

Something Wrong

Wherever you go you will find something wrong;
The lecture too dry or the sermon too long;
The weather too torrid or else 'tis too cold;
The veal is too young or the eggs are too old.

The butter too strong or the coffee too weak;
The neighbors talk gossip or else do not speak;
The rents are too high or the wells are too low;
There's something wrong always wherever you go.

Some men are too wealthy and others too poor,
That life is a burden quite hard to endure;
One makes an invention that marks him as great,
His neighbor has ne'er learned to saw a board straight.

Some people are handsome, while others are plain;
Some robust and healthy, some victims of pain;
While some without study appear to grow wise;
Some grope like young kittens with unopened eyes.

So things have been going, and so they still go;
How long 'twill continue we none of us know;
Yet, after we're asked and looked carefully 'round,
We may find the true cause in ourselves may be found.

Thomas F. Porter.

Enthusiasm

I CAN take a sapphire and a piece of plain blue glass, and I can rub the plain glass until it has a surface as hard as the sapphire; but when I put the two together and I look down into them, I find that the sapphire has a thousand little lights glistening out of it that you cannot get out of the blue glass if you rub it a thousand years. What those little lights are to the sapphire, enthusiasm is to the man. I love to see enthusiasm. A man should be enthusiastic about that in which he is interested. I would not give two cents for a man who works for money alone. The man who doesn't get some comfort and some enthusiasm out of his daily work is in a bad way. Some men are almost irresistible—you know that. It is because enthusiasm radiates from their expression, beams from their eyes, and is evident in their actions. Enthusiasm is that thing which makes a man boil over for his business, for his family, or for anything he has an interest in, for anything his heart is in. Enthusiasm is one of the greatest things a man can have.

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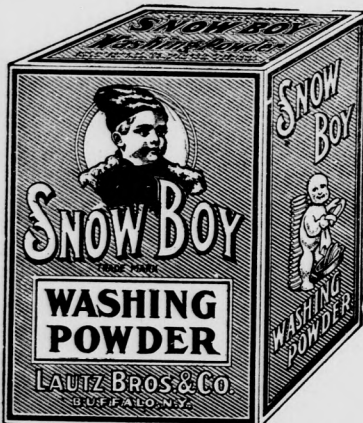


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BUFFALO, N. Y., January 1, 1915.
DEAL NO. 1500.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 10, 1915

Number 1677

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Louisiana Trading Stamp Law Constitutional.

The Supreme Court of Louisiana has handed down a decision to the effect that the trading stamp law, of that State, imposing a tax of \$5,000 on trading stamp companies is constitutional. The opinion was rendered in the case of Charles A. Underwood, doing business as the Southern Mercantile Exchange, which came up on an appeal from the District Court, where Underwood had secured a favorable verdict.

Underwood bartered in Hamilton coupons and was generally accepted as being the representative of the Sperry & Hutchinson interests in Louisiana, his concern being merely a subterfuge to evade the law, it having been proven that he did a regular trading stamp business. The New Orleans Retail Grocers' Association was active in the prosecution of the case, it having stood behind the State tax collector who brought the original suit and who, when defeated in the lower courts, appealed it to the Supreme Court.

The decision is a sweeping one, there being no remanding back to the lower court for trial, but a straight out and out opinion that the State law relating to trading stamps is constitutional. Underwood is enjoined from doing business in the State until he pays the \$5,000 fee, with interest at the rate of 2 per cent. per month from June 10, 1913, the date of the filing of the original suit. The decree stands as a judgment against the defendant and constitutes a first lien on any and all of the assets of the concern.

Some rather unusual features are incorporated in the opinion of the Supreme Court, it being based on the "gift enterprise law" of the District of Columbia, which makes it a penal offense to engage in any gift enterprise in the District and which has been construed to apply to trading stamps. Simply because a tax may appear to be prohibitive, is no reason why a law imposing it should not be enforced, according to Chief Justice Monroe, who rendered the opinion.

This seems to sound the doom of trading stamps in Louisiana, unless the defendant finds some technicality upon which to base an appeal to the Supreme Court of the United States. An appeal from the Supreme Court of Washington in a similar case is now pending in the United States Supreme Court.

Optimistic Outlook in Many Lines.

Trade reports from every section of the country indicate a most optimistic outlook, as well as actual improvement and general expansion in business. In some directions there seems to be a disposition to conservatism, owing to the war in Europe, but as a rule, the domestic markets have thoroughly adjusted themselves to conditions abroad and the country at large feels confident of an era of pronounced prosperity. In the export market business has been liberal and shipments from practically every port are limited only by the amount of freight-room available.

In the copper market there is a fairly active volume of business, and, in consequence, prices are firmer, electrolytic advancing to 13¼ to 13½¢. There is also said to be a good demand from Europe, and sales for domestic and export use during the week were large.

The coffee market is firm and higher, owing to pronounced strength in Brazil, where Europe is said to be buying freely. Rio coffees are particularly strong, owing to an apparent scarcity.

There is a firm market in raw sugar, with small offerings and continued uncertainty regarding deliveries on account of traffic irregularities. Refiners held off for a time, but on Friday bought heavily, and it was evident that the trade was considerably worried over the question of ocean tonnage. Refined sugar is also firm, with a good demand, and prices have advanced to the basis of 5½¢ for fine granulated.

In consequence of the further decline in cotton prices, trading in the cotton-goods market has been quieter during the past week, with an easier tendency noted in print cloths and gray goods. Finished goods, however, have ruled firm, with a number of lines advanced from ¼@½¢. Demand for prompt and near-by deliveries is forcing jobbers in some instances to draw on stocks which had been provided for spring requirements.

Attended Conference on Food Laws.

William Judson, President of the Judson Grocer Company, has returned from New York City, where he attended a conference between special committees of the National Wholesale Grocers' Association and the

American Specialty Manufacturers' Association looking toward legislative plans for the coming session of Congress and the various state legislatures. Although all the conferees were firmly tied to bonds of secrecy as to what transpired, it may be truthfully stated that nothing tangible was the outcome other than a better understanding as to the general policy of food legislation; whether there should be an aim for specific, definite laws concerning individual products, or broad comprehensive statutes applicable to all products alike.

As has been stated in these columns before, one of the obstacles to strong and workable food laws is the disposition of special interests to secure the enactment of laws for their own benefit, which establishes precedents and weakens legal enactments concerning food products in general. Frequently it results in complications that defeat the whole purpose of food laws, to say nothing of cumbering up the statutes with complexities. A large faction of the food trade has been growing to realize that specific laws are undesirable, for producer, distributor and consumer alike, and it is understood that last week's session aimed to promote that idea and to secure harmony of intent, rather than to secure any particular bill.

San Francisco Retailers Beat Dress-Maker.

The efforts of San Francisco retailers to suppress peddlers by the imposition of large prohibitive license fees, recently stirred up official circles throughout the city and State, then spread to Washington and finally involved diplomatic negotiations. But in the end, the city ordinance held firm and a French modiste paid the fee with very bad grace. As the story is reported in a San Francisco paper:

"Madame Bour arrived at the Fairmont Hotel with a stock of Paris gowns. She was selling them cheap. There is a city ordinance aimed at peddlers that taxes outsiders \$50 a day. So the retail merchants got after the lady. They complained to Tax Collector Bryant. Bryant ordered the lady to pay or quit selling. She complained to the French consul. The French consul complained to the Ambassador at Washington. The Ambassador complained to Secretary of State Lansing. Lansing complained to Governor Johnson. Johnson took the matter up with Mayor Rolph. Rolph summoned Tax Collector Bryant. Bryant explained all over again. The lady paid her tax of \$50. But it cost France and the

United States about \$200 to make the blamed old ordinance in San Francisco work."

When it is remembered that leprosy hospitals were known in Europe in the time of William the Conqueror, and that the specific microbe of the disease was discovered nearly fifty years ago, it must appear remarkable that progress in discovering a cure has been so slow. An achievement of the United States Medical Service, perhaps comparable with the discovery of the means of stamping out yellow fever, appears in the report of lepers cured by Dr. Victor G. Heiser and his assistants in the Philippines. Dr. Heiser's treatment consists in the hypodermic injection of caulmoogra oil in special preparation. It was begun in 1911; in the fall of 1913 were reported four cures; and in 1914, out of twelve cases under treatment, half were reported as showing "apparent recovery" and one-third marked improvement. Recent advices from Manila tell of twenty-three cured patients discharged from the leper hospitals. Meanwhile, the treatment has been adopted in foreign countries, and with results that thus far are promising. It would be wrong to place too much confidence in the method; it may be remembered that the X-ray was thought for a time to have effected cures, but that they proved only temporary. But the International Health Commission of the Rockefeller Foundation announces that it is already circulating details of this treatment in all leprosy-afflicted countries.

In the good old times when the science of medicine was by no means as far advanced as it is nowadays, when the doctor came to see the patient one of the first things he did was to produce his lancet and draw off a little blood. By this means the sick were by so much weakened, and with the big doses of nauseous drugs administered those who lived through it were lucky and could principally thank their strong constitutions. It is an old saying that history repeats itself. An English specialist is out with a long article in the medical magazines advocating blood-letting in cases of melancholia. He advocates it wherever the patient is suicidal, claiming that in this way the pressure on the brain is relieved and that good results follow. He supports his argument by various instances in his own practice. It certainly is important if his discovery and recommendations are well founded, and surely it is a return to first principles.

True philosophy consists in not wanting the things you can't get.

Bankruptcy Proceedings in the South-western District of Michigan.

St. Joseph, Oct. 23.—In the matter of Adelbert Fargo, bankrupt, Kalamazoo, the first meeting of creditors was held at the latter place. Fred G. Dewey was appointed trustee and qualified by filing bonds in the sum of \$200. Appraisers were appointed and, after the examination of the bankrupt, the meeting was adjourned for thirty days.

Oct. 24.—In the matter of the Tiffany Decorating Co., bankrupt, Kalamazoo, the final meeting of creditors was held at the referee's office. The final report and account of the trustee was approved and allowed. A first and final dividend of 4% per cent. was declared and ordered paid on all unsecured claims filed and allowed to date. Creditors having been directed to show cause why a certificate should not be made by the referee recommending the discharge of the bankrupt and no cause having been shown, it was determined that such favorable certificate be made. The meeting was adjourned without day.

Oct. 25.—In the matter of Israel Goldberg, bankrupt, Kalamazoo, the first meeting of creditors was held at the latter place. Gerritt J. Wissink, of Grand Rapids, was appointed trustee and qualified by filing bond in the sum of \$800. Appraisers were appointed and claims allowed to the amount of \$4,464.85. The bankrupt was sworn and examined and his examination continued until the next adjourned meeting. The trustee was authorized to sell the estate at public or private sale and the meeting adjourned for two weeks.

Oct. 27.—In the matter of Harriet A. Runyan and Grace L. Finch, and Runyan & Finch, a copartnership, bankrupt, Dowagiac, the final meeting of creditors was held at the referee's office. The trustee's final report and account was approved and allowed and after the payment of administration expenses, a final dividend of 7 65-100 per cent. was declared and ordered paid to all unsecured creditors. No cause to the contrary having been shown, it was determined that the referee should make a favorable certificate recommending the discharge of the bankrupts. The trustee was authorized not to interpose objections to the discharge of the bankrupts. The meeting was then adjourned without day.

Oct. 28.—Clifford H. Ruddick, engaged in the wholesale and retail candy and paper business at Niles, filed a voluntary petition and he was adjudged bankrupt and the matter referred to Referee Banyon, who was appointed receiver. The schedules show a very small stock of goods of scarcely any value above the bankrupt's statutory exemptions. The following creditors are scheduled:

Preferred claims.	
City of Niles, taxes	\$ 8.00
Unsecured creditors.	
Rechnut Pacing Co., New York	\$ 51.15
W. D. Vaughan, Detroit	27.90
Thos. Parvis, Niles	4.00
Standard Paper Co., Indianapolis	55.10
Fred C. Mansfield Co., Johnson Creek, Wis.	34.00
Farley Candy Co., Chicago	30.95
Jas. M. Johnson, Niles	1.35
Heit-Miller-Lau Co., Ft. Wayne	20.53
Goshen Cond. Milk Co., Goshen	87.00
The Russ Co., South Bend	58.52
Badger Candy Co., Milwaukee	39.38
Rueckheim Bros. & Eckstein, Chicago	39.05
S. B. Wholesale Candy Co., South Bend	15.92
Jas. S. Kik & Co., Chicago	226.25
Genther Confection Chocolate Co., Chicago	.38
The Jerome Printery, South Bend	10.35
Remington Typewriter Co., Chicago	7.00
George E. Correll, Niles	10.00
Kohler-Snyder Co., York, Pa.	10.00
Carmi E. Smith, Niles	20.51
William Bros. Co., Detroit	21.70
E. E. Woodford Co., Niles	5.29
Hershey Chocolate Co., Hershey, Pa.	65.00
American Chicle Co., Chicago	25.00
Wm. Wrigley Jr. Co., Chicago	79.20
American Non Service Co., Newark	16.75
J. B. Weber, South Bend	13.10
Thorp, Hawley & Co., Detroit	8.00
Snell & Co., Bankers, Niles	108.92
The Hunter Co., Niles	110.00
Whiteman Bros. Co., South Bend	19.50
C. B. Bowen, Niles	12.00
	\$1,289.60

Oct. 29.—In the matter of the National Gas Light Co., bankrupt, Kalamazoo, the trustee having filed his supplemental final report and vouchers an order was entered by the referee, closing the estate and recommending the discharge of the bankrupt. The record book and files were returned to the clerk's office.

In the matter of David W. Blanc, bankrupt, formerly engaged in the wholesale butter and cheese business at Kalamazoo, the trustee filed his supplemental final report and vouchers, whereupon an order was made by the referee closing the estate. A certificate was entered by the referee not recommending the discharge of the bankrupt until a further hearing on the matter. The record book and files were returned to the clerk of the court.

Nov. 1.—In the matter of the Spade Manufacturing Co., bankrupt, Kalamazoo, the final meeting of creditors was held at the referee's office. The trustee's

final report and account was approved and allowed. After the payment of administration expenses a final dividend of 3 81-100 per cent. to unsecured creditors was declared and ordered paid. Creditors having been directed to show cause why a certificate not recommending the bankrupt's discharge should not be made by the referee, and no cause having been shown it was determined that such favorable certificate be made. The meeting was then adjourned without day.

Nov. 2.—William J. Smith and Jay V. Smith, doing business under the name of the New York Racket store, W. J. Smith & Son, and J. V. Smith, of Paw Paw, filed a voluntary petition and they were adjudged bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The following are listed as creditors:

Creditors holding securities.	
Crowley Bros., Detroit	\$ 60.75
King Manufacturing Co., Toledo	47.24
Pitkin & Brooks, Chicago	123.78
R. J. Brach & Sons, Chicago	117.89
Herrick Bros., Chicago	61.91
Chattanooga Knitting Mills, Chattanooga	53.64
Iowa Soap Co., Burlington, Ia.	30.68
Graham Bros. & Co., Chicago	17.72
Textile Mfg. Co., Chicago	20.65
George H. Jung, Cincinnati	13.85
H. Leonard & Sons, Grand Rapids	214.77
Will P. Canaan, Grand Rapids	84.81
Henrietta Skirt Co., Kalamazoo	56.71
A. H. Goetting, Chicago	7.69
Edson Moore Co., Detroit	32.95
Crooksville China Co., Crooksville, Ohio	90.58
Columbia Knitting & Mfg. Co., Milwaukee	81.63
Roberts & Lydrick, Chicago	128.12
Kabo Corset Co., Chicago	83.51
Artisoria Novelty Co., Rochester	12.75
Wolverine News Co., Detroit	24.02
Educational Tablet Co., Kalamazoo	29.88
Washington Knitting Mills	24.57
U. S. Enameling Co., Bellsire, O.	24.57
Weisman & Sons, Detroit	98.00
Grand Rapids Dry Goods Co., Grand Rapids	541.18
Weixelbaum Bros. Co., Lima, O.	45.00
Paw Paw Savings Bank, Paw Paw	750.00
Arbuckle Bros., Chicago	10.50
Merchants Catalogue Syndicate Co., Chicago	123.50
Kinney & Levan, Cleveland	144.00
Fischer Bros. Paper Co., Ft. Wayne	5.16
Burnham Stoepe Co., Detroit	5.00
	\$3,167.23

Unsecured creditors.	
Wellsville China Co., Wellsville, Ohio	\$ 57.00
W. B. Conrad Co., New York	104.43
Zulu Knitting Co., New York	40.24
Boye Needle Co., Chicago	23.33
Morris, Mann and Reilly, Chicago	27.74
Seitz Benton Co., Toledo	19.50
National Corset Co., Kalamazoo	49.54
E. C. Kropp, Milwaukee	50.50
Wabash Manfg. Co., Terra Haute	24.15
J. S. Fetter Co., South Bend	17.95
Johnson Paper Co., Kalamazoo	17.95
Hanselman Candy Co., Kalamazoo	38.16
Jay C. Wemple Co., Chicago	8.60
Crown Paper Co., Jackson	8.60
Cleen Sweep Co., Battle Creek	2.00
Colby Milling Co., Dowagiac	27.80
National Importing Co., Milwaukee	7.36
Para Paint & Varnish Co., Cleveland	144.30
Nussbaum, Grosman Co., Cleveland	82.34
Aluminum Goods So., Decatur	9.58
Decatur Garment Co., Decatur	9.88
Little Bros., Kalamazoo	17.50
Ulrich Woltman Co., Chicago	24.02
Mexican Hat Co., St. Louis	24.55
Lee & Cady, Detroit	36.00
Southern Michigan Paper Co., Kalamazoo	735.00
Aluminum Supply Co., New Orleans	100.00
The National Refining Co., Cleveland	15.47
Reporter Service Bureau, Chicago	100.00
Perfection Biscuit Co., Ft. Wayne	8.60
Watson-Higgins Milling Co., Grand Rapids	57.00
The Brown Co., Toledo	20.40
Associated Music Publishers, Cincinnati, O.	7.21
Leonard Leiffers, Grand Rapids	66.66
	\$1,279.33

Assets.	
Stock of goods	\$3,500.00
Household goods	500.00
	\$4,000.00

Nov. 3.—In the matter of George R. Morse and Morse & Jars, a copartnership, bankrupt, Allegan, the final meeting of creditors was held at the referee's office. The trustee's final report and account was approved and allowed and the expenses of administration ordered paid. A first and final dividend of 6 4-10 per cent. was declared and ordered paid on all unsecured claims filed and allowed. Creditors having been directed to show cause why a certificate recommending the discharge of the bankrupt should not be made by the referee and objections having been made to the same, it was decided that no such favorable certificate be made. The final order of distribution was entered and the meeting adjourned without day.

Nov. 4.—In the matter of Clifford H. Ruddick, bankrupt, Niles, an order was made calling the first meeting of creditors at the court house in St. Joseph on Nov. 16, for the purpose of proving

claims, the election of a trustee and the examination of the bankrupt.

Nov. 6.—Based upon the petition of the American Waist & Garment Co., S. Miller & Sons and Benjamin Shapiro Adolph Speyer, engaged in the clothing and dry goods business at Kalamazoo, was adjudged bankrupt and the matter referred to Referee Banyon, who entered an order for the bankrupt to prepare and file his schedules preparatory to calling the first meeting of creditors at Kalamazoo on Nov. 26.

Pulling Power of Pop Corn Confections.

Folks are thinking in terms of confections in these pre-holiday times. It is a good time to display pop corn, the basis upon which many of these confections are built. A show window well arranged with any good brand of corn will draw the attention of the consumer to this important article. Not only does the average consumer like to eat pop corn without any of

the "trimmings" usually added to it, when used in confections, but there are a number of other items in the store which pay the dealer a handsome profit which will follow the sale of pop corn, including such items as sugar, butter, lard, salt, chocolate, flavorings and a number of other articles all necessary in the preparation of pop corn confections, and which are sure to be called for sooner or later after the sale of pop corn.

The alert dealer will instantly see it to his interest to make an attractive display of popping corn in either show window or store interior and it might not be amiss to place with it some of the other articles which sell along with popping corn and used in pop corn confections. Clarence I. Reed.



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GEE!!
BUT IT'S
GOIN'
GREAT

Distributed at Wholesale by
Judson Grocer Co., Grand Rapids, Mich.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Nov. 8—Learn one thing each week about Detroit: Electrical fixtures of all kinds made in Detroit find a market in all parts of the world. According to an electrical contractor, more than \$100,000 worth of contracts are closed each week in Detroit.

A speaker in California said that only one farmer in ten succeeds in California, through ignorance. The only reason a farmer doesn't succeed in Michigan is because he has an attack of rheumatism and has no one to do the work.

The Grosse Pointe Development Co. purchased the Fairfax Hotel last week. The hotel is located at the corner of Bagley avenue and Clifford street and was purchased as an investment.

The news last week from Grand Rapids, announcing the death of Bertran S. Gibson in that city, was received with sadness by his many friends in this city. Mr. Gibson was well known to the traveling men in this State, where he has been connected with various hotels. Three weeks ago he was attacked with grip and relinquishing his duties as clerk in the Hotel Brunswick, went to visit the home of his sister, Mrs. Algernon E. White. While there he grew steadily worse. He is survived by a widow.

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

A. Harris, 2500 Jefferson, East, dealer in men's furnishing goods and shoes, has secured the adjoining store and will add a line of ladies' ready-to-wear.

The really surprising part of it is that there is enough left of Carranza for any one to recognize.

The Kern department store tendered its department managers and buyers a banquet at the Fellowship Club Nov. 1. The Kern Store Club, as it is called, holds semi-monthly meetings and the banquet, an annual affair, is a big social event.

Burglars broke into the hardware store of Frank Algae, 1482 Woodward avenue on Saturday night and carried away \$100 worth of stock and \$15 in cash.

Brand Whitlock, American Minister to Belgium, is coming home for a much needed rest. As a minister, Whitlock is the kind of a brand that every unhyphenated American likes.

The Detroit Motor Car Co. has opened a factory branch at 676 Woodward avenue. W. J. Clemens, formerly of the Clemens Motor Car Co., of Buffalo, has been placed in charge.

Arved Sedestrom has been appointed city salesman for Burnham, Stoepel & Co., to fill the vacancy caused by the death a few weeks ago of Allen D. Gustine. Mr. Sedestrom was selected from a likely lot of prospects because of his knowledge of the business, gained by close and faithful application to his work. He came to Detroit five years ago and immediately entered the employ of Burnham, Stoepel & Co. During the past two years he acted as Mr. Gustine's assistant and in that capacity became well acquainted with the trade. Those who know Arved Sedestrom all unite in predicting his success in his new role.

H. I. Maxwell, general merchant of Onsted, was in Detroit last week on a business trip.

The wholesalers division of the Board of Commerce leave Thursday for a two day trade promotion trip. As usual, the traveling men will continue to get the business.

E. C. Puffer, President of the Michigan State Hotel Association, in his letter to the Tradesman last week wound it up with these words: "The Hotel Association, of which I am now President, is working only for the interests of its members and for the interest of the hotel fraternity." Which fact has been plainly and unequivocally demonstrated to the expense book students.

E. T. Kelly, manager of the local branch office of the National Cash Register Co., in commemoration of the fact that his office showed the largest total of sales in its history, gave a banquet to the office and sales force at the Hofbrau Nov. 1.

The Schlieder Manufacturing Co., manufacturer of valves and other motor parts, opened its new plant at Oakland avenue and East Grand boulevard last week.

O. J. Knagg, proprietor of the Knagg Electrical Co., was killed and his wife Hazel, was badly injured when the auto in which the couple were riding crashed into an interurban on Fort street, last week.

The Eisenberg & Genzel Co. will open a shoe repair shop at 797 Kercheval avenue about Nov. 15.

A peddler entered the store of Mrs. Paul Eroy last week, stole her purse containing \$16 and decamped.

The seventh annual convention of the American Specialty Manufacturers' Association will be held at the Hotel Statler Nov. 18 and 19. The organization is composed of manufacturers of grocery specialties from all parts of the country.

A man with no aim in life is generally found among the class that gets half shot.

The Detroit Savings Bank purchased the Chamber of Commerce building last week and will occupy the first three floors as soon as arrangements can be completed.

It is a short day when a few Belgians are not shot to preserve harmony in Belgium.

John Bark, of Romeo, was in Detroit last week in the interests of his department store.

Asher Bros. & Shalkoub are having a new store built next door to their present location at 935 Mack avenue. The firm carries a complete line of groceries and meats.

Arthur Truitt Brevitz, (department manager for Burnham, Stoepel & Co.) a young man of considerable family, reports to Detonations that he has discovered two things that are easy to find in the dark, a tack and a limburger sandwich.

Sunday nearly all of the local salesforce, augmented by others from different parts of the State, left for Dayton to attend the annual convention of the National Cash Register Co. The entire party will attend as guests of the organization with all expenses paid. The party was comprised of E. T. Kelly, Carl Hauser, S. Rubner, J. F. Ryan, F. M. Shotwell, W. H. Youngblood, S. A. Boker, C. H. Bell, H. S. Prince, R. W. Lynch, Thos. Bowers, E. H. Blake, E. H. Woodlock, C. W. Martin and James Dale.

The Detroit Ice Co., recently organized, and in which a number of Detroit ice dealers are interested, has purchased the Murphy Cold Storage Co. building at the corner of Wayne and Congress streets.

If perchance you should attend the Industrial Fair that will be held at the Light Guard Armory on Dec. 28, 29 and 30, immediately after having tried to sell a "tough" customer, leaving you in a savage state of mind, it will be Harry Bassette's fault if your savage tendency isn't soothed to an entirety. Of course, it is up to us to explain Harry's responsibility in regard to soothing savage beasts, etc. The Traveling Men's Fair Association are sponsors for the Industrial Fair. The Association is composed of members of Cadillac Council. Harry Bassette is a member of the Council and, as his natural bent is musical, he was appointed chairman of the music committee of the Fair. He promises that his part of the programme will be executed with care and eclat—and Harry's word is as good as his bond. When not engaged

in furthering the interests of the U. C. T., Mr. Bassette supports himself and family by selling cigars for the Harry Watson Cigar Co., corner of Woodward and Jefferson avenues.



Harry Bassette.

Anyway he wants you to hear the gentle strains that he has arranged for those to hear who are fortunate enough to attend the Industrial Fair.

Bandits attempted to hold up Kays & McPhail, proprietors of a grocery store at 263 Howard street, last Friday night. They reckoned without the host, however, as the grocers turned on the holdup men, with the result that they are both reposing in the local jail.

Following out the regular order of Mexican presidential affairs, Carranza should soon be surrounded by his cabinet—a box about six feet long.

George N. Barsa has purchased the grocery stock of the Koury Grocery Co., 2342 Jefferson avenue, East.

J. W. Lang, of the Lang Mercantile Co., of Dryden, was in Detroit last week on a business trip.

Speaking of Detroit visitors, neither Harry or Fred McIntyre, of Grand Rapids were in Detroit on business or otherwise. No doubt the insistent demands for Dutch Masters elsewhere kept them away.

The most successful hunters in the world

Are trouble hunters.

James M. Goldstein.

Sometimes a man's friends will neither make him a loan nor let him alone.

The United Line

SIZES

1-1½ Ton
2-2½ Ton
3½-4 Ton
5-6 Ton

Results Count:

When purchasing motor driven commercial vehicles select the proper sized units for your work. See that good materials are used and that they are properly put together. Take an interest in your purchase. Care for your truck as it deserves. The price question will take care of itself.

