... 2.75
427	18 inch Wolverine Kip Blucher, straps and buckles, three soles, standard screw 5.50
451	14 inch Wolverine Waterproof Kip Blucher, tip, nickle hooks and eyes 3.75
463	10 inch Kip Blucher, Tip, Cuff and Buckle ½ D. S. 3.50
465	8 inch Kip Blucher, Tip, Cuff and Buckle, ½ D. S. 3.10
469	12 inch Veal, 4 inch Cuff, no Buckle 3.00
471	12 inch Kip, no Cuff, 2 Buckles, ½ D. S. cap toe 3.75
481	16 inch Kip, Welt double sole, two buckles, cap toe 4.75
490	8 inch Wolverine Kip, 2 inch Cuff, ½ D. S. cap toe 3.25
4114	8 inch Wolverine Kip, Blucher Oak-a-Tan soles 2.30

Boys' High Cuts

6502	Boys' Black 9 inch Wolverine Kip, Cuff and Buckle, 2½-5½ \$2.60
6402	Youths' Black 9 inch Wolverine Kip, Cuff and Buckle 12½-2 2.35
6528	Boys' Chocolate 9 in. Wolverine Kip, Cuff and Buckle 2½-5½ 2.60
6428	Youths' Chocolate 9 inch Wolverine Kip, Cuff and Buckle 12½-2 2.35
6531	Boys' Chocolate 8 inch, Cuff and Buckle, 2½-5½ 2.25
6431	Youths' Chocolate 8 inch, Cuff and Buckle 12½-2 2.00

R. K. L. "SERVICE SHOES"

Give the Greatest Value for the Money
THEY MAKE SATISFIED CUSTOMERS



Sizes 6 to 11
Price, \$2.30

ALWAYS IN STOCK

No. 8389½ MEN'S BLACK SERVICE BLUCHER, tipped, heavy half double sole, full bellows tongue.

No. 8389 Same in Brown.

No. 8386½ Same in Black, with plain toe.

No. 8386 Same in Brown, with plain toe.

Order a Trial Case Today

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Mich.

Annual Concert Course of Mary Free Bed Guild.

Do you want Grand Rapids to become the musical center of Western Michigan? When the world's greatest artists are planning their tours, do you wish them to go from New York to Detroit, then to Chicago and West or do you want them to place Grand Rapids on their map and when visiting Michigan to honor both Grand Rapids and Detroit? This can be accomplished by all Western Michigan taking an active interest in the great concerts that come to Grand Rapids.



Josef Hofmann.

The Mary Free Bed Guild of the U. B. A. Hospital is this winter bringing to Powers Theater a series of five most wonderful concerts. The series will open November 1 with Mme. Frances Alda and Roderick White. Mme. Alda is one of the leading sopranos of the Metropolitan Opera Co., and is the wife of Gatticasazza, the manager of the Metropolitan Opera Co., of New York City. Roderick White, the American violinist, is a native of Grand Rapids and our city is justly proud of him and his phenomenal success.

November 19 Miss Anna Case and Andrea de Segurola will appear in joint recital. Miss Case is one of the more recent stars who charms her audiences with her wonderful soprano voice and her winning personality. Segurola for the past six years has been the leading bass of the Metropolitan Opera Company, and it is only by his coming prior to the opening of grand opera that it is possible for Grand Rapids and the surrounding towns to hear him.

January 10 David and Clara Mannes will give a concert with Mme. Marie Sundelius, "The second Jenny Lind." Mr. and Mrs. Mannes, in their sonata recitals for violin and piano, have made this form of chamber music very popular in New York, Boston and other musical cities. Mme. Sundelius, the gifted Swedish soprano in two years has become an American favorite and has been heard from coast to coast.

On January 28 the idol of the concert going public, John McCormick will return to this city. In the larger cities special trains from the suburbs

have run to accommodate the throngs who desired to hear the celebrated Irish tenor. Mr. McCormick will sing only sixty days this season; we are privileged to be one of the sixty.

This remarkable series will close March 17 with the New York Symphony Orchestra, with Walter Damrosch conductor and Josef Hofmann soloist. The members of this orchestra, often called "The Damrosch Orchestra," are the foremost players of their respective instruments and it is a rare treat to hear such a group of men under the leadership of the celebrated conductor, Walter Damrosch. Josef Hofmann, known to all as one of the greatest living pianists, plays only a limited number of concerts this year and again Grand Rapids is to be congratulated upon being one of the favored few.

If you wish Grand Rapids to be one of the great musical centers which these famous stars visit, support this course. The smaller towns in Western Michigan are no farther from Grand Rapids than the suburbs of New York and Chicago are from these cities, and as soon as the music-lovers in the towns surrounding Grand Rapids indicate their regular patronage there will be no difficulty in securing special "after-theater" transportation.

The members of the Mary Free Bed Guild are giving their time and energy to make this phenomenal course a great success and all profits will be used in caring for the patients who are in need of hospital care and have no money to pay for such care.

Buy at Home.

When you want to help your town,
Buy at home!
When you want shoes, hat or gown,
Buy at home!
Never mind what 'tis you need,
Canned goods, collars, chicken feed,
Frame this phrase up for your creed—
Buy at home!

Other folks may buy by mail,
You buy at home!
Help the home store to a sale,
Buy at home!
Every dollar sent away,
Means a dollar less to pay,
What is owed right here to-day—
Buy at home!

Are you for your town or not?
Buy at home!
Cheaper elsewhere? Tommyrot!
Buy at home!
Home store qualities are true,
Home store merchants work for you,
This much then you ought to do—
Buy at home!



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Why not save time, money and annoyance by
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GRAND RAPIDS ELECTRIC CO.
9 So. Division Grand Rapids
Send us that "Get-acquainted" order



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The season is here when it is not safe longer to be without a complete stock of

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They are and have for years been looked upon as the standard of quality and our stock is complete. We can fill orders promptly.

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The Michigan People

Grand Rapids



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 Grand Chaplain—A. W. Stevenson, Muskegon.
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 Next Grand Council Meeting—Traverse City, June 2 and 3, 1916.

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 State Membership Committee—Frank H. Mathison, Chairman.

Don't Forget the Salesman Is a Man.

His heart is light. His share of the blessings of this world consists of good health and his job, and he is happy. He has a wealth of sympathy for the troubles of mankind and they worry him—when he lets them. So he banishes them from his thoughts and learns to carry the light bear. You see, he is a traveling salesman.

He wears a smile. Not because he is continuously happy. Not because the world goes out of its way to make him feel good. Beneath that smiling physiognomy lie pucker strings that could screw his face into a pickle dish if something should slip. But he smiles. He tries to forget the pucker strings. And he succeeds, and then he smiles some more.

He is glad to see you. Not because he experiences any keen personal delight at seeing you. Not because your visage is always good for sore eyes to look at. But because he wants to talk to you. Not to the common everyday you that you wear in your buttonhole and that any and everyone may see, but the you that you keep under cover and trot out on occasions only. The you that has a good opinion of itself and falls for a little flattery. The you that you recognize as your real self, but seldom have the time or opportunity to visit with. He looks you squarely in the eye and says he is glad to see you, because he wants to meet your real inner self. You see, he is a salesman.

He holds his head up high, not because he is stuck on himself, but because he believes in his house and his goods. He is proud of them both. He holds his head up high, not be-

cause he looks down on his neighbor, but because he wants recognition and plays his cards above the table. Representation means responsibility. Should he slip, it reflects on the house. It is always safe to be dignified. So he holds his head up high.

He is dressed in the latest fashion, not too loud, not freakish, but sufficiently up-to-date to give his house and his goods a modern setting. A hundred times a day he makes the statement that to keep on the firing line of progress, the trade must use his goods or be classed with the back numbers. It is to-day and to-morrow with him, not yesterday. He can't talk modern improvements in a last year's suit.

He is good-natured. Not because it is a family trait. Not because it is thrust upon him by the happy incidents of his career, but because he finds it both a convenience and a necessity. It is convenient to find business parley automatically lubricated by the oil of his good nature, and it is necessary, when coming in contact with people who have none of it, to call on his own supply and let it grease the ways. He is good-natured. Yes, he has to be. You see, he is a salesman.

He is smart. Not because he has gone to college and has a sheepskin to show for it. Not because he stays up nights and reads books. But because he has to be the master when closing in on a prospect or a customer. He knows that in a hand-to-hand conflict the stronger wins, and when a prospect is at bay he must not only convince him but he must make him want the goods. A fool can't do it. It calls for mastery of self and subject. The rebuffs and defeats which fall to his lot result in the mental alertness and refinement that spell education in a truly practical sense. He must be up to the minute. The latest news and intelligence must be toys in his hands. He must be smart. You see, he is a salesman.

He has courage. Not because he is a soldier at heart. Not because he is a volunteer and would rather fight than eat. But he has learned that that for which we seek does not always lie on the ground before us, but is hidden in secret, out-of-the-way places and must be ferreted out. A certain man must be seen. A hundred voices says, "You can't see him." A certain man must be reached. A hundred arms bar the way. Shall he shrink away or be pushed back? No, he must reach his man and meet him face to face. For the time being, at least, there are but two persons on

earth, himself and his man. Forbidding hands, dubious head-shakes, cautioning advice, are but the hurdles. He wins the race because he has grit and courage. You see, he is a salesman.

He is an optimist. Not because he loses orders or is frequently turned down on the very brink of success, but because at times he must create the very atmosphere he breathes. The cold water that is frequently thrown over him must either have the invigorating effect of a shower bath or he must permit himself to be drowned in it—and he prefers to live. Pessimism is deaf and blind. Optimism hears all, sees all. Defeat for him dares not spell pessimism, for pessimism means death. The prospects must always be bright. Although he sells coffins his line must be a happy line. It must be a pleasure to talk his goods, to buy them and sell them. So he is an optimist, because he is a salesman.

Look at him closely. Those lines in his face didn't all come from smiling. That slight stoop in his shoulders didn't come from holding his head up high. The hand that grasped yours so gladly or patted you on the back with such emphasis sometimes lies open and limp, and all that is worth while in the world if placed in the hollow of his palm would not tempt his fingers to close over it. The courage that bids him face the lion in his den deserts him when an expected letter from home does not appear. The optimist, the man with such a fund of good nature, the smart man who can create demands and make men buy his goods, wilts when he sits alone and lets his hunger for the kiss of absent wife and babe take the nerve out of him.

A salesman is only human, but let's take off our hats to him for teaching us the practical value of the stiff upper lip and showing us how energy and persistence, when tactfully applied, bring home the bacon.

When times are dull and when the business world turns sour, when "nothing doing" stalks through the land like a pestilence and paralyzes trade, the salesman, perpetuating the traditions of his calling, continues to spread a gospel of optimism that comes into its own at last. For the smile and handshake of the salesman, his resourcefulness and versatility, his politeness and good-fellowship, are the very foundation stones of humanity in business.

But with all that, remember he is only human, and remember the beetle and its silken, sensitive, delicate wings which you cannot see; and when you turn a salesman down, don't forget he is a man, and that you are nothing if you are not his brother.

C. I. Henrikson.

Vanishing Gold.

What becomes of it? Gold is one of the oldest metals in human use—there are beads dating back to the stone age. It is an object of almost universal desire. It is proof against almost all the influences which destroy other metals, and it has been mined in enormous quantities. Yet

to-day more than two-thirds of the gold in use has been dug since 1849. What becomes of the rest? Where is the gold that set Jason wandering into the Black Sea, that filled the treasures of Croesus, that paid the terrific tribute which Persian kings assessed against the Punjab? What has happened to the yellow dust and "electrum"—an alloy of gold and silver—which negro traders brought down the Nile to Egypt for four or five thousand years? Ancient gold, like that of modern times, was used for money and for ornaments, but both have disappeared. The most enduring of metals, and yet the most evanescent; perpetually sought and yet constantly escaping the hands of even the successful seeker—that is gold. What is the reason for its curious elusiveness?

Snyder's Restaurant

Popular Prices

41 North Ionia Ave.
 4 Doors North of Tradesman

Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

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.



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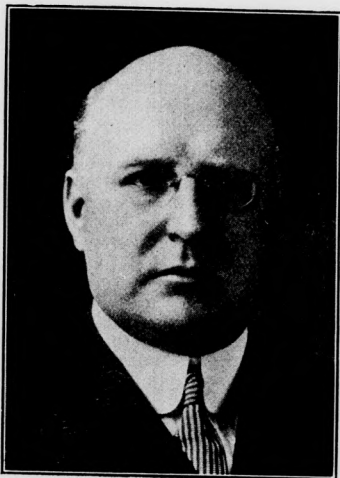
DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Oct. 18—Learn one thing each week about Detroit. The Industrial Fair to be conducted under the auspices of the Traveling Men's Fair Association will be held in Detroit December 28, 29 and 30.

In the maturing tanks of a Detroit varnish factory are 1,000,000 gallons of varnish at all times.

Leigh Lynch, formerly general



C. C. STARKWEATHER

manager of the American Top Co., has been appointed production manager of the Lewis Spring & Axle Co.

The dry goods store of Reed & Piggot, 1515 Woodward avenue, was almost entirely destroyed by fire last week.

The Boston Transcript says that Henry Ford seems to have succeeded Andy Carnegie as adviser-general to the Universe. At that, advice is cheaper to give than a few millions would be, to prepare for the peace we already have.

Paul Smith, sales manager of the Chalmers Motor Co., at a meeting of the board of directors last week, was appointed one of the Vice-Presidents of the company, in charge of the sales, service and advertising departments.

At the regular monthly meeting of Detroit Council, held last Saturday night, E. O. Mallone, Michigan sales manager for the Proctor & Gamble Distributing Co., and J. M. Quirk, local representative for B. Heller & Co., Chicago, were initiated into the mysteries of the United Commercial Travelers.

L. F. Thompson (C. Elliott & Co.) has returned from a four weeks' trip through the West and to the Pan-American Exposition. He was accompanied on the trip by his wife.

Somebody David Harem'd Harry Nichols, Vernor & Co.'s representative, in a dog deal the other day. Harry purchased what looked like a sure enough dog, the purchase price amounting to \$10. Said canine, unless looking directly at a person, would pay no attention to a call and no amount of noise would even make the newly-purchased family pet as much as turn around and ask what was wanted. Expert dog fanciers were called in, but doggy paid as much attention to their warbles as E. A. Stowe would to a traveling man's roundelay. At last a canine physician was called and he said, plus the regular fee, there was nothing wrong with the hound except that it was stone deaf.

The Central Savings Bank has leased part of the building under construction at the northwest corner of Woodward and Forest avenues, to be occupied as a branch bank.

It is to be hoped that Mr. Sleeper

shall not allow his boom for the governorship to acquire the same name as his own.

The Ladies Auxiliary of Cadillac Council are taking a lively interest in the coming Industrial Fair and will take charge of many of the departments and will assist the traveling men in many ways to make the Fair a success.

Mr. Starkweather is President and General Manager of the Traveling Men's Fair Association. He is local manager of the Buick Motor Co. and, as President of the Detroit Automobile Dealers' Association, made a name for himself as an executive and organizer of more than ordinary ability. He is Grand Sentinel of the U. C. T. His choice to head the coming Industrial Fair, to be held Dec. 28, 29 and 30, was a most fortunate one.

Hale and hearty and in the best of spirits, Allen D. Gustine, retired to bed last Thursday night. The next morning the news of his death shocked his hosts of friends in the city. Mr. Gustine was employed by Burnham, Stoepel & Co. for nearly thirteen years, the greater part of that time as special city representative, and his sudden passing cast a gloom on all who knew him. He was born in Paw Paw, Mich., July 28, 1883, later moving to Cassopolis, where his father, W. E. Gustine, engaged in the general mercantile business. After receiving a common school education he secured his first employment with Wilbur Warren, proprietor of a bazaar store in Cassopolis. A few months later he resigned to accept a position with a firm in Vicksburg, From Vicksburg he came to Detroit to enter the employ of Burnham, Stoepel & Co. Within a year he was given an opportunity to demonstrate his ability as a city salesman, which he did to the entire satisfaction of the firm. To his trade Allen Gustine was more than a salesman; he was a friend and adviser. He would assist them

is the widow and an eighteen months old daughter.

James D. Murray has opened a jewelry store at 880 Kercheval avenue.

L. L. Steinberg, dry goods and furnishing goods, has moved into his new store at 2010 West Jefferson avenue.

H. E. Bullen, formerly with the Rands Manufacturing Co., has accepted a position with the Michigan Auto Top Co. and taken charge of the manufacturing department. S. L. Joseph has been appointed sales and financial manager.

The French soldiers have had their pay advanced to 8 cents a day, but this includes board and lodging.

Mr. Carleton, of Read & Carleton, Jackson, was a Detroit business visitor last week.

E. A. Sadd, with the J. L. Hudson Co., was seriously injured and his wife killed by a speeding automobile which struck them while they were waiting for a car to take them to church last Sunday morning. The couple have many friends in the city who were inexpressibly shocked when news of the sad accident became known and the sympathy of all goes out to Mr. Sadd in his bereavement.

Killing with an automobile is one form of murder that seems to go unpunished in Detroit. Who can find another name for the slaughter of pedestrians by reckless automobile drivers? Automobiles, like guns should be taken from irresponsible persons.

Salesmen for the Wetmore-Quinn Co., Detroit distributors for the Paige-Detroit automobiles, were tendered a banquet by the Paige company, Monday at the Hotel Ponchartrain.

F. H. Weaver, general merchant, of New Haven, was in Detroit on a business trip last week.

The English will have Turkey before the month is past.



ALLEN D. GUSTINE

to decorate their stores, arrange their stocks and offer suggestions for writing advertisements. His energy was untiring. It was to this and his rugged honesty that his success was due. He was fond of athletics and was considered one of the best hand ball players in the city. On the day of his death he engaged in a game at the Detroit Athletic Club, an organization of which he was an active member. It is believed that the strenuous exercise caused heart trouble and was responsible for his untimely end. Allen Gustine was a good citizen, a loyal friend and a loving husband and father. The world is better for his having lived in it. Surviving

Canada is exporting them in large quantities to the mother country.

James M. Goldstein.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, Oct. 18—Saginaw is the city of happiness and prosperity for all. We are thankful that the D. U. R. and Detroit News do not own our little city.

Saginaw Council will have the honor to initiate Harry Oppenheimer, President of the new Chamber of Commerce, in the mysteries of the order in November. Mr. Oppenheimer, we welcome you. I believe the way to a bigger and better Saginaw

is to get the U. C. T.'s to boosting. It is great to see the big Army of Roadsters leaving on Monday mornings for their fields of labor. Let's get together and be pals and boost for the best town in the Saginaw Valley!

Mr. McDougall, of Evart, has bought out A. P. Lobdell, grocery on West Kearsly street, Flint.

R. A. Uptograph, of Flint, has purchased the Amboy-Whaley grocery on Third avenue, Flint.

Charles Stranahan, the oldest grocer in Romeo, has been laid up for some time with rheumatism, although now able to be about on crutches. He has sold groceries for forty-seven years.

Frank D. Epley, Jr., member of Epley & Son, popular grocers of Mt. Clemens, has been spending the past two weeks in the blue grass region of Kentucky. Frank knows where to go for a quiet snooze and good eats.

Thomas D. Roy, former manager of the Roy Grocer Co., Birmingham, is now manager of a large milling company which recently built a mill in Birmingham. The Roy Grocer Co. sold out to Roy H. Smead, of Menominee.

C. J. Shain, of Birmingham, spent a part of last week building a garage at Lake Maceday. It is doubtful if he belongs to the carpenters' union.

Mark Brown, the Saginaw hunter, bit off a chunk last Saturday night when he promised to furnish the venison for a big feed to be given the Saturday night following Thanksgiving. He, with his body guard and sharp shooting partner, Bert Rutherford, expect to go to the wilds of Houghton county in November.

Brother Pitts, chairman of the Victrola committee, says you must get busy, as the \$150 Victrola will be given away at the November meeting without fail.

Harry Whitfield, of Pontiac, escaped from his grocery store last Thursday and beat it for Maceday Lake. No intentions of suicide. Just a quiet fishing trip. We would love to hear those "if" stories.

Many of the boys will be sorry to learn of the death of Ernest Moll, Vice-President of John Rummell & Co., Sebewaing. He retired in apparently good health and died during the night. His wife was awakened just as he was breathing his last.

The old Bancroft Hotel, of Saginaw, is now a thing of the past. The foundation for the new hotel has been started.

The Oppenheimer Cigar Co. is remodeling its store on Genessee avenue. When finished it will be the finest of its chain of stores.

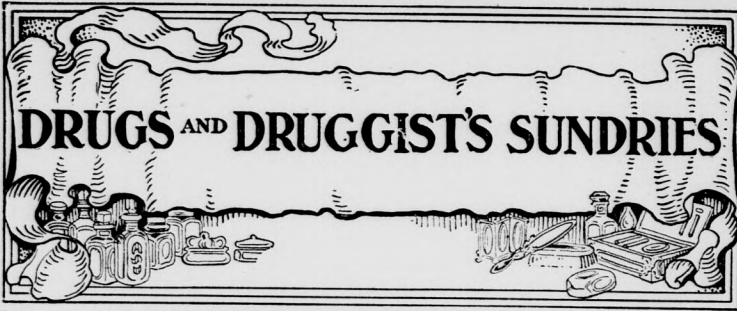
Boys, don't forget assessment No. 129, and pin the following in your bonnet: "I shall always remember my home council and that nowhere in America is to be found its equal. If things I see do not suit me, I will not knock, but forget it and boost. I sometimes make mistakes myself."

C. C. Welker, Senior Counselor of No. 9, Detroit, and buyer for C. Elliott & Co., is certainly a worker. As a tip to specialty men who do not belong to the U. C. T. and contemplate calling on him, you will have some job on your hands. Charles sits with an application blank for you to sign in one hand and a pencil to sign your order in the other. A word to the wise: Don't refuse him.

A man is usually judged by the literature he reads. Wake up and subscribe for the Tradesman, the best trade journal in Michigan.

L. M. Steward.

HOTEL CHARLEVOIX
 CAFE IN CONNECTION
 Cor. Monroe Ave. and Michigan St.
 Grand Rapids, Mich.
 Newly Furnished Running Water Private Baths
 Rooms \$5.00, \$7.50, \$1.00
 EUROPEAN MRS. M. BEDFORD, Manager



Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

President—W. H. Martin, Orion.
 Secretary and Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.

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

Paying No Attention to Harrison Narcotic Law.

From reports from different parts of the country, it is apparent that a large number of physicians are paying no attention to the Harrison Narcotic Law. Their delinquency in this respect is due to their characteristic negligent and sloppy habits, their ignorance and indifference, and, in many cases, to pure obstinacy and self-conceit. A number of them seem to imagine they are above the law, and manifest no fear as to the consequences of their ignoring it.