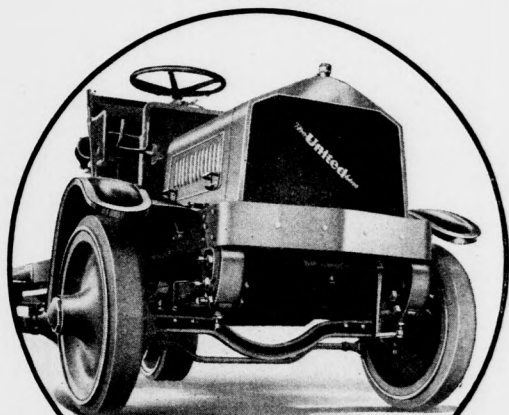
United Motor Truck value represents the "highest standard"

It pays to buy Uniteds

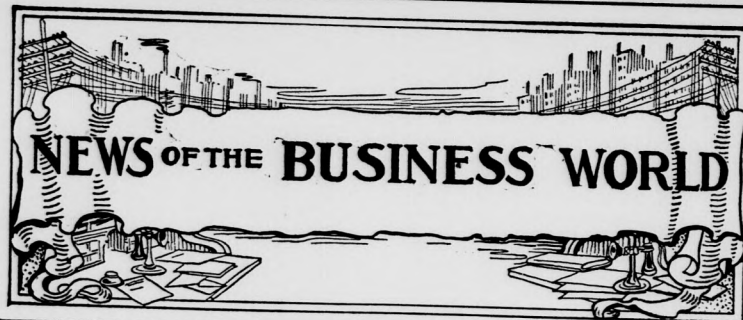
Telephone—Wire—Write.

United Motor Truck Company
Grand Rapids, Michigan, U. S. A.

"Made in Grand Rapids, Mich."
Sold Everywhere



Front view "Dreadnaught"—5-6 Ton Capacity



Movements of Merchants.

Pierson—J. E. Martin has opened a meat market here.

Caro—H. A. McLean succeeds Turner & Riley in the harness business.

Three Rivers—Floyd Havens succeeds B. F. Goff in the grocery business.

Belding—Mrs. A. B. Hull succeeds the Erickson Sisters in the millinery business.

Vanderbilt—Channing Hinkley has opened a meat market in the Hixson building.

Lapeer—Mrs. Alice Gray has opened a store for the Grand Union Tea Co. here.

Pontiac—The Kessell & Dickinson Co. has changed its name to Kessell & Dickinson.

Mendon—C. W. Morgan, of Detroit, will engage in the jewelry business here Nov. 10.

Freeland—Ralph Robinson succeeds Mrs. Hess in the cigar and restaurant business.

Mackinaw City—James Desy, grocer, has made an assignment to the Petoskey Grocery Co.

Jackson—W. R. Nichols has engaged in the meat business at 210 North Mechanic street.

Saginaw—William Brown succeeds Leland & Monzo in the restaurant business on Genesee avenue.

Alpena—Arthur R. Nelson has opened a produce, butter, egg and cheese store on Fourth street.

Brooklyn—E. J. Ennie has sold his stock of bazaar goods to Philip Howland, who has taken possession.

Eaton Rapids—Louis Gieb, of Lansing, has taken over the Norton Hotel and will continue the business.

Owosso—Henry Smetana has opened a cigar, confectionery and stationery store at 33 West Main street.

Fremont—Ben Lyons has sold his restaurant to Joseph Hoare and Glen Weaver, who will continue the business.

Newaygo—A. E. Burnham has purchased the E. O. Shaw store building and will occupy it with his hardware stock.

Hesperia—A. J. Wright has sold his confectionery and cigar stock to L. N. O'Brein, who has taken possession.

Boon—M. E. Saylor has sold his stock of meats and fixtures to Jack Robinson, who will continue the business.

Free Soil—Thomas Stevens has purchased the Eddy & McArthur grocery stock and will continue the business.

Paw Paw—W. J. Smith & Son have closed the doors of their bazaar store and turned the stock over to their creditors.

Augusta—A. E. McNutt, who conducts a pool room and ice cream parlor, lost his stock and fixtures by fire Nov. 6.

Hastings—C. Clyde Brown has purchased the O. A. Fuller stock of general merchandise and will take possession Dec. 1.

Vassar—Melvin Carl, who recently conducted the hotel at Fairgrove, has leased the Jewell House and will continue the business.

Grand Haven—Edward Mallon and Charles Van Norman have formed a copartnership and opened an oyster house and restaurant.

Chelsea—Thieves entered the store of the Holmes Mercantile Co. Nov. 4 and carried away several hundred dollars worth of stock.

Jackson—Michael Norris, of M. Norris & Co., grocers, died at his home, 337 West Main street, Nov. 7, following a short illness.

Portland—Lyman J. Clark, dealer in general merchandise at Jeffrey, has sold his stock to Frank Beard, Jr., who has taken possession.

Belmont—Martin Landheer has sold his grocery stock to his brother, George Landheer, of Kent City, who will continue the business.

Nashville—S. A. Gott has sold his hardware stock to E. L. Cole, Vice-President and Manager of the Cole Hardware Co., of Bellevue.

Frankenmuth—Burglars entered the general store of Hubinger Bros. and rifled the safe of \$135 in cash and about \$255 in checks Nov. 4.

Wiley—Joseph Lowring, dealer in general merchandise, is remodeling his store building and installing plate glass windows in the front.

Brooklyn—W. H. Stout has formed a copartnership with W. F. Reading and will engage in the meat business in the Kline building about Nov. 15.

Oxford—George A. Brockenshaw has sold his stock of groceries, dry goods, notions and seeds to Charles Webster, who has taken possession.

Lansing—Rundell Bros., wholesale butter and egg dealers at Owosso, have opened a branch store here under the management of Arthur Seeds.

Lakeview—L. D. Bass has purchased the E. C. Bishop & Co. stock of general merchandise and will continue the business at the same location.

Cass City—George C. Hooper, who recently resigned his position as Cashier of the Vanderbilt Exchange Bank, has engaged in general trade here.

Kalamazoo—C. D. Pinckney, who

street, has sold it to its former owner, F. E. Bryant, who has taken possession.

Ontonagon—C. R. Turney has purchased the store building and grocery stock of the James M. Haring Co. and has added a line of meats to the stock.

Springport—Mrs. Mary Hunt has sold her bakery to Mrs. Helen Gage and Miss May Jewell, who will conduct a restaurant in connection with the bakery.

Yale—William Oviatt has purchased the interest of his brother, Clarence, in the bakery of Oviatt Bros. and will continue the business at the same location.

Oxford—The Charles A. Webster Grocery Co. has been organized with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Grass Lake—Redding & Son have sold their grocery stock to C. W. Snyder and John Fuller, who will continue the business under the style of Snyder & Fuller.

Coldwater—W. L. and O. R. Kingsley, of Cambridge, Pa., have formed a copartnership and purchased the Fox & Tyler drug stock and will continue the business.

Ravenna—Levi Bettis has purchased an interest in the Mansfield Lumber Co. and the business will be continued under the style of the Mansfield-Bettis Lumber Co.

Sherwood—E. Sargent has sold his interest in the Malo & Sargent grocery and meat stock to his partner, S. Malo, who will continue the business under his own name.

Detroit—The Paint Warehouse has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$3,000 paid in in cash.

Sheridan—H. W. Taylor has sold his interest in the Lower & Taylor clothing stock to his partner, R. E. Lower, who will continue the business under his own name.

Battle Creek—The Raymond Dairy Co. has been organized with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and paid in in cash.

Lansing—Mrs. J. H. Burnett and Mrs. C. E. Burnett have formed a copartnership and will engage in the jewelry business at 211 South Washington avenue about Nov. 15.

Cadillac—William Scheibel and Frank Willis have formed a copartnership and engaged in the meat business at 216 South Mitchell street under the style of Scheibel & Willis.

Lansing—A. J. Hager, who recently sold his fuel and lumber business at Bellevue, has engaged in a similar business on South Penn avenue under the style of the Hager Lumber Co.

Hillsdale—Charles Wetzell, recently of Hudson, has purchased an interest in the F. A. Wagner Co. clothing and men's furnishing goods stock and will devote his entire attention to the business.

Cassopolis—H. Lichtenwalner, chief pharmacist at the Battle Creek Sanitarium for the past fourteen years, has purchased the Hopkins &

Hackney drug stock and will take possession Nov. 20.

Detroit—The Robinson Pharmacy Co. has been organized with an authorized capital stock of \$3,000, all of which amount has been subscribed and \$800 paid in in cash and \$2,200 paid in in property.

Boyer City—S. Dean & Co. have closed out their grocery stock and Mr. Dean has removed to Mancelona and engaged in a similar business with Mike Abdelah under the style of Abdelah & Dean.

Muskegon—Robert F. English has taken over the interest of the late Mrs. Eastes in the tailoring and men's furnishing goods stock of English & Eastes and will continue the business under his own name.

Mt. Pleasant—Four local druggists have purchased the W. W. Cox drug stock and have closed the store. Mr. Cox conducted a drug store here for the past thirty-two years and will remove to DeLand, Florida.

Battle Creek—W. A. Gorham, formerly engaged in the grocery business in Alabama, has purchased the E. J. Terry store building and grocery stock and will continue the business at the same location, 40 Central street.

Detroit—The Michigan Fur Products Co. has engaged in business with an authorized capitalization of \$12,500, of which amount \$7,260 has been subscribed and \$700 paid in in cash and \$6,250 paid in in property.

Bay Port—The Wallace & Morley Co. has engaged in business to deal in farm produce, live stock, fuel and building materials, with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

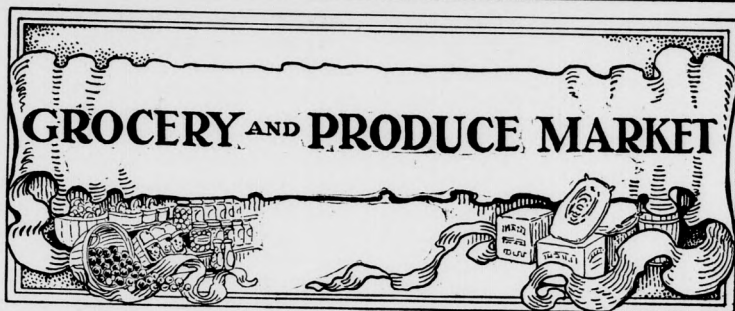
Boon—Vernor Bloomquist, who has represented the Loveland & Hinyan Co., of Grand Rapids, in this market for the past five years, has purchased its warehouse and will continue the business under his own name.

Detroit—The Stutz-Detroit Co. has engaged in business to deal in automobiles, accessories and parts with an authorized capital stock of \$15,000 of which amount \$8,010 has been subscribed, \$2,835 paid in in cash and \$5,175 paid in in property.

Cross Village—A. D. Loomis, who conducted a drug store here for many years, but recently was engaged in a similar business at Burlington and Osseo, has returned and will conduct a grocery and drug store in the building which he formerly occupied.

Manistee—Fire, originating from a defective chimney, destroyed the store building and stock of general merchandise of Gus Pirsig, located at the end of the Parkdale car line, causing an estimated loss of about \$16,000, about half covered by insurance.

Hudson—Charles Wetzell, who severed his connection with the Derbyshire Clothing Co. last week and purchased a half interest in the clothing and men's furnishing goods stock of the F. A. Wagner Co., of Hillsdale, died Nov. 8, as the result of drinking the contents of a bottle of carbolic acid.



Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Baldwins, Greenings, Wagner, Twenty Ounce and Wolf River command \$3@4 per bbl.; Northern Spys, \$3.75@4.25 per bbl.

Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.25.

Beans—\$3.50 per bu. for medium.

Beets—50c per bu.

Butter—There is a good active consumptive demand and the receipts are lighter than they were a week ago. The market is very firm at the recent advance. The quality of the butter arriving is averaging good for the season and the entire situation is healthy on the present basis. The trade looks for higher prices in the near future, both on solid packed and prints. Fancy creamery is quoted at 28@29c in tubs and 30@31c in prints. Local dealers pay 23c for No. 1 dairy, 17c for packing stock.

Cabbage—40c per bu. or \$1 per bbl.

Carrots—50c per bu.

Celery—16c per bunch for home grown.

Cocoanuts—\$4.50 per sack containing 100.

Cranberries—\$7.50 per bbl. for Cape Cod Early Blacks; \$8.50 per bbl. for Late Howes.

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

Eggs—The market is firm at 2c advance. There is a good consumptive demand and extremely light receipts of new laid eggs. The demand for storage eggs is fair and the market is firm but unchanged. Local dealers pay 32c for strictly fresh and hold storage stock at 28c for No. 1 and 25c for No. 2.

Egg Plant—\$1.25 per doz.

Grapes—Concords fetch 18c for 8 lb. baskets; California Emperor, \$1.75 per 4 basket crate; California Tokay, \$1.65 per 4 basket crate; California Malaga, \$1.50 per 4 basket crate; Spanish Malaga, \$5@6 per keg.

Grape Fruit—Florida 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, \$4 per box.

Lettuce—12c per lb. for hot house leaf; \$1.50 per bu. for head.

Maple Sugar—14@15c per lb.

Mushrooms—40@50c per lb.

Nuts—Almonds, 18c per lb.; filberts 15c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble; 17c for California; 15c 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.

Pears—Anjou, \$1.25 per bu.; Kieffers, 75@90c per bu.

Peppers—Southern grown command \$1.25 per 4 basket crate.

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.

Quinces—\$2.50@3 per bu.

Radishes—15c for round.

Squash—1½c per lb. for Hubbard.

Turnips—50c per bu.

The Grocery Market.

Sugar—The market is very much excited, as might be expected from the meteoric advance in granulated from 5.35c to 5¾c—forty points. Since harmony now prevails among the refiners the advance in raws has been shifted to the shoulder of the distributor, who is paying the penalty for letting supplies run low. Following the recent advances, the refiners went firm, all interests concurring in the move. The trade is keeping more closely in touch with the market, as no leeway is afforded for purchasing at the old basis. Of course, there are some who are skeptical of the refiners maintaining their policy without a break, once the competition becomes keen again, but for the present the sky is clear. They are generally behind in delivery—in some cases two weeks—the Federal being the only refiner prompt on all grades. Beet sugars were advanced in sympathy with cane refined, the quotation on Michigan granulated now being 5.55c. Undoubtedly had not the Secretary of the Treasury advocated the retention of the sugar duties beets would have been more in evidence and filled the gap, but, with protection to the domestic production practically assured, there is not the same urgency for selling, and refiners will feel less competition. Another influence favorable to the rise in raw sugar was the strike of the longshoremen followed by unprecedented congestion in the New York harbor, as a result of which lighters were hard to secure, and delayed deliveries of raws out of store forcing refiners to have recourse to nearby parcels even at higher prices. The Tradesman believes that sugar will go still higher, pending the re-opening of the Panama Canal and the filling of the

foreign orders now on the books of the refiners for November and December delivery. Whether the further advance—if there is a further upward movement—will be more than temporary is a matter of conjecture.

Tea—The market has shown no particular change during the week, although low grade green teas are somewhat firmer. The consumptive demand for tea is good, considering the season.

Coffee—Rios have advanced nearly ½c on account of liberal buying by Europe. Santos coffee is also a substantial fraction higher on this account and also because of better domestic demand. There is not so much low grade coffee about. Milds are also strengthened on account of heavy European demand. Washed Caracas is almost off the market and prices average from 1@1½c above the point ruling a short time ago. Java and Mocha coffee are unchanged and quiet.

Canned Fruits—Apples are dull and unchanged. California 1915 pack fruit was reported to be held with a slightly stronger feeling on the Coast, with available stocks being slowly absorbed.

Canned Vegetables—The tomato market, according to well-posted brokers, shows a gradual strengthening development which culminated last Friday in a more or less sharp advance on the part of practically all packers, who established the 87½c basis as the inside price in place of the 85c level which had predominated during the trading of the previous week and was ruling during the opening markets of last week. Buying during the first part of last week was inclined to be very quiet, but shortly before the advance was made increased activity was noticed in the market and a steady purchasing movement for restricted stocks was reported to be in evidence in several quarters. The actual amount of tomatoes purchased reported is to be fairly large in volume owing to the steady buying movement that is maintained for limited stocks. Peas are steady, with operators apparently desirous of securing only small quantities. The cheaper grades appear to be in slightly better demand, with prices in some quarters showing a stronger tendency. Corn is held firmly by practically all packers. All stocks are reported to be very light and packers are apparently offering only from small supplies stocks that they had on hand after filling their season's contracts.

Canned Fish—The scarcity of spot supplies had the effect last week of enabling all canned salmon holders to maintain their quotations on a very firm basis. In no quarter did there seem to be any evidence of operators being inclined to shade their prices. The buying during the course of the week continued to be steady but the actual amount of goods that changed hands was necessarily restricted by the lack of sufficient stocks. Alaska red salmon is now being held at an inside price. The demand for this grade is reported to be moderate. Chums and med-

ium reds are practically unobtainable and the quotations on the former grade are in almost all cases merely nominal. Domestic sardines, under a steady demand, are held on a very firm basis. Quotations are unchanged, with buying being done in moderate quantities.

Dried Fruits—Prunes are a shade higher on the Coast, although they show no radical advance. In the East, although shipments are coming in, prices have not yet receded. They will, however, as soon as supplies become substantially better. The raisin combination has advanced bulk seeded raisins ¼c, but there is no other change. The demand for raisins is good. Currants continue very scarce and very high. Peaches and apricots are unchanged.

Cheese—There is a normal consumptive demand and, as neighboring markets have advanced ½c on good grades, the local trade is expecting the same. Stocks of cheese are normal for the season and the consumptive demand is good.

Rice—The market is still strong and active, the lifting of the embargo apparently not relieving the situation materially. The planter holds the whiphand because of the large demand for cleaned rice from all sections of the country. Blue Rose is still climbing and is quoted at 37½@4c in the South, as against 3½c two weeks ago. Honduras is scarce and Japan almost unobtainable. The receipts are heavy, but the distribution keeps down the stocks.

Molasses—The situation remains strong, with holders asking full prices for all grades. The demand for blackstrap in connection with the manufacturers of denatured alcohol is active and contracts are being made for some time ahead. The grocery grades are being taken by the distributors and bakers for current needs, the weather favoring an active consumption.

Provisions—Smoked meats are all steady and unchanged in price with a normal consumptive demand. Pure lard is steady at a decline of ¼c. So is compound. The declines were due to the fact that prices have been held too high and the trade did not respond. Stocks are now ample and no further change of any moment is looked for in the near future. Dried beef, canned meats and barreled pork are all unchanged.

Salt Fish—Quotations of mackerel show no change and are still firm and high. The situation in new Norway mackerel shows no change and no recession in price. The catch in shore mackerel has been very good for the last two weeks. The market is so bare, however, that prices have advanced rather than declined. Cod, hake and haddock are in fair demand at steady to firm prices.

Walter Thomasma has purchased the interest of the estate of Rein Thomasma in the meat stock of Thomasma Bros., at Turner avenue and Leonard street, and will continue the business under his own name.

An expressman says that spinsters are uncalled for packages.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 8.—A. H. Eddy, of the Eddy food emporium and President of the Anchor Mission, gave a wood bee (not would be) to the directors of the latter institution, which was the first of its kind ever pulled off at the Soo and there were some new records made during the evening. Wm. Sutherland, ticket agent for the Soo Line Railway, won first honors by loading more wood per minute into the wagons than any of the others, while Rock Frederick, our police judge, and Jos. MacLachlan, of the McLachlan flour mill, were tie for second place. Mr. Eddy entered the contest himself in the unloading of the wagons, but was defeated by John Fullton, who was an easy winner. Ed. Stevens, manager of the National Grocer Company, was awarded third prize with high honors. Mr. Eddy concluded the bee with one of his usually good banquets. The cars of wood for the occasion were donated by the Richardson & Avery Co., of Racine.

Bennett Griffin, one of Chicago's prominent business men, has returned home after a ten day outing at Duck Island, where he was the guest of Hon. Chase S. Osborn. While Mr. Griffin has traveled and hunted in many countries, he was very enthusiastic over the charms of the St. Mary's River region and the forests of Cloverland and states he is much surprised at the progressiveness throughout the country and the beautiful scenery along the banks.

I. W. Malmberg, the Bingham avenue baker, is increasing his business and has sent to New York City for a new baker, securing the service of Fritz Kohler, so that Malmberg's health bread will be more popular than ever now.

C. W. Bretz, proprietor of the Booster store, at Engadine, has secured the service of Mr. Howell, of Gladstone, who will be found on the job at Mr. Bretz's store to take care of the increasing trade that this place has been enjoying for the past year.

J. L. Hruska, the well-known butcher of Manistique, is just completing plans for an up-to-date meat market on the West side, on the vacant lot adjoining A. Carlton's grocery store. It is expected that work will be commenced at once so as to have it ready for occupancy by Dec. 1. The building will be a one-story frame structure with a twenty-two-foot frontage and will extend back sixty-two feet. Mr. Hruska will conduct a wholesale and retail market and be equipped to supply the camps throughout the country. He has a large stock farm and has on hand at present 115 head of cattle and a very large number of hogs, a large portion of which will be slaughtered and disposed off at once. Mr. Hruska has been in the meat business for a number of years at Thompson, in addition to his interests at Manistique, and as he is a hustler, his many friends predict for him a very successful future.

Col. Mott, manager of the U. P. Development Bureau, figured in quite a smash up with his six-cylinder automobile, but fortunately escaped personal injury when he crashed into a telephone pole in order to avoid hitting a farmer's rig. The farmer suddenly crossed into one of the side streets at a pretty fast pace and the Colonel happened to be about at the same place crossing the other street. Seeing that he could not stop in time without hitting the farmer's rig, he turned his auto quickly and struck the telephone pole, badly damaging the radiator and steering gear but avoided receiving any injuries himself.

The copper country sustained a disastrous fire at Laurium last week,

suffering about \$34,000 loss, when three buildings occupied by retail stores were burned. The Boston store, carrying dry goods and men's furnishings, the meat market of F. H. Lantz & Co. and the music house of J. E. Foisey all sustained heavy losses to stocks. About two-thirds of the damage is covered by insurance. The fire is supposed to have originated in the heating plant of one of the buildings.

The village of Naubinway had a farewell supper and dance which was given by the mill boys commemorating the closing of the Street-Chatfield mill, which has suspended further operations for an indefinite period. It was a sort of a sad affair as well, as they are truly sorry to see the closing down of the mill which had heretofore been the means of making Naubinway one of the live towns. Most of the mill hands are moving away.

T. A. Forgrave, proprietor of the Soo Flour & Feed Co., has been doing a thriving business since taking over the business a few years ago and has recently secured the services of Charles P. Calder, from Vancouver, B. C., who is an expert miller. Mr. Calder was a former Soo boy and learned the business with the Columbia Flour Mills Co., of Vancouver, B. C. Mr. Forgrave is one of the Soo boosters and only success can crown his efforts.

The Hossack camps, which have been under construction near Cedarville, are about completed. A large force of men has been employed on the building of the camps and a larger force will be cutting timber as soon as the sawmill shuts down. It is expected that Cedarville will enjoy a prosperous winter in consequence.

Mr. and Mrs. W. P. Hill, proprietors of the Island House, at Mackinac Island, have gone to Winter Park, Florida, where Mr. Hill will assist Mr. Foley in getting two hotels in readiness for the coming season's business, one being known as the Inn and the other the New Seminole. The Inn has just added a number of new rooms and Mr. Hill anticipates a brisk business, commencing about Dec. 1.

William G. Tapert.

Organization to Meet Mail Order Competition.

Grayling, Nov. 8.—Please accept my thanks for publishing the article I sent you. I believe the mail order problem can be solved if we can get the business men together once and organize. Would, therefore, like to have you support the plan. It is, without doubt, a worthy cause to work for. Please look over the enclosed indorsement blank and if you think it is a good thing your assistance will certainly be appreciated. Several traveling men are now talking the plan to the dealers through Michigan and Indiana.

J. W. Sorenson.

The blank referred to by Mr. Sorenson is as follows:

More About Mail Order Competition. To organize is the whole thing in a nut shell. In it lies the secret to success. As an organized body we are in a position to accomplish something, standing alone we are helpless and easily crushed. Manufacturers and dealers must join hands to handle the mail order question successfully and it is necessary for every wide awake business man to come in now and help out. This is not a matter for a private concern to take up. Only through an organization where the dealer has a voice in the management can we expect to get the confidence of the retailers in general. If you have not read the little write-up entitled "A Suggestion as to How the Dealer Can Meet Mail Order Competition," send for a copy to the undersigned. A 2-cent stamp will

bring it to you. Tear off at the dotted line and mail your endorsement of the plan to me, if you desire it taken up, otherwise the plan will be dropped. I am a dealer and cannot give the matter much attention, but am willing to help out all I can in the effort to solve the problem. In my estimation the plan as outlined can be worked out in practice to the benefit of not only the manufacturer and merchant, but the consumer and people at large. Let me hear from you at once. Delay is dangerous. Make any suggestions you wish. Same will be filed and considered when the proper time comes.

J. W. Sorenson, Grayling, Mich. Indorsement of Plan to Organize.

I believe in going after the mail order competition on the plan outlined in the booklet "A Suggestion as to How the Dealers Can Meet Mail Order Competition," dated Sept. 13, 1915, and will support same if we can organize on a good sound foundation.

Name

Address

Write here if Manufacturer, Wholesale, Retailer, Traveling Salesman, Clerk

Line of business you are in

Will you come to the meetings when called?

We Michigan fellows will meet in Detroit. The men of other states will please mention the city most convenient for them.

Anti-Narcotic Law Made More Strict.

Writing renewals of narcotic prescriptions merely by indicating thereon the druggist's serial number will no longer be permitted, according to advices received Friday from the Treasury Department by Emanuel J. Doyle, Collector of Internal Revenue.

In the past, physicians have been allowed, inasmuch as no ruling had been made by the Department on the subject, to renew prescriptions for drugs coming under the scope of the Harrison anti-narcotic law, by adding the druggist's serial number given to him at the time of his registration.

Hereafter the name and address of the patient, the names and quantities of all the ingredients and the full name, address and United States registry number of the physician must appear on all prescriptions for narcotic drugs, prescriptions or remedies coming within the jurisdiction of the Harrison drug law.

He Fixed It.

She—The diamond in this engagement ring is awfully small.

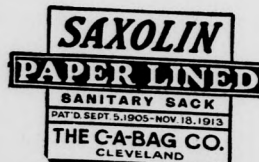
He—I told the jeweler it was for the smallest hand in Boston.

Try
this
test



WHERE THE FLOUR COMES
OUT—THE DIRT GETS IN.

The paper Film lining
of the Saxolin paper-lined
Cotton Sack—Closes the
porous mesh of the cotton
and prevents the Flour
from sifting Out and like-
wise the Dirt, Dust and
Impurities from getting In



Assurance of
Pure,
Clean Flour.

Ask Your Miller

The PAPER LINING does it

THE CLEVELAND-AKRON BAG COMPANY, CLEVELAND

Programme of Specialty Men at Detroit.

The programme for the seventh annual convention of the American Specialty Manufacturers' Association, to be held at the Hotel Statler, Detroit, November 18 and 19, will be issued to members this week by Secretary H. F. Thunhorst. Advance indications are a full and active convention. The programme is as follows:

Thursday Forenoon.

Convention called to order by Walter B. Cherry, President.

Invocation—Rev. W. H. Wray Boyle.

Address of welcome—Hon. Oscar B. Marx, Mayor of Detroit.