We would warn pharmacists not to fill prescriptions calling for narcotics that do not come up strictly to the law's requirements. The mere writing of a prescription that does not meet these requirements will not involve the physician, but if the druggist fills it, then he becomes a violator of the law.

So far as the writing of prescriptions is concerned, the law imposes no hardship on physicians, for it demands of them no more than they ought to do with all their prescriptions, whether they contain narcotic drugs or not. All that is required of them is that they shall state:

1. The prescriber's name in full;
2. The location of his office;
3. The date the prescription was signed;
4. The prescriber's registry or serial number;
5. The name and address of the patient.

Some druggists have reported cases in which they have offended physicians by refusing to fill prescriptions lacking in one or more of the above details, the physician advising the patient to go to some other druggist. A case in point came to our notice recently. A druggist wrote to us: "I'm in an unpleasant position. Dr. So-and-So, who has sent me prescriptions for years and who is, besides, a personal friend of mine, is singularly careless regarding the provisions of the Harrison law. Many prescriptions which he sends in calling for

some substance under the purview of the law does not have the name and address of the patient, the prescriber's name in full, the date—either one or all of these is often missing. Usually I tell the patient that it will take some time to fill the prescription and that I will send him the medicine—just to gain time to communicate with the doctor. At first he came around and supplied the missing data, but of late he has grown angry at these reminders of his derelictions and has told me roundly that he hasn't time to care a damn for the Harrison law, and that if I don't fill his prescriptions just as he sends them in he'll send them to another druggist whom he knows not to be so fastidious. Of course, I hate to lose his business, and I can't afford to take chances by violating the law. What am I going to do about it?"

What we advise this druggist and every other druggist to do under similar circumstances is to comply with the law absolutely, for the penalties for its violation are too severe to take any risk whatever. We repeat that the doctor does not suffer under the law in case he omits to make the statements on his prescriptions we have enumerated. He may write as many prescriptions for narcotics as he pleases, for as large amounts as he pleases, and may omit his registry number, his own name and address, the name and address of the patient, etc., without subjecting himself to a penalty. But the druggist who ventures to fill such an imperfect prescription is the one to suffer if he is caught. The druggists should make this matter perfectly plain to their doctor friends. If the doctors are at all reasonable they will realize that the druggist is only doing his duty and will respect him the more on account of his firm stand for right.

Success of Prosperity Week in the Celery City.

Kalamazoo, Oct. 19—It is with pleasure that I report to you that Kalamazoo's big Prosperity Week, held last week, was a tremendous success from every standpoint. All of our big events went off without a hitch and the wholesalers, retailers and farmers' exhibits, exceeded even my own expectations. There was an enormous influx of visitors into Kalamazoo from Monday until Saturday and the stores in the city enjoyed a larger volume of business than ever before.

We distributed \$700 in gold for premiums to farm exhibitors and this brought nearly every farmer in the immediate territory into Kalamazoo for at least one day.

The result of our effort is that every citizen of Kalamazoo feels a closer relationship with his neighbor than ever before. We all know now what the other fellow is manufacturing and producing and we also know that what we want can be obtained right here in our own city. The civic value of this Prosperity Week can not be estimated and Kalamazoo is further advanced as a direct result of this celebration.

Another result, very gratifying to note, is that the farmers regard Kalamazoo in a kindly light, which is the first time in several years.

For some reason which can not be explained the farmers have been laboring under the impression that the people of this city feel that they have outgrown the rural residents. Prosperity Week has shown them that the city is an integral part of their daily life and that the farmers are essential to the welfare of the city. Among other things, this Prosperity Week movement has ironed out a lot of little personalities and disagreeable disturbances that are always so prevalent in a city the size of Kalamazoo.

To-day everybody has a smile for the other fellow.

Financially, the week's celebration will be a big success, which alone is a big recommendation for the plan.

It is something unusual to stage a big movement such as this was and at the same time make money. The net proceeds will be turned over to the Chamber of Commerce to be expended as the members see fit.

A great part of the success of this movement is due to the excellent co-operation we enjoyed from the citizens of this city, the organizations and the newspapers and the many magazines such as the Tradesman which have been very kind in giving us notices.

I wish to take this opportunity to thank you most heartily for the assistance you have rendered us and I can assure you that both the Commission and myself appreciate this beyond expression. My only regret is that you could not have been here to witness the successful culmination of six weeks' hard work in an effort to place Kalamazoo in an enviable position as a good, live, wide-awake city.

I hope at some future time to be able to reciprocate the Michigan Tradesman's co-operation and if ever the opportunity presents, I shall certainly take pleasure in doing whatever I can for you.

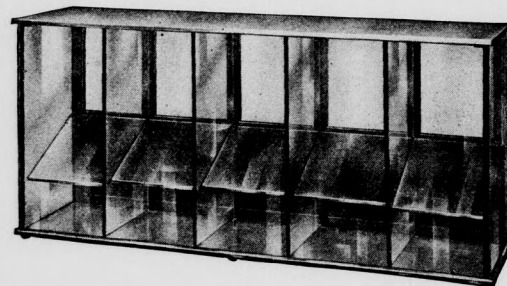
F. H. Pfefer,
 Director of Publicity.

Originality is what takes: instead of watching Smith's prices, why not do something that will surprise them?

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER



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.



MONEYWEIGHT Scale Co.

GENERAL DISTRIBUTORS FOR
 The Computing Scale Co.
 Dayton, Ohio.

THE FIRST AND FOREMOST
 BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

326 W. MADISON ST. CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN

Our Holiday Sundry Line

We extend to all our customers and friends an earnest invitation to see this line soon so that we may have the advantage of sufficient time to give your orders careful attention and be able to fill them completely.

Our sundry department has been unusually busy since September 1st, and we respectfully ask that you arrange a date with this department as early as possible. We will make as usual a liberal allowance upon the expense of the trip.

Yours respectfully,

Hazeltine & Perkins Drug Co.

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory
Handled by All Jobbers Sold by All Dealers
Enjoyed by Discriminating Smokers



They are so good we are compelled to work full capacity to supply the demand

G. J. JOHNSON CIGAR CO., Makers
GRAND RAPIDS

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true		Ipecac	
Acetic	6 @ 8	Mustard, true	9 00@9 50	Ipecac	@ 75
Boric	11 @ 15	Mustard, artifi'l	7 00@7 25	Iron, clo.	@ 60
Carbolic	2 00@2 05	Neatsfoot	75 @ 85	Kino	@ 80
Citric	68 @ 75	Olive, pure	2 50@3 50	Myrrh	@ 1 05
Muriatic	2 1/2 @ 5	Olive, Malaga,		Nux Vomica	@ 70
Nitric	7 1/2 @ 12	yellow	1 55@1 65	Opium	@ 2 75
Oxalic	52 @ 55	Olive, Malaga,		Opium, Capmh.	@ 90
Sulphuric	2 1/2 @ 5	green	1 50@1 60	Opium, Deodorz'd	@ 2 75
Tartaric	56 @ 60	Orange Sweet	3 00@3 25	Rhubarb	@ 70
Ammonia		Organum, pure		Paints	
Water, 26 deg.	6 1/2 @ 10	Organum, pure	@ 75	Lead, red dry	7 @ 7 1/2
Water, 18 deg.	4 1/2 @ 8	Organum, com'l	@ 75	Lead, white dry	7 @ 7 1/2
Water, 14 deg.	3 1/2 @ 6	Pennyroyal	2 25@2 50	Lead, white oil	7 @ 7 1/2
Carbonate	13 @ 16	Peppermint	2 75@3 00	Ochre, yellow bbl.	1 @ 1 1/2
Chloride	10 @ 25	Rose, pure	10 50@12 00	Ochre, yellow less	2 @ 5
Balsams		Rosemary Flows <td>Putty</td> <td>2 1/2 @ 5</td>		Putty	2 1/2 @ 5
Copaiba	75 @ 1 00	Sandalwood, E.	1 50@1 75	Red Venet'n bbl.	1 @ 1 1/2
Fir (Canada)	1 25@1 50	Sassafras, true	7 25@7 50	Red Venet'n less	2 @ 5
Fir (Oregon)	40 @ 50	Sassafras, artifi'l	@ 1 10	Vermillion, Eng.	1 25@1 50
Peru	5 50@5 75	Spearmint	2 75@3 00	Vermillion, Amer.	15 @ 20
Tolu	75 @ 1 00	Sperm	90 @ 1 00	Whiting, bbl.	1 1-10@1 1/4
Berries		Tansy	4 00@4 25	Whiting	2 @ 5
Cubeb	70 @ 75	Tar, USP	30 @ 40	L. H. P. Prep'd.	1 35@1 45
Fish	15 @ 20	Turpentine, bbls.	@ 48 1/2	Insecticides	
Juniper	10 @ 15	Turpentine, less	50 @ 60	Arsenic	6 @ 10
Prickley Ash	@ 50	Wintergreen, true	@ 5 00	Blue Vitrol, bbl.	@ 8 1/4
Barks		Wintergreen, sweet	3 50@3 75	Blue Vitrol, less	9 @ 15
Cassia (ordinary)	25 @ 30	Wintergreen, art	3 50@3 75	Bordeaux Mix Pst	8 @ 10
Cassia (Saigon)	65 @ 75	Wormseed	3 50@4 00	Hellebore, White	
Elm (powd. 30c)	28 @ 30	Wormwood	4 00@4 25	powdered	17 @ 25
Sassafras (pow. 30c)	@ 25	Potassium		Insect Powder	30 @ 50
Soap Cut (powd.)		Bicarbonate	50 @ 55	Lead Arsenate	8 1/2 @ 16
35c	23 @ 25	Bromide	@ 3 50	Lime and Sulphur	
Extracts		Carbonate	45 @ 50	Solution, gal.	15 @ 25
Licorice	30 @ 35	Chlorate, xtal and		Paris Green	20 @ 25
Licorice powdered	35 @ 40	powdered	47 @ 50	Miscellaneous	
Flowers		Chlorate, granular	52 @ 55	Acetanalid	@ 1 50
Arnica	38 @ 45	Cyanide	30 @ 45	Alum	@ 8 @ 11
Chamomile (Ger.)	65 @ 75	Ferrous	4 32@4 40	Alum, powdered and	
Chamomile (Rom)	55 @ 60	Prussiate, yellow	@ 1 25	ground	9 @ 12
Gums		Prussiate, red	@ 3 50	Bismuth, Subni-	
Acacia, 1st	50 @ 60	Sulphate	@ 30	trate	3 22@3 30
Acacia, 2nd	45 @ 50	Roots		Borax xtal or	
Acacia, 3rd	40 @ 45	Alkanet	40 @ 45	powdered	6 1/2 @ 12
Acacia, Sorts	20 @ 25	Blood, powdered	20 @ 25	Cantharades	2 00@5 75
Acacia, powdered	30 @ 40	Calamus	50 @ 75	Calomel	1 78@1 82
Aloes (Barb. Pow)	22 @ 25	Elecampane, pwd.	15 @ 20	Capsicum	30 @ 35
Aloes (Cape Pow)	20 @ 25	Gentian, pwd.	15 @ 25	Carmine	3 75@4 00
Aloes (Soc. Pow.)	40 @ 50	Ginger, African,		Cassia Buds	@ 40
Asafoetida	60 @ 75	powdered	15 @ 20	Cloves	30 @ 35
Asafoetida, Powd.		Ginger, Jamaica,	26 @ 30	Chalk Prepared	6 @ 8 1/2
Pure	@ 1 00	powdered	26 @ 30	Chalk Precipitated	7 @ 10
U. S. P. Powd.	@ 1 25	Golden seal pow.	6 50@7 00	Chloroform	2 00@2 25
Camphor	56 @ 60	Ipecac, powd.	4 25@4 50	Chloral Hydrate	42 @ 48
Guaiac	40 @ 45	Licorice	18 @ 20	Cocaine	4 60@4 90
Guaiac, powdered	50 @ 55	Licorice, powd.	18 @ 20	Cocoa Butter	55 @ 65
Kino	70 @ 75	Orris, powdered	30 @ 35	Corks, list, less 70%	
Kino, powdered	75 @ 80	Poke, powdered	20 @ 25	Copperas, bbls.	@ 01
Myrrh	@ 40	Rhubarb	75 @ 1 00	Copperas, less	2 @ 5
Myrrh, powdered	@ 50	Rhubarb, powd.	75 @ 1 00	Copperas, powd.	4 @ 6
Opium	9 25@9 50	Rhubarb, powd.	75 @ 1 00	Corrosive Sublim	1 73@1 80
Opium, powd.	10 25@10 45	Rhubarb, powd.	75 @ 1 00	Cream Tartar	41 @ 45
Opium, gran.	10 50@10 70	Rhubarb, powd.	75 @ 1 00	Cuttlebone	45 @ 50
Shellac	28 @ 35	Sarsaparilla, Hond.	@ 65	Extrine	7 @ 10
Shellac, Bleached	30 @ 35	ground	@ 65	Lover's Powder	@ 2 50
Tragacanth	@ 2 50	Sarsaparilla Mexican,		Emery, all Nos.	6 @ 10
No. 1	@ 2 50	ground	20 @ 35	Emery, powdered	5 @ 8
Tragacanth pow	1 25@1 50	Squills	20 @ 35	Epsom Salts, bbls.	5 @ 4 1/2
Turpentine	10 @ 15	Squills, powdered	40 @ 60	Epsom Salts, less	5 @ 8
Leaves		Tumeric, powd.	12 @ 15	Ergot	2 00@2 25
Sage, powdered	55 @ 60	Valerian, powd.	45 @ 50	Ergot, powdered	2 75@3 00
Buchu	1 60@1 85	Seeds		Flake White	15 @ 20
Buchu, powd.	1 75@2 00	Anise	20 @ 25	Formaldehyde lb.	10 @ 15
Sage, bulk	47 @ 50	Anise, powdered	@ 25	Gambier	15 @ 20
Sage, 1/2 loose	52 @ 55	Bird, ls	@ 12	Gelatin	75 @ 80
Senna, Alex	30 @ 35	Canary	8 @ 12	Glassware, full cases	80%
Senna, Tinn.	35 @ 40	Caraway	18 @ 20	Glassware, less	70 & 10%
Senna, Tinn powd	45 @ 50	Cardamon	2 00@2 25	Glauber Salts bbl.	@ 1 1/2
Uva Ursi	18 @ 20	Celery (powd. 55)	40 @ 50	Glauber Salts less	2 @ 5
Oils		Coriander	10 @ 18	Glue, brown	11 @ 15
Almonds, Bitter,		Dill	20 @ 25	Glue, brown grd.	10 @ 15
true	8 50@8 75	Fennel	45 @ 50	Glue, white	15 @ 25
Almonds, Bitter,		Flax	5 @ 10	Glue, white grd.	15 @ 20
artificial	5 75@6 00	Flax, ground	5 @ 10	Glycerine	50 @ 60
Almonds, Sweet,		Foenugreek, pow.	8 @ 10	Hops	45 @ 60
true	1 25@1 50	Hemp	6 @ 10	Indigo	1 25@1 50
Almonds, Sweet,		Lobelia	40 @ 50	Iodine	5 65@5 91
imitation	65 @ 75	Mustard, yellow	16 @ 20	Iodoform	6 18@6 30
Amber, crude	40 @ 50	Mustard, black	10 @ 15	Lead Acetate	15 @ 20
Amber, rectified	50 @ 60	Mustard, powd.	22 @ 30	Lycopodium	1 40@1 50
Anise	2 00@2 25	Poppy	15 @ 20	Mace	85 @ 90
Bergamont	4 50@4 75	Quince	1 00@1 25	Mace, powdered	95 @ 1 00
Cajeput	1 35@1 60	Rape	@ 15	Menthol	3 50@3 75
Cassia	1 75@2 00	Sabadilla	@ 35	Menthol	3 50@3 75
Castor, bbls. and		Sabadilla, powd.	@ 40	Morphine	5 65@5 90
cans	15 @ 17 1/2	Sunflower	10 @ 15	Nux Vomica	@ 15
Cedar Leaf	90 @ 1 00	Worm American	20 @ 25	Nux Vomica pow.	@ 20
Citronella	75 @ 1 00	Worm Levant	1 00@1 10	Pepper, black pow.	@ 30
Cloves	1 75@2 00	Tinctures		Pepper, white	@ 35
Cocoonut	20 @ 25	Aconite	@ 75	Pitch, Burgundy	@ 15
Cod Liver	3 35@3 50	Aloes	@ 65	Quassia	10 @ 15
Cotton Seed	80 @ 95	Arnica	@ 75	Quinine, 5 oz. cans	@ 1 10
Croton	2 00@2 25	Asafoetida	@ 1 35	Rochelle Salts	35 @ 40
Cuppebs	3 75@4 00	Belladonna	@ 1 00	Saccharine	10 50@10 70
Eigeron	1 75@2 00	Benzoin	@ 1 00	Salt Peter	22 1/2 @ 30
Eucalyptus	1 00@1 20	Benzoin Compo'd	@ 1 00	Seidlitz Mixture	30 @ 35
Hemlock, pure	@ 1 00	Buchu	@ 1 50	Soap, green	15 @ 20
Juniper Berries	2 75@3 00	Cantharadies	@ 1 80	Soap, mott castle	12 @ 15
Juniper Wood	70 @ 90	Capsicum	@ 90	Soap, white castle	
Lard, extra	85 @ 95	Cardamon	@ 1 50	case	@ 6 75
Lard, No. 1	70 @ 80	Cardamon, Comp.	@ 2 00	Soap, white castle	@ 6 75
Laven'r Flowers	@ 6 00	Catechu	@ 60	less, per bar	@ 75
Lavender, Gar'n	1 25@1 40	Cinchona	@ 1 05	Soda Ash	1 1/2 @ 5
Lemon	2 00@2 25	Colchicum	@ 75	Soda Bicarbonate	1 1/2 @ 5
Linseed, boiled, bbl.	@ 62	Cubebs	@ 1 20	Soda, Sal	1 @ 4
Linseed, bld. less	67 @ 72	Digitals	@ 80	Spirits Camphor	@ 75
Linseed, raw, bbl.	@ 63	Gentian	@ 75	Sulphur roll	2 1/2 @ 5
Linseed, raw, less	66 @ 71	Ginger	@ 95	Sulphur Subl.	3 @ 5
		Gualiac	@ 1 05	Tamarinds	15 @ 20
		Gualiac Ammon.	@ 80	Tartar. Ematic	@ 80
		Iodine	@ 2 00	Turpentine Venice	75 @ 85
		Iodine, Colorless	@ 2 00	Vanilla Ex. pure	1 00@1 50
				Witch Hazel	65 @ 1 00
				Zinc Sulphate	7 @ 10

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

- Some Flour
Currants
Raisins
Canned Apples
Beans

DECLINED

3

4

5

CHEWING GUM

- Adams Black Jack
Adams Sappota
Beeman's Pepsin
Bechnut
Chiclets
Colgan Violet Chips
Colgan Mint Chips
Dentyne
Doublemint
Flag Spruce
Juicy Fruit
Red Robin
Sterling Gum
Sterling 7-Point
Spearmint, Wringleys
Spearmint, 5 box jars
Spearmint, 3 box jars
Trunk Spruce
Yucatan
Zeno

- McLaughlin's XXXX
McLaughlin's XXXX
package coffee is sold to
retailers only. Mail all or-
ders direct to W. F. Mc-
Laughlin & Co., Chicago,
Ill.

- Extracts
Holland, 1/2 gro. bxs.
Felix, 1/2 gross
Hummel's foil, 1/2 gro.
Hummel's tin, 1/2 gro.

- CONFECTIONERY
Stick Candy
Horelund
Standard
Standard, small
Twist, small
Jumbo
Jumbo, small
Big Stick
Boston Sugar Stick

- Mixed Candy
Broken
Cut Leaf
French Cream
Fancy
Grocers
Kindergarten
Leader
Majestic
Monarch
Novelty
Paris Creams
Premio Creams
Royal
Special
Valley Creams
X L O

CHOCOLATE

- Walter Baker & Co.
German's Sweet
Premium
Caracas
Walter M. Lowney Co.
Premium, 1/2s
Premium, 1/4s

CLOTHES LINE

- Per doz.
No. 40 Twisted Cotton
No. 50 Twisted Cotton
No. 60 Twisted Cotton
No. 80 Twisted Cotton
No. 50 Braided Cotton
No. 60 Braided Cotton
No. 80 Braided Cotton
No. 50 Sash Cord
No. 60 Sash Cord
No. 60 Jute
No. 72 Jute
No. 60 Sisal

COCOA

- Baker's
Cleveland
Colonial, 1/4s
Colonial, 1/2s
Epps
Hershey's, 1/2s
Hershey's, 1/4s
Huyler
Lowney, 1/4s
Lowney, 1/2s
Lowney, 1/4s cans
Van Houten, 1/4s
Van Houten, 1/2s
Van Houten, 1s
Van Houten, 1s
Webb
Wilber, 1/4s
Wilber, 1/2s

COCOANUT

- Dunham's per lb.
1/2s, 5lb. case
3/4s, 5lb. case
1/2s, 15 lb. case
1s, 15 lb. case
1/2s & 1/4s 15lb. case
Scalloped Gems
1/2s & 1/4s pails
Bulk, pails
Bulk, barrels
Baker's Brazil Shredded
10 5c pkgs., per case
26 10c pkgs., per case
16 10c and 33 5c pkgs.,
per case

COFFEES ROASTED

- Rio
Common
Fair
Choice
Fancy
Peaberry
Santos
Common
Fair
Choice
Fancy
Peaberry
Maracaibo
Fair
Choice
Mexican
Choice
Fancy
Guatemala
Fair
Fancy
Java
Private Growth
Mandling
Aukola
Mocha
Short Bean
Long Bean
H. L. O. G.