Response on behalf of the association—Fred Mason, First Vice President.

Roll call.

Reading of minutes.

Report of board of directors.

Report of President.

Report of Treasurer.

Report of Secretary.

Reports of committees:

Publicity—A. M. Alexander, Chairman.

Legislative—A. C. Monagle, Chairman.

Auxiliary—Geo. Nowland, Chairman.

Trade Sections—S. W. Eckman, Chairman.

Special committees.

Appointment of committee on resolutions and nominations.

Special committees.

Official photograph (east entrance of Hotel Statler).

Thursday Afternoon.

1 p. m.—Meeting of "auxiliary" members in attendance at convention.

2 p. m.—General convention called to order with Michigan Wholesale Grocers as invited guests.

Address—Hon. E. N. Hurley, member of the De Federal Trade Commission.

Address—William Judson, Ex-President National Wholesale Grocers' Association.

Address—Mrs. Julian Heath, President National Housewives' League.

Report of counsel—Charles Wesley Dunn.

Reception—6 to 7 p. m.

Banquet—7 p. m.

Friday Morning.

8:30 a. m.—Visit to ford auto plant (Automobiles from west end Statler Hotel).

10 a. m.—Executive session.

Convention called to order. Reports of chairman of trade sections.

Reports of representatives of auxiliaries.

Question box.

Discussion of ways and means to improve conditions relating to specialty orders.

Friday Afternoon.

Address—Frank B. Connolly, President National Retail Grocers' Association.

Reports of—

Resolution committee.

Special committee.

Nominating committee.

Election of officers.

Induction of new officers.

Unfinished business.

New business.

Convention adjournment.

Friday Evening.

Theater party at Temple Theater as guests of Michigan Wholesale Grocers' Association.

Meetings of Trade Sections.

Special meetings of trade sections, named below, will be held in connection with the regular annual meeting of the Association at times and places to be announced by the President:

Lye—S. W. Eckman, Chairman.

Mince Meat—Craig Atmore, Chairman.

Soap—George Nowland, Chairman.

Cereal—J. E. Linihan, Chairman.

Spice—W. M. McCormick, Chairman.

Tobacco—J. A. Bloch, Chairman.

Macaroni—C. F. Mueller, Jr., Chairman.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, Nov. 8—Saginaw is to be State suffragette headquarters this week. They are holding their State convention here. We predict the hotels will be patronized by many of our local men. Can't blame them. Who wants to go home after a hard day's work and find wife dear gone to help figure out votes for women, leaving you to flounder on cold beans and Saginaw filtered water.

Whaley & Sutton have started in the grocery business at 2022 South Michigan avenue. Mr. Sutton has had nine years' experience in the grocery business.

John R. Smith, member of the firm

of Smith Bros., grocers in this city, was chosen delegate by the Presbyterian church to attend the State interdenominational convention at Battle Creek, which is in session this week.

R. Anderson, at one time a grocer on Genesee street, has opened a bakery and grocery store at the corner of Gratiot and Williams streets.

Nov. 18 and 19, are the dates set for the American Specialty Manufacturer's convention in Detroit. They have invited all State jobbers to be their guests. A big banquet will be given in their honor on the evening of Nov. 18. It is understood that the Saginaw Valley jobbers will be there in full force in answer to the call.

John Green recently bought the John Geiger grocery on Howard street. Mr. Green, although young, is a hustler and has a host of friends who are ready to give him a boost.

R. Christensen, the hustling and ever-popular West Side merchant, has been elected one of the directors of the new Chamber of Commerce. We are sure if he turns loose and becomes as active in his new office as he is in conducting his own business affairs, the Chamber of Commerce will be a credit to this town in a short time.

The local association of retail grocers held a booster meeting last week. They report a good attendance and after Jan. 1 expect to hold a number of social sessions.

The new Hartwick Hotel, at Grayling, will be thrown open to the public about Jan. 1. It will have forty-five rooms and will be managed by C. Gottleber, former manager of the Vincent Hotel and the Boody House.

"A friend in need is a friend indeed." We trust the traveling fraternity took notice in last week's issue to what extent Editor Stowe is willing to go to help better hotel conditions in this State. You would quite naturally suppose that Mr. Puffer would keep under cover in a case of this kind when you consider the ridicule that has been heaped upon the Dresden Hotel the past few years. The readers of the Tradesman can probably call to mind some of the compliments (?) paid this house by James M. Goldstein not long ago and you will remember that none of his articles were ever taken up by this house.

S. A. Holcomb, of Deckerville, has purchased the hardware and implement stock of C. H. Clement, of the same city.

M. S. Brown, Past Grand Counselor of the Michigan U. C. T., is now roaming the wilds of Houghton county for deer. Our prayers are with Mr. Brown that he may return with plenty of venison for that promised feed to be given the Saturday following Thanksgiving.

The Saginaw Daily News of Nov. 3 states that the Board of Trade will start their weekly dinners again early in December. We agree that these

dinners must be very palatable and it means the bringing together of a group of men who can do things if they will, but the past history of this body of men, to the general public, does not read well. The citizens at large feel that there are men belonging to this organization who actually fight anything that would bring industrial concerns to this town. When we look around us and see the number of towns in this State which have in the past two years secured large manufacturing establishments, it naturally causes the local merchants unrest. We will agree that the bringing of a large manufacturing company to this town would naturally mean that the local manufacturers would have to pay higher wages to hold their employees; but we only have to point to these same conditions in other towns in this State and then see what a wonderful thing it means to the entire city. However, let us not cry over spilled milk, but live in hopes that things will be better within the next year.

Many of the local U. C. T. expect to go to Bay City next Saturday to see how Bay Council does things. It is understood there is a large class to initiate.

L. M. Steward.

Quotations on Local Stocks and Bonds.

Public Utilities.		Bid	Asked
Am. Light & Trac. Warrants	341	344	
Am. Light & Trac. Co., Com.	342	346	
Am. Light & Trac. Co., Pfd.	107½	110	
Am. Public Utilities, Com.	30½	33	
Am. Public Utilities, Pfd.	64	66	
*Comw'th Pr. Ry. & Lgt., Com.	55	57	
*Comw'th Pr. Ry. & Lgt., Pfd.	80½	82	
Pacific Gas & Elec., Com.	53	57	
Tennessee Ry., Lt. & Pr., Com.	9	11	
Tennessee Ry., Lt. Pr., Pfd.	30	35	
United Light & Rys., Com.	39½	43	
United Light & Rys., 1st Pfd.	69	71	
Comw'th 6% 5 year bond	99½	101	
Michigan Railway Notes	99½	101	
Citizens Telephone	69	73	
Michigan Sugar	99	102	
Holland St. Louis Sugar	6¾	7½	
Holland St. Louis Sugar, Pfd.	8	9	
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	

* Ex dividend.

November 10, 1915.

The Kent Steel & Construction Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$2,000 paid in in cash. The stockholders are as follows: Frank F. Bowles, 126 shares; Raymond F. Smith, 63 shares; Richard M. Judd, 63 shares.

In a manner of speaking, the dentist is a dealer in extracts.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

November 10, 1915

KINGLY SNEAKS.

King Constantine, of Greece, entered into a treaty offensive and defensive, with Servia. Under that treaty it was the duty of Greece to go to the rescue of Serbia and oppose the Kaiser in his murderous designs to destroy that country, as he has already ravaged Belgium.

Did Constantine keep his word and insist on Greece keeping her plighted faith? Not for a minute. Because he was educated in Berlin, under the auspices of Prussian militarism, and married a German wife—the sister of the Kaiser, who threatened to desert him if he did as he agreed—he has violated his word and thus far prevented the Greeks from doing their duty.

Constantine's name will be a hissing and a by word as long as time lasts—as a thing too contemptible to be mentioned in the presence of decent men. His only rival will be the Kaiser, whose word has been proven by his own actions to be no better than that of a gutter snipe and whose methods of warfare show that he belongs to the age of savagry and not to the twentieth century.

One of the most serious problems which will confront the civilized world after peace is finally established is how to deal with Germany. No honorable nation can enter into any agreement with her, because she has demonstrated, time and again, that her plighted word is not worth the paper on which it is written. Bismarck was the most shiftiest trickster the world had ever possessed up to his day, but the Kaiser has proven a close student and second, although his infamous unreliability is not coupled with great genius, as was the case with Bismarck.

OCTOBER'S EXPORT TRADE.

The Government's statement of last week's foreign trade at the country's twelve principal ports, given out at Washington last Tuesday, completed the preliminary showing for October. Possibly because less shipping facilities were available, last week's merchandise exports were shown to have been \$21,100,000 less than in the week preceding, but with that exception, they broke all previous weekly records. The \$42,300,000 excess of exports over imports of

last week were only three times exceeded; by the \$70,000,000 outward balance of the third week of October, the \$43,900,000 of the second week of October, and the \$47,200,000 of the second week of March.

Taking all the weekly October statements together, these preliminary figures would indicate an export surplus for the month of \$210,000,000. This figure of itself would surpass all monthly precedent, and show the outward movement of war munitions from the United States to be exerting larger influence than at any time before. But the actual figures will be much larger, because these weekly statements cover only part of the country's ports. In September, for example, while the "export excess" indicated by the preliminary weekly figures was \$106,000,000, the excess as given in the later complete returns for the month was \$146,300,000.

If the preliminary October figures are to be subject to the same ratio of increase in the final statement, last month's export surplus would be \$294,000,000. The high record for any month in our past history was the \$173,600,000 of last February.

FILLING THE EMPTY PLACES.

It has taken 80,000,000 bushels of the 1915 wheat crop to fill the holes made throughout the country by the exhaustion of last year's supplies, and to satisfy the milling demand. To those who are bearish it appears that the interior points will be filled up within a short time, after which there will be a more rapid accumulation at visible supply points. In all seasons of big crops stocks begin to pile up about this time, and there is no good reason to expect that this year will be different. An immense export demand might prevent this.

Ever since Mr. Bryan left the Cabinet last June, it has been believed that it was only a question of time when he would openly break with the President. He has now done so; and the issue which he has chosen does more credit to his consistency than to his political sagacity. For no one can be better aware than Mr. Bryan that, on the general question, he can get but a corporal's guard in Congress to go with him and against the President. The ground has been mined beneath him in advance. We have seen good Bryan men like Senator Kern, of Indiana, going to the White House and coming away converted to Mr. Wilson's plans. There has been shrewd politics in the affair from the beginning; and the ex-Secretary ought to understand by this time that the ex-professor is a very skilful politician. Whether the President takes any public notice of Mr. Bryan's attack or not, it is certain that he has foreseen it and has not omitted "preparedness" against it. If it comes to a definite fight between the two, there can hardly be doubt which one will win. Indeed, there are some who see in the President's speech a deliberate attempt to force Bryan into the open and to complete his political discomfiture.

CAR SHORTAGE.

The much-talked-of "car shortage" exists chiefly in the Northwest. Considering what the pressure for grain transportation in that section has been, the deficiency is much less than might have been expected. It must be remembered, when "car shortage" is talked of, that the railroads have more cars and motive power than ever before, that terminal facilities are in better shape and that efficiency in car handling has so far increased these past few years that it would require an immense movement of freight of all kinds to create congestion like that of a few years ago. This is why Chicago has come to the conclusion that there has possibly never been a time when the railroads of the country, especially those in the West, Central West, Northwest, and Southwest, have had a brighter outlook than at present.

There are railway men who say without qualification that the situation is as promising from a legitimate traffic standpoint as has ever existed. This is especially so, in view of the fact that marketings have notoriously been delayed by unfavorable weather and by an indisposition of farmers to sell, owing to the belief that the war will make much higher prices later; for that very fact should ensure a larger percentage of grain to come forward later than is usual at this season. In some sections of the winter wheat country, 75 per cent. of the crop remains in producers' hands—which is perhaps the highest figure ever known. Moving of this reserve of wheat should cause the business of the railroads to stretch over a longer period than they usually count upon.

FACT VERSUS FANCY.

The time has come when companies engaged in the manufacture of war materials, for export to Europe, find themselves in a position to give an accounting to shareholders of their profits under new operating conditions. Last week three of these companies, Crucible Steel, Allis-Chalmers and American Steel Foundries issued statements of earnings; these proved so unpalatable that Crucible Steel shares declined 23 points from last week, Allis-Chalmers 3½, and Steel Foundries 11.

It is because of the degree to which fancy instead of fact had been capitalized in the war industrials that last week's declines occurred. Venture of American companies into the munition field has been profitable; the statements of last week show that. But it has not been profitable in so extraordinary a manner as the stock market had expected. The Allis-Chalmers net profits in the September quarter were a little more than 10 per cent. of sales billed. That was a good, but not a phenomenal, margin; it bore out what was said by H. H. Westinghouse last month of the war business received by the company of which he is President: "It is expected that the net result will represent a substantial but not an unusual manufacturing profit on the amount involved."

And if profits are not all that were expected, neither are orders for munitions so large as Wall Street, in its recent exuberance, calculated them to be. At the height of the recent excitement in war stocks, Crucible Steel's contracts for munitions were variously reported from \$60,000,000 to \$150,000,000. Last week's official report gave them as "not in excess of \$17,000,000."

The question which created the largest interest in election at Detroit was as to whether or no the municipality should buy the State railway system, own and operate it within the one-fare zone. The plan had a good many advocates and as many opponents in the discussion which preceded. When the voters went to the polls, however, they left no room for argument. They beat the plan by the largest majority ever recorded in that city. Evidently they did not desire to make a bigger army of office-holders for the municipality to support. The party in power which could appoint all the conductors, motormen and other employes on a big street railroad system like that, could with difficulty ever be ousted, no matter what it did. There is a very clear dividing line between public and private ownership and street railroads are on the latter side.

"Democratic economy" has struck Grand Rapids—and hit the jobbing district hard. The mail deliveries have been reduced from five a day to three, thus crippling the efficiency of the Grand Rapids jobbing market very materially. The same sort of economy has been adopted in the rural free delivery system, which has been seriously crippled during the past six months. Nothing more vitally affects the people than the curtailment of their mail service and among the unpopular things President Wilson will have to face when he runs for office next year will be the disgusted and disgruntled farmers and business men who have been discommoded and compelled to face numerous losses through the penurious methods of the Postoffice Department during the present administration.

Political and social upheavals in the belligerent nations, after the war, have been freely predicted. Something of that sort may easily occur. One thing seems certain, that the higher cost of living and the increased taxes sure to follow for a long time, will lead to a resolute demand by the working classes that the increased wages which they have been getting in war-time be continued, or even be made larger still. We in this country shall doubtless face that, as well as Germany and England. Already it is a sense of the role which the laboring men are going to play which lends importance to what their spokesmen are saying.

If you borrow trouble you must expect to pay a high rate of interest.

Satan's best servants are people who love money and hate work.

HE GAVE GOOD ADVICE.

A Methodist minister in New York City recently wrote to Samuel Untermyer, a man especially distinguished in his profession and prominent in public life, asking his opinion about the speculative movement on the Stock Exchange. If the pastor will preach the doctrine contained in the answer to his enquiry, he will be rendering his parish and his flock a very worthy and exceptionally valuable service. Mr. Untermyer advises everybody to keep away from speculation and not come within its dangerous and contagious influence. Of course it is hopeless for the average man to try to get a fortune in that way, although thousands and tens of thousands have attempted it. The get-rich-quick ambition seems to be implanted in a great many human breasts and the best thing which those can do who have it is to tear it out root and branch.

There is something about stock speculation which fires the imagination of those who read about it, and the profits which some make look like easy money. Too many of the stocks represent nothing of any substantial value and simply float around the market for the purpose of catching the unwary. Mr. Untermyer favors Government legislation, and while possibly that might help, it certainly can not accomplish all or half the good that is needed. The craze to speculate in stocks is something which can not be controlled by statute. Man can not be made honest by legislation. All that can be done is to punish those who are dishonest. So no amount of lawmaking will prevent people from taking a flyer, as the expression has it, buying something they hope to sell at an advance. It is off the same piece and of the same class and character as gambling. Once that habit takes firm hold of a man, it is shaken off only with extreme difficulty and possibly not at all until he is absolutely broken. It is a good deal so in stock speculation, particularly with those who have not been trained in Wall Street, and even they, some of the best of them, after rolling in riches, become suddenly and wretchedly poor. Those whose thoughts turn even in slightest degree to stock speculation will be wise to pray very fervently, "Lead us not into temptation."

The failure of the prosecution in Indiana on its first attempt to secure a conviction for crooked work and political corruption is hailed by the friends of the practical politicians as a great triumph. In the minds of none is there even a reasonable doubt but that there were corrupt politics and crooked work galore, and that it escaped punishment is a misfortune. There is no question but that somebody was guilty. Under such circumstances the right way is to proceed against those higher up who prompted and promoted the offense rather than to take it out on the underlings who were really their victims. It is an old adage which urges that the axe be put at the root of the tree rather

than spending time in lopping off the twigs or little branches. The men who in the first instance are responsible and who would profit by the offense are the ones who most deserve punishment. If justice miscarries now and then in Indiana, there is reason to believe that a persistent and industrious effort to secure a conviction will ultimately succeed, and if it does, its influence will be decidedly salutary.

The other day Senator Borah, of Idaho, was in Springfield, Mass., to deliver a speech in favor of woman's suffrage. The Springfield Republican improved the opportunity to interview him on the presidential situation. It will be recalled that he himself is a favorite son and will have the delegates from his State at the National convention. In view of this fact there is special significance to be attached to the statement he is quoted as having made as follows: "Justice Hughes, of the Supreme Court, will be nominated by the next Republican convention unless he issues a prohibition stronger than anything he has yet said, and definitely serves notice on the party that he will refuse the nomination even if the convention formally selects him." This he said in Massachusetts, which also has a favorite son. Borah's argument in favor of Hughes is based not only upon his character and ability but upon his popularity in the West. With that situation he has admirable opportunity to be familiar, and in view of all the facts it is doubtful if too much significance can be attached to his prediction.

Springfield, Mass., merchants have been greatly disturbed over a suggested ordinance barring all electric signs which protrude more than six inches from a building front. A battalion of sign owners appeared at the city hall a week or more ago to protest against the ordinance, which would put out of business practically every electric sign in the downtown district and send about \$100,000 worth of property to the scrap heap. It is believed the committee which framed the ordinance will not present it to the Council and that the signs will be allowed to remain.

Several hundred surgeons in attendance at a clinical congress in Boston, were told recently that rheumatism is usually the result of ailing teeth, disordered tonsils, ears or other organs, and that the way to treat it is to look after the ailing parts of the body. This ought to help the dentists, for persons suffering from rheumatism would be glad to have their teeth treated if they could get rid of the aches and pains and stiffness in their joints.

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EVERY night we receive hundreds of tired men, worn out by a hard day in a strange city. And we make them over, and they go out next day, ready for it.

Pleasant, well-ventilated, quiet rooms; good beds; courteous, gracious service; every convenience and comfort a tired man wants which a hotel can supply—these are among the good things you'll always be sure of at Hotel Statler.

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

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

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STATLER**
BUFFALO—CLEVELAND—DETROIT



AUTOMOBILES AND ACCESSORIES

Great Increase in Capacity of Auto Factories.

An indication of the immense, continuous growth of the automobile industry is found in a report recently compiled by a trade publication showing that to-day there is being expended for new buildings and equipment by the automobile and accessory manufacturers of America over \$25,000,000. There will be added to factory space in America over 7,000,000 square feet of floor space.

The pleasure automobile, truck and accessory factories in all other countries of the world are being devoted to war manufacturing. No new models are being produced and no new designs, and the companies of Europe will be compelled to start all over again when the war is over. European factories have been forced to manufacture material for the war including motor trucks, ambulances and death-dealing missiles. During this inactivity in the regular lines of manufacture by the foreign makers it was natural that the manufacturers of America would find it necessary to face the problem of manufacturing automobiles, motor trucks and motor accessories and parts for the entire world.

The demand of Europe for automobiles is quite as large to-day as ever, and Europe is demanding of the American manufacturers that they meet their requests for delivery of goods. American manufacturers besides supplying their home market and foreign markets with pleasure cars and with other goods are also supplying an immense quantity of goods for war, and this is tending to the prosperity of the industry. There is no sign of abatement in the demand for material for war. The inability of the European makers to supply countries who are not at war with their goods is adding to the demand upon the American makers. The problem that is facing America is being solved by the immense increases in plants in every field of work and throughout the entire country. Detroit is not alone in its prosperity in this field, but Detroit benefits more greatly owing to the great number of its manufacturing plants of every character.

The figures give the completed floor space added to plants in the United States as 3,415,970 square feet, with 3,529,887 square feet contracted for. The completed space is an increase in the plants of 68.36 per cent., and the contracted space will increase 63.81 per cent. more.

The new buildings completed have cost \$4,852,804, and the buildings to be constructed will cost at an estimate \$5,851,497. The new equipment already

installed cost \$5,326,870, and the cost of equipment to be installed is estimated at \$7,237,603. The total additions and equipment already completed adds \$10,179,674 to the plants, and the equipment to be added with additions \$13,089,100.

Automobile Output Will Exceed a Million.

Just how many cars will be built by American makers in 1916? The question is heard on all sides and is pertinent. According to reports carefully compiled, supplies have been ordered for 1,050,000 cars for 1916, and it is generally conceded by members of the trade that these figures are about right. But there is the question of supplies that enters into the discussion, and it is agreed by men prominent in the trade that it will be impossible to make any such number of cars, owing to this scarcity of material. The situation is becoming serious, and many makers are preparing themselves for the future by obtaining their supplies well in advance. Oftentimes these makers are paying more money for steel and aluminum than the market price, so that they may have the material in stock. One well-known man in the manufacturing industry said recently that from January 1 next it would be impossible to place orders for steel.

Providing the promised shortage of material does occur it is highly probable that the 1916 output of motor cars will hardly exceed the 1915 output. This would place the figures at 600,000.

Some have estimated that there exists a sale for fully 2,000,000 cars for 1916 and these figures are probably not exaggerated when the foreign demand is considered. Every country of the world is now buying American-made automobiles, and European countries now at war and with every one of their motor car plants engaged in manufacturing for the armies, are demanding cars from the American makers that cannot be supplied owing to home demands.

Prosperity in America is no idle dream, and the farmers are the largest buyers of the day, as a matter of course. But the buying is not confined to the farming population, but on the contrary is being done in districts supposedly about sold up on cars. The estimate recently made that a market in the United States existed for 8,000,000 more cars than the 2,000,000 now in use, may prove true. At any rate, the market that is in sight will never be satisfied by the manufacturers in 1916.

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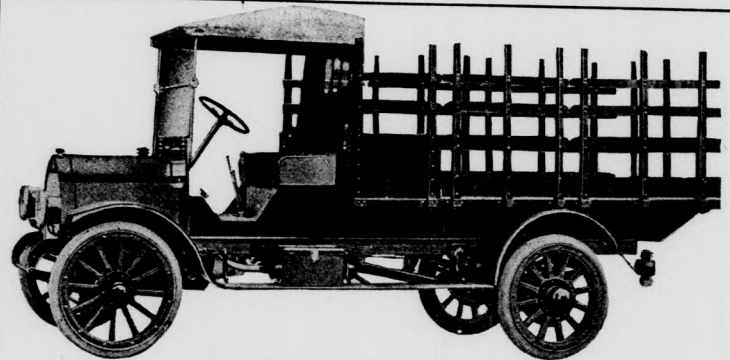
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It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity.

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, Nov. 8.—The November meeting of Grand Rapids Council was called Saturday evening at 7 o'clock and will continue to be called at that hour in order to let the boys out earlier, so they will not be compelled to make excuses for getting home late on Saturday evenings. On committee reports Past Counselor John D. Martin and C. C. Perkins reported on the accommodations at the hotels for the coming Grand Council meeting to be held at Traverse City June 2-3, 1916. Twenty-five rooms have been reserved at the Park Place and a like number at the Hotel Whiting. Harry W. Harwood reported on transportation. The route will be via the P. M. On Thursday they will put on a special coach on each north-bound train and on Friday, if the crowd will warrant it, they will run a special train, to return Sunday afternoon, thus giving those that care to spend more time an opportunity to visit all the points of interest in the Queen City of the North.

A committee, or rather ten captains, were appointed to start a campaign for the increase of membership. The captains chose ten men each to help them in rounding up new members. The captains appointed are as follows: A. P. Anderson, Morris Mann, C. C. Perkins, O. W. Stark, L. V. Pilkington, J. H. Schumacker, W. K. Wilson, H. D. Hydorn, H. W. Harwood and Alex Miller. With a force of 110 men, No. 131 should break any previous record in the increase of membership.

One candidate was received into the mysteries of the Council—Carl Benjamin Orwant, a representative of the Kellogg Toasted Corn Flake Co., of Battle Creek.

T. J. Rooney has accepted a position with the Engle Cash Credit System Co. He begins his work No-

vember 10 and will have Kent and six adjacent counties.

Mrs. Harvey Mann has been called to Blenheim, Ont., on account of the illness of her brother-in-law.

W. S. Lawton left for Detroit Monday morning to "do" the city. He expects to spend two weeks working the city trade.

Mrs. Gene Scott, who underwent a serious operation at U. B. A. Hospital Oct. 28, is improving very nicely.

We couldn't help but notice that there was a "Safety First" guard awaiting W. S. Lawton and C. C. Perkins to escort them home at the close of the meeting.

Due to the absence of Conductor E. J. McMillan, Past Senior Counselor Homer Bradfield took up the duties of his office and handled the work very creditably.

A representative of the Czar recommended by Kaser. Can you beat it?

E. F. Wykkel made a business trip to Toledo last week.

W. H. King evidently stole a march on us, as we just learned that he was married Nov. 1 to Mrs. Bertha Lovely, of Sturgis. They will reside at 1025 Washington avenue, North, Lansing. We sincerely hope all his troubles will be little ones.

C. W. Mills and E. G. Kraai are reported improving slowly, while Chas. Logie's condition is far from satisfactory.

John D. Martin says if there is any more wall paper shopping to be done, mother will have to do it. Really, John did look fatigued.

Three new applications were secured last Saturday evening for membership in the Bagmen of Bagdad. Watch 'em grow. The Bagmen announce everything in readiness for their jitney party Saturday evening, November 13. The king's scouts have captured a fair princess to preside over the terpsichorean exercises. At 9 o'clock there will be jitney service

to all points of interest in the magic city of Bagdad.

An exhibition of walking in a barrel hoop with a grip in either hand was given by a popular cigar salesman and a member of No. 131 at Thompsonville last Monday noon. Every one on the near side of the train and the bystanders enjoyed the exhibition immensely, as things didn't turn out just as the one doing the turn would have them. There was a slip somewhere, as one side of the hoop flew up and got tangled up in the said party's feet and then things began to happen. There was a halt, a lurch and then the height of the individual was measured upon the ground. The covering of his noble dome went rolling down a little slope and both grips made an imprint in the earth equaled only by a falling comet. After the dust had cleared away and inventory taken, everything was O. K., except a broken grip handle and a slight kink in the victim's neck. We really think the shortness of his neck saved a breakage and the prominence of his frontage saved a badly scratched "map." In fact, we would like to see anyone else try this stunt and get by without a serious mishap and drawing insurance from the U. C. T. It is almost unbelievable how much commotion an innocent looking barrel hoop can create. Moral: Watch your step.

U. C. T. meetings will open at 7 o'clock sharp hereafter. Please come early and avoid the rush.

We understand John Hondorf is endeavoring to master the caprices of a big bass drum, thereby preventing his attendance at our last meeting. Would suggest a medium sized hay rack with built up sides, John.

Henry Diebel, a popular hardware merchant of Bronson, is recovering nicely from an operation for appendicitis. Mr. Diebel was attended by two Detroit doctors. He conducts one of the most up-to-date hardware

stores in that section of the State and is a very capable business man, well liked and respected in his community. We are glad to learn he is improving so nicely, as Bronson could ill afford to lose a man of his caliber.

This happened right in Michigan; in fact, right at our very door. Harry Harwood and A. R. Savory started for Greenville and in some way got mixed in their compass readings and got into a place that wasn't exactly suited for pleasurable motoring. Savory got so bewildered he claimed Harwood's sense of direction was unreliable, consequently the result was they were seeing their own tail light for some time. Harwood claimed they were entirely out of Michigan until they spotted a green chicken house. This welcome sight brought them back to their sense of direction and, after carrying their ford across a small stream, they proceeded on their way rejoicing and complimenting each other on his ability to get out of difficult situations. Dry territory, good roads and a ford and then get into such a mixup that nothing short of a green hen-house would straighten out the tangle will cause us lots of trouble to reason out, as both are very reliable men. Perhaps a compass faced speedometer and road map should be added to their equipment.

November 20 is the date of the next U. C. T. dance and every U. C. T. member should do his utmost to get out as many of his friends as possible. We have as good a floor and as large a hall as any in the city and if you attend one you sure will not miss the remainder. Stir up some crowd for the next dance and come yourself and enjoy one of the best hop fests you ever attended.

L. V. Pilkington.

"Live and let live" is a good motto for all men—with the exception of butchers and undertakers.



YOU have had your trouble and loss involved in storing and handling *bulk*, powdered and confectioners' sugar.

A damp floor or rainy week meant caking, sometimes a solid sugar mass, in barrel, bag or box. In these, when once opened, the store broom or any passing breeze deposited dust and dirt only too visible against the fine white grain of the sugars.

You can change all this in a day.

Put on your store shelves, and your customers' pantry shelves, the moist-

ure proof, dirt proof, wax paper lined cartons of Crystal Domino Powdered and Crystal Domino Confectioners' sugars.

Each carton holds one pound; packed 24 in a fibre container.

Guaranteed pure cane and full weight, like all of the Crystal Domino Sugar Products.



American Sugar Refining Company



Boys' and Girls' Clubs Promote Thrift.

Industry and thrift should be the watchwords of our century. A thriftless people are a National liability. Think, "nearly 40 per cent. of all the products of the soil in these United States last year wasted, not used for human betterment in any form, and yet last night 50 per cent. of the people who trod this globe went to bed hungry." It is no wonder that we are known as a nation of spenders and a nation of wasters. The opportunity of every city lies in the country. The conservation of the National forests, the conservation of our water power, even the conservation of our enormous by-products, do not compare in importance with the conservation to every city of its rural life and peoples. We cannot raise any community faster than we build individual ideals in the separate homes of that community. A contented, productive rural life is a continuous asset. We hear a great deal about the "back to the farm movement;" there is no such thing. That is a municipal theory. The most important movement is the stay on the farm or stay at home movement which is ours by the improvement of home life and living conditions.

We can do very little with the older folks whose lives are bundles of habits and bundles of prejudices to help in this great movement; but our hope is in our receptive boys and girls, whose pores are open, looking for the best wherever they can find it. Start them right; catch them young; and with twice as many productive years ahead our work is more worth while. Attention to our boys and girls is really "putting the grease where the squeak is," economically.

Agricultural education and education in home economics is the only education to-day that boys and girls can get away from home, that will fit them to live at home. Too many of our boys and girls are being educated away from the farm and away from the home. Agriculture ought to be taught more generally. There are as many city boys and girls destined for country life as there are country boys destined for city life; if we are to prepare them for the lives which they are to live, our duties are apparent.

Too many of the older farmers after the farms have been deserted by the boys and girls, have sold out everything and moved into town in search of a place generally where they can "die cheap." Let us make partners of our boys and girls in the home-making and farming business

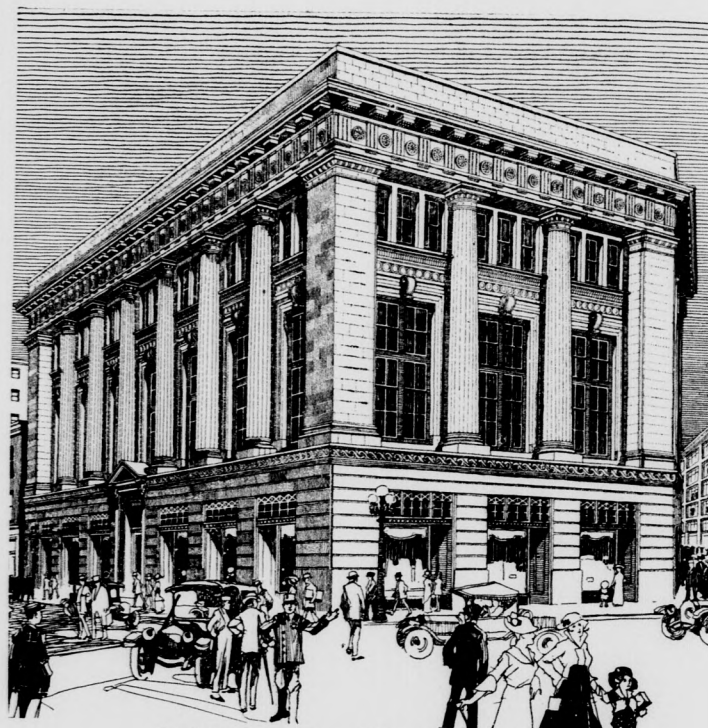
and watch the great difference resulting. Let us teach them to be producers, earners, owners and savers as well as how to spend wisely. Let us dignify home pursuits. They have been digging Latin and Greek roots long enough in their search for culture. A great many others have more recently found out that culture can be had from digging agricultural roots. There is as much culture in agriculture as in a study of any of the ultra-cultural subjects, if we only dig it out. Nearly all of the word agriculture is culture.

Let us dignify labor by teaching them that they are not going to school to get an education to get out of work, but that all education ought to help them to work intelligently. Think of the people in our land at the present time educated thus, who are counting ties from the Atlantic to the Pacific, crying out against our Government and every constructive agency, with such an erroneous idea of life, who are now hunting jobs—no, not jobs, for most of them are looking for situations, with the accent on the "sit" every time.

One of our great National needs is the savings habit, but we must have an earning habit first. Little use is it to try to teach boys and girls to save who have never been taught to earn a dollar. It is a waste of time to teach a tadpole to jump, it has neither the inclination nor the implements of action. "No one knows the value of a dollar until he has first earned a dollar." I find fathers and mothers all over the country who are farming and saving and laying up inheritances in cash for their children, and expect them to know how to spend it or save it wisely. And after the wornout farm has ceased to pay, they expect the inexperienced boy to take it and make it "go." Better had he been left an opportunity to earn a living, not from the money left him or from the worn-out soil where father could not make it go any longer, but from a still productive, built-up, fertile farm, really a fertile opportunity. The greatest inheritance in this world is an opportunity without a guardian.

Every country boy and girl needs and wants information, inspiration and encouragement, which is usually lacking. By organizing our boys and girls into clubs for some of these worthy home enterprises, such as the corn clubs, pig clubs, garden and canning clubs, the mother-daughter and father-son club, milk testing, stock judging, etc., we are thus stimulating a lasting interest in the home that will be beneficial. The best information

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As Executor ensures the most satisfactory service possible because its organization is permanent and never subject to interruption. Its equipment is especially adapted to handling Estates. Its officers are experts who always co-operate with beneficiaries for securing the greatest benefits for the Estate.

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

available anywhere is sent to them from the agricultural colleges and the United States Department of Agriculture and thus they grow up with better farm practices instilled and better satisfied since they make money at home rather than to grow up with the idea that you must leave home in order to make money. This has long been the disquieting subconsciousness that has separated boys from their homes and parents.

The attitude of the younger or growing generation is infinitely of greater importance to the agricultural world than any attempt to reform or transform the fixed or older generation. Agriculture and home economics should be the first interests to a rural community. Conservation to rural life of the best youths through attention to the club members is significant, as two-thirds of our boys and girls never reach the eighth grade in their attainments. Why? There is always a reason. Most of them are not getting the kind of education that is fitting them to live the life that they are living now or expect to live in the future. Nearly the same number and nearly the same pupils are longing for some sort of physical expression of themselves; not oral or grammatical requirements of the schoolroom, for the examination that the world demands in life, for success, is so entirely different from the demands in the examination of the schoolroom.

Care is the greatest civilizing agency of the race. Show me boys and girls or people who care for nothing and I will show you people whom the courts will have to be caring for in a comparatively short period of time. Care tames down the coarser elements of our nature. Provide, then, something for our boys and girls to care for, a constructive prevention rather than negative remedies.

While yet in their youth they are taught that great civic lesson of co-operation, and that also under the motto of the four square club education, viz: education of the head, the heart, the hand and the health. The average farmer is an individualist. The only time he will co-operate is when he can't make it go alone. Then he is willing to co-operate if you will let him be the "co" part of the co-operation.

In our agricultural activities let us be conscious of our natural adjustment. Every child passes through the same periods in his development that the race has passed through. Some of the earlier stages in the development of the race were the hunting and the fishing stage; then the pastoral stage, where they drove their flocks from place to place and cared for animals. Later came the great agricultural age when they planted the seeds and had to wait around these favored spots for their harvest. This was the beginning of the greatest institution that is known in this world, the beginning of home life. We are now in what we might term the great commercial or financial age. Every child has a period in his development during which he wishes to care for animals; he likewise meets that response to his own nature when he wishes to care for plants; and these instincts, like the instincts for music when it arises, if it is not cultivated or exer-

cised, perishes. Hence, the place in this agricultural encouragement in the lives of more of our boys and girls at an earlier period. In many of the elders it becomes a sustenance proposition rather than a natural evolution. Lend all your encouragement to the susceptible boys and girls and the line of efficiency will certainly rise on your horizon.

It is the same in the West, as it is in the East: "Everything we have but fish, and our hope of the future, comes out of the soil." "Everybody outside of the graveyard is interested in agriculture." We have nearly a half million boys and girls at the present time in the different states in the Union who receive instruction and encouragement regularly in their home interest enterprises from their state colleges and the United States Department of Agriculture and are demonstrating to the whole world better methods of farming and larger net profits from the farm enterprises.

In these Western states the pig clubs are attracting much attention. We have in operation a co-operative plan fostered by the State college, department of education, bankers and stock yard organizations, whereby any worthy boy or girl may be supplied with an opportunity of making some money at home in the form of a pure bred sow, bred to a pure bred sire, and immunized against hog cholera before she is sent out. The members give their notes at 6 per cent. to pay for the sow when the little pigs have grown up to big hogs in the fall. I think this a wonderful plan and a wonderful opportunity and it makes me wish that I again might be a farm boy with such an opportunity; as a result, community types of breeds have resulted; community marketing and community co-operation in the purchase of a sire for the whole community.

Ethel May Harney, the little girl at Washougal, Washington, who purchased her sow, kept her records, did her own work, produced pork at a cost of 3½ cents per pound, when it was costing many of the elders 6 to 7 cents per pound, made between \$78 and \$79 from her pure bred sow, and won the Shetland pony which she rides two and one-half miles to school and back every day, because she was the best pig raiser in the State. This is real achievement, and "achievement is the only patent of nobility in modern times," says the President. The canning clubs are teaching the use of by-products of the field, garden and orchard, as well as the importance of the neglected balanced ration for the human animal. Thousands of such achievements might be enumerated. It doesn't make for citizenship for a boy to be given a pig, who cares for it, matures it, fattens it, and then when it comes to sell it—for it to be father's hog. It is hard to keep a boy in the game with a policy of this kind. How long will it take you to diversify the interests in your community if every boy and girl has a pig, some chickens and a calf?

Let's have a banker for every club boy in the United States and ten club boys at least, for every banker in the United States with at least ten girls for every banker's wife to know and encourage. What will this do for the boys and girls and what will this do for the bankers? When you meet a

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Available Cash**

Idle cash is loss.

Cash invested is not always available.

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Minneapolis, St. Paul & Sault Ste. Marie Railway Company

First Consolidated Mortgage 4% Bonds

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GRAND RAPIDS TRUST COMPANY

Ottawa and Fountain

Grand Rapids, Mich.

boy on his own garden plat or in his own barn yard thereafter you are a different banker to the whole family and they are different people to you. You are all friends. Let's remember that the country produces great minds but does not develop great minds. We need to suburbanize the rural mind and develop mind by contact with mind.

We hear of a standard school, a standard church a standard hotel and a standard bank. What constitutes a standard community? In what kind of community would you like to raise your own family for the maximum of contentment and efficiency? Have good homes, good schools, good churches, good roads—all tied together with good club work. Why not standardize your community?

How the banker may help: This movement first, for the home, requires leadership in every county, in every state in the Union. Second, you can promote it fastest by your insistence on a county agriculturist or farm adviser for every county in the United States, especially yours. Third, you can encourage by offering prizes of opportunities, (not large), to stimulate and maintain interest. Fourth, you can extend to worthy boys and girls for pure seeds and pure-bred livestock. Fifth, by being a leader yourself, getting acquainted with the future business men of your community.

Home life is worthy of all the attention we can give it in the rural community. Home interests, home activities, should be majored in our attentions. Every boy and girl in the State of Washington next year in all vocational subjects is to be permitted to receive school credits for related supervised activities performed at home. This is another move to dignify labor both at school and at home, to aggrandize the home and raise teaching to the plane of a practical profession.

Nineteen hundred and sixteen is the thrift year. Let every banker in this banker-farmer movement, leap at the opportunity of assisting in making better men and women out of our boys and girls by encouragement, support and contact, and enlist actively in this great

forward movement of teaching the great lessons of industry and thrift.

T. J. Newbill.

China Now a Monarchy.

The announcement that the voters of the Republic of China have decided in favor of returning to a monarchical form of government is in no degree a surprise after what has been said of the republican form of government there in the past months, nor indeed is it a matter of great interest to the mass of Chinese people, who are little sensible of governmental matters except as authority is exercised over them. The change was dictated by President Yuan Shih-Kai. He has been emperor practically and will now be emperor in name. It is a "limited monarchy" that has been adopted, and a constitution will soon be framed but will not be voted on by the people. Quite likely this is a wise move, for a strong central government is necessary if it is proposed to offer resistance to enemies now trying to secure control of that country.

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Its Loose Leaf opens like a Blank Book

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THE PROUDFET
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Wholesale Stock For Sale

Best wholesale locality in Detroit. Stock consists of knit goods, notions, handkerchiefs, jewelry, ladies' hand bags, men's belts, suspenders, garters, etc., inventorying about \$15,000. A rare opportunity to engage in business in Detroit. Terms cash, or will accept good income property. Act quickly, as this stock will be sold in the next two weeks. Good reason for selling. Address No. 602, care Michigan Tradesman.

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City Account

GRAND RAPIDS SAVINGS BANK

Coupon Certificates of Deposit
pay 3½% interest

Coupons cashed each 6 months

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000
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Resources Over
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
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Fourth National Bank

United States Depository



WM. H. ANDERSON, President
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Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

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Per Cent Interest Paid on
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Capital Stock and Surplus
\$580,000

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.

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

THE PREFERRED LIFE INSURANCE CO.

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

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Agent for the Celebrated YORK MANGANESE BANK SAFE

Taking an insurance rate of 50c per \$1,000 per year. What is your rate?

Particulars mailed.

Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN



How to Handle a 5-10 Cent Department.

Upon receiving your invoice, check item for item, stock number, quantity and price, extensions and additions. While you have this invoice before you, decide what you are going to do with the goods when received. That is, if it is to be used for a special sale, counter feature or regular display. Decide in what window you intend displaying the goods and the date. Attach a note to each invoice with this data on it to remind you at the time of checking goods.

Avoid unpacking goods unless invoice has been received. In most cases you will have invoice before you do the goods. Where it is absolutely necessary to have these goods, use a checking sheet or check against copy of order. In case goods are shipped short, over-shipped or substituted, make note to this effect on order or checking sheet, so that you can check against invoice upon receipt of same.

Be positive that the goods belong to you before unpacking. Use a nail-puller to open cases. This preserves the box and makes it possible to sell the case. Credit such sales to freight, thus reducing the cost on this account. This represents clear profit.

Line the goods up on checking table in an orderly manner, placing all goods of the same number together for easy checking. Positively insist upon all cases being thoroughly emptied. This includes the excelsior or paper used in packing. By so doing you overcome the possibility of any goods being left in the case and thrown out, making it impossible for your stock man to make excuses for leaving or overlooking anything in the case.

After checking where goods are regular staple line have one box or a dozen of each article placed in the stock basket and taken to the department the first thing in the morning, with other goods that were ordered from the stock room the night before. This arrangement allows plenty of time for putting goods on display and placing in reserve stock under the counter without neglecting any trade. Do not send goods to the departments when clerks are busy waiting on customers. Any goods that are sent to the departments that are not needed can be returned to the stock room by leaving same in the stock basket.

As much care should be taken with goods in the stock room as in the store. Have everything placed in the bins, not thrown in. Any goods that are easily soiled should be wrapped in paper. Write the name of the

contents of each package on the outside of each with a blue pencil, or place a sample on the top of each package. All goods, such as hardware, Easter goods, toys and dolls should be sampled.

Tie a sample on the bottom package which should be the last package to be taken from the bin. By carrying this system out, you can tell at a glance exactly what goods you have on hand without losing any unnecessary time to lift the cover off each box, which generally results in the breaking of the cover, making a generally disorderly condition.

Establish a high standard in the stock room and keep it in that condition. The same principles that apply to the stock room also apply to reserve stock under counters in the salesroom. Notions and hardware samples should be sewed to the box, using heavy needle and thread. Sew sample on the bottom box where more than one box is kept under the counter. This is positively the greatest and most important step that can be taken to reduce or minimize the leakage and cost of operating. It preserves the stock, saves time and effort and facilitate quick and thorough handling of merchandise, reduces the cost of operation, rendering prompt and satisfactory service. Never place one item behind another unless it is of the same stock number.

Glassware, crockery and china should be stacked on binders, boards or cardboard to preserve goods from falling out of the bin, or toppling over, making a disorderly condition. When checking invoice write the name and size of each item on a 1½ x3 inch ticket, and tack it on the bin directly over each lot of goods. See illustration below:

Bought from (Names).....
(Date).....
Stock Number.....
(Name of Goods).....
Cost.....
Quantity Received.....
Selling Price.....

The cost of article could be filled in with your code price if desired, making that private information. This gives a complete history of the item, making it very easy for any one to fill orders regardless of experience and number of the goods carried.

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

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

Michigan Knit Specialties



The Michigan Knit Line of Hockey Caps come in a wide range of colors, and color combinations. Being medium priced the demand is easily created, and wherever sold they have given the best of satisfaction.

We show herewith a few of our most popular numbers.



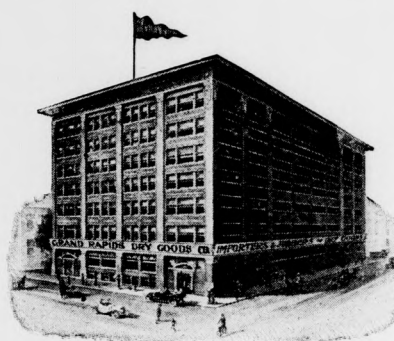
There has probably been no product in many years that has advertised itself so satisfactorily as the Michigan Knit Line of Gloves and Mittens. It demonstrates the fact that real merit is usually recognized by the customer. They are made with only one idea in mind—"satisfaction to the wearer."

Can be supplied in various styles and colors. Plain and Fancy.

Illustrated catalogue on application or sample assortment sent on approval. In writing, please state whether you are in the market for Sweaters, Sweater Coats, Hockey Caps, Gloves, Mittens.



Michigan Knitting Company
Lansing, Michigan, U. S. A.



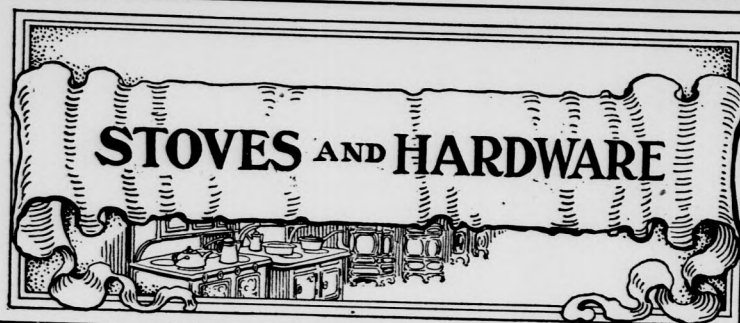
To
**Close
Out**
Stock of
Toys

this season is our decision, and to do so we have made a big cut in prices. Our salesmen are showing photographs and samples are on display in our Notions and Fancy Goods Department, 3d floor. See advertisement in Tradesman of last week for list of articles we are offering.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



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

Properly Appealing to the Holiday Spirit.

Written for the Tradesman.

The fact that Thanksgiving Day is only two weeks distant is a reminder to the hardware dealer that it is time to commence the holiday campaign in earnest. Between Thanksgiving and Christmas there is only a month's interval. Thanksgiving Day does not bulk as large in the hardware business as Christmas; it does not link up with so wide a variety of trade as does the December festival; but it is important, not merely for the incidental business which can be stimulated in connection with the holiday, but as an excellent occasion to make a first initial appeal to the holiday spirit.

Thanksgiving Day, in the hardware dealer's calendar, is the stepping stone to Christmas.

So, as a "starter" toward the continuous and persistent holiday campaign which reaches its culmination on Christmas Eve, nothing could serve better than an attractive Thanksgiving window display.

The season is one which lends itself very readily to the window trimmer's art. Many ingenious effects can be devised with the Thanksgiving festival as a basis. As a rule, the more obvious facts of the festival are featured in the average display; that is, turkey and pumpkin pie, with a hint of harvest. But the best displays are those which carry in their make-up a suggestion of the deeper significance of the occasion.

Thus a number of years ago an Indiana hardware store depicted in its main window the first Puritan Thanksgiving. The window has a background painted on canvas, showing a log cabin with open door against an autumn sky. The door, cut in the canvas, swung a little ajar; two wax figures were shown, appropriately attired, representing a Puritan settler and his wife. In the foreground were shown corn shocks and pumpkins. A turkey was tied to the block, awaiting execution. Two arrows were shown sticking in the cabin wall; the Puritan had his gun in hand; the meaning was manifest; just starting for the Thanksgiving service, he was called on to repel an Indian attack. The floor in the foreground was all turfed, adding to the realism of the picture.

Such a display is, of course, an elaborate one, and means considerable work. Nevertheless, it is bound to attract attention which is the primary purpose of a window display. It impresses the

early significance of the festival, and makes the average passerby, not merely stop and look, but think. That is a worth while result.

The window trimmer who wants original effects along this line will, however, not copy this display in every detail. With this as a suggestion of what can be accomplished where an elaborate window is desired, he will set his mind to work with a double purpose in view: first, to think up changes and improvisations which will give the window if possible a stronger local appeal; and, second, to adapt the display he would like to make to the possibilities and facilities at his immediate disposal.

As a rule, in merchandising, the window, besides attracting attention, should directly help to sell goods. One hardware dealer put the whole proposition tersely at the time aeroplane windows were in vogue some years ago.

"People will stop to look at them," he said, "but do they sell the stuff. I can put a bunch of rabbits in my window and stop every person who comes along, and collect the biggest crowd you ever saw on Main street; but what's the use unless I sell goods? If the display I put on doesn't link up with the goods I want to sell, it's a waste of time and effort."

In that assertion there is a great measure of truth. It should be born in mind by the trimmer who plans an elaborate display. The purely Thanksgiving window, featuring no goods at all, is very effective in attracting attention, and in appealing to the holiday spirit; but the merchant who wants results should carry his customer a bit further by interesting him in holiday goods.

One merchant who has considerable window display space at his disposal has very definite ideas along this line. He has a wide middle window, between two store entrances, and smaller windows beyond the entrances. In the main window he features his seasonable display; the smaller windows are utilized to show goods, and nothing but goods. Quite often—indeed, wherever possible—actual items of stock are worked into the main display. Thus, on one occasion he staged a Thanksgiving kitchen, showing the preparation of the Thanksgiving dinner. But the display while realistic consisted to a very large extent of items of stock; there was the range, the cooking utensils, practically everything, indeed, except the dummy figure at work, the gas burning in the range, the papier-mache turkey in the roasting pan and the piecrust on the bakeboard.

The most effective windows are those which have in their make-up a certain unity of theme. The Thanksgiving kitchen, just outlined, has this

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 We want to get in touch with School Boards that we may send them descriptive matter.

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 Steam and Water Heating with everything in a material line.
 Correspondence solicited.

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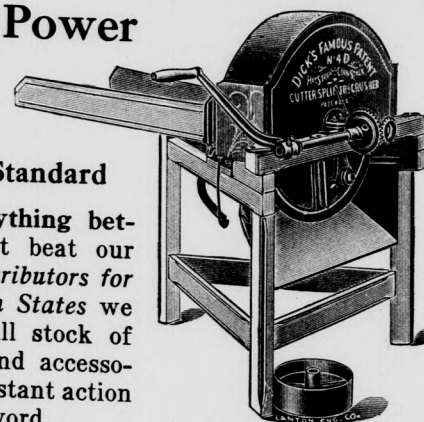
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ASK FOR LITERATURE

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40 Years the Standard

You can't buy anything better—and you can't beat our service, for as *Distributors for the Central Western States* we always carry a full stock of machines, parts, and accessories. This means instant action when you say the word.



No. 4-D Power Cutter

Ask for Our Dealers' Proposition

Get your share of this business. Ask for our printed matter and catalogues. We have the goods and are glad to tell dealers all about them.

Clemens & Gingrich Co.

Distributors for Central Western States

Grand Rapids, Michigan

We Stand Back of Every Order We Sell

unity, in that its whole result is to center the mind of the passer-by on the subject of a certain line of goods which the merchant carries in stock: to-wit, the goods necessary for the preparation of a Thanksgiving (or any other) dinner. On the other hand, the aeroplane windows previously criticised by a hardware merchant, in a sense did not possess unity. Odds and ends of stock were put together into the semblance of an aeroplane; but in the first place, the merchant wasn't selling aeroplanes, and, in the second, the outstanding idea of the display had nothing in common with or helping with the sale of stock of which it was contrived. Such displays undoubtedly attracted attention; but whether they directly help to sell things is a question.

The ingenious window trimmer, not content with merely imitating suggested displays in every detail, will devise original ideas or striking variations all his own. Thus, the Puritan Thanksgiving previously outlined can be readily made over into a pioneer Thanksgiving, with details applicable to local conditions and linked up with local history. Or, a harvest display can be shown, embodying corn shocks, pumpkins, and vegetables and grains of various kinds. The kitchen scene already outlined helps the goods to sell. Cutlery and carving sets can be shown against a Thanksgiving background. Or, a living room or dining room scene can be shown, with suggestions of winter comfort, working in various items from the hardware stock, such as electric grates and lamps, brass jardiniers, electric cooking appliances, and many other items.

The window trimmer who knows his hardware stock thoroughly will find his opportunities steadily broadening the more closely he studies them.