- Peanuts
Fancy H P Suns
Raw
Roasted
Raw Jumbo,
Roasted

CRACKERS

- National Biscuit Company
Brands
In-er-Seal Trade Mark
Package Goods
Per doz.
Baronet Biscuit
Flake Wafers
Cameo Biscuits
Cheese Sandwich
Chocolate Wafers
Fig Newton
Five O'Clock Tea Bct
Ginger Snaps NBC
Graham Crackers
Lemon Snaps
M. M. Dainties
Oysterettes
Royal Toast
Social Tea Biscuit
Saltine Biscuit
Saratoga Flakes
Soda Crackers, N.B.C.
Soda Crackers Prem.
Uneda Biscuit
Uneda Ginger Wafer
Vanilla Wafers
Water Thin Biscuit
Zu Zu Ginger Snaps
Zwieback

Other Package Goods

- Barnum's Animals
Soda Crackers NBC
Fruit Cake

Bulk Goods

- Cans and boxes
Animals
Atlantic, Ass'd.
Avena Fruit Cakes
Bonnie Doon Cookies
Bonnie Lassies
Banquet Wafers
Cameo Biscuit
Cecelia Biscuit
Cheese Tid Bits
Chocolate Bar (cans)
Chocolate Drop Center
Chocolate Puff Cake
Choc. Honey Fingers
Circle Cookies
Cracknels
Cream Fingers
Cocoanut Taffy Bar
Cocoanut Drops
Cocoanut Macaroons
Cocoanut Molas. Bar
Coconut Honey Fingers
Coconut Honey Jumbles
Coffee Cakes Iced
Crumpets
Dinner Pail Mixed
Extra Wine Biscuit
Family Cookies
Fig Cakes Ass'd.
Fireside Peanut Jumb
Fluted Cocoanut Bar
Frosted Creams
Frosted Ginger Cook.
Frosted Raisin Sqs.
Full Moon
Ginger Drops
Ginger Gems Plain
Ginger Gems, Iced
Graham Crackers
Ginger Snaps Family
Ginger Snaps
Hippodrome Bar
Honey Fingers Ass't
Honey Jumbles
Household Cookies
Household Cooks. Iced
Imperial
Jubilee Mixed
Kaiser Jumbles
Lady Fingers Sponge
Leap Year Jumbles
Lemon Biscuit Square
Lemon Cakes
Lemon Wafers
Lemona
Lorna Doon
Mace Cakes
Mary Ann
Manlay
Marshmallow Pecans
Mol. Frt. Cookie, Iced
NBC Honey Cakes
Oatmeal Crackers
Orange Gems
Oreo Biscuit
Othello
Penny Assorted
Picnic Mixed
Raisin Cookies
Raisin Gems
Reverses Ass'd.
Rittenhouse Biscuit
Snaparons
Spiced Cookie
Spiced Jumbles, Iced
Sugar Fingers
Sugar Crimp
Sultana Fruit Biscuit
Sweethearts
Vanilla Wafers

Index to Markets

Table with columns for market categories (A, B, C, D, E, F, G, H, J, M, N, O, P, R, S, T, V, W, Y) and corresponding items like Ammonia, Axle Grease, Baked Beans, etc.

AMMONIA

Table listing various goods and their prices, including Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Breakfast Foods, Brushes, Butter Color, Canned Goods, Candles, Cheese, Chewing Gum, Chocolate, Clothes Lines, Cocoa, Coconut, Coffee, Confections, Cracked Wheat, Crackers, Cream Tartar, Dried Fruits, Evaporated Milk, Farinaceous Goods, Fishing Tackle, Flavoring Extracts, Flour and Feed, Fruit Jars, Gelatine, Grain Bags, Herbs, Hides and Pelts, Horse Radish, Jelly, Jelly Glasses, Macaroni, Mapleine, Meats, Canned, Mince Meat, Molasses, Mustard, Nuts, Olives, Pickles, Pipes, Playing Cards, Potash, Provisions, Rice, Rolled Oats, Salad Dressing, Saleratus, Salt Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soda, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

6

Table with 2 columns: Item Name and Price. Includes Butter (Boxes), Soda, Oyster, Sugar Wafer Specialties, CREAM TARTAR, DRIED FRUITS, PEACHES, FEEL, RAISINS, CALIFORNIA PRUNES, EVAPORATED MILK, FARINACEOUS GOODS, BEANS, FARINA, HOMOINY, PEARL, PEAS, SAGO, Tapioca, FISHING TACKLE, Cotton Lines, Linen Lines.

7

Table with 2 columns: Item Name and Price. Includes Poles, FLAVORING EXTRACTS, FLOUR AND FEED, WINTER WHEAT, MAPPING, MAPLEINE, MINCE MEAT, MOLASSES, MUSTARD, OLIVES, PEANUT BUTTER, PETROLEUM PRODUCTS, PICKLES, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND PELTS.

8

Table with 2 columns: Item Name and Price. Includes Tallow, Wool, HORSE RADISH, JELLY, JELLY GLASSES, MAPLEINE, MINCE MEAT, MOLASSES, MUSTARD, OLIVES, PEANUT BUTTER, PETROLEUM PRODUCTS, PICKLES, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND PELTS.

9

Table with 2 columns: Item Name and Price. Includes Picnic Botted, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Canned Meats, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, Warsaw, Solar Rock, Common, SALT FISH, Smoked Salmon, Holland Herring, Common, Gunpowder, Mackerel, Trout, Lake Herring.

10

Table with 2 columns: Item Name and Price. Includes SEEDS, SHOE BLACKING, SODA, SPICES, Pure Ground in Bulk, STARCH, SYRUPS, TABLE SAUCES, TEA, Uncolored Japan, Folger's Grape Punch, Young Hyson, Oolong, Smoking, English Breakfast, Ceylon.

11

Table with 2 columns: Item Name and Price. Includes TOBACCO, Plug, Am. Navy, Drummond Nat. Leaf, Battle Ax, Brazer, Big Four, Boot Jack, Bullion, Climax Golden Twins, Climax, Day's Work, Creme de Menthe, Derby, Five Bros., Four Roses, Gilt Edges, Gold Rope, G. O. P., Granger Twist, G. T. W., Horse Shoe, Honey Dip, Jolly Tar, J. T., Kentucky Navy, Keystone Twist, Kismet, Maple Dip, Merry Widow, Nobby Spun Roll, Parrot, Patterson's Nat. Leaf, Peche Twist, Peche Twist, Piner Heidsieck, Piner Heidsieck, Polo, Redcut, Scrapple, Sherry Cobbler, Spear Head, Spear Head, Sq. Deal, Star, Standard Navy, Ten Penny, Town Talk, Yankee Girl, All Red, Am. Union Scrap, Bag Pipe, Cutlas, Globe Scrap, Happy Thought, Honey Comb Scrap, Honest Scrap, Mail Pouch, Old Times, Polar Bear, Red Band, Red Man Scrap, Scrapple, Sure Shot, Yankee Girl Scrap, Pan Handle Scrp, Peachey Scrap, Union Workman, All Leaf, BB, BB, BB, Bagdad, Badger, Badger, Banner, Banner, Banner, Belwood, Big Chief.