Where the window space is limited—as, for instance, where there is a single window—it will as a rule be hardly advisable to devote the entire space to a "picture" display to the complete exclusion of the hardware stock. But the showing of goods can be helped out and rendered more striking by the use of a Thanksgiving background and the working in of Thanksgiving details. Thus, a broad frieze can be made from an extra wide board covered with felt; each upper rear corner of the window and also the back center can be decorated with small sheaves of grain; and, from sheaf to sheaf can be suspended garlands contrived of fruits, vegetables and grain, giving a festooned effect. Or, sheaves, pumpkins, ears of corn or other items can be artistically worked into the foreground. Another idea is to mount a sheaf on a fairly tall pedestal, and tie around it a bow of ribbon; from this streamers can run to various points in the floor.

Show cards and price tickets used can, similarly, be decorated with miniature sheaves.

William Edward Park.

Only a smart man can conceal the fact that he considers himself important.

Some Advantages of Metal Roofing.

One of the lines of merchandise which should be a very profitable one for retail hardware dealers, especially in rural communities is that of metal roofing, but sad to state, the fact remains that in many communities this line has been left to shift for itself, with the results that thousands of dollars of sales and profits have been lost to the hardware dealers, and poorer materials have been used on buildings, to the expense of the owners.

There has quite recently, however, been considerable discussion on this problem among men who are interested in this matter, and if the retail hardware dealers in general will start to work and do their share in the campaign which must be conducted, there is no question in my mind but that metal roofing will take the place which belongs to it—as the most economical roofing, as well as one which is highly ornamental and an almost positive protection against fire from the outside.

The retail hardware dealer in small cities and rural communities can do a great deal toward bringing house owners and builders to a better appreciation of the desirability of sheet metal for roofing purposes. But in order to do this, he must be posted as to the chief points of advantage possessed by this kind of a roofing, and I shall in the following endeavor to outline some of these points.

In the first place, a metal roof is fireproof—both against sparks which may fall on it from an engine, from burning stacks, or from other burning buildings, and if it is properly "grounded," lightning may strike it with no more effect than if it had struck in the middle of the lake.

A properly laid sheet metal roof presents a smooth surface, without cracks or crevices. This permits the snow and rain to slide off freely and thus obviates "back water" and leaking. It also makes possible a secure, water-tight joining at the valleys and hips. Another advantage of the sheet metal roof is that it is close and snugly fitting, so that there is nothing by which any windstorm can get a purchase on it and tear it off.

One of the most important points of advantage is the durability of a good sheet metal roof. There are plenty of examples of metal roofs which were laid thirty, forty, fifty and even sixty years ago, and which to all appearances are still good for many years of service. This means that even though the first cost of the material and the expense of laying it may be higher than of some other material, in the long run a well laid roof of reliable sheet metal will be far less costly than any other kind of a roof.

It is also well to keep in mind that maintenance cost of a metal roof is much smaller than that of any other kind, because it will take less paint to cover it and less time to do the painting.

So far as appearance is concerned, sheet metal roofing is made in so

many different styles that the most exacting taste can be satisfied. There are patterns suitable for every conceivable sort of a building, from the plain lines of standing seam and simple styles which are specially serviceable for industrial buildings, to the numerous designs in handsomely embossed shingles and tiles from which the home owner and builder can choose to fit in with the particular style of architecture which he prefers.

In the foregoing I mentioned the fact that the sheet metal roof is fire proof and in this lies one of the most important points in its favor.

Shortly after the great fire at Salem, Mass., last year I noted that the only buildings in the district razed by the fire which were not demolished were those covered with metal roofing, and this goes to show that even in great conflagrations metal roofings will protect the building which they cover, while any other kind of roofing will fail to furnish such protection.

In this connection, it is also worthy of note that insurance statistics prove that a large percentage of fires originate on the roof, and inasmuch as fire insurance rates in a given community are based upon the fire losses in that community—at least to some extent—it stands to reason that sheet metal roofs, which furnish real protection against fires, will therefore be the means of reducing fire insurance rates.

I have mentioned in the foregoing just a few of the many selling points that the retail hardware dealer can use to prospective customers. The principal thing for him to remember is that metal roofs must be brought to the attention of the house builders in a much more efficient manner than has been the case heretofore, and that much of this work must be done by the local distributor—the retail hardware dealer. He will, however, have the valuable assistance of the many carefully prepared booklets which are furnished by manufacturers for his use, to be distributed to his prospective customer for roofing material, and if he puts vim and energy into his work he will be able to add a good many extra dollars to his bank account every year, in shape of increased profits.—Wm. T. Gormley in American Artisan.

A Donation.

Mrs. Murphy was getting the supper for the children on Saturday night when a young woman came to her door.

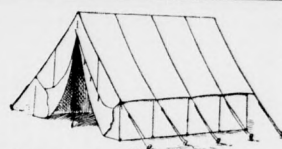
"I'm a collector for the Drunkard's Home," she said. "Could you help us?"

"Come around to-night and I'll give you Murphy," said the housewife as she went about her work.

We have in our Repository a fine and large assortment of

Carriages
Road Wagons and
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SHERWOOD HALL CO., Ltd.
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Match School of Music

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Highest
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Artist
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The permanent Xmas gift to your
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A Thorough Musical Education Under
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234 East Fulton St., Grand Rapids, Mich.

Grand Rapids Jobbers

Like to sell you the



10¢ CIGAR

as well as they like to smoke
it, because it's ALL THERE
all the time. Try it.

H. Schneider Co.

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FIRE H.M.R. SAFE
ESTABLISHED 1868
OF FIRE UNDERWRITERS

SHINGLES

You can have a genuine Reynolds Shingle roof at almost the same first cost as many of less merit. Where quality and appearance are worth while considerations Reynolds Shingles have preference.

Reynolds Shingles are storm-proof, climate-proof, long-lived and fire resisting.

Supplied in four beautiful non-fading colors—garnet, red, green and gray.

For sale by all Lumber Dealers.

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



The Salesman's Work Inside the Store.

After we have reached the point in our education when we can honestly say that we know leathers, lasts, bones, muscles and ligaments, we may begin to feel that we are really approaching the qualifications of true shoe salesmanship. We know how to fit shoes.

Do we know how to sell shoes? Are we close students of human nature?

If not we cannot sell shoes efficiently.

We may be able to fit shoes correctly, and that in itself will bring us business.

It is just about this stage of the game that finds us with a "big head," a sort of important, know-it-all feeling. The next misstep is carelessness. This is the point where we make our greatest mistake. We may have the machinery of shoe retailing and all its parts at our finger tips, but we never will be practical salesmen until we can adjust our mental attitude to the same plane as that of the customer.

The difficulty is this—"Many people, many minds." Every customer offers a new problem to work on and solve.

By this time there should be no question of our ability to fit shoes. One important task now is creating harmony between ourselves and the customer for the store.

A dissatisfied customer, or one who is out of harmony, is never a booster. Only those who are in harmony with you boost for you and the store.

I say you because it is around the salesman that a business really is built. The name and reputation of a house help to bring customers in, but the way they are treated by you determines whether or not their patronage is to be permanent.

Some people claim that a salesman is successful because of his personality, but you will find almost invariably that it is because he is able instantly to adjust himself to the mental frame of mind of his customer. This ability of the salesmen creates a common ground for both to work on. Conditions are then harmonious for a successful termination of their business with each other.

To me, personality is the ability to adjust one's self to conditions as they may happen to be. A master mind, under such conditions, is then able to mold other minds to a successful conclusion for himself and his house.

The first requisite is a thorough knowledge of the intricate details of your business. This knowledge cre-

ates confidence in your own ability, which gives you the opportunity to study human nature. And this is a study to which you may devote a lifetime and still remain a student.

The most successful salesman I know began with a country school education, but he has trained his mind to adjust itself to present conditions. I have known customers to wait a week, yes, two weeks, while he has been out of the store, just to be able to make their purchases of him.

Why? Simply because of his ability to adjust himself to the customer's frame of mind and then to mold it to see and think as he does. He is a farmer, grocer, manufacturer or millionaire, as the case requires, and by this accomplishment he has built business for himself and his house.

He remembers his customers and they, in turn, remember him and come back because he interests them. They call him a wonder. He works something like this: He fits shoes, but he talks little about them. He fits them right, as they ought to be fitted, meanwhile talking about the customer's line of business or some subject of interest to patron. In fact, in some way or other he makes them talk about almost anything but shoes until he has them fitted—then he is ready to talk shoes.

Customers usually talk about what they are interested in, whether it's golf or family troubles. The next time these customers come in they begin their conversation where they left off on the last visit and they talk about some other interesting phase of their daily existence.

This salesman keeps well informed on a great variety of subjects because while he is attending strictly to business he is combining business with storing up a fund of material to work on at the same time.

One day while I was serving a customer this salesman passed by and said, "How do you do?" to my customer. The customer then mentioned to me the fact that he had purchased a pair of shoes from him about a year previously. When my fellow salesman came back he stopped, shook hands, and said, "I sold you a pair of shoes a year ago. You came from Atlanta, Ga., and were on a vacation." The customer said "You're pretty near right. I came from Jacksonville, Fla." "I knew you were from the South,"

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From 100 pairs to 20,000 pairs of shoes for spot cash from any retailer, jobber or manufacturer. Will pay fairest kind of a price. Wire or write and we'll come.
CENTRAL MERCANTILE CO.
Tel 6893 Wabash 22 Quincy St., Chicago

Glove Brand



The Rubber that Fits Like a Glove and Wears Like a Brogan.

Real profits lie in the repeat sales to satisfied customers.

Order Glove Brand Rubbers, made on lasts to fit every style of leather shoe made; also in heavy rubbers, Arctics, Lumbermen's Overs, etc.

Complete catalogue sent on request.

Hirth-Krause Company
Grand Rapids, Michigan

BOYS' HIGH CUTS

Made for Rough Wear



No. 8355 (Tan)



No. 8355—Boys
No. 8355½—Youths
No. 8837—Little Gents

You can depend on this shoe to stand the hard knocks of boys' wear. Made from the best chrome leather. Just the shoe for wear during the wet fall months.

WE CARRY THEM IN STOCK

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

the salesman said, "because you told me so and so," repeating the subject of the conversation.

After the salesman had gone the customer asked me how the man was able to recall people in this way and I told him that it was from the conversation, rather than the shoes he bought, that this salesman was enabled to so readily remember him. This mental adjustment between the customer and salesman had made a customer for the store. The second instance had completed the work begun in the first.

We all know that a salesman must learn to smile, and to smile pleasantly whether he feels like it or not. A sour-faced salesman is naturally repulsive. He arouses in the mind of the customer a feeling that the store the salesman represents does not want his trade.

A retailer may do everything in his power to get business, the fact remains that the salesforce is the final test by which the customers attracted to the store make up their minds whether or not they will continue to patronize the store.—H. E. Currier in Shoe Retailer.

Death of A. B. Hirth, at Salt Lake City.

A. B. Hirth, who was in the employ of the Hirth-Krause Co. as traveling salesman from 1885 to 1889 and who was a partner in the business from 1892 until 1899, when he was obliged to sever his connections with the house on account of lung trouble and moved to the West, died Oct. 31 at Salt Lake City, leaving a wife, son and daughter and brothers and sisters living in Detroit and Toledo.

Mr. Hirth was born in Perrysburg, Ohio, Aug. 21, 1861. His father, long a resident of the place, owned and operated a tannery there, and the boy early had an introduction to the business—and to the vats—which later on, in another form, was to engage his attention. The first thirteen years of his life he devoted to physical, and such mental, development as the excellent schools of the village furnished; and, when his thirteenth birthday came, he turned his back on the schoolroom and began to solve the living problem by working in a spring-bed factory. After a year of this he concluded to try something else and found employment in work pertaining to hydraulic water power. Two years were enough of this, and at 16 years of age the tannery door opened to receive as a workman the lad who had played so often there as a child.

After four years the tannery closed and for a year he was in charge of a basket factory. Here he attained his majority; and then, stepping over the home threshold, he went to East Toledo, some miles down the River, and took a position there in the Union Elevator, under the management of the well-known house of A. L. Backus & Sons. Six months saw an end of this, and then he came to Grand Rapids, where he took a position in the Chase Bros. Piano Co. factory, which he held for six months. Perkins & Hess, hide dealers, were

his next employers, with whom he remained for only a few months. Hearing that a firm in East Saginaw, hide dealers, were looking for a traveling man, he made application for the position and secured it, but Grand Rapids had attractions for him which Saginaw did not possess, and, after a short stay there, he returned to the Western metropolis of the State and entered the house of Hirth, Krause & Co. in 1885. That was the best move he ever made. It was the niche which had been waiting for him and which he had been preparing himself to fill. He filled it with such satisfaction to his employers and customers and with so much credit to himself that, after a service of seven years, the doors of the firm opened to him in 1892.

On his removal to the mountain country, in 1899, he was better for a time, but tuberculosis had gained such a foothold that he gradually became weaker and had to give up active employment.

Believes Germany Is Headed This Way.

Chicago, Nov. 6—I have just finished reading your editorial entitled Germany Headed This Way and believe everything stated therein to be true.

About four years ago a gentleman who had lived in Germany for many years was in Chicago and told of the great preparations that the General Staff of Germany was making for an invasion of the United States. If I remember correctly, transports were being prepared for carrying large bodies of troops and our country had been completely mapped out and coast soundings made, so that certain landings were selected remote from fortifications where an army could be disembarked in safety. At the time I confess I was very skeptical about the matter, but now believe matters were planned as stated. The war now being fought has of course, delayed Germany's plans, but a victorious Germany (which God forbid!) may mean very serious trouble for our country, unless we, at least in a measure, prepare ourselves on the sea by all means, and on land to a much greater extent than at present. Personally I believe the great strength of the British Navy is our greatest salvation and, in the light of recent events, a war between England and United States is unthinkable and would be a misfortune to both countries.

I have always admired Germany and the Germans for their aid given us during the Civil War and for their great efficiency in every department of life, but Prussian militarism is a thing to be deplored and averted at any cost if our democracy is to be preserved.

[The above letter was written by a distinguished business man of Chicago who is widely known in Western Michigan. The original can be seen by any one calling at the office of the Michigan Tradesman.]

A new cook may bring the best of references—but you can't eat them.



Get Hood Tuff Soo's Now

For the man who works.



Made with 1st
quality dull
Horse Butts
attached.

Men's 7½-inch..\$2.00
Men's 10-inch.. 2.30
Men's 12-inch.. 2.45
Men's 16-inch.. 2.90
Men's 18-inch.. 3.00
Boys' 7½-inch.. 1.65
Boys' 12-inch.. 2.05

Less 5% discount for "Prompt Payment"

Extra Quality all the way through

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

As Serviceable as It Looks

This shoe will meet every demand for wear. It stands the knocks—that's how they are made



If you are not now handling these numbers write for samples and see how good they are. If you are handling them see that they are pushed, for their many good qualities will so appeal to your customers that you will have a steady demand for the BERTSCH GOODYEAR WELT line.

979—Men's Gun Metal Calf
Blucher, Goodyear Welt, half
double sole, modified high
toe, D & E.....\$2.40
960—Same only Blucher..... 2.35
914—Same as 979 only extra
quality..... 2.75
913—Same as 960 only extra
quality..... 2.75

These and over one hundred
other Goodyear Welt and Stand-
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stock.

A card will bring catalogue.

Mail orders solicited

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.



The Favor That Creates a Galling Obligation.

Written for the Tradesman.

The best way to get out of some unpleasant situations is never to get in. There are many difficulties large and small that do not have to be met—they may be avoided. But to pursue with certainty this smooth and easy policy, we need a sixth sense for discerning the motives of others—something finer and surer and more subtle than our ordinary perceptions and reasoning powers—a deeper ken than most of us are gifted with by nature.

In lieu of this sixth sense, the best we can do is to post up conspicuously in our minds signboards of caution, to keep our unwary feet from wandering off into rough and even dangerous and forbidden pathways. One of these signboards is this—Don't accept a favor that will create a galling obligation.

By the word favor as here used we do not refer to the little civilities and trifling kindnesses which go so far to make life pleasant and agreeable, and which all persons of refinement and right feeling give and take without thought of recompense—into which the idea of repayment never enters. We mean, instead, favors large enough or repeated a sufficient number of times that they "amount to something."

These are of two kinds—the real genuine simon-pure, the symbol of heartfelt love and friendship and generosity, and the pseudo-favor, the sort that is proffered for a purpose—to achieve some end, generally of self-interest to the profferer. As to the first—except taking too freely when one can not reciprocate, sometimes may lessen self-respect—no word of warning is necessary. The last is the kind one must guard against. Strictly speaking, this sort is not a favor at all, but rather a bribe or bait.

Just when its use began, who can say? It seems to be as old as human nature itself, this placing some fellow being under obligation in order to achieve an end. It is the way of the political wire-puller, to carry his precinct. It is the way of the saloon-keeper, to entrap his victims. It is the way of the social climber, to gain entrance into the coveted higher circles of society. It is an old and favorite method of the shrewd and designing for accomplishing almost every imaginable purpose.

As to the ethics of offering these gentle and polite forms of bribery, that is too big a subject for the brief limits of this article. Indeed it is a question of morals that covers a wide,

range, embracing on the one side practices universally condemned, and on the other, clever little schemes that are considered commendable. The gambling-hall keeper who lures young men into his toils, is classed as a villain; while the society woman who gives a delightful and successful dinner thereby securing for her husband the award of a very profitable contract, is held up for praise in the stories of high-class magazines. Personally I believe that at least in its more refined manifestations, this throwing out of seductive little baits very commonly is done without any thought of wrongdoing.

Whether or not there is any moral ban against conferring the favor with a purpose behind it, there is a ban of common sense against accepting it. Here is where we need some inward monitor that will whisper a warning "Don't" to our impulse to take—some sure and swift cognition that will tell us the true nature of the cunningly concealed bribe that is held out to us. For it always is expected that the favor that is conferred for the purpose will be repaid—and very often in a coin that will prove most inconvenient and distasteful.

Here is Miss Milton, who is a teacher. It certainly was very flattering to receive Mrs. Caxton's invitation to stay a fortnight in her summer home on the shore of a charming little lake. And her hostess put herself out and did everything she could think of to make the visit enjoyable. But now Mrs. Caxton wants Miss Milton to use her influence with her superintendent and certain members of the school board to secure a position for her sister Mildred, who happens to have not nearly so pleasing a personality as Mrs. Caxton's and whose record as a teacher has not been particularly successful. Miss Milton realizes that it was not her presence in the cottage that was so greatly desired, as the pull which it was imagined—mistakenly perhaps—that she would be able to exert in the sister's behalf. She can not recommend Mildred very highly, so she feels they are likely to be disappointed; and she knows that asking for positions for her friends does not help her own standing. She dislikes seeming to be ungrateful, and she so heartily wishes she had not accepted Mrs. Caxton's kindness!

Or take the case of the Proctors, a frugal couple who are trying to save a good part of Mr. Proctor's salary, in order that he may in a few years start business for himself. They feel that they can not afford a machine. Their new acquaintances, the Jordans,

have taken them out in their handsome car very often lately, the Proctors innocently supposing that it was because of an unfeigned liking for their society. These four young people have had long and delightful trips together.

But when Mr. Jordan last week asked Mr. Proctor to sign a note for \$1,500 with him, the Proctors wished they had declined most of these urgent invitations for motor tours. Having accepted so much, a little return could not decently be refused. They feel quite anxious however, for they know the Jordans are living beyond their means, and a little illness or misfortune would make it impossible for them to pay their debts. "We didn't need to go to all those places, and if we had we might better have walked every step of the way!" ruefully declares Mrs. Proctor. "We should have felt mean to deny the request, and we may feel worse that we complied with it"—which is very true.

Instances of such cases are matters of common observation. So it is just practical everyday wisdom to consider before accepting a great favor or a continuance of small favors. "Is this something that will have no unpleasant come-back, or is it a trap that I am walking into unawares?" There are even kindnesses that are conferred without any ulterior motive, which still will create an obligation dishonorable to evade and distressing to fulfill.

It comes up in a hundred homely ways that if we want to keep the

freedom that we so highly prize, we must not thoughtlessly tie our own hands. We will say that you prefer not to buy your things at Dickerson's. You think you can do better at the other shops. Then do not be too chummy with Mrs. Dickerson, who is the kind of a woman, who has an eye to business, and who frankly makes it known that she expects her friends to patronize her husband's store.

From anything that has been said, let it not be gathered that every favor has a selfish purpose behind it. Far from it. Long experience has taught me that there is an astonishing amount of disinterestedness and genuine kindness and high honor in this old world, all statements of misanthropists to the contrary notwithstanding. There are kindnesses conferred with such hearty good will that it would be most ungracious not to accept them, even though one may not be able to repay in any manner. There are favors which it is a favor to the giver to take. But it is well to remember that there is the other sort also—the sort that we need to fight shy of. The difficult feature is that sometimes it requires rare discernment and discrimination to tell which is which. Quillo.



THANKSGIVING Table Linens

Now is the time to replenish your stock. We are showing a good assortment of Bleached and Silver Bleached Linens from 37½ cents up to 90 cents per yard. Damask Covers \$2.00 up to \$3.75 each.

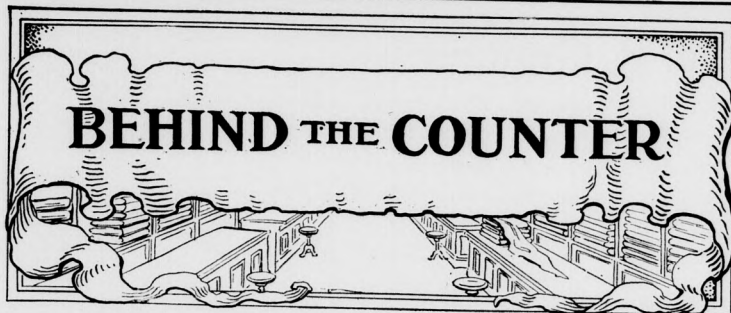
Napkins from \$1.00 up to \$2.50 per dozen. Fine quality sets, Table Covers and Napkins to match from \$5.50 to \$9.00 per set.

PAUL STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Michigan

High Class FURNITURE

For High Class People and an Honest Deal

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



The Four Vital Facts of a Sale.

There are four clear-cut and well-defined steps in every sale. The combination of advertisements, window displays and kindred attractions are just so many ways of getting attention and interest.

Ample capital, shrewd buying, clever merchandising, effective advertising and striking displays will never in themselves make a success of any retail business, unless the salespeople are skilled in the art of selling. All the other efforts are actually discounted if the salesforce is lacking the most potent essential of all—the ability to sell intelligently.

The four fundamental facts of a sale follow:

1. The attention of the customer must be attracted to the article to be sold, providing, of course, she has not already expressed a desire for it. This attracting of attention is accomplished through newspaper and other advertising, window displays and various other methods.

If the attention is not attracted by outside influences, it may be artistic and catchy displays inside the store, or by suggestive arrangements. Another contributing cause would be the alertness and intelligence of the salespeople in bringing the article to the attention of the customer.

Whatever method is employed, and they are all good, attention must first be awakened, for it superinduces and leaves the way open for the other three fundamentals.

2. Attention must next be developed into interest, however, mild. This spark of interest must then be increased in intensity by the intelligent manipulations of the salesperson, who, to accomplish his purpose, calls into play clever, concentrated attention to the customer, with the ability to accurately and interestingly explain the chief points of merit of the article.

Then the salesperson must be able to describe its relative value or desirability as compared to other similar articles, and to impress upon the customer the article which is best suited to her needs.

The salesperson who can best accomplish this is the one who is most intimate with his goods, who knows their inspiration and source, the elements that enter into their making, and the uses to which they are best adapted. The next essential is to cultivate a pleasing and convincing manner of imparting this knowledge.

3. No sale can be consummated unless the desire is aroused to possess the article, and this desire stim-

ulated into a feeling of necessity. If you arouse interest in the article, the next logical step is to create a longing to own it.

This desire to possess can be awakened in a number of different ways, the most effective of which is to suggest to the purchaser that the article is something which she really can't do without. Of course, if it is an article which is a daily necessity, there is not much persuasion needed, but where it is a luxury the pride of ownership instinct must be touched in the customer.

Desire to possess can be further augmented by subtly suggesting the full gamut of uses to which the article may be put, some of which may not have occurred to the customer. The salesperson, for this reason, should be in a position to know to a certainty just what possibilities there may be in the article, both as a unit and then as an integral part of a combination.

The salesperson should be careful to impress upon the customer the fact that the latter's need for the article is so urgent that it entirely subordinates the possible cost. The question of price must, without deviation, be kept in the background in every transaction until the very last when the elements of attention, interest and desire have made as deep an impression as to practically consummate the sale.

4. The finale in this four-act play, the pivotal point, as it were, is expressed in the one word, resolve; the resolution to buy. The resolve to buy is the logical sequence of the foregoing three fundamentals of a sale.

An experienced, intelligent salesperson's part is played in seeing to it that attention is ripened into interest, and interest kept at concert pitch until it is developed into the resolve to buy. A conscientious study of this course, and the application of the laws laid down, will honestly help any salesperson to consummate a sale surer, quicker and easier, and to increase the size and volume of them.

These four vital requisites for a sale firmly fixed in the mind will materially increase the efficiency and scope of any salesperson. The application of them will soon become a natural habit, a silent assistant in every transaction.

Keen observation, a careful study of merchandise, the expression of a kind disposition are as necessary to consummate a sale as the goods themselves. You not only sell the article, but your cheerful manner and

alert attitude as well; the even-modulated voice, the intelligent poise, the courteous attention to her wants, is remembered by the customer long after she leaves the store, and what is better yet, they bring her back another time.

These things—knowledge of merchandise and knowledge of salesmanship—make you popular with your customers, and remember this popularity measures your success in retail salesmanship.

Never Came Back.

Chambermaid—I married a traveling man.

Traveling man—Is that so? What became of him?

Chambermaid—Oh, he kept on traveling.



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.

The Road to Profitable Merchandising

Thousands of grocers know the advantage of selling advertised products the demand for which is firmly fixed. Good class of trade, steady sales, repeat orders, economy of selling, increased profits—these are the results.

National Biscuit Company advertising is backed up by the *quality* of the products. The consumer has *confidence* in them and knows them by *name*. Hence the grocer who handles them takes a short cut to profitable merchandising.

Stock an assortment of N. B. C. goods in the everywhere-known In-er-seal Trade Mark packages.



NATIONAL BISCUIT COMPANY

THE MEAT MARKET

Horse Meat in Sausage.

We do not know of any case where it has been proven that horse meat has been used in the manufacture of sausage in this country. If it is used, officials in charge of the enforcement of the various meat inspection laws have no trouble in detecting it, as the following description of the biological test for horse meat in meat mixtures will show:

A ten-gram sample of the meat is taken from the center of the sausage; the fat is removed mechanically or by shaking it up with ether at an ordinary temperature, or at most at 40 degrees C. After the ether has been removed—by the aid of a current of air if necessary—200cc of physiological salt solution (0.85 per cent. sodium chloride) is poured over the mass of sausage, and 0.5 per cent. of carbolic acid is added. The mixture is then allowed to stand twenty-four hours, after which it is filtered through a filter paper until the filtrate is quite clear. Six drops of antiserum are now placed in a capillary tube four mm. in diameter and ten cm. long; one cc of clear sausage extract is then poured over the antiserum so that the two liquids do not mix, and the tube is allowed to stand five minutes. If the sausage contained horseflesh a clearly susceptible ring of albumen will be found at the junction of the two liquids.

Antiserum is made by injecting the pure serum of the blood of a horse into the veins of a guinea pig.

Safeguarding the Meat Supply.

Washington, D. C., Nov. 7—More than 58,000,000 meat animals were slaughtered in establishments under Federal inspection during the fiscal year ending June 30, 1915. Since approximately from 58 to 60 per cent. of the animals killed in the country are slaughtered in establishments where Federal inspection is maintained, it appears that about 100,000,000 meat animals are now being killed each year in the United States.

Of the animals subjected to Federal inspection 299,958 were condemned as unfit for human use, and 644,688 were condemned in part. Thus a little more than 1½ per cent. of all the animals inspected were condemned either in whole or in part. These figures include only cattle, calves, sheep, goats, and swine.

Tuberculosis was the chief cause of the condemnations. More than 32,644 carcasses of cattle and 66,000 carcasses of swine were entirely rejected on account of this disease, and in addition parts of 48,000 cattle and 440,000 swine. Hog cholera was responsible for the next largest loss, nearly 102,000 swine being condemned entirely on this account.

The annual appropriation for the Federal Meat Inspection Service is now about \$3,375,000, so that the cost to the people would be between five

and six cents per animal if the service was confined entirely to the inspection of the animals and carcasses. In addition, however, great quantities of the meat and products are reinspected. In this item there was a very considerable increase during the last fiscal year, the reinspection resulting in the condemnation of a total of nearly 19,000,000 pounds of products of one kind or another. Furthermore, 245,000,000 pounds of imported meat products were inspected and more than 2,000,000 pounds condemned or refused entry.

In the course of its work, the Bureau of Animal Industry, which is in charge of the meat inspection service, has discovered a new method of destroying trichinae in pork, which is an additional safeguard to human health. Refrigeration at a temperature of 5 degrees, F., or lower, for a period of twenty days will destroy these parasites which occasionally give rise in human beings to the serious disease known as trichinosis. Hitherto the only known safeguard against this disease has been thorough cooking of all pork and pork products, and those persons who neglect this precaution have always been more or less exposed to the danger. Unless pork is known to have been subjected to refrigeration as above indicated it should be thoroughly cooked. The microscopic examination of pork for the detection of trichinae has been abandoned as the usual methods have proved inefficient.

In this connection it is interesting to note that more swine were slaughtered in the past year in establishments under Federal inspection than ever before. A total of 36,247,958 were inspected at the time of slaughter and approximately 35,900,000 passed for food.

Pork Cheese.

Cut rind from the belly and neck of a hog, with one-half inch of fat attached. Then put in a deep vessel a square piece of linen large enough to let its end overlap the rim. Place the rinds on the linen around the sides of the vessel, leaving the fat on the upper side. Take the thick legs of a hog, one-half a hog's head, one pig's cheek and cook and cut into long strips several pickled calves' or hogs' tongues. Place a layer of the cut meats in the pan lined with the rinds and sprinkle over it a portion of the following mixture: Two ounces salt, one ounce pepper, one-eighth ounce caraway seed; add another layer of meat, sprinkle with more spice, and continue until all the meat and spice is used. The remaining rind should be placed on the top of the meat, fat side down. Tie the ends of the cloth firmly around the whole and hang in a kettle of boiling water for one-half hour. Remove and place between two boards, with weight on top, for twenty-four hours. The cloth may then be removed.

The more praise a man bestows upon himself the wiser he isn't.

W. P. Granger

Wholesale
Fresh and Salt Meats

Poultry, Eggs and Oysters

Shipments of Hogs, Veal and Poultry
Solicited

Daily Remittances

Telephone 61,073

112 Louis St. Grand Rapids

G. B. READER

Successor to MAAS BROS.

Wholesale Fish Dealer



SEA FOODS AND LAKE FISH
OF ALL KINDS

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

YOUR OLD SCALE

Let me overhaul and re-enamel it and make it good as new. Work guaranteed. Charges reasonable.

W. E. HAZARD,

1 Ionia Ave., N. W., Grand Rapids

I do all work for Toledo Scale Co. in Michigan

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
Manufactured by Wells & Richardson Co.
Burlington, Vt.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

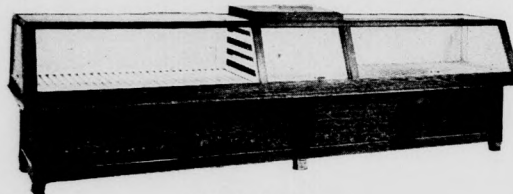
Live Poultry in excellent demand at market prices. Can handle large shipments to advantage. Fresh Eggs in good demand at market prices.

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

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

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

NOWACZYK REFRIGERATED DISPLAY CASES



Write for Quotations

NOWACZYK HANDCRAFT FURNITURE COMPANY
35-45 Prescott Street, S. W. Grand Rapids, Michigan

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

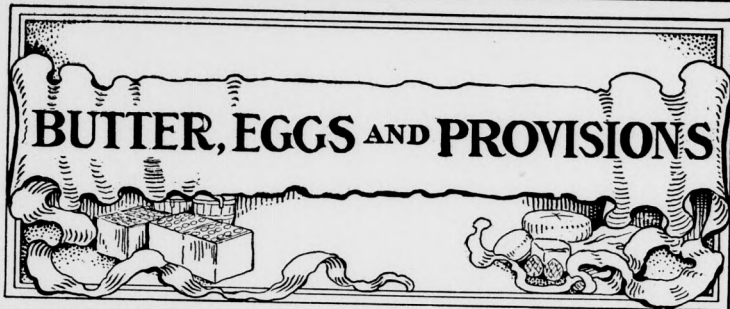
PEACOCK BRAND Breakfast Appetites

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



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.

Success and Failure in Creamery Management.

Greenfield, Iowa, Nov. 8—I have been connected with a creamery that failed and with one that was a grand success. The difference in the two was that in one of them, the board managed the manager; and in the other the manager managed the board and the stockholders.

In the fifteen years that I have been the Secretary and manager of the Greenfield Creamery Co., I have tendered my resignation twice when the board and I differed, and twice refused the election. But every time the board and stockholders came over to my views.

I do not believe that the board should ever manage the creamery. It is all right and proper for the manager to consult with the members of the board. A good, honest business man should be elected, and if he does not make good, elect another and pay him enough so he can put time and attention to the business. Generally in every community there is some man who has made a failure in everything he undertook. But, when a creamery is organized, he thinks he is just the man to manage it and probably will do the work or promise to do it for less than a good man would do it for, and after awhile proves to be a miserable failure.

There is graft in a good many creameries—graft by the board, secretary and butter-maker. Now, in our creamery in Jones county, there was a solicitor stopped at one of the director's and asked the way to the secretary's house. He asked him what he wanted; he said butter. He said that if there was a "fiver" for him he would get some butter. The secretary was a son-in-law of this director. This was graft by a member of the board. Another I heard of, the secretary was shipping to two commission houses. He dropped one. After a while the commission man came around and made the secretary show him his book. He found that when they quit shipping to him they had returned 19 cent per tub more than the other firm. This I call grafting by the secretary.

In an other creamery, the butter-maker wanted to ship to a certain firm, the secretary was shipping to another. The secretary told the butter-maker that they would divide the shipments and then would ship to the firm that sent the best returns. The butter-maker would let the helper pound the butter but very little in the tubs that would go to the firm to which the secretary was shipping. It could easily make a difference of one or two pounds to the tub if not properly packed.

To manage a creamery properly, the manager wants to be fair with the commission man; not except top prices when some of his butter is off in quality. Now, as I said, I do not believe in a butter-maker having any-

thing to say as to where or to whom to ship except when the firm to which the secretary shipped complained of the quality of the butter, and the butter-maker thought the butter was all right. Then the butter-maker ought to have the right to send part of it to a different firm. But I would not let the butter-maker mark it, and I would have the official scorer score both shipments.

Let us compare the starting point of these two creameries which I have been connected. The one in Jones county could not have had a more auspicious start than it had. It was in a good dairy district and quite a number of the patrons near the creamery would haul from 300 to 600 pounds of milk a day. It was located about five miles from town. The railroad company had a good cooler in which the butter could be put, if car was not there. At Greenfield, we started with the bitterest competition and opposition. The Clarinda Poultry Co. claimed it as one of their best cream stations. Greenfield is twenty-two miles north of Creston. A. L. Stewart & Co. owned a creamery at this place. Mr. Stewart himself lived in Greenfield and was an old settler. The most of the business men were in favor of him and down on the farmers' movement. Called me a carpet-bagger.

When we commenced operation, there was a creamery in Greenfield about three blocks away from our creamery. There was a co-operative creamery about ten miles north. Stewart & Co. had a creamery at Fontanelle, about nine miles west; one at Bridgewater, about seven miles further west; and a skimming station at Canby, one at Barsa and one at Fisk. While we were building our creamery, Stewart put up another skimming station about seven miles north of town. After we had run about two years, they organized a co-operative creamery at Arbor Hill, about 12 miles east, and one at Nevinville, about ten miles south. Now everything is closed but our creamery. We never went out to solicit patrons except one-half day that the vice-president and I went out to see parties who had pulled out of Arbor Hill and were selling to Clarinda Poultry Co. We urged them to send it to our creamery and we accomplished a good deal in that half-day.

We never subsidized our hauling. Each patron has to pay whatever it costs to get his cream to the creamery.

We have been grading cream since one year ago the middle of June. When I published the notice that we were going to grade, there was quite a cry that I was going to run the creamery into the ground. We pay 3 cents less for No. 2 cream, and, where the cream tests less than 20 per cent., we deduct 2 cents per lb.

I do not know but we are running it into the ground. The last half of August our business was more than 100 per cent. more than last year. We had 503 patrons and are getting new ones every day—some coming twenty miles with autos.

James S. Laude.

Gems of thought never were or will be a drug on the market.

EGGS

We must have them to supply our yearly contracts. We will pay you better prices. Communicate with us if you get a case or more weekly. Best of references.
JUST-PLUCKED EGG FARMS CO.
 Hopkins, Mich.

Watson-Higgins Milling Co. Merchant Millers

Grand Rapids :: Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

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

Blue Valley Creamery Company
 Grand Rapids, Mich.

Nuts, 1915 Crop

Black Walnuts, \$1 per bu.; Shellbark Hickory Nuts, \$1.60 per bu.; Fancy Extracted Wyoming Honey, 60 lb. cans, 10c per lb. Cash with order.
 E. Wood Co., Moulton, Iowa.

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

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

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

Mail us samples **BROWN SWEDISH, RED KIDNEY, MARROWFAT or WHITE PEA BEANS** you may wish to sell.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

Our Entire Line of GROCERY BAGS BEAR THIS MARK OF QUALITY

Our Improved Square, self-opening, Grocery and Sugar Bags are the standards of quality.

Every bag full size and uniform strength. Write for jobbing price list.

THE CLEVELAND-AKRON BAG CO., CLEVELAND



Grand Council of Michigan U. C. T.
 Grand Counselor—Walter S. Lawton,
 Grand Rapids.
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 tier, Detroit.
 Grand Past Counselor—Mark S. Brown,
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 Grand Secretary—Maurice Heuman,
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 Grand Conductor—John A. Hach, Jr.,
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 Grand Page—W. T. Ballamy, Bay City.
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 Grand Executive Committee—E. A.
 Dibble, Hillsdale; Angus G. McEachron,
 Detroit; James E. Burtless, Marquette;
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 Next Grand Council Meeting—Traverse
 City, June 2 and 3, 1916.

Michigan Division T. P. A.
 President—D. G. MacLaren.
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 C. E. York, W. E. Crowell, C. H. Gall-
 meyer, Frank W. Clarke, Detroit.
 State Membership Committee—Frank
 H. Mathison, Chairman.

Indispensable Requisite to Success.

An indispensable requisite to success is concentration, or devotion to one subject. When that subject is faithful, well-rounded service to one's house, the reward is certain. The man who would do one thing well must not attempt a dozen things, however attractive or inviting. The salesman who would get to the top of his profession must single out each day's work, and into that must pour the whole stream of his activities—all the energies of his hand, eye, tongue, heart and brain. The salesman of single and intense purpose, he who is not tempted with seductive side-line offers, who believes that his house will pay him just as much salary when the proper time comes as has been offered by a neighboring house to entice him away, is the salesman who will accomplish lasting results and is everywhere in demand.

A salesman may be able to show great bursts of speed, but if he runs first forward and then backward, to the right and to the left, with periodical fits of looping the loop in between, he will wind up some day by missing the gap altogether.

The work of a salesman is to sell goods. No salesman has ever yet made his mark in the world of salesmanship who was not possessed with a master passion to see his sales climb higher and higher with each bulletin issued from the sales department.

Allan Wilson says: "Fight hardest when you're on your back. Many a down-and-outter would be an up-and-inner if such action had governed them at the crucial times of their careers."

Mr. Wilson tells a good story of the awakening of "Scherer the failure."

Scherer was a failure. He was a

miserable sort of a failure. Such a failure was he that his employer told him he was a failure, before all the other salesmen on the force.

Scherer had conducted a small business of his own. Then he became the general agent for his county with the house of the man who later called him down. But it was a small post at best, and so he came into the general office, determined to make a big place for himself on the road.

"Well," said the manager of the sales department, "we haven't got anything against trying a new man."

"But I'm not exactly a new man, Mr. Manager," said he. "I've handled the firm's line for the last fourteen months in Wheatville county. I've sold goods in—"

"Well, it is a little different on the road," replied the sales manager, "but we can find a territory for you, all right."

So they gave him a territory, and a fairly good one, and Scherer tugged his sample-cases to the depot and tried hard to be a real salesman. He was good where he was acquainted and where the house was known. When it came to getting new business he fell down completely. He made a dozen towns in a week, and failed to land one single order; then he got discouraged, and for a week tended only to fixed trade. And when he was turned down he took it to heart.

He managed to hold his position, but continued to be a failure for four long years. Then, as was his custom, his employer held in his private office a reception for the salesmen of the firm.

Every one was feeling good, and mutual expressions of respect and appreciation passed freely about. Times were good, and Scherer's employer was happy in his attitude toward his men. He told them that never had he been so well served by any set of salesmen in his entire career, that never had the firm done so much business, and that never were the promises of the future so bright and rosy. Not a salesman on staff but had done himself proud, he said.

Then his eye fell on Scherer the failure, over in the corner. The iron in his employer's soul was touched. "That is," he said, "with one exception. Mr. Scherer, who is our weakest salesman, has failed, as customary, to do justice to the firm and to the territory which he travels. However, the other men have done so well that the handicap of one weak man scarcely has been felt."

Scherer never knew how he left the office that day. He went home and sat with his hands in his lap, forcing himself to realize just what the head had said to him. Then he became terribly ashamed. Also he was angry, as men

grow angry in silence and alone when they have unpleasant thoughts, and he swore considerably. He didn't sleep that night. He lay awake and cursed himself and his employer with great impartiality.

He was in the city for a week's rest, but the next morning found him packing his trunks and cases for the road. He was on the road all the next day, and at nightfall he walked into the office of a man who had twice before refused to see him. The man each year bought goods of the kind he was selling to the extent of \$50,000. This time Scherer walked past the office boy and presented his card himself.

"Mr. Blank, I've come to sell you some goods," said Scherer. "You can't afford to stop me from doing it. Will you give me some time now, or shall I call later?"

The man tore the card into bits. "Damn it!" he roared, "where are those office boys?"

"Outside," replied Scherer calmly. "There was only one. I stuffed him under a bench when he tried to stop me. And here's another card. Now do you think I've got a proposition that can interest you?"

The man looked carefully at the new card and laid it down.

"What's your proposition, Mr. Scherer?"

"Whew! What in the world's happened to Scherer?" said the sales manager two weeks later. "He must have gone crazy. Why—why, he's actually got the record for the sales of last week."

He carried his discovery to the head, and the old man smiled grimly. "Scherer? Oh, yes. Well, you never can tell what a horse can do until you've tried your hardest whip on him."

The old saying, "Stick to your business, and your business will stick to you," is the only safe rule for the man who believes that salesmanship is a hop, skip, and jump game, requiring little practice and less brains. We boys used to amuse ourselves with that pastime during recess at school. The hop and the skip looked easy enough on the face of it, and the most awkward of us got along so far without losing our equilibrium or our bets. But the real test came in making the jump. No one could foretell the result of the jump. Balanced on one foot, the spring was made, which ended for most of us amid hoots of derision from our schoolmates. It hurt our feelings and dampened our ardor more than did the header we had taken. It was an exhausting practice, that consumed our energy and our enthusiasm; and how is success possible without enthusiasm?

In urging the importance of sticking to the business of our profession, I do not mean that any man should be a mere salesman, lest he become a one-wheeler on the narrow plan.

The profession of salesmanship has its peculiar tendencies, which more or less dwarf those that devote themselves to it on a narrow-gauge scale, hampering and preventing them from attaining a well-rounded, healthful, and whole-souled sphere of usefulness. Is not the mechanic in many cases but an animated machine? Does not the salesman too often get a one-wheeled idea of the

road, forgetting that the coach in which he travels is built on eight? And do not his indolence, lack of tact, and lack of practical methods give rise to the idea that salesmen are born and not made?

Selling-success cannot be accomplished with one wheel, two handles, and a prop. Every salesman ought to be something more than a spoke, a cog, or a pulley in our great commercial machine.

Think it over, brother Wheelbarrow, and determine that it is worth while to be a salesman, cultivating and developing, so far as you can, all your energies on a four-wheeled plan, and then expend your chief labors on getting there by the sole aid of your own motive power—educated enthusiasm.

Walter D. Moody.

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Ever notice how much happier you are when you render others happy?

Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

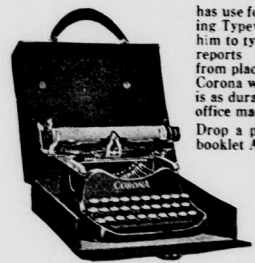
Snyder's Restaurant

Popular Prices

41 North Ionia Ave.

4 Doors North of Tradesman

EVERY SALESMAN



has use for a Corona Folding Typewriter. It enables him to type his letters and reports while traveling from place to place. The Corona weighs 6 lbs. and is as durable as the large office machine. Drop a postal for Corona booklet A-1.

Corona Sales Office
 333 Michigan Trust Bldg.
 Grand Rapids Michigan

Your Old Friend O. W. STARK

is now with

J. J. Thomson
Jewelry Co.

327 Monroe Ave.

Grand Rapids, Mich.

Glad to see you
Your credit is good
COME

Late News of Interest to Travelers.

The Clifton Hotel, at Marquette, has passed from the management of Mrs. Daniel Sullivan and her son, Gene Sullivan, to Mr. and Mrs. George Trethewey, of Ishpeming, who have been conducting the Urban House, at Ishpeming, for over five years and are regarded as being thoroughly conversant with every detail of the hotel business. With the possible exception of some improvements to the building, they will conduct the hotel along the same lines as in the past. The Clifton Hotel was for many years conducted by the late Daniel Sullivan, who assumed the management Nov. 1, 1888. He continued in charge for six years, when he transferred the lease for one and a half years. At the expiration of that time, he resumed the management, which he continued until the time of his death, which was four years ago. Since then, the hotel has been successfully conducted by his widow, and his son, Gene Sullivan.

C. B. Southworth, proprietor of the Park Hotel, writes the Tradesman as follows under date of Nov. 9: "I want to thank you for the kind words spoken for the Park Hotel in your valuable paper. Trade has let up a little in our business and we are taking advantage of the opportunity and are installing hot and cold running water in all rooms; also re-decorating and refurnishing all rooms, and will endeavor in the future to give the boys more for their money than any house in Michigan. I feel that the boys on the road have a home with us inferior to none and they certainly have appreciated our efforts to make life in Monroe a pleasure to them."

Absal Guild, Bagmen of Bagdad, will give the first of their winter parties or social sessions Saturday evening, Nov. 13, promptly at 8 o'clock. This is for the members and their families. It is hinted that some surprises are in store for the ladies and, judging from the "don't-ask-me-for-I-won't-tell-you" look on the faces of the committee, some surprises are in store for the members also. As a matter of fact, the parties of Absal Guild are always full of surprises, which makes them all the more enjoyable. Bill Franke is so enthusiastic over the party that he will walk over, instead of riding to the party in his automobile. It is also rumored that H. B. Wilcox is raising a brand new mustache for the occasion. John D. Martin expects to wear a rare species of white carnation procured from Keweenaw, Wis. John J. Dooley says he will have to jump home from Elkton to attend the party, but he neglected to state whether he will make it in one or two jumps. Members from Muskegon, Detroit and Jackson are expected to attend the party. The officers of Absal Guild are looking forward to the December meeting, at which time a large class of candidates is expected to be present for initiation. Further details will be given next week.

On Sept. 30, during the absence of Grant E. Martindale, fire entirely de-

stroyed his hotel property at Atlanta, including contents and his automobile. Building operations were immediately begun and in the short time intervening a new hotel has taken the place of the old one. The building nearing completion has twelve bedrooms on the second floor. On the first floor are the landlord's living apartments and the hotel office. In the spring Mr. Martindale will erect another hotel six feet from the present building. It will be built of brick. The new building to be opened soon is 22x66 feet in dimensions. Until finally settled, Mr. Martindale will serve meals on the European plan.

Ray Brockway, of Ionia, has taken the district agency for the Round Oak Furnace Co., and will represent the corporation as traveling salesman in the western part of the State. His work will take him as far north as Charlevoix. He will continue to make Ionia his home.

J. Elmer Pratt, formerly of Grand Rapids, but for the past half dozen years sales manager of the Pierce-Arrow Motor Car Co., has been placed on the retired list, with full pay for the remainder of his life. Mr. Pratt has lived a useful life and he is to be congratulated that his last engagement was with a house which appreciated his services in the manner above indicated.

Don Sanders has relinquished his position with the Compeer Cigar Co., of Indianapolis, to take a position with the Franklin Automobile Co., of Chicago. Mr. Sanders will have charge of the second-hand car department.

Charles W. Roth, who has traveled for the past eleven years for the Macey Co., has handed in his resignation to take effect Jan. 1. He will then enter into partnership relation with S. T. Buntell and the two will engage in the stationery and office supply business at 113 East Third street, Dayton, Ohio, under the style of Buntell-Roth Co. Mr. Buntell has traveled in the Eastern states eighteen years for the Tower Manufacturing Co., of New York City. Mr. Roth is a man of exceptional ability as a salesman and will undoubtedly achieve a large measure of success in his new undertaking.

The damage suit brought against Thomas Welsh, the Bay City grocer, by L. M. Steward, traveling representative for the Postum Cereal Co., is set for trial in the Bay Circuit Court Nov. 29. The plaintiff has an able array of attorneys and it is understood that the defendant will also be well represented. Mr. Steward has sued for \$25,000 damages in partial compensation for a brutal assault made upon him by the defendant about a year ago. The defendant is worth in excess of \$50,000, so that a judgment against him for any ordinary amount will probably be good. He is reputed to be a man of irascible temperament and it is understood that many witnesses will be introduced in the case to testify that Walsh has an aversion to traveling men in general and specialty sales-

men in particular and that on many occasions he has assaulted representatives of the fraternity, pushed them out of his store and kicked their sample cases into the street. Mr. Steward is backed in his action by his house and has the moral support of the jobbing houses which cater to Walsh's trade. The outcome will be awaited with interest.

Any traveling man who has been subjected to outrageous overcharges at any hotel in Michigan is urgently requested to send full particulars to the editor of the Tradesman without delay. If enough data is secured the whole question of overcharges will be threshed out at the coming convention of the Michigan State Hotel Association, which will be held at the Pantlind Hotel, Grand Rapids, Dec. 2 and 3. The Tradesman is not the aggressor and has not solicited an opportunity to discuss the subject. The invitation was pressed upon him by the President and Secretary of the Association and he feels it his duty to respond, providing the traveling men will do their part by furnishing the facts on which definite statements can be based.

Another Chapter on Outrageous Hotel Charges.

The article published in the Tradesman last week, in reply to the communication of Landlord Puffer, of the Hotel Dresden (Flint), has brought a flood of letters commending the position taken by the Tradesman and citing numerous instances of outrageous overcharges by the house in question. A prominent manufacturer of Kalamazoo writes that he recently arrived at the Dresden at midnight and was assigned a room at the \$3 rate. After a light breakfast—and those who have ever been guests at the Dresden know that breakfast at that hotel is a joke—he was asked to pay \$2.50 for lodging and breakfast at the \$3 rate. He remonstrated with the clerk, but to no avail, so he contented himself with saying some things to the clerk which the landlord might have heard to advantage.

The Tradesman editor met an identical experience at the Dresden in September, 1913, and September, 1914, when he went to Flint to drive home new Chevrolet cars. In both cases he stipulated with the clerk for a \$3 rate for himself and party—three in one case and four in the other. After a joke breakfast—which must have cost the landlord fully 15 cents to serve, so limited was the menu and so meager were the portions—the clerk handed out a charge of \$2.50 in the case of each guest. The bill was reluctantly paid, with a mental reservation by the writer that he would sleep in a barn or on a doorstep the next time he went to Flint, rather than be victimized by so poorly kept a hotel as the Hotel Dresden.

The first President of the Michigan State Hotel Association was a booze fighter, a blind pig and poker joint operator, a dead-beat and a fugitive from justice. The second President is the landlord of the Hotel Dresden, which is notorious all over the country for its lack of courtesy, poor accommodations, poorer meals and out-

rageous overcharges. On the face of things, it looks as though the organization was hard up for presidential timber to elevate two such worthies to the highest office within the gift of the Association.

The Tradesman editor is in receipt of a letter from the Secretary of the Michigan State Hotel Association, requesting him to prepare a paper on Michigan Hotels for presentation at the second annual convention, to be held in the city Dec. 2 and 3. The invitation has been accepted and, if the traveling men will furnish the facts, statements will be made at that time which will hold up to public scorn and condemnation those landlords who are conducting hotels on the con game and graft game principle. The extent to which this can be done will depend altogether upon the promptness and fullness accorded this request.

Insurance Officials Must Keep Their Word.

Lansing, Nov. 9.—Lansing merchants are planning to take the initiative in the fight to compel insurance companies to live up to the promises made by their inspectors more than a year ago to the effect that rates here would be reduced as soon as improvements then under way were completed. Instead of any general reduction in basis rates, the companies, it is alleged, through their rating bureau, have announced a new set of rules which must be complied with before the expected reductions will be granted.

Meanwhile it is shown that while the total fire loss in Lansing was but \$31,000 during the past year, insurance companies took out of the city in premiums \$210,000. Discrimination against merchandise stocks is also alleged by the merchants, who say that rates on store contents have not been lowered in proportion to the rates on the buildings themselves.

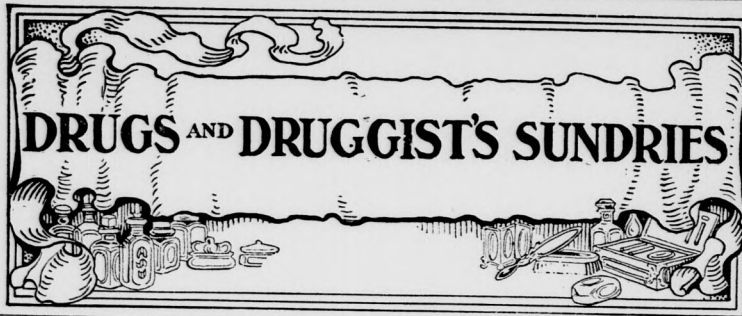
Thurlof Pope, manager of the insurance department of the Standard Real Estate Co., has been asked to address the Retail Merchants' Association at its November meeting on the present situation.