SPECIAL PRICE CURRENT

15

16

17

12	13	14
Smoking	Pilot, 7 oz. doz. 1 05	Palls
Big Chief, 16 oz. 30	Soldier Boy, 1 lb. 4 75	10 qt. Galvanized 2 00
Bull Durham, 5c 5 85	Sweet Caporal, 1 oz. 60	12 qt. Galvanized 2 25
Bull Durham, 10c 11 52	Sweet Lotus, 5c 5 76	14 qt. Galvanized 2 50
Bull Durham, 15c 17 28	Sweet Lotus, 10c 11 52	Fibre 2 40
Bull Durham, 8 oz. 3 60	Sweet Rose, 2 1/2 oz. 30	Toothpicks
Bull Durham, 16 oz. 6 72	Sweet Tip Top, 5c 50	Birch, 100 packages 2 00
Buck Horn, 5c 5 76	Sweet Tip Top, 10c 1 00	Ideal 85
Buck Horn, 10c 11 52	Sweet Tips, 1/4 gro. 10 08	Traps
Briar Pipe, 5c 5 76	Sun Cured, 10c 98	Mouse, wood, 2 holes 22
Briar Pipe, 10c 11 52	Summer Time, 5c 5 76	Mouse, wood 4 holes 45
Black Swan, 5c 5 76	Summer Time, 7 oz. 1 65	10 qt. Galvanized 1 55
Black Swan, 14 oz. 3 50	Summer Time, 14 oz. 3 50	12 qt. Galvanized 1 70
Bob White, 5c 6 00	Standard, 10c paper 8 74	14 qt. Galvanized 1 90
Brotherhood, 5c 6 00	Seal N. C. 1 1/2 cut plug 70	Mouse, wood, 6 holes 70
Brotherhood, 10c 11 10	Seal N. C. 1 1/2 Gran. 63	Mouse, tin, 5 holes 65
Brotherhood, 16 oz. 5 05	Three Feathers, 1 oz. 48	Rat, wood 80
Carnival, 5c 5 70	Three Feathers, 10c 11 52	Rat, spring 75
Carnival, 1/2 oz. 39	Three Feathers and	Tubs
Carnival, 16 oz. 40	Pipe combination 2 25	No. 1 Fibre 16 50
Cigar Clip'g, Johnson 30	Tom & Jerry, 14 oz. 3 60	No. 2 Fibre 15 00
Cigar Clip'g, Seymour 30	Tom & Jerry, 7 oz. 1 80	No. 3 Fibre 13 50
Identity 3 and 16 oz. 30	Tom & Jerry, 3 oz. 76	Large Galvanized 7 50
Darby Cigar Cuttings 4 40	Trout Line, 5c 5 90	Medium Galvanized 6 50
Continental Cubes, 10c 90	Trout Line, 10c 11 00	Small Galvanized 5 50
Corn Cake, 14 oz. 2 55	Turkish, Patrol, 2-9 5 76	Washboards
Corn Cake, 7 oz. 1 45	Tuxedo, 1 oz. bags 48	Banner, Globe 3 00
Corn Cake, 5c 5 76	Tuxedo, 2 oz. tins 96	Brass, Single 4 25
Cream, 50c pails 4 70	Tuxedo, 20c 1 90	Glass, Single 3 60
Cuban Star, 5c foil 5 76	Tuxedo, 80c tins 7 45	Single Acme 3 50
Cuban Star, 16 oz. pls 5 72	War Path, 5c 6 00	Double Peerless 5 75
Chips, 10c 10 30	War Path, 2c 1 60	Single Peerless 4 00
Dills Best, 1 1/2 oz. 79	Wave Line, 3 oz. 40	Northern Queen 4 50
Dills Best, 3 1/2 oz. 77	Wave Line, 16 oz. 40	Double Duplex 3 75
Dills Best, 16 oz. 73	Way up, 2 1/2 oz. 5 75	Good Enough 4 00
Dixie Kid, 5c 4 48	Way up, 16 oz. palls 31	Universal 4 00
Duke's Mixture, 5c 5 76	Wild Fruit, 5c 5 76	Window Cleaners
Duke's Mixture, 10c 11 52	Wild Fruit, 10c 11 52	12 in. 1 65
Duke's Cameo, 5c 5 76	Yum Yum, 5c 5 76	14 in. 1 85
Drum, 5c 5 76	Yum Yum, 10c 11 52	16 in. 2 30
F. F. A., 4 oz. 5 04	Yum Yum, 1 lb. doz. 4 80	Wood Bowls
F. F. A., 7 oz. 11 52	TWINE	13 in. Butte 1 75
Fashion 5c 6 00	Cotton 3 ply 20	15 in. Butte 2 50
Fashion, 16 oz. 5 28	Cotton 4 ply 20	17 in. Butte 4 75
Five Bros., 5c 5 76	Jute, 2 ply 14	19 in. Butte 7 75
Five Bros., 10c 10 53	Hemp, 6 ply 13	WRAPPING PAPER
Five cent cut Plug 29	Flax, medium 24	Common Straw 2
F. O. B. 10c 11 52	Wood, 1 lb. bales 10 1/2	Fibre Manila, white 3
Four Roses, 10c 96	VINEGAR	Fibre Manila, colored 4
Full Dress, 1 1/2 oz. 72	White Wine, 40 grain 8 1/2	No. 1 Manila 4
Glad Hand, 5c 48	White Wine, 80 grain 11 1/2	Cream Manila 3
Gold Block, 10c 12 00	White Wine, 100 grain 13	Butchers' Manila 2 1/2
Gold Star, 50c pail 4 60	Oakland Vinegar & Pickle	Wax Butte, short c't 10
Gail & Ax Navy, 5c 5 42	Co.'s Brands	Wax Butte, full c't 15
Growler, 5c 94	Highland apple cider 18	Wax Butte, rolls 12
Growler, 10c 94	Oakland apple cider 13	YEAST CAKE
Crowler, 20c 1 85	State Seal sugar 11 1/2	Magic, 3 doz. 1 15
Giant, 5c 5 76	Oakland white picklg 10	Sunlight, 3 doz. 1 00
Giant, 40c 3 72	Packages free.	Sunlight, 1 1/2 doz. 50
Hand Made, 2 1/2 oz. 50	WICKING	Yeast Foam, 3 doz. 1 15
Hazel Nut, 5c 5 76	No. 0, per gross 30	Yeast Foam, 1 1/2 doz. 85
Honey Dew, 10c 12 00	No. 1, per gross 40	AXLE GREASE
Hunting, 5c 38	No. 2, per gross 50	MICA AXLE GREASE
I X L, 5c 6 10	No. 3, per gross 75	1 lb. boxes, per gross 8 70
I X L, in palls 3 90	WOODENWARE	3 lb. boxes, per gross 22 70
Just Suits, 5c 12 00	Baskets	TELFER'S COFFEE
Kim Dried, 25c 2 45	Bushels	MADE IN DETROIT USA
King Bird, 7 oz. 2 16	Bushels, wide band .. 1 15	Jamo, 1 lb. tin 31
King Bird, 10c 11 52	Market 4 00	Eden, 1 lb. tin 27
King Bird, 5c 5 76	Splint, large 3 50	Belle Isle, 1 lb. pkg. 27
La Turka, 5c 5 76	Splint, medium 3 00	Bismarck, 1 lb. pkg. 24
Little Giant, 1 lb. 28	Splint, small 3 00	Vera, 1 lb. pkg. 23
Lucky Strike, 10c 96	Willow, Clothes, large 8 00	Koran, 1 lb. pkg. 22
Le Redo, 3 oz. 10 80	Willow, Clothes, small 6 25	Telfer's Quality 25 19
Le Redo, 8 & 16 oz. 38	Willow, Clothes, me'm 7 65	Mosan 18
Myrtle Navy, 10c 11 52	Willow, Clothes, 50	Quality 20 16
Myrtle Navy, 5c 5 76	Butter Plates	W. J. G. Tea 37
Mayflower, 5c 5 76	Ovals	Cherry Blossom Tea 37
Mayflower, 10c 96	1/4 lb., 250 in crate 35	Telfer's Ceylon ... 40
Mayflower, 20c 1 92	1/2 lb., 250 in crate 35	CHARCOAL
Nigger Hair, 5c 6 00	1 lb., 250 in crate 40	Car lots or local shipments,
Nigger Hair, 10c 10 70	2 lb., 250 in crate 50	bulk or sacked in paper or jute.
Nigger Head, 5c 5 40	3 lb., 250 in crate 70	Poultry and stock charcoal.
Nigger Head, 10c 10 56	5 lb., 250 in crate 90	M. O. DEWEY CO., Jackson, Mich.
Noon Hour, 5c 48	Wire End	
Noon Hour, 10c 10 56	1 lb., 250 in crate 35	
Old Colony, 1-12 gro. 11 52	2 lb., 250 in crate 45	
Old Mill, 5c 5 76	3 lb., 250 in crate 55	
Old English Crve 1 1/2 oz. 96	5 lb., 20 in crate 65	
Old Crop, 5c 5 76	Churns	
Old Crop, 25c 20	Barrel, 5 gal., each .. 2 40	
P. S., 8 oz. 30 lb. cs. 19	Barrel, 10 gal., each .. 2 55	
P. S., 3 oz., per gro. 5 70	Clothes Pins	
Pat Hand, 1 oz. 63	Round Head	
Patterson Seal, 1 1/2 oz. 48	4 1/2 inch, 5 gross 60	
Patterson Seal, 3 oz. 96	Cartons, 20 2 1/2 doz. bxs 65	
Patterson Seal, 16 oz. 5 00	Egg Crates and Fillers	
Peerless, 5c 5 76	Humpty Dumpty, 12 dz. 20	
Peerless, 10c cloth 11 52	No. 1 complete 40	
Peerless, 20c paper 10 80	No. 2, complete 28	
Peerless, 20c 2 04	Case No. 2, fillers, 15	
Peerless, 40c 4 08	sets 1 85	
Plaza, 2 gro. case 5 76	Case, medium, 12 sets 1 15	
Plow Boy, 5c 5 76	Faucets	
Plow Boy, 10c 11 40	Cork lined, 3 in. 70	
Plow Boy, 14 oz. 4 70	Cork lined, 9 in. 80	
Pedro, 10c 11 92	Cork lined, 10 in. 90	
Pride of Virginia, 1 1/2 77	Mop Sticks	
Pilot, 5c 5 76	Trojan spring 90	
Pilot, 14 oz. doz. 2 10	Eclipse patent spring 85	
Prince Albert, 5c 48	No. 1 common 80	
Prince Albert, 10c 96	No. 2, pat. brush holder 85	
Prince Albert, 16 oz. 7 44	Ideal No. 7 85	
Queen Quality, 5c 48	12lb. cotton mop heads 1 30	
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		

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., 2 doz. in case 2 00
 50 oz., 2 doz. plain top 4 00
 80 oz., 1 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. Chicago.



Roasted
Dwinnell-Wright Brands

White House, 1 lb.
 White House, 2 lb.
 Excelsior, Blend, 1 lb.
 Excelsior, Blend, 2 lb.
 Tip Top Bland, 1 lb.
 Royal Blend
 Royal High Grade
 Superior Blend
 Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit; Lee
 & Cady, Kalamazoo; Lee
 & Cady, Saginaw; Bay
 City Grocer Company, Bay
 City; Brown, Davis &
 Warner, Jackson; Goddard,
 Durand & Co., Battle
 Creek; Fielbach Co.,
 Toledo.



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 32 00
 S. C. W. 32 00

Worden Grocer Co. Brands
 Canadian Club
 Londres, 50s, wood 35
 Londres, 25s tins 35
 Londres, 300 lots 10



Royal Garden Tea, pkgs. 40
THE BOUR CO.
 TOLEDO, OHIO.



COFFEE
OLD MASTER COFFEE

Old Master Coffee 31
 San Marto Coffee

SOAP
Lautz Bros. & Co.

Acme, 70 bars 3 05
 Acme, 100 cakes, 5c sz 3 75
 Acorn, 120 cakes 2 40
 Cotton Oil, 100 cakes 6 00
 Cream Borax, 100 cks 3 90
 Circus, 100 cakes 5c sz 3 75
 Climax, 100 oval cakes 3 05
 Gloss, 100 cakes, 5c sz 3 75
 Big Master, 100 blocks 3 90
 Naphtha, 100 cakes .. 3 90
 Saratoga, 120 cakes .. 2 40

Proctor & Gamble Co.

Lenox 3 20
 Ivory, 6 oz. 4 00
 Ivory, 10 oz. 6 75
 Star 3 35

Swift & Company

Swift's Pride 2 85
 White Laundry 3 50
 Wool, 6 oz. bars 3 85
 Wool, 10 oz. bars 6 50

Tradesman Co.'s Brand

Black Hawk, one box 2 50
 Black Hawk, five bxs 2 40
 Black Hawk, ten bxs 2 25

A. B. Wisley

Good Cheer 4 00
 Old Country 2 40

Scouring

Sapolio, gross lots .. 9 50
 Sapolio, half gro. lots 4 85
 Sapolio, single boxes 2 40
 Sapolio, hand 2 40
 Scourine, 50 cakes .. 1 80
 Scourine, 100 cakes .. 3 50

Soap Compounds

Johnson's Fine, 48 2 35
 Johnson's XXX 100 5c 4 00
 Rub-No-More 3 85
 Nine O'Clock 3 50

Washing Powders

Armour's 3 70
 Babbitt's 1776 3 75
 Gold Dust, 24 large .. 4 30
 Gold Dust, 100 small 3 85
 Kirkoline, 24 4lb. 2 80
 Lautz Naphtha, 60s .. 2 40
 Lautz Naphtha, 100s 3 75
 Pearlina 3 75
 Roseine 3 90
 Snow Boy, 60 5c 2 40
 Snow Boy, 100 5c 3 75
 Snow Boy, 24 pkgs.,
 Family Size 3 75
 Snow Boy, 20 pkgs.,
 Laundry Size 4 00
 Swift's Pride, 24s 3 65
 Swift's Pride, 100s .. 3 65
 Wisdom 3 30



The only 5c Cleanser
 Guaranteed to equal the best 10c kinds
 80 - CANS - \$2.90

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 Crowns

A 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 comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.

Tradesman Company :: Grand Rapids

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—A \$835 stock of high grade kid and fabric gloves, sizes in very good order. Want to devote whole time to corsets. \$400 cash will buy it. Hurry. The Avenue Glove & Corset Store, Mrs. E. C. Boice, Port Huron, Mich. 523

For Sale or Rent—A good bakery. Apply to N. Muma, East Jordan, Michigan. 524

For Sale—Best business location in Fremont. Owner desires to change location. Address Lock Box 39, Fremont, Michigan. 525

Creamery—Disability compels me to offer for sale my going ice cream and creamery business, consisting of an excellent milk route, wholesale and retail ice cream business, refrigerating system, brine freezer, two auto trucks, full supply of tubs, cans, extracts, etc., doing more business than I could handle, will sell business for \$7,000 and give long lease on property or will sell entire holdings for \$15,000. Property consists of two acres of best land in town, five buildings all modern. Pavement through to Detroit and Pontiac. Any live wire can make the price of this proposition in two years. Will make very liberal terms. Triflers please do not annoy me. Birmingham Creamery, Birmingham, Michigan. 528

For Sale—At a bargain, my bakery, confectionery, ice cream parlor, and cigar store; only one in town of 1,500. Doing \$10,000 business a year. Will stand closest investigation. Must sell at once on account of ill health. Address Box 554, Ovid, Michigan. 529

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

For Sale—Up-to-date, established, high-class grocery business, San Diego, California, population 100,000. Center of high-class shipping district. Best up-town location. Lowest rent, long lease. Stock and fixtures about \$4,000, will sell at invoice as I must leave city. Address, P. O. Box 193, San Diego, California. 521.

For Sale—Variety store, about \$1,400; living rooms; lights, water, bath; cheap rent. Central Michigan town 2,200. Industries employing 600 people. Three railroads. Good reason for selling. Address, 530, care Tradesman. 530

Hotel Business For Sale—In Northern Missouri town of 2,000; excellent proposition for right party; best reasons for selling; bargain. Address Miller & Worth, Novinger, Missouri. 531

For Sale—Confectionery and notion store in live town. Doing good business. Reasonable. Write for particulars. Address 533, care Tradesman. 533

For Sale—Ice cream parlor, confectionery and cigar store in good town 2,000. Cheap rent, good business. Other business reason for selling. \$1,500 will swing deal. Address Frank Quinterei, Paw Paw, Michigan. 534

For Sale—Restaurant, only up-to-date place in town of 1,500. Ten steps to Grand Trunk depot. No hotel here; a snap, investigate; reasons for selling. T. G. Reynolds, Ovid, Michigan. 535

Wanted—Competent, experienced lady clerk for general store. Good wages to right party. Address, Box 86, Manton, Michigan. 536

For Sale—Grocery, paying business, your opportunity. Stock and fixtures \$1,850, population 1,000. Address No. 537, care Michigan Tradesman. 537

For Sale—Ice cream factory, fully equipped. Established business, Michigan city of ten thousand. Good shipping point. Small investment. Great opportunity to add profitable line for winter. Investigate this. Other business. Address T. R. G., care Michigan Tradesman. 538

Will Trade—\$3,000 equity in fine modern home seven blocks from postoffice, one of best locations Kalamazoo, for general merchandise stock, clothing and shoes preferred. Address No. 540, Tradesman. 540

For Sale—Good, clean department store stock, principally dry goods, china and notions, in city of 3,000, with good farming country. Attractive price to a quick buyer. If you do not mean quick business, do not bother me. C. J. Tucker, Grand Ledge, Michigan. 522

For Rent—Best store building in best location in town of 1,200 population, about Jan. 1, 1916. Address, Ben W. Davis, Galesville, Wisconsin. 507

Position Wanted—As manager or buyer for general store. Careful buyer, good salesman and AI stock-keeper. You will always find me working. Twenty years' experience with two firms. Can give the best of recommends. Address No. 500, care Michigan Tradesman. 500

For Sale By Owner—Seven thousand acres of fertile land in the Mississippi Valley, Craighead county, Arkansas. Part in cultivation, part cutover and part in virgin timber, not subject to overflow and well drained with natural drainage and canal. Fourteen miles from town of fifteen thousand people. Four miles to Cotton Belt railroad, four miles to Frisco, nine hours run to St. Louis and Kansas City and four hours to Memphis. Stand-gauge logging road through the center of the tract. Will sell land and timber but prefer to sell land only. Will put balance of land in cultivation. Will sell this proposition as a whole or in blocks to suit with land cleared ready for the plow, properly fenced and suitable houses. This proposition will net better than 10 per cent. on the investment and will bear a strict investigation. L. A. Goodrich, Box 597, Jonesboro, Ark. 508

To Trade—A farm for a stock of merchandise. Address Phillip Lippert, Stanton, Michigan. 510

For Sale—My up-to-date suburban grocery. Stock of groceries and modern residence. One of the best locations in the city. Full description upon request. C. A. Garside, Atchison, Kansas. 511

For Sale—Drug stock including soda fountain in best farming and manufacturing village 2,100, in Southwestern Michigan. Cash deal or might trade for small farm. Address No. 513, care Michigan Tradesman. 513

For Sale—Good bakers' oven, mixer, gasoline engine. Also soda fountain and ice cream fixtures. Enquire H. N. Coombs, Box 325, Edmore, Michigan. 514

Barber Shop For Sale—Two chairs, best location, cheap rent; an old established business; a bargain, Box 32, Laingsburg, Michigan. 515

For Sale or Exchange—For farm property. New \$4,000 stock of hardware in one of the best towns of 600 population in the State. Good surrounding country; eighteen miles from Saginaw. Address, A. L. Hall, Montrose, Michigan. 509

For Sale—Store in good business location and doing a good business; will sacrifice same on account of health; worth while investigating. Ed. C. Lembrand, Monroe, Michigan. 516

Shoes—We are stock buyers of all kinds of shoes, large or small, parts of or any kind of merchandise. Largest prices paid. Write at once, Perry Mercantile Co., 524 Gratiot avenue, Detroit, Michigan. 517

For Sale—New all steel Hazen paper baler. Cost \$40. Will sell for \$18. Address, A. L. Hall, Montrose, Michigan. 518

For Sale—Drug store at a bargain. Stock and fixtures formerly owned by J. H. Watson, of Ithaca. For particulars write H. S. Phillips, trustee, Ithaca, Michigan, or the Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 493

For Sale—Old established undertaking business in town of 3,000 in Eastern Michigan. Death of owner reason for selling. Address, Estate, care Tradesman. 501

For Sale—Old established plumbing, heating and sheet metal business at invoice price in a good town of 15,000 inhabitants in the Willamette Valley. Address H. G. Welch, Eugene, Oregon. 492

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. 494

For Sale—A general store in small but good town; old established business. On account of poor health will sell very cheap. Address, W. B. Spike, Ney, Ohio. 506

General Merchandise—For sale, general merchandise store in small country town. For particulars, address E. W. Ruge, Bellingham, Washington. 495

For Sale—Restaurant and dairy lunch, good location for bakery in connection; good business, good lease, cheap rent. Boston Dairy Lunch, Lapeer, Michigan. H. Robinson. 503

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

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

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

1/4 to 1/2 of your stock turned to cash in a ten day selling campaign—not the best but the worst will go by our system. Prominent merchants will back our assertion. Merchants National Service Co., National City Bank Building, Chicago. 134

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

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 Sale—Restaurant centrally located city of 50,000, doing profitable business. Address No. 423, care Michigan Tradesman. 428

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

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 546 Houseman Bldg., Grand Rapids, Mich. 859

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

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

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

POSITION WANTED.

Wanted Position as Baker—Good references, eight years' experience, had charge of last three shops worked in. Salary seventeen dollars for steady position. Kenneth Rice, Chestnut St., Dowagiac, Michigan. 512

Wanted—Position as registered pharmacist by man with six years' experience. Services are immediately available. Address No. 502, care Michigan Tradesman. 502

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

Position Wanted—An all around man, seven years' experience in general store, three years grocery. Thomas Lambert, Charlottesville, Indiana. 539

HELP WANTED.

Wanted—Experienced Scandinavian salesman for dress goods and silk department; window trimming ability required; permanent position for right party; state salary expected and send references. John J. Moe & Sons Co., established 1891, Duuth, Minn. 526

Wanted—A good shoe cobbler for small town in Northern Michigan. Good opening. Address No. 527, care Michigan Tradesman. 527

Wanted—Good book-keeper. Prefer one with some retail experience. Address Scotts Co-Operative Association, Scotts, Michigan. 532

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

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Oct. 31—In the matter of Edward E. Stein, bankrupt, Herps, the adjourned first meeting was held this date. The matter of the sale of the assets was further considered and the trustee authorized to sell the assets to Ben A. Mulder, of Holland, for \$850. There are still some assets in the hands of the trustee aggregating about \$250, which will be sold.

Adrain Klaver, of Holland, doing a retail clothing and furnishing business at that place, has this day filed his voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed as receiver. Dick Boter, Holland, has been appointed as custodian.

The first meeting of creditors has been called for Oct. 26, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before such meeting. The schedules of the bankrupt on file at this office show assets scheduled at \$1,630.82 and the following are listed as debtors of the bankrupt:

Preferred.	
City of Holland, taxes	\$ 10.50
Secured.	
John Y. Huizenga & Co., Holland	\$400.00
J. A. Brown, Holland	22.00
G. R. Store Fixtures Co., Grand Rapids	205.00
Fisher Show Case Co., Grand Rapids	42.00
Unsecured.	
Claswon & Wilson, Buffalo	\$ 45.00
Adrian Knitting Co., Adrian	15.20
Epstein Douglas Co., New York	41.00
Portier Bros. Hat Co., Chicago	50.00
Keith Bros. & Co., Chicago	12.00
B. Burman & Co., Detroit	32.13
J. B. Duquid, Toledo	29.81
Harris Suspender Co., New York	29.75
Cluett Peabody Co., Chicago	202.93
International Handkerchief Co., Chicago	11.50
Swaartz Bros., Chicago	24.50
T. & B. Cohn Co., New York	184.50
M. Burton Co., Chicago	12.11
Kohn Bros. Co., Chicago	30.25
Chicago Rubber Co., Chicago	31.50
H. M. Lindenthal, Chicago	20.00
Cuenstead Brod Co., Chicago	52.00
Wilson Bros., Chicago	76.50
M. W. Lowenstein, Chicago	33.50
Frankel Bros., Chicago	51.00
August Steffer Co., Davenport, Ia.	41.25
Cohn Levy Co., Chicago	56.00
Johnson Spring Garter Co., Coffeyville, Kas.	3.80
Herman Wile & Co., Buffalo	22.50
T. G. Riordan Mfg. Co., Chicago	4.32
L. C. Goss Co., South Bend	19.00
Waterproof Garment Co., Gallin	127.50
Morrison Ritchie Mfg. Co., Grinnell, Iowa	103.50
Cleveland Woolen Mills, Cleveland	48.85
Ferguson Waterproof Co., St. Louis	24.63
John Hall, Chicago	2.57
James Tazelaar, Kalamazoo	40.00
G. W. Taylor, Kalamazoo	12.00

In the matter of Pearl Hill, bankrupt, Muskegon, a hearing was this day held on the petition of Frank Hathaway for an order restraining Gustav Neumeister from foreclosing on chattel mortgage on assets purchased from the trustee of this estate in bankruptcy. The hearing was submitted, no decision rendered and the matter held open.

Oct. 14—In the matter of Maroutos & Hiotes, Grand Rapids, formerly doing business as the Empress Cafe, the adjourned first meeting of creditors was held this date. The bankrupts failed to appear for examination and a certificate will be entered recommending that they be not discharged for the reason that they have failed to obey the order of the court. The final meeting will be called at once and the estate closed in regular course. It is doubtful if the estate will pay any dividend to the general creditors, as the assets are small and the preferred claims are large.

In the matter of Charles Spadafore, bankrupt, Grand Haven, the trustee has filed a report showing that the assets sold for the amount of the preferred chattel mortgage and the sale has been confirmed. There will, therefore, be no dividend for the general creditors of this estate and the matter will be closed out at once.

Oct. 15—In the matter of Theodore Zaharnolus, bankrupt, Grand Rapids, the trustee has filed his final report and account showing that there are no assets and the final meeting of creditors has been called for Oct. 27.

Oct. 18—In the matter of the National Woodenware Co., the first meeting of creditors was held this date. Claims were allowed. The receiver made a report and was discharged. Curtis Wylie, of Grand Rapids, was elected trustee and bond fixed at \$7,000. Appraisers were appointed and the meeting adjourned without date.

Manufacturing Matters.

Kalamazoo—The Kalamazoo Label Co. increased its capital stock from \$15,000 to \$30,000.

Detroit—The New Process Malt Co. has been organized to manufac-

ture and sell a malt mixture known as "Newpro," with an authorized capital stock of \$40,000, of which amount \$22,000 has been subscribed and \$4,400 paid in in cash.

South Haven—Joseph Bishop, proprietor of the South Haven creamery, has disposed of his interest to Carrol Ross, who will take active charge. Mr. Bishop has been very successful in his work, but was forced to resign because of ill health.

Detroit—The Cyclone Experimental Co. has been incorporated to engage in the manufacture and sale of automobile accessories, with an authorized capital stock of \$1,600, of which amount \$800 has been subscribed and paid in in cash.

Detroit—The Michigan Specialty Co. has engaged in the manufacture of automobile steering wheels with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and \$2,000 paid in in cash and \$28,000 paid in in property.

Left Many Creditors Behind.

Frank R. Green, who was recently relieved of the management of the Hotel Phelps, at Greenville, has gone to Galion, Ohio, leaving behind numerous creditors to mourn his departure. Among them is his crippled female cook whom he is alleged to be indebted to in the sum of \$17.