S. Armour will open a jewelry store at 421 Bridge street.

HOTEL CHARLEVOIX
CAFE IN CONNECTION
Cor. Monroe Ave. and Michigan St.
Grand Rapids, Mich.
Newly Furnished Running Water Private Baths
Rooms \$5.50, \$7.50, \$10.00
EUROPEAN MRS. M. BEDFORD, Manager



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



Suggestions for Clerks and Salesmen.

Victory in salesmanship necessarily implies activity. It is manifestly impossible for an inactive man to succeed of his own volition. The aphorism that laziness travels so slowly that poverty soon overtakes it is applicable to the career of every drug clerk and "drummer," each of whom needs a quick eye and a sensitive ear to catch the first gleam of external impressions. To the salesman who is prompt, business, like iron to the magnet, naturally drifts. Practical experience, not in a drug store, it is true, but in a department store, has shown that the prompt man gains from 25 to 50 per cent. more business than his less vigilant companion, giving him greater earning capacity. This attribute should, therefore, be assiduously cultivated. But promptness in a clerk does more than simply make sales; it gives the impression of thoroughness and confidence. Promptitude is necessary in both manner and speech. We may always rest assured that a man or woman who sells goods and who has cultivated the habit of promptly seeing and serving the customer will have success in selling any reliable and satisfactory article. The clerk who is wanting in initiative or who is weakly indifferent loses all the advantages that are won by those who show their personalities. Sales in drug stores are at times lost by an indifferent manner—a manner that is quite out-of-place in any store. Some clerks approach the prospective customer with a cheerless manner that suggests physical lassitude or mental indifference, both of which create a bad impression from the beginning. This attitude places a barrier between the clerk and the "prospect" which is not conducive to sales. This condition could not exist if approach and speech were made with suitable physical energy and cheerfulness.

It is quite possible that while acting with the best intentions a clerk's motives may be misconstrued, and his approach to the customer may be greeted by him—or more probably by her—with incivility or indifference. If, however, the clerk has learned to value human behavior with a true estimate, he will never feel disheartened by a rebuff. His own innate intelligence will assure him that it is part of his business to meet with reversals of feeling and opinion, and that he has lost nothing by being pleasant and maintaining a bearing of dignity and self-confidence.

Two essential traits of character as applied to salesmanship are earnestness and honesty. A man's vocation must be of direct and vital interest to him. He cannot pursue it with any degree of satisfaction or success without serious attention. Solicitude for its welfare

and a fixed desire for its growth and excellence have been the foundations of every permanent success.

The clerk or traveler who does not possess the nice distinctions of honor in the pursuit of his business, as well as enthusiastic interest in his work, would do well to change his occupation. Every clerk and every traveler as progressive factors in business require fortitude and loyalty to right principle. Anything short of these will prove a menace to the business represented by these men. The relation of character to salesmanship is a progressive one, one that as time passes on gains more and more permanent value.

To-day customers enjoy great security in buying. They have the privilege of exchanging a purchase for other goods, or even of claiming a cash refund. The idea that pleasant relations are the primary and profit the secondary consideration in "running" a drug store—or, indeed, any other kind of a store—has revolutionized the customers of years ago, and reciprocity and equity now play most important parts in the drama of retail business. Our present high standard of business is largely due to the exceptional leadership of a consciousness that has realized the trend of things and in the face of stubborn opposition has successfully set its course toward a new goal in the commercial world. Direct contact with many sources of supply has made it possible for the up-to-date drug store to carry goods comprising all satisfactory lines, with great variety and first-class service to the community. These modern methods of business require thoughtful care of the customer's interests, and ideas of service in the store are now on a very high plane. The community has been educated up to this plane. The element of competition forces high standards to the point of perfection, and the drug store which does not recognize the principles of good service and honorable methods is certain to fall into the shadows of commercial obscurity.

A drug clerk or a traveling salesman cannot be thoughtful and loyal and give good service unless he knows his subject; that is to say, has an acquaintance with the conditions surrounding himself, his merchandise, his customers and his house. He must know himself and be honest with himself, so that all his acts can be justified; he must know his goods to be able to sell them; so far as is practicable he should know his customers to enable him to give them the best service; and he must know his firm, corporation or "house," and have confidence in its methods and goods. If he cannot be an honest clerk or learn to know his stock, or sincerely attend to his customers' wants, to approve of

his firm's methods, he should either change his occupation, or get employment in a store in which he has confidence.

One of the most rash acts that a clerk can do is to make a thoughtless promise to a customer. Making promises is so delicate a matter that clerks will save time, trouble and energy by refraining from making them, unless they are quite sure they can be kept.

Errors are human and to a limited extent inevitable, but many of them can be eliminated by due respect for system and businesslike procedure, which must be conscientiously followed.

If goods are not in stock, but are expected the next day, a clerk should not promise the customer that they "will be delivered to him (or her) to-morrow, or the next day." This practice has lost many customers when the non-arrival of the goods at the store prevented the delivery of them to the purchaser. A thoroughly trained clerk would say: "We expect them to-morrow, and if they arrive they will be sent to you without delay." This would prepare the customer's mind for possible inability to send the articles the next day. Innumerable accidents may occur, none of which can be foreseen or provided for. Promises apply to the delivery of goods bought, and to obtaining goods not in stock. Up-to-date clerks should always exercise great caution in making promises. Assume that a store in a big city has five hundred disappointed customers every year. These need not be regarded as lost customers, but as people who trade at a store in an unfriendly spirit toward that store. Do we usually think

of this condition as injuring the store? Perhaps not, but it certainly does.

The cumulative influence of bad service in a drug store is a power so formidable that it does not require any reasoning or argument to prove its appalling results. But let us go a step further. Assume that an annual loss of only a hundred customers would mean a loss in sales of, at the very least, a thousand dollars a year, if the lost buyers have traded regularly at the store. These are obviously small figures, but they are sufficient to show why owners of drug stores must insist upon retaining in their establishments only those clerks who have a satisfactory knowledge of salesmanship, system and deportment, and why every possible effort must be made to train junior clerks in these important matters. In some stores there are clerks who do not seem to realize that much is expected of them, although a very little consideration would tell them very plainly that their duties require intelligence, courtesy, self-control.

Lawrence Irwell.

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

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

Druggists' Sundries and Holiday Goods

On account of very much improved conditions in general business throughout the country, the orders placed with us this season for holiday goods have been beyond our expectations. We have urged all of our customers and friends to look over our line early so that we can give them the best possible satisfaction.

Appreciating the increase in business we have enlarged our orders and can say that goods from foreign countries and from American manufacturers have come to us more promptly and more completely than we could at first expect. We are yet in a position to accommodate customers in the holiday line as well as the staple line, but ask for as early a date as possible.

May we have the pleasure of a visit in the near future?

Yours respectfully,

Hazeltine & Perkins Drug Co.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Chocolate
Cheese
Currants
Caraway Seed
Poppy Seed
Mustard Seed

DECLINED

Barley

Index to Markets

By Columns

		1	2
AMMONIA			
12 oz. ovals, 2 doz. box	75		
AXLE GREASE			
Frazer's			
1 lb. wood boxes, 4 doz.	3 00		
1 lb. tin boxes, 3 doz.	2 55		
3 1/2 lb. tin boxes, 2 doz.	4 25		
15 lb. pails, per doz.	6 00		
15 lb. pails, per doz.	7 20		
25 lb. pails, per doz.	12 00		
BAKED BEANS			
No. 1, per doz.	45@ 90		
No. 2, per doz.	75@1 40		
No. 3, per doz.	85@1 75		
BATH BRICK			
English	95		
BLUING			
Jennings'			
Condensed Pearl Bluing			
Small C P Bluing, doz.	45		
Large C P Bluing, doz.	75		
Folger's			
Summer Sky, 3 dz. cs.	1 20		
Summer Sky, 10 dz bbl	4 00		
BREAKFAST FOODS			
Apetito, Biscuits	3 00		
Bear Food, Pettijohns	2 13		
Cracked Wheat, 24-2	2 80		
Cream of Rice, 24-2	3 00		
Quaker Puffed Rice	4 25		
Quaker Puffed Wheat	3 45		
Quaker Bkfst Biscuit	1 90		
Quaker Corn Flakes	1 75		
Victor Corn Flakes	2 20		
Washington Crisps	1 85		
Wheat Hearts	2 05		
Wheatena	4 50		
Evaporated Sugar Corn	90		
Farinose, 24-2	2 70		
Grape Nuts	2 70		
Grape Sugar Flakes	2 50		
Sugar Corn Flakes	2 50		
Hardy Wheat Food	2 25		
Holland Rusk	3 20		
Krinkle Corn Flakes	1 75		
Maple-Corn Flakes	2 80		
Minn. Wheat Cereal	3 75		
Ralston Wheat Food	4 50		
Ralston Wht Food 10c	2 25		
Roman Meal	2 30		
Ross's Whole Wheat			
Biscuit	2 80		
Saxon Wheat Food	2 80		
Shred Wheat Biscuit	3 60		
Triscuit, 18	1 80		
Pillsbury's Best Cer'l	4 25		
Post Toasties, T-2	2 50		
Post Toasties, T-3	2 70		
Post Tavern Porridge	2 80		
BROOMS			
Fancy Parlor, 25 lb.	4 25		
Parlor, 5 String, 25 lb.	4 00		
Standard Parlor, 23 lb.	3 50		
Common, 23 lb.	3 25		
Special, 23 lb.	2 75		
Warehouse, 23 lb.	4 25		
Common, Whisk	1 00		
Fancy, Whisk	1 25		
BRUSHES			
Scrub			
Solid Back, 8 in.	75		
Solid Back, 11 in.	95		
Pointed Ends	85		
Stove			
No. 3	90		
No. 2	1 25		
No. 1	1 75		
Shoe			
No. 3	1 00		
No. 7	1 30		
No. 4	1 70		
No. 3	1 90		
BUTTER COLOR			
Dandelion, 25c size	2 00		
CANDLES			
Paraffine, 6s	7		
Paraffine, 12s	7 1/2		
Wicking	20		
CANNED GOODS			
Apples			
3 lb. Standards	@ 90		
No. 10	@ 75		
Blackberries			
2 lb.	1 50@1 90		
Standard No. 10	@ 25		
Beans			
Baked	85@1 30		
Red Kidney	75@ 95		
String	1 00@1 75		
Wax	75@1 25		
Blueberries			
Standard	1 40		
No. 10	6 50		
Clams			
Little Neck, 1 lb.	@1 25		
Clam Bouillon			
Burnham's 1/2 pt.	2 25		
Burnham's pts.	3 75		
Burnham's qts.	7 50		
Corn			
Fair	65@ 70		
Good	90@1 00		
Fancy	@1 30		
French Peas			
Monbadon (Natural)			
per doz.	1 75		
Gooseberries			
No. 2, Fair	1 35		
No. 2, Fancy	2 50		
Hominy			
Standard	85		
Lobster			
1/4 lb.	1 45		
1/2 lb.	2 25		
Picnic Flat	2 80		
Mackerel			
Mustard, 1 lb.	1 80		
Mustard, 2 lb.	2 80		
Soused, 1 1/2 lb.	1 60		
Soused, 2 lb.	2 75		
Tomato, 1 lb.	1 50		
Tomato, 2 lb.	2 80		
Mushrooms			
Buttons, 1/2s	@ 17		
Buttons, 1s	@ 33		
Hotels, 1s	@ 23		
Oysters			
Cove, 1 lb.	@ 75		
Cove, 2 lb.	@1 40		
Plums			
Plums	90@1 35		
Pears in Syrup			
No. 3 cans, per doz.	1 50		
Peas			
Marrowfat	90@1 00		
Early June	1 10@1 25		
Early June siftd	1 45@1 55		
Peaches			
Pie	1 00@1 25		
No. 10 size can pie	@ 25		
Pineapple			
Grated	1 75@2 10		
Sliced	95@2 60		
Pumpkin			
Fair	80		
Good	90		
Fancy	1 00		
No. 10	2 40		
Raspberries			
Standard	@		
Salmon			
Warrens, 1 lb. Tall	2 30		
Warrens, 1 lb. Flat	2 45		
Red Alaska	1 80@1 90		
Med. Red Alaska	1 40@1 45		
Pink Alaska	@1 20		
Sardines			
Domestic, 1/4s	3 70		
Domestic, 1/2 Mustard	3 75		
Domestic, 3/4 Mustard	3 25		
French 1/4s	7@14		
French, 1/2s	13@23		
Sauer Kraut			
No. 3, cans	90		
No. 10, cans	2 40		
Shrimps			
Dunbar, 1s doz.	1 45		
Dunbar, 1 1/2s doz.	2 70		
Succotash			
Fair	90		
Good	1 20		
Fancy	1 25@1 40		
Strawberries			
Standard	95		
Fancy	2 25		
Tomatoes			
Good	95		
Fancy	1 20		
No. 10	3 20		
Tuna			
1/4s, 4 doz. in case	2 60		
1/2s, 4 doz. in case	3 60		
1s, 4 doz. in case	5 60		
CATSUP			
Snider's pints	2 35		
Snider's 1/2 pints	1 35		
CHEESE			
Acme	@17		
Carson City	@17		
Brick	@18 1/2		
Leiden	@15		
Limburger	@18		
Pineapple	40		
Edam	@85		
Sap Sago	@22		
Swiss, domestic	@20		

3

CHEWING GUM

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

CHOCOLATE

Walter Baker & Co.	23
German's Sweet	35
Premium	35
Caracas	28
Walter M. Lowmyer Co.	32
Premium, 1/4s	32
Premium, 1/2s	32

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	1 85
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 72 Jute	1 10
No. 60 Sisal	1 00
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	36
Lowmyer, 1/4s	34
Lowmyer, 1/2s	34
Lowmyer, 3/4s	33
Van Houten, 1/4s	33
Van Houten, 1/2s	33
Van Houten, 3/4s	33
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	33

COCOANUT

Dunham's per lb.	
1/4s, 5 lb. case	30
1/4s, 5 lb. case	29
1/4s, 15 lb. case	29
1/4s, 15 lb. case	27
1/4s & 1/2s 15 lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	18
Bulk, barrels	12
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
25 10c pkgs., per case	2 60
16 10c and 33 5c pkgs., per case	2 60

COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23
Common Santos	20
Fair	20 1/2
Choice	21
Fancy	22
Peaberry	23
Common Maracabo	24
Fair	25
Choice	26
Fancy	26
Common Guatemala	25
Fair	26
Choice	27
Fancy	28
Private Growth	26@30
Mandling	31@35
Aukola	30@32
Short Mocha	26@27
Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	16 50

4

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

CONFECTIONERY

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

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

6		7		8		9		10		11																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
Butter		Boxes		Poles		Tallow		Smoked Meats		Mackerel																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
N B C Square		7 1/2	Seymour Round	7 1/2	N B C Sodas	7 1/2	N B C Picnic Oysters	7 1/2	Gem Oysters	7 1/2	Soda																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
N B C Sodas		7 1/2	Premium Sodas	8	Select Sodas	10	Saratoga Flakes	13	Saltines	13	Oyster																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
N B C Picnic Oysters		7 1/2	Gem Oysters	7 1/2	Shell	8 1/2	Sugar Wafer Specialties		Adora	1 00	Nabisco	1 00	Nabisco	1 75	Festino	1 50	Festino	2 50	Lorna Doone	1 00	Champagne Wafers	2 50																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																							
Above quotations of National Biscuit Co., subject to change without notice.		CREAM TARTAR		Barrels or Drums		40	Boxes	41	Square Cans	43	Fancy Caddies	48	DRIED FRUITS		Apples		Evaporated Choice blk.	Evaporated Fancy pkg.	California	8 1/2 @ 10	Corsican	16 1/2	Currents	Imported, 1 lb. pkg.	11 1/2	Imported, bulk	11 1/4	Peaches	Muir—Choice, 25 lb.	6 1/2	Muir—Fancy, 25 lb.	7 1/2	Fancy, Peeled, 25 lb.	12	Peel	Lemon American	12 1/2	Orange American	12 1/2	Raisins	Cluster, 20 cartons	2 25	Loose Muscatels, 4 Cr.	8 1/2	Loose Muscatels, 3 Cr.	8 1/4	L. M. Seeded, 1 lb.	8 3/4 @ 9	California Prunes	30-100 25 lb. boxes	@ 7 1/2	30-90 25 lb. boxes	@ 8 1/4	70-80 25 lb. boxes	@ 9 1/2	30-70 25 lb. boxes	@ 10	50-60 25 lb. boxes	@ 10 1/2	40-50 25 lb. boxes	@ 11	EVAPORATED MILK	Red Band Brand	Baby	2 40	Tall	3 50	5 case lots, 5c less; 10 case lots, 10c less.	FARINACEOUS GOODS	Beans	California Limas	6 1/2	Med. Hand Picked	3 75	Brown Holland	3 20	Farina	25 1 lb. packages	1 60	Bulk, per 100 lb.	4 50	Original Holland Rusk	Packed 12 rolls to container	3 containers (40) rolls	3 20	Hominy	Pearl, 100 lb. sack	2 50	Maccaroni and Vermicelli	Domestic, 10 lb. box	60	Imported, 25 lb. box	3 50	Pearl Barley	Chester	3 40	Portage	4 75	Peas	Green Wisconsin bu.	3 00	Split lb.	6 1/2	Sago	East India	5	German, sacks	5	German, broken pkg.	Tapoca	Flake, 100 lb. sacks	5 1/2	Pearl, 100 lb. sacks	5 1/2	Pearl, 36 pkgs.	2 25	Minute 36 pkgs.	2 75	FISHING TACKLE	1/2 to 1 in.	6	1 1/2 to 2 in.	7	1 1/2 to 2 in.	9	1 1/2 to 2 in.	11	2 in.	15	3 in.	20	Cotton Lines	No. 1, 10 feet	5	No. 2, 15 feet	7	No. 3, 15 feet	9	No. 4, 15 feet	10	No. 5, 15 feet	11	No. 6, 15 feet	12	No. 7, 15 feet	15	No. 8, 15 feet	18	No. 9, 15 feet	20	Linen Lines	Small	20	Medium	26	Large	34	Bamboo, 14 ft., per doz.	55	Bamboo, 16 ft., per doz.	60	Bamboo, 18 ft., per doz.	80	FLAVORING EXTRACTS	Jennings D C Brand	Extract Lemon Terpenless	Extract Vanilla Mexican	Both at the same price.	No. 1, F box 3/4 oz.	85	No. 2, F box, 1 1/4 oz.	1 20	No. 4, F box, 2 1/2 oz.	2 25	No. 3, 2 1/2 oz. Taper	2 00	No. 2, 1 1/2 oz. flat	1 75	FLOUR AND FEED	Grand Rapids Grain & Milling Co.	Winter Wheat	Purity Patent	6 00	Fancy Spring	6 75	Wizard Graham	5 60	Wizard, Gran. Meal	4 80	Wizard Buckw't cwt.	3 60	Rye	6 25	Valley City Milling Co.	Lily White	6 50	Light Loaf	6 10	Graham	2 60	Granena Health	2 70	Gran. Meal	1 90	Bolted Meal	1 80	Voigt Milling Co.	Voigt's Crescent	6 50	Voigt's Royal	6 90	Voigt's Flourloft	6 50	Voigt's Hygienic Gra-ham	5 35	Watson-Higgins Milling Co.	Perfection	6 35	Tip Top Flour	5 80	Golden Sheaf Flour	5 30	Kern's Success	5 90	Marshall's Best Flour	5 90	Worden Grocer Co.	Quaker, paper	5 80	Quaker, cloth	5 90	Kansas Hard Wheat	Voigt Milling Co.	Calla Lily	6 50	Worden Grocer Co.	American Eagle, 1/8s	6 20	American Eagle, 1/4s	6 10	American Eagle, 1/2s	6 00	Spring Wheat	Roy Baker	Mazepa (new)	5 75	Golden Horn Bakers	5 65	Wisconsin Rye	5 85	Bohemian Rye	5 25	Judson Grocer Co.	Ceresota, 1/4s	6 60	Ceresota, 1/2s	6 50	Ceresota, 3/4s	6 40	Voigt Milling Co.	Columbian	6 25	Worden Grocer Co.	Wingold, 1/4s cloth	6 60	Wingold, 1/2s cloth	6 40	Wingold, 3/4s cloth	6 30	Wingold, 1/2s paper	6 35	Wingold, 1/4s paper	6 30	Wheat	New Red	1 00	New White	98	Michigan carlots	36	Less than carlots	38	Corn	Carlots	76	Less than carlots	78	Hay	Carlots	16 00	Less than carlots	18 00	Street Car Feed	31 00	No. 1 Corn & Oat Fd	30 00	Cracked Corn	30 00	Coarse Corn Meal	30 00	FRUIT JARS	Mason, pts., per gro.	4 65	Mason, qts., per gro.	5 00	Mason, 1/2 gal. per gro.	7 40	Mason, can tops, gro.	2 25	GELATINE	Cox's, 1 doz. large	1 45	Cox's, 1 doz. small	90	Knox's Sparkling, doz.	1 25	Knox's Sparkling, gr.	14 00	Knox's Acidu'd doz.	1 25	Minute, 2 qts. doz.	1 10	Minute, 2 qts., 3 doz.	3 25	Nelson's	1 50	Oxford	75	Plymouth Rock, Phos.	1 25	Plymouth Rock, Plain	90	GRAIN BAGS	Broad Gauge	18	Amoskeag	19	Herbs	Sage	15	Hops	15	Laurel Leaves	15	Senna Laves	25	HIDES AND PELTS	Hides	Green, No. 1	14	Green, No. 2	13	Cured, No. 1	16	Cured, No. 2	15	Calfskin, green, No. 1	15	Calfskin, green, No. 2	13 1/2	Calfskin, cured, No. 1	16	Calfskin, cured, No. 2	14 1/2	Pelts	Old Wool	60 @ 1 25	Lambs	15 @ 25	Shearlings	10 @ 20	Blot	1 45	Bugle, 16 oz.	3 84	Bugle, 10c	11 00	Dan Patch, 8 and 16 oz.	32	Dan Patch, 4 oz.	11 52	Dan Patch, 2 oz.	5 75	Fast Mail, 16 oz.	7 80	Hawatha, 16 oz.	60	Hawatha, 5c	5 40	May Flower, 16 oz.	9 35	No Limit, 8 oz.	1 80	No Limit, 16 oz.	3 60	Offbwa, 8 and 16 oz.	4 90	Offbwa, 10c	11 10	Offbwa, 5c	1 85	Petoskey Chief, 7 oz.	2 00	Petoskey Chief, 14 oz.	4 00	Peach and Honey, 5c	5 75	Red Bell, 16 oz.	3 98	Red Bell, 8 foll	1 98	Sterling, L & D 5c	5 75	Sweet Cuba, canister	9 16	Sweet Cuba, 5c	5 75	Sweet Cuba, 10c	95	Sweet Cuba, 1 lb. tin	4 50	Sweet Cuba, 1/2 lb. foll	2 55	Sweet Burley, 5c L&D	5 75	Sweet Burley, 8 oz.	2 45	Sweet Mist, 16 oz.	4 90	Sweet Mist, 1/2 gro.	5 70	Telegram, 5c	5 75	Tiger, 5c	6 00	Tiger, 25c cans	2 40	Uncle Daniel, 1 lb.	6 22	Uncle Daniel, 1 oz.	5 22	Plug	Am. Navy, 16 oz.	32	Apple, 10 lb. butt	35	Drummond Nat. Leaf, 2 and 5 lb.	60	Drummond Nat. Leaf, per doz.	96	Battle Ax	32	Bracer, 6 and 12 lb.	30	Big Four, 6 and 16 lb.	32	Boot Jack, 2 lb.	90	Boot Jack, per doz.	96	Bullion, 16 oz.	46	Climax Golden Twins	48	Climax, 14 1/2 oz.	47	Climax, 7 oz.	47	Day's Work, 7 & 14 lb.	38	Crema de Menthe, lb.	28	Derby, 5 lb. boxes	62	5 Bros., 4 lb.	66	Four Roses, 10c	90	GIH Edges, 2 lb.	50	Gold Rope, 6 and 12 lb.	58	Gold Rope, 4 and 8 lb.	58	G. O. P., 12 and 24 lb.	40	Granger Twist, 6 lb.	46	G. T. W., 10 and 21 lb.	36	Horse Shoe, 6 and 12 lb.	43	Honey Dip, Twist, 5 and 10 lb.	45	Jolly Tar, 5 and 8 lb.	40	J. T., 5 1/2 and 11 lb.	40	Kentucky Navy, 12 lb.	32	Keystone Twist, 6 lb.	45	Kismet, 6 lb.	48	Maple Dip, 20 oz.	28	Merry Widow, 12 lb.	32	Nobby Spun Roll 6 & 3 1/2	58	Parrot, 12 lb.	32	Patterson's Nat. Leaf	93	Peachey, 6, 12 & 24 lb.	41	Picnic Twist, 5 lb.	45	Piper Heldstock, 4 & 7 lb.	69	Piper Heldstock, per doz.	96	Polo, 3 doz., per doz.	48	Redicut, 1 1/2 oz.	38	Scrapple, 2 and 4 doz.	48	Sherry Cobble, 4 doz.	48	Spear Head, 12 oz.	32	Spear Head, 14 1/2 oz.	44	Spea Head, 7 oz.	47	So. Seal, 7 1/4 & 28 lb.	30	Star, 6, 12 and 24 lb.	43	Standard Navy, 7 1/2 lb.	35	Ten Penny, 6 and 12 lb.	34	Town Talk, 14 oz.	31	Yankee Girl, 12 & 24 lb.	31	Scrap	All Red, 5c	5 76	Am. Union Scrap	5 40	Bag Pipe, 5c	5 88	Cutlas, 2 1/2 oz.	26	Globe Scrap, 2 oz.	30	Happy Thought, 2 oz.	30	Honey Comb Scrap, 5c	5 76	Honest Scrap, 5c	1 55	Mail Pouch, 4 doz. 5c	20	Old Songs, 5c	5 76	Old Times, 1/4 gro.	5 50	Polar Bear, 5c, 1/4 gro.	5 76	Red Band, 5c, 1/4 gro.	5 76	Red Man Scrap, 5c	1 42	Scrapple, 5c pkgs.	48	Sure Shot, 5c 1/4 gro.	5 76	Yankee Girl Scrap 2oz.	5 76	Pan Handle Scrap 1/4gr	5 76	Peachey Scrap, 5c	5 76	Union Workman, 2 1/4	60

SPECIAL PRICE CURRENT

12

Smoking	
All Leaf, 2 1/2 & 7 oz.	30
BB, 3 1/2 oz.	6 00
BB, 7 oz.	12 00
BB, 14 oz.	24 00
Bagdad, 10c tins	11 52
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 20c	1 60
Banner, 40c	3 20
Belwood, Mixture, 10c	94
Big Chief, 2 1/2 oz.	6 00
Big Chief, 16 oz.	5 80
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 76
Carnival, 15 oz.	40
Cigar Clip'g. Johnson	30
Cigar Clip'g. Seymour	30
Identity, 3 and 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pls	5 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	77
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug	53
F. O. B. 10c	11 52
Four Roses, 10c	92
Full Dress, 1 1/2 oz.	76
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 60
Gail & Ax Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	90
Le Red, 3 oz.	10 80
Le Red, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	90
Mayflower, 20c	1 82
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Hair, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Piazza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 52
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44

13

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

TWINE

Cotton 3 ply	22
Cotton 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	10 1/2

VINEGAR

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

WICKING

No. 0, per gross	35
No. 1, per gross	45
No. 2, per gross	55
No. 3, per gross	80

WOODENWARE

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

Butter Plates

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

Wire End

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

Churns

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

Clothes Pins

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

Egg Crates and Fillers

Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	
sets	1 85
Case, medium, 12 sets	1 15

Faucets

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

14

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

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

Toothpicks	
Birch, 100 packages	2 00
Ideal	85

Traps	
Mouse, wood, 2 holes	22
Mouse, wood 4 holes	45
10 qt. Galvanized	1 56
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

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

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

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

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

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

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

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

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

15

BAKING POWDER
K. C.

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

Royal

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

CIGARS

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

Worden Grocer Co. Brands	
Canadian Club	

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

COFFEE

OLD MASTER COFFEE

Old Master Coffee	31
San Marto Coffee	31

FITZPATRICK BROTHERS' SOAP CHIPS

BBLs.	
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

16

Roasted
Dwinnell-Wright Brands

White House, 1 lb.	
White House, 2 lb.	
Excelsior, Blend, 1 lb.	
Excelsior, Blend, 2 lb.	
Tip Top Blend, 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	

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.

Must Be Sold At Once—Store stock and fixtures. We have a small line of dry goods and a fine stock of groceries. This store is in a fine location and am selling \$12,000 per year. Between \$1,500 and \$2,000 will take this business. If you are interested write us. Reason for selling going into produce business. Nearly all cash business. Come and see. Dillon Bros., New Lothrop, Mich. 592

Meat Market—We have a fine new store for rent; 300 families and twenty-five new homes building; no competition. This is a rare opportunity to start in a new district. Address Villa Park Consumers Co., Elmhurst, Illinois. 593

Saw Mill For Sale—Consisting of rotary and band resaw, two planers and various other machinery. Address Lock Box 17, Mattoon, Wisconsin. 610

For Sale—Established business in implements, wagons, buggies, fruit packages, cooperage, coal yard, my own buildings and home at Millburg, Berrien county, six miles east of Benton Harbor, on interurban. Will sell cheap for cash or exchange for a good stock or grain farm. For particulars, write owner, Will Kitron, Benton Harbor, R. F. D., Michigan 600

For Sale—An established business of gent's furnishings shoes and tailoring in the best location in the city of Detroit. Stock will inventory about \$4,500 or \$5,000. Will sell at 100c on dollar. Lease and good will goes with it. This is spot cash, no trade. A chance for somebody. Reason for selling, other business. Address No. 588, care Tradesman. 588

For Sale—Drug stock located in upper half of Lower Michigan; county seat; population 2,500; two railroads. Stock consists drugs, baseball, small musical goods and candy. Largest school supply store in Northern Michigan; modern floor cases, plate glass tops. Two-story brick, center of town. Rent reasonable. Inventory \$1,500. Wish to retire. Address No. 589, care Tradesman. 589

For Sale—Most modern up-to-date grocery in San Diego, Calif. Closest in grocery, center shopping district. Low rent, long lease. Invoice about \$4,000. Owner compelled to leave city. Address Owner, P. O. Box 193, San Diego, California. 590

Have you any old goods that you would like to sell for cash? I can get you the cash. Ask me how. C. N. Harper, 914 Westminster Bldg., Chicago. 591

For Sale—Drug and grocery store in thriving northern railroad village of 500. Only drug store in seven miles in good farming region in center of resort country. Address No. 594, care Michigan Tradesman. 594

A Real Dairy—In a live town of 10,000, Manhattan, the home of the Kansas State Agricultural College; are doing good business, with bright prospects. Address Abbott & Son, Manhattan, Kansas. 595

For Sale—Stock general merchandise, two brick stores with living rooms for \$3,000 cash. Address Box 253, Potterville, Michigan. 596

Hotel De Haas, recently thoroughly remodeled, a thirty-five room brick hotel, fifteen other rooms available, on main corner in Fremont, a live growing town of 2,500 in the fruit belt of Western Michigan; this is a money maker, as it is the only first-class hotel here; cost \$30,000; will sell for \$17,000; easy terms; will not rent; reason, age. No license and four sub-rentals. Address Dr. N. De Haas, Fremont, Michigan. 597

Drug Store For Sale—Stock and fixtures, \$1,800. No other pharmacist. L. Gordon, Vermont, Illinois. 598

For Sale—Or might exchange for real estate in city if location suited, \$9,000 stock of clothing, shoes and furnishings; old established business clean and up-to-date, in one of Michigan's best towns of about 1,500. Easy terms or can reduce stock to accommodate purchaser. Address No. 601, care Michigan Tradesman. 601

Wholesale Stock For Sale—Best wholesale locality in Detroit. Stock consists of knit goods, notions, handkerchiefs, jewelry, ladies' hand bags, men's belts, suspenders, garters, etc., inventorying about \$15,000. A rare opportunity to engage in business in Detroit. Cash, or will accept good income property. Act quick, as this stock will be sold in the next two weeks. Good reason for selling. Address No. 602, care Michigan Tradesman. 602

For Rent—Building at 949 Cherry St. A-1 place for meat market. Next to Maloney's grocery. Enquire G. Heyt, 949 Cherry St., Grand Rapids, Michigan. 599

General store town of 700; 55 miles from Detroit, surrounded by best farming section in Michigan; terms to suit; \$4,000 stock. Address Lock Box 326, Linden, Michigan. 603

Wanted—Furniture and undertaking business in live Southern Michigan town of 1,500 to 3,000 inhabitants. Have cash. Address C, care Michigan Tradesman. 604

For Sale—At a bargain including meat market outfit, McRea cooler, blocks, counters, etc. Address B. E. Rine, Economy Market, Petoskey, Mich. 605

For Sale Or Exchange—For stock of merchandise, 400 acres of unimproved land in Gladwin county. Answer at once for a good deal. Address D. S. R., Lock Box 2, Beaverton, Michigan. 607

Wanted—To hear from owner of good mercantile stock for sale. Box 1735, Houston, Texas. 608

For Sale—Good clean hardware stock doing good business. Invoice about \$4,000. Address No. 609, care Tradesman. 609

For Sale—Two meat markets located at 112 Michigan street and one at the corner of Walker and Garfield avenues. Good locations and doing fine business. I have three markets and since the death of my brother have not been able to take care of all. One requires all my time. Address Walter Thomasma, 400 Leonard St., Grand Rapids, Mich. 560

For Sale—Complete drug store outfit. No stock. Prescription case, show cases and display racks. Five hundred drug drawers and 1,000 display jars. Soda fountain, all complete. Must be moved at once. Address W. Maxwell, 120-124 West Water St., Kalamazoo, Mich. 584

Will Exchange Farm for General Stock—65-acre fruit farm and summer resort property, located on a beautiful Northern Michigan lake. New seven room house. Will exchange for general stock or any good mercantile line. Address No. 585, care Michigan Tradesman. 585

For Sale—House and lot. Also candy and cigar store doing good business; will sacrifice same on account of health; worth while investigating. Ed. C. Lemerand, Monroe, Michigan. 516

For Sale—A first-class stock of men's and boys' clothing and furnishings. Located in one of the best sections of Michigan in a city of 4,500 people. Stock will invoice about \$15,000, all new fall merchandise. This store has been a money maker since it was opened five years ago and never offered for sale before. Stock can be reduced to suit purchaser. Address No. 578, care Michigan Tradesman. Bankrupt stock buyers and sales agencies need not answer. 578

For Sale—Shoe, feed, seed, grocery business on Eighth street 39 years. Only feed store, town 3,000; double stores, steam, electric; reason for selling old age. Rent reasonable. Philip Stockinger, Bremen, Indiana. 577

For Sale—Meat market; the best little market in the city, right down town; the best of fixtures; good reason for selling; write for information. P. O. Box 486, Battle Creek, Michigan. 581

For Sale—Complete furnishing of Bayport Hotel with well established business. Right price to right party. Apply D. E. Johnston, Prop., Bayport, Mich. 570

Business Opportunity—Wanted, a responsible firm or individual, experienced in the grain business to establish and operate a second elevator in a live town in the center of the best agricultural district in this State. Located on the T. S. & M. Branch of the Grand Trunk Railway. No better opening in the State for a responsible dealer with available capital. Local capital can be secured if desired. For particulars call on or address the Farmers & Merchants State Bank, Carson City, Michigan. 572

Will Trade—Good Tennessee, Indiana, or other farms, income properties, Florida homes, etc., for merchandise, or best offers. Write me. By gum. Phillips, Manchester, Tennessee. 574

Safes Opened—W. L. Slocum, safe expert and locksmith. 1 Ionia Ave. N. W., Grand Rapids, Michigan. 104

For Sale—Clean, up-to-date stock of dry goods and groceries, in good town with electric lights and water works, good farm trade. Box 342, Saranac, Michigan. 576

Hotel and furniture with bar; only hotel in town 1,800, doing \$20,000 yearly. Health positively reason. Take farm, hardware. Describe fully first letter. Address No. 546, care Tradesman. 546

Best location for new shoe store, drug store or clothing store in fastest growing city in Southern Michigan. New modern steam heated block now being built, for first-class tenants, on the main business street, in the line of transit between three railway depots. Newest and finest moving picture house in the same block. Address J. F. Walton, Sturgis, Michigan. 568

A Light Manufacturing Business For Sale—On investment of \$1,000 you can make \$2,500 annually; stock and machinery inventories more than I will sell it for. Nicol, 426 Hammond Bldg., Detroit. 575

Jewelry Business—In growing Southern Michigan town. Fine opening for right man. Investment small. Address No. 567, care Michigan Tradesman. 567

Hardware For Sale—About \$5,000 stock and fixtures in a town of 1,500 population. Central Michigan. Annual business \$20,000 to \$22,000 per year. Stock clean, location best. Furniture and fixtures about \$700. Enquire W. C. Hopson Co., 220 Ellsworth Ave., Grand Rapids, Michigan. 569

For Sale—Long established general merchandise business in village surrounded by fine farms. Money making location. Long time lease. Good reasons. W. F. Beatty, New Lothrop, Mich. 582

For Sale—Clean stock general merchandise in one of best towns 800 population Central Michigan; finest country around. Will reduce stock to \$2,000 or \$2,500, and sell stock and fixtures at inventory, one-half down, balance on contract. Address No. 583, care Tradesman. 583

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., Reedburg, Wisconsin. 963

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 Quinteri, Paw Paw, Michigan. 534

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 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. Standard 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

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

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

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

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

For Sale—Meat market at Kalamazoo; up-to-date; doing good business. Owner wishes to retire. This is an exceptionally good chance. Will bear close investigation. Address No. 553, care Tradesman. 553

For Sale—Grocery and china stock in live Southern Michigan town. Invoices about \$5,000. Established 34 years. Present owners 16 years. Leading store in town. Modern building, two floors, basement and warehouse at reasonable lease. Will continue as a money maker for any hustler. Address No. 554, care Michigan Tradesman. 554

Wanted—Stock general merchandise, clothing or shoes. State size of stock. M. A. Jestic, Carthage, Illinois. 555

To Exchange By Owner—320 acres fine wheat ranch, cultivated, Southern Idaho. Price \$12,800, for general merchandise. Address, Box 43, Aberdeen, Idaho. 562

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

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

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

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

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.

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

HELP WANTED.

Wanted—At once capable, honest and energetic young man with good knowledge of the business to manage carpet and drapery department. Send recommendations. Apply to the Mills Dry Goods Company, Lansing, Mich. 606

Your Citizens Phone



Places you in touch with 200,000 telephones in Michigan

85,000 telephones in Detroit

Direct Copper Metallic Long Distance Lines

Citizens Telephone Company

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Nov. 3.—In the matter of John H. Rigden, bankrupt, Grand Rapids, final meeting of creditors was held this date. The final report and account of the trustee, showing total receipts of \$252.87, disbursements of \$96.97 and a balance on hand of \$155.90, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. There will not be sufficient assets to pay a dividend to the general creditors. It was determined that a certificate be made recommending the bankrupt's discharge. The final order for distribution has been entered.

Nov. 4.—Charles N. Albrecht, doing an electrical business at Coopersville, has this day been adjudged a bankrupt on his voluntary petition, the matter referred to Referee Wicks, who has also been appointed as receiver, pending the election of a trustee. Millard Durham, Coopersville, is in charge as custodian for the receiver. The first meeting of creditors has been called for Nov. 18, at which time creditors may appear, elect a trustee, prove their claims and transact such other business as may properly come before the meeting. The assets are listed at \$1,126.61, and the following are listed as creditors:

Preferred.
Luella Bryer, Coopersville\$ 93.18
Unsecured.

F. Bissel, Toledo\$113.75
Bixby Office Supply Co., Grand Rapids 9.02
Beckley Ralston Co., Chicago 71.58
Champion Brass Works, Coldwater 31.61
DeVos & Son, Coopersville 17.50
Forbes Stamp Co., Grand Rapids 2.35
General Supply Co., Detroit 18.84
Goodyear Tire Co., Akron 30.55
W. B. Jarvis Co., Grand Rapids 82.85
Haverford Cycle Co., Chicago 2.08
Jewell Electric Co., Chicago 5.00
Lewis Electric Co., Grand Rapids 7.02
Lockwood, Lutkemeyer & Henry Co., Cleveland 74.04
C. J. Litcher Co., Grand Rapids 71.41
Lindstrom Smith Co., Chicago 9.74
Michigan Tire Co., Grand Rapids 23.37
Thomas Murphy, Red Oak, Iowa 7.00
Morley Brothers, Saginaw 141.60
Marquette Lbr. Co., Grand Rapids 5.74
Mich. Engraving Co., Grand Rapids 9.38
Manhattan Electrical Supply Co., Chicago 10.14
New York Lighting Fixtures Co., New York 17.90
Nineteen Hundred Washer Co., Binghamton, N. Y. 38.09
H. J. Peters, Chicago 39.49
Reliance Instrument Co., Chicago 24.00
Standard Oil Co., Grand Rapids 18.62
A. W. Shaw Co., Chicago 2.00
Vacuum Oil Co., Chicago 18.20
Valley City Plating Co., Grand Rapids 4.11
Western Electric Co., Chicago 56.50
Willard Storage Battery Co., Chicago 1.55
Julius Andrea & Sons, Milwaukee 78.17
Willis Transfer Co., Grand Rapids 10.00
S. F. Bowser, Port Wayne 135.50
Oliver Typewriter Co., Chicago 33.50
Pres-O-Lite Co., Detroit 14.62
Syracuse Safe Co., Syracuse 20.00
G. W. Todd Co., Rochester 25.00
G. R. Supply Co., Grand Rapids 207.43
Julius Andrea & Sons, Milwaukee 75.01

In the matter of Harry Padnos, bankrupt, Holland, a special hearing was this day held on certain large contested claims against the estate. Witnesses were sworn, testimony taken and the claims submitted, briefs of the claimants and trustee of this estate to be filed. Upon the outcome of these claims depends the amount of dividends that will be paid to the general creditors.

Nov. 5.—John W. Cruise, a real estate broker of Honor, has this day been adjudged a bankrupt on the petition of the Citizens Telephone Co., John W. Goodspeed and Frank Gardner, all of Grand Rapids. An order has been made directing the bankrupt to file in court a schedule of his assets and liabilities, upon the receipt of which the first meeting of creditors will be called.

Nov. 6.—In the matter of William A. McFarland, bankrupt, Ionia, the trustee has filed his final report and account and the final meeting of creditors has been called. The final report and account shows that the trustee has neither received nor paid out any funds belonging to this estate. There will be no dividends.

In the matter of Henry Boone, bankrupt, Holland, the trustee has filed his final report and account, which shows total receipts from the sale of assets, collection of accounts receivable, etc., \$200.50, disbursements for administration expenses of \$8.50 and a balance on hand of \$192.00, and the final meeting of creditors has been called for Nov. 16.

In the matter of the Coronet Corset Company, bankrupt Grand Rapids, the trustee has filed a report and petition, showing that the result of the litigation in the Circuit Court of Kent county, wherein the trustee sued certain stockholders of the bankrupt for alleged unpaid stock subscriptions, resulted in judgment for the trustee of \$1,500 against

some of the stockholders and \$1,225 against one of the stockholders. The trustee believes the judgment to be erroneous and asks for authority to appeal the same to the Supreme Court of Michigan for the purpose of having the decision reversed or modified. It is the contention of the trustee that there is sufficient liability upon which he should collect from the stockholders, which, if collected, would pay the creditors of this estate 100 cents on the dollar. It is stated in the petition that if the decision is not reversed or modified, that there can be no further dividends for creditors. The estate has heretofore paid three dividends aggregating the sum of 30 per cent. An order has been issued to all creditors to show cause why the prayer of the trustee's petition should not be granted.

Nov. 8.—Don W. Lydell, of Paris, Mead county, has this day been adjudged a voluntary bankrupt on his own petition, the matter referred to Referee Wicks, who has also been appointed receiver, pending the election of a trustee. George E. Hurst, Paris, is in charge of the assets as custodian for the receiver. The bankrupt formerly conducted a grocery store at Paris. The first meeting of creditors has been called for Nov. 22, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The assets are shown in the petition at the sum of \$840.90 and the following are shown as creditors of the bankrupt:

Preferred.
George E. Hurst, Paris, labor\$ 62.85
Secured.

Ellen Saunders, Branch, real estate mortgage\$626.83
Lauretta McFarland, Paris, chattel mortgage 374.50
Detroit Automatic Scale Co., title contract 35.00
Unsecured.
National Grocery Co., Grand Rapids\$230.16
Rademaker-Dooce Co., Grand Rapids 135.00
Michigan Cigar Co., Big Rapids 64.87
Booth Fisheries Co., Charlevoix 12.80
Merchants' Mercantile Agency, Pittsburg 10.00
United States Oil Co., Cleveland 18.55
H. Van Eenennaam & Bro., Zeeland 16.10
Straub Bros. & Amiotte, Traverse City 89.69
Jackson Corset Co., Jackson 11.50
Dominion Cigar Co., Big Rapids 10.50
Iowa Soap Co., Burlington 37.00
Valley City Milling Co., Grand Rapids 91.90
Ideal Clothing Co., Grand Rapids 10.00
Washburn-Crosby Co., Grand Rapids 20.00
L. J. Stimson, Big Rapids 14.20
First National Bank, Reed City 76.99
Citizens State Bank, Big Rapids 25.15
Big Rapids Savings Bank 25.15
Endorser liability.
First National Bank, Reed City\$ 75.00
Big Rapids Savings Bank 25.00
Citizens State Bank, Big Rapids 31.41

Manufacturing Matters.

Detroit—The Christie-Klein Forge Co. has increased its capital stock from \$3,000 to \$10,000.

Detroit—The Columbia Castings Co. has increased its capitalization from \$30,000 to \$100,000.

Hastings—The Consolidated Press & Tool Co. has increased its capital stock from \$75,000 to \$300,000; also changed its name to Consolidated Press Co.

Detroit—The Retlaw Manufacturing Co., manufacturer of tank gauges for automobiles and motor boats, has increased its capital stock from \$20,000 to \$30,000.

Detroit—The Majestic Belt Co. has been incorporated with an authorized capital stock of \$10,000, all of which amount has been subscribed and paid in in cash.

Ann Arbor—The Washtenaw Lumber Co. has engaged in business with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed and paid in in cash.

Detroit—The Automatic Carburetor Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and \$1,500 paid in in cash.

Detroit—The Hehle Manufacturing Co. has incorporated to carry on a general machine shop business with

an authorized capitalization of \$15,000, all of which has been subscribed and paid in in property.

Detroit—The Ainsworth Manufacturing Co. has been organized to manufacture automobile accessories with an authorized capitalization of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Beach-Cross Body Co. has been organized to manufacture automobile and delivery bodies, trucks and truck bodies and accessories with an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash.

Saginaw—Joseph Amley, of Linwood, has filed suit in the Circuit Court against the Saginaw Milling Co. for \$10,000 damages for the death of his father, Jos. Amley, Sr., who was run down by a salesman of the company who was driving an automobile.

Ann Arbor—The A. E. Jennings Co. has engaged in business to manufacture and deal in burial devices, vacuum cleaners and mechanical devices with an authorized capital stock of \$35,000 common and \$15,000 preferred, of which amounts \$10,000 common and \$15,000 preferred has been subscribed, \$100 common and \$900 preferred paid in in cash and \$7,400 common and \$14,100 preferred paid in in property.

Kalamazoo—The stock of the Southern Michigan Paper Co. has been taken over by Arthur T. Birmingham, of New York City, Henry G. Prosser, of Chicago, and Louis P. Simonds, of this city. The company will be incorporated and the plant of the Baker-Hoekstra Co., at Kalamazoo avenue and East Main street, which has been leased for a number of years, will be enlarged and improved to meet the demands of the company.

Peculiar Tea Situation.

Philadelphia, Nov. 8.—The present tea situation as far as Philadelphia is concerned is a remarkably peculiar one, as it also is for the dealers in tea in New York, the prime question being one of whether this or that shipment of teas will or will not be released. We are told that the inspectors are "really and truly" living up to the law—that is, to allow no teas to come in which are not up to the standards fixed by the Commission.

There is no doubt that last season a considerable amount of Congous were passed that in reality should have been re-exported or condemned for destruction. It was a disgrace to admit them.

The examiners are now on solid ground. They are rejecting teas which do not come up to the standards. If they continue to faithfully adhere to their present actions, the importer cannot blame them, but if they should let down the bars, as they did to a certain extent last year, it will indeed be a glaring mistake and will of necessity work hardship to all.

Therefore it is to be hoped that they will falter not, but "hew to the line" and "stand by the standards."

There is over here a strong belief among most of the trade that it is good policy at the present time to keep a full supply of teas and coffee on hand, as when Congress gets to work to find out where all the money is to come from to finance the en-

largement of the army and navy forces it is almost taken for granted that a duty on tea and coffee is bound to be imposed. One tea man over here is even now getting his finances in such a condition as to warrant him in making large purchases of teas at present prices.

Thomas Martindale.

Creamery Men to Contest Appeal.

Saginaw, Nov. 8.—Decision to stand by its members in their fight with the Pere Marquette Railroad, concerning alleged underbilling of butter, was taken Nov. 4 by the Michigan Association of Creamery Owners and Managers, which met in a regular quarterly session at the Hotel Vincent. This question was practically the only matter discussed at the meeting, which followed a banquet at the hotel.

The underbilling cases in question involve about \$8,000 from members of the Association. The case brought up some time ago in Ithaca, Gratiot county, was thrown out of court in the Circuit Court and the Railroad has given notice that an appeal to the Supreme Court will be taken. All the members present at the meeting at the Vincent subscribed liberally to a fund for securing legal counsel to defend the creameries.

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

Buffalo, Nov. 10.—Creamery butter, fresh, 26@29½c; dairy, 22@27c; poor to common, all kinds, 18@21c.

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

Eggs—Choice fresh candled, 32@33c; fancy, 40@45c; at mark, 27@32c.

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

Beans—Medium, \$3.90; pea, \$3.75; Red Kidney, \$4@4.25; White Kidney, \$4@4.25; Marrow, \$4.50.

Potatoes—New 65@80c per bu. Rea & Witzig.

Death of Detroit Hardware Dealer.

Henry C. Weber, founder of the hardware firm of Henry C. Weber & Co., 230-232 Woodward avenue, died at his home in this city last week after a short illness. Mr. Weber was born in Detroit April 5, 1855, and had been in the hardware business since 1875, when he formed a partnership with M. Limbach. The firm moved into its new location last week, which gives it one of the finest retail hardware stores in the country.

Filibert Roth, head of the Department of Forestry, University of Michigan, is President of the Civic Association of Ann Arbor and his annual report shows that the organization has been doing most commendable work in many directions.

DeLoof Bros., meat dealers at 1501 Lake Drive, have dissolved partnership and the business will be continued by James De Loof, who has taken over the interest of his brother, Henry.

O. L. Cahen is about to engage in the men's furnishing goods business in the Pantlin Hotel building.

BUSINESS CHANCES.

Wanted—To purchase a good drug stock in live town of 2,000 or more. Must be a live proposition. Address No. 611, care Michigan Tradesman. 611

Wanted—A partner, well established hardware, plumbing and tinning business. One of the best growing cities in Indiana. Population 15,000. Need more capital and help. Box 33, South Bend, Indiana. 612

Grocery-Market For Sale—Bargain. Small suburb fifteen miles from Chicago on C. B. & Q. railroad; \$1,200; good reason for selling; will consider exchange for property. H. Rossman, La Grange, Illinois. 613

You have a steady seller in **GOLD DUST**



Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent.

Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order

THE N. K. FAIRBANK COMPANY
MAKERS

**"Let the GOLD DUST TWINS
do your work"**

Don't Delay

Sending in that order for your Fall and Holiday line. Come now and make your selections while stocks are fresh and complete. We are in splendid shape to serve you as **ALL IMPORTED LINES ARE NOW COMPLETELY RECEIVED.**

Our spacious sample rooms are crowded with such splendid selling lines as:

FANCY GOODS For Department Stores, Jewelers, Druggists, Stationers and other stores. Toilet Sets and French Ivory and Celluloid Novelties of every kind. The finest line ever offered.

IMPORTED Every kind of Fancy China in every range of **CHINA** price. Beautiful new shapes and decorations. Also staple Dinnerwares. A complete assortment.

TOYS In all their inconceivable variety, both German and American made. We never showed a more attractive line nor a more extensive one.

DOLLS Imported Dolls of every kind, style and price. A large variety of the popular American unbreakable dolls and all doll furnishings.

GAMES From the greatest factories of the country. All the leading staples and the best selling novelties. A wonderful assortment.

BOOKS A very extensive line. Books for Children and Young People; Copyrights for all ages.

Come and see our line or will send catalogue on request.

DO IT NOW

H. LEONARD & SONS

Cor. Fulton and Commerce

GRAND RAPIDS

The fact

That in **K C Baking Powder** you can give your customers better value—guaranteed satisfaction in every can—and

The further fact

That it nets the dealer a larger profit than any other standard brand, are

two good sound reasons

why you, Mr. Grocer, should find it well worth while—to never miss an opportunity—to recommend



KC BAKING POWDER

Complies with all pure food laws. Every can guaranteed.



"Little Buster" as a Salesman

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

"Little Buster" Popping Corn

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

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

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

THE ALBERT DICKINSON COMPANY
Chicago, Ill.



Franklin Carton Sugar Is Made From Sugar Cane

Don't forget to tell your customers that FRANKLIN CARTON SUGAR is made from SUGAR CANE, because there is a decided preference for cane sugar on the part of the consumers and that makes it easier to sell. It is also true that FRANKLIN CARTON SUGAR is refined by the most modern processes, and then packed in the substantial cartons with the head of Franklin printed in blue on them, and sealed against dust, dampness and insects. It therefore comes to you as the sweetest, cleanest, daintiest sugar you can offer your customers, and the ready-to-sell cartons save you time and prevent loss by overweight.

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

THE FRANKLIN SUGAR REFINING COMPANY
Philadelphia

Ceresota

Is the Prize Bread Flour of the World

The millions who now use Ceresota Flour once used other kinds, and were induced to try this famous flour and continue using it **Because they like it better, Because it makes better bread, Because it makes more loaves.**

Housekeepers are never disappointed in Ceresota.

JUDSON GROCER CO.

The Pure Foods House

Wholesale Distributors

GRAND RAPIDS, MICHIGAN



WE DO THE TALKING

If you are an up-to-date grocer you are a very busy man. You haven't time to talk

Shredded Wheat

We do the talking for you in the leading magazines, in several hundred newspapers, in street cars and in millions of booklets which go into the home with our extensive sampling campaign which covers all the cities and towns of the United States and Canada. Shredded Wheat is the best advertised cereal in the world and hence its world-wide consumption.

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



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