Green conducted a hotel which was a travesty on hotel keeping. His successor, Mr. Story will have uphill business in winning back the confidence and esteem of the traveling public, because the Hotel Phelps has been conducted so badly and the surroundings were so uninviting that a great many traveling salesmen who made Greenville have formed the habit of ducking the Hotel Phelps and seeking accommodations in nearby towns.

The Chas. E. Norton Co. stock, which was originally inventoried at \$32,000 and subsequently appraised at \$18,400, was sold to the Grand Rapids Savings Bank and the J. V. Farwell Co. for \$19,200. A closing out sale of "\$75,000 worth of goods" is being advertised in the daily papers. As the liabilities of the Norton Co. are \$81,000, creditors will probably receive about 15 cents on the dollar.

The annual meeting of the Western Shoe Jobbers' Association will be held in Chicago on Thursday and Friday of this week. G. Adolph Krause, who is serving the organization as President for the second term, has been on the ground since Tuesday, and Samuel Krause left for Chicago last evening. He will be followed this evening by William Logie, Ferdinand Riechel and D. T. Patton.

Fred C. Inglesh has purchased the P. V. Benedict drug stock and will continue the business at the same location, 935 Division avenue, South.

The Grand Rapids Hand Screw Co. has changed its name to the Grand Rapids School Equipment Co.

W. Schaefer succeeds H. W. Williams in the grocery business at 1029 Walker avenue, North.

Honks From Auto City Council.

Lansing, Oct. 19—James F. Hammell, Jr., of Port Huron, visited his parents Sunday.

By exercising his salesmanship in his own behalf, George O. Tooley has succeeded in disposing of his rough rider (ford) for more than it was worth. Says he will probably use the money next spring in buying an automobile.

A. O. Bosworth is the first member of our Council to lay by his tin lizzie for the season. He admits that it is the proper way to travel from a business standpoint, but mighty wearing on the nervous system.

D. J. Riordan has returned from an extended trip through the Eastern states and reports splendid success with the F. H. Hastings line of specialties. At Newark, N. J., he visited his four sisters, whom he had not seen for more than twenty years.

Mrs. Ladue, champion builder of strawberry shortcakes, who has conducted the Phoenix Hotel at Edmore, for the past four years, has sold her interests there to parties from Ludington and will retire from the hotel business.

A glance over the hotel register of the Ithaca House, at Ithaca, shows a steady growth of patronage from the commercial men and verifies our prediction of a few months ago.

C. S. Watters is covering his territory in a new Overland car, for which he recently exchanged his old trouble maker (ford). The automobile business is getting to be about as much a trading proposition as the threshing machine was in years gone by.

F. D. Engle (Alma Motor Truck Co.) started last week on an extended trip through Texas and other Southern states in the interest of the above company. Mr. Engle is one of the singularly successful salesmen in the truck business.

Several enthusiastic motorists of our fair city drove to Detroit last Sunday to witness the automobile races. So far we have been unable to learn that any (except one) paid fines for exceeding the speed limit.

On every hand we hear of elaborate preparations being made for the next Grand Council meeting to be held at Traverse City. Everybody boost.

The next regular meeting of our Council will be held Nov. 6. Important business, class initiation and something to eat when it's over with. Let every counselor be present.

H. D. Bullen.

Boomlets From Bay City.

Bay City, Oct. 19—The boiler shops, foundry and blacksmith shop of the Mackinon Boiler Co. were destroyed by fire late Tuesday afternoon, with an approximate loss of \$50,000. It is unfortunate the fire occurred at this time, as the plant was crowded with orders and running its full capacity. Four large boilers in course of construction and several thousand dollars' worth of stock were included in the loss. The plant will be rebuilt at once on a larger scale.

A news item in the Detroit Free Press of Oct. 14, headed, "Oldest Traveling Man of State Dies," refers to the death of Roswell H. Holmes, for more than forty years a traveling salesman for W. H. Edgar & Co., and believed to be the oldest active traveling man in the State. Bay City claims that honor in the person of E. B. Braddock, who has seen fifty-four years of continuous active service up to a few months ago, when, owing to ill health, he was compelled to retire. He is still on the pay roll of the Bay City Grocery Co. (Bay City branch of Lee & Cady, Detroit). I enjoyed a very pleasant visit with Mr. Braddock Saturday and during our conversation he spoke in highest terms of the courteous treatment

shown him by Lee & Cady through Hoyt Smart, manager of the Bay City branch. Mr. Braddock is an honored member of Bay Council, No. 51. He is 78 years old.

Peter Gagie, Elmira, has purchased the Arthur E. Starks grocery stock at Onaway, and will take possession Oct. 19. Mr. Starks will devote his time to his elevator business.

The stock of general merchandise formerly owned by John T. Harvie, Maple Ridge, which has been in the hands of a trustee for about two months, has been sold to Fred DeFord, who took possession Oct. 12 and will continue the business.

William Grawberg, Rose City, has bought of Edson, Moore & Co., Detroit, the stock of general merchandise which formerly belonged to W. J. Cumming. He is having a special sale for a few days and, if not all sold, will consolidate with his general stock across the street.

Bay City has three large sugar factories, the Michigan Sugar Co., the West Bay City Sugar Co., and the German American Sugar Co., which produced, approximately 60,000,000 pounds last season. The output this year will, owing to weather conditions during the growing season, no doubt fall short. The Michigan Sugar Co. some time ago let a contract for additional storage sheds. Hugh Campbell, the contractor, has about completed the job. There are four bins, 40 x 200 feet in size, and a double railroad track runs through them in order that the beets may be unloaded with cranes, instead of the old way of shoveling them out of the wagon.

W. T. Ballamy.

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

Buffalo, Oct. 20—Creamery butter fresh, 23@29c; dairy, 22@26c; poor to common, all kinds, 18@21c.

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

Eggs—Choice fresh candled, 30c; fancy, 32@36c; at mark, 27@30c.

Poultry (live)—Chicks, per lb. 14@17c; cox, 11c; fowls, 12@16c; ducks, 13@15c.

Beans—Medium, \$3.75; pea, \$3.00; Red Kidney, \$3.75; White Kidney, \$4; Marrow, \$4.

Potatoes—New, 70@81c per bu.

Rea & Witzig.

Birmingham merchants are very much peeved at the D. U. R. for their slow work in laying their new street car track through the city. They are forcing the trade to Pontiac and Detroit. Would like to ask Jim Adstein if he would speak to the D. U. R. and have them clean up the work as soon as possible.

Frank Eilola & Co., dealers in general merchandise at Hancock, write: We are very much pleased with the Tradesman and certainly could not get along without it.

BUSINESS CHANCES.

For Sale—First class bazaar in finest little city in Michigan. Population 5,000. First class location. Wish to sell because of other necessary business. Doing fine business. Will sell reasonable. Address No. 541, care Michigan Tradesman. 541

For Sale—Variety store, best residence part city. Invoices about \$2,200. Reason for selling, illness. Address 928 Egleston Ave., Kalamazoo, Michigan. 542

Fruitbelt Farms at bargain prices. Catalogue or \$50 selling proposition free. Pardee, Traverse City, Michigan. 543

SITUATIONS WANTED.

Position Wanted—As buyer or manager of general store with twenty years' experience. Have always made good. Conservative buyer, always at the head as salesman and good stock-keeper, who can always find something to do without being told. If you want someone who never watches the clock or the boss, I am the man you want. Can furnish the best of recommends as to character, ability and honesty. Address, Radix, care Michigan Tradesman. 544

SPECIAL OFFER

The COOK'S BOOK

To all our customers

We have made arrangements with the manufacturers of the well known K C Baking Powder which permits us to offer all of our customers this Beautifully Illustrated Book, with dishes shown in nine colors FREE with every purchase of a 25 cent can of this High Grade Baking Powder.



ASK TO SEE IT—YOU WILL WANT ONE

We will furnish an electrotype of above design to any grocer who would like to use it as a heading for his own newspaper advertising. Merchants can use this not only to make their advertising more attractive, but as a special inducement for customers to call at their store. Many dealers have featured our Cook's Book with large profits to themselves.

Double Profits



In grouping the profitable and unprofitable lines in your store did you ever make this distinction?

Some items (which pay you a good profit) stimulate trade in practically every department of your store, while with others (which also pay a satisfactory profit), your income ends with the original sale.

"LITTLE BUSTER" Popping Corn



pays you a handsome profit besides stimulating trade in a number of other articles in the store. These double profit lines come pretty near spelling the difference between success and failure in these days of over competition.

Order a case of "LITTLE BUSTER" from your jobber to-day and lay the corner stone for a double profit paying business.

THE ALBERT DICKINSON COMPANY
Chicago, Ill.



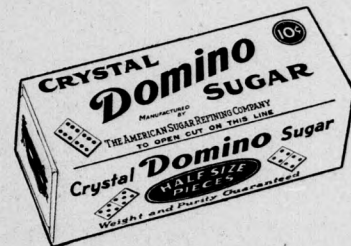
Watch the Turnover

THERE is nothing in your store which moves faster than sugar.

It flows in and out each week with the regularity of day and night. Your problem is to secure a moderate profit on each sale of sugar, so that multiplied by thousands of sales, your final profit will overtop the slow, large profit sellers.

Products—a right one for every purpose, always in sealed cartons, with weight and purity guaranteed. They save the multitude of small losses constantly present in over-weights, leakage, bags, twine and the open barrel.

The 10c. retail price of this carton makes these half-size tablets for tea and coffee a convenient purchase for everyone—everywhere.



American Sugar Refining Company

HOLIDAY REINFORCEMENTS

THE miracle has happened. What ten days ago seemed beyond reasonable possibility is now a fact.

Just as our Holiday stocks were wearing thin under the furious early selling, we are advised by cable from Rotterdam that practically all of our remaining purchases of European Dolls, Toys and China have been released and will come forward promptly.

Great Britain's previous ruling permitted shipment up to June 15 of goods paid for prior to March 1. The new ruling extends that date for those who can prove, to the satisfaction of the British agents, that bona fide payment had been made before March 1. As all our purchases were as a matter of policy made early, this frees for us the many thousand cases which have been piling up at Rotterdam during recent months.

Fortunately our representatives are on the spot, as they have been every day during the crisis, and it will be their business personally to see that our goods are singled out from the huge accumulations of all classes of merchandise and loaded on the first steamers.

It is extremely doubtful whether goods not actually in Rotterdam at the time the decision was made—packed and ready for loading—will leave port in time for this season's business. The large probability is that goods still at the factory will not reach America until after Christmas. For months we have been hurrying our goods down the Rhine in order that we might be ready in case the unexpected happened.

Cable advices inform us that within twenty-four hours after the decision was made, our goods began leaving port and many of them are now afloat. The last should reach us in ample time for our customers' duplicate orders.

The reinforcements now under way will so strengthen our lines that we shall enter the final sixty-day period with stocks **FULLY UP TO NORMAL** in extent as well as variety. This extends to every department of Holiday goods—Imported and Domestic—Toys, Dolls, China and Fancy Goods—popular priced, medium price.

Despite the fact that the new goods now coming will carry an unusual load of expense—storage, war insurance, war shipping rates, etc.—we shall continue throughout the season the **PRICES** which were put in print in our September catalogue.

BUYERS WHO LOOK THE MARKET OVER WILL FIND THAT OURS IS STILL THE ONLY HOLIDAY LINE IN AMERICA WHICH IS COMPLETE, WELL BALANCED AND BACKED UP BY STRONG STOCKS.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS