

# MICHIGAN TRADESMAN

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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 27, 1916

Number 1723

## MY SYMPHONY

**T**O live content with small means; to seek elegance rather than luxury; and refinement rather than fashion; to be worthy, not respectable; and wealthy, not rich; to study hard, think quietly, talk gently, act frankly; to listen to stars and birds, to babes and sages, with open heart; to hear all cheerfully, do all bravely, await occasions, hurry never. In a word, to let the spiritual, unhidden and unconscious grow up through the common. This is to be my symphony. ♪ ♪ ♪ ♪ ♪ ♪ ♪ ♪

William Henry Channing.

"A Smile Follows the Spoon When It's Piper's"

Made for a Discriminating Public by a Discriminating House for Discriminating Dealers.

If you wish to secure the agency of the BEST ICE CREAM it is possible to produce, write at once to

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Kalamazoo, Michigan

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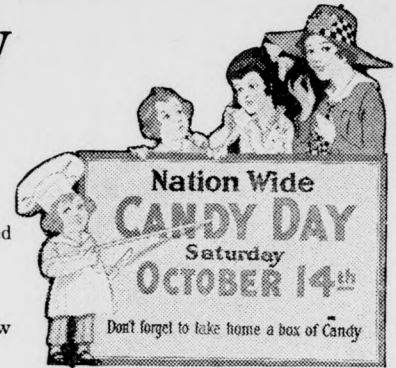
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**Putnam Factory**

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GRAND RAPIDS, MICHIGAN

**Bread is the Best Food**

It is the easiest food to digest.

It is the most nourishing and, with all its good qualities, it is the most economical food.

Increase your sales of bread.

**Fleischmann's Yeast**

secures perfect fermentation and, therefore, makes the most wholesome, lightest and tastiest bread.

Sell Bread Made With

**FLEISCHMANN'S YEAST**

**Boston Breakfast Blend**



—Splendid Quality

at a

Moderate Price

**Judson Grocer Co.**

**The Pure Foods House**

GRAND RAPIDS, MICHIGAN



# MICHIGAN TRADESMAN

Thirty-Fourth Year

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## SPECIAL FEATURES.

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## LOOKING BACKWARD.

Refrigerated pumpkin pie as a standard article of New England diet was one of the factors that militated against a cost-of-living problem in the early nineteenth century, according to Helen Nicolay, who, in the October Century, brings to a close her studies of the American Nation in the building. Housewives baked vast numbers of pies and froze them for preservation to be thawed out as needed. Like the size of the linen closet, the size of the frozen pie reserve was a matter of family pride. "One dear old lady whose memory stretched well back toward the beginning of the nineteenth century," says Miss Nicolay, "told the writer, a flush still mounting to her cheeks at thought of it, how ashamed she felt one autumn nearly eighty years before, when a boastful little schoolmate asked how many pies her mother had baked for the winter, asserting in the same breath that in her house they had 115; and truth wrenched from the other a reluctant admission that her mother had made only ninety-seven." This was the practice in winter-ridden New England, where preparations for cold weather were made as for a siege.

Amidst a general abundance of food and fuel, such as never failed to arouse wonder in the traveler from across the Atlantic, there was apparently but one class upon whom the cost of living weighed heavily, and that was upon ex-Presidents of the United States. The roads to the homes of the early Virginia Presidents in their retirement were cumbered with pilgrims who came to stay for days and brought their servants and horses with them. In Miss Nicolay's opinion Gen. Washington, one of the richest men of his day, only escaped bankruptcy because he had the good fortune to die within three years after he laid down the Presidency. Jefferson was eaten out of house and home. His daughter declared that she and the household servants were sometimes called upon to provide beds for half a hundred people. Monroe believed that pensions for ex-Presidents were a necessity. When Jefferson's financial difficulties became known a popular subscription was started, and twenty thousand dollars was sent him, with intimation that it was only a first payment for services rendered. Jefferson accepted the

gift in that spirit. "I have spent three times as much money and given my whole life to my countrymen," he said. "Now they come nobly forward in the only way they can and save an old servant from being turned like a dog out of doors." But popular enthusiasm did not go beyond the first contribution, and Monticello had to be sacrificed after all.

Merchants in every town should get together for mutual benefit. It makes no difference whether you like A and his methods or not. B also probably does some things that you do not like. On the other hand, you probably do things that A and B do not like, in spite of which you all have enough interests in common to make it worth your while to get and pull together. You may growl because the stores in your town do not get together, but growling will not bring them together. Work up some things in which you all have a common interest and see if you can not reach an agreement on that basis. Then you can add other things as occasion presents itself. Remember that your competitor is a pretty good fellow when you get to know him. He has his own ideas, of course, and his own little fads, but so have you. There is a basis upon which you can unite for the common good and forget for the moment that you are competitors. Ninety-nine per cent. of the merchants are good fellows and like to do the right thing as they see it. They do not want your trade except they are entitled to it and they won't get it except you let them. Try and remember that the other fellow is pretty much the same sort of a fellow as you are, with just about the same ethical standards and trade ideals. In towns where the merchants have got together they find that it pays. Your town is no different from the others.

Our exports for the first time have passed the half-billion-dollar-a-month mark. In August, according to statistics of the Bureau of Foreign and Domestic Commerce, our exports were \$510,000,000. That is not only a record for this country, but for all countries. It is \$35,000,000 higher than the previous high record reached in May. Imports for August show a decrease; the total was \$199,000,000. Exports for the year ended August total \$4,750,000,000, and imports \$2,300,000,000; both totals are far in advance of those for the similar period last year. The favorable trade balance for August was \$311,000,000.

It may be better to be born lucky than rich, but if born rich he is lucky from the start.

Late hours and a spicy breath are bound to tell on a man.

## TALKING FOR EFFECT.

To the credit of British journalism be it said that the advocates of a Chinese Wall civilization after the war have not been allowed to have things all their own way. The clamor for a permanent boycott on German trade, German science, German thought and German music is less serious for the direct results it may be expected to produce than for its effect on the minds of the clamorers. There seems no slackening in the game of pretense, initiated soon after the outbreak of the war, that there is nothing to be learned from the Prussian; his educational systems are sergeant's drill, his science is straw-chopping, and with stolen straw at that; his art heavy and stereotyped; his philosophy only a vast publicity campaign in the service of the oligarchic state. And even German industry, whose achievements are not to be denied, is now discovered to have been carefully nurtured through the years with a sole eye on the present. This childish and barbarous denial of common-sense and common experience is, of course, not to be ascribed to all Englishmen; and we note that one Liberal publicist, Sir Leon Chiozza-Money, has spoken out against it in the Westminster Gazette in good round tones. He denies the accepted contrast between a mechanistic Germany and an individualist England. He asserts that the English Poor Law is as vicious an example of bureaucracy as the world can show, whereas Germany's Elberfeld System of poor relief is the product of local initiative. He asserts that Munich has a greater degree of self-government than any municipality in England.

German industrial art, far from being cramped and mechanical, shows a riot of individuality. At a craftsman exposition in Cologne, before the war, the Westminster writer saw, alongside of examples of sane principles soberly applied, all kinds of experiments, some of them ridiculous, but all of them indicative of a striving for new ideas in design and workmanship. As for German industry turned into a handmaiden for war, our English writer can hardly keep down his scorn. If Germany is industrially organized for war, it is largely because she organized the industries of peace. Because she obtained control of Australia's zinc supply long before the war for legitimate purposes, she now has the valuable by-product of sulphuric acid for war purposes. By developing coal-tar dyes she obtained the material and the skill for making high explosives. Even the most devilish ingenuity, says Sir Leo Chiozza-

Money, can hardly convert grand pianos and canary birds to the uses of war; yet the German pianoforte has driven all competitors from the market, and English birds are nesting in German-made bird-houses.

## Mr. Judson's Anniversary.

William Judson came to Grand Rapids from his birthplace at Schoolcraft forty-two years ago yesterday and celebrated the anniversary, in accordance with established custom, by calling on Willard Barnhart, who has been his patron saint and father confessor ever since he was a small child. The two life-long friends recounted the events of the ensuing years with all the enthusiasm of youth and the satisfaction which accompanies well spent lives.

Meeting this suave man of the world, with his air of ease and his cultured mind, it is hard to realize the strenuous road he traveled during his youthful years. He has a way of doing big things without appearance of effort. His benefactions have been many and often very large, although few of them are known and all are quietly bestowed. He is a singularly magnetic personality—the sort that is known in current vernacular as a Regular Fellow. He carries with him an atmosphere of calm sincerity, the sort that characterized President McKinley, but without McKinley's air of being aloof. His hand-clasp is heart-warming and his sympathies broad and alert. His knowledge of men and his love of all that is good are broad and unerring. His friendships are many and unwavering. It is good to see him and pleasant to be with him. He is democratic in the real sense of that word and his liberality is unstinted, both of time and money, in any good cause. "His life is gentle, and the elements so mixed in him that nature might stand up and say to all the world, this is a man."

## Effect of Dry Conditions on Blacksmiths.

"You would be surprised what a difference the dry propaganda has made in the paying qualities of the blacksmiths of the country," remarked an iron jobber the other day. "It is not so much the money the blacksmith squanders for liquor as it is the time he wastes in the saloon which makes him hard up. As soon as a county goes dry, we immediately extend unlimited credit to any established blacksmith—and never lose a cent. On the other hand, we have to scrutinize the credit of every blacksmith in wet counties. All our losses in dealing with blacksmiths occur in wet counties. We have never met a loss in a dry county"

A man isn't necessarily a carpenter because he is an expert joiner; he may be a minister.



## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 25—The Soo had its first touch of winter Sept. 18, when we had a light shower of beautiful snow, although not enough to make snowballs.

All eyes in this community are now on Brimley, watching it grow. The latest improvement is a modern structure being put up by A. W. Clark, former proprietor. The structure is being erected on the site of his one-time hotel, which was destroyed by fire a few years ago. The new block will be a two-story building with all modern convenience. It is planned to conduct a modern billiard and cigar store on the first floor, while the upper apartments will be used for living apartments.

One of the prettiest home weddings of the season was solemnized at the home of Mr. and Mrs. Otto Supe Sept. 20, when their eldest daughter, Miss Margaret, was united in marriage to I. A. Keagan, of Midland. The groom was a chemist in the factory of the Dow Chemical Co. and a graduate of the University of Michigan in 1914. The bride was also a graduate from the literary department of the University of Michigan in the 1916 class. Mr. and Mrs. Keagan left for an extended Southern trip. They will be at home to their friends after Nov. 1 at 316 George street, Midland.

Charles Beckingham, proprietor of the Beckingham Plumbing and Heating plant, is one of our live wires. From present indications it will be but a few years before the Soo will have a large Blau gas factory. Since starting this new enterprise Mr. Beckingham has been able to furnish the farmers in various sections of the country with gas tanks. It has many advantages, being the safest gas, absolutely nonexplosive. Mr. Beckingham has covered a large part of the surrounding country and is meeting with unusual success. He has a large force of men engaged and furnishes one of the large payrolls of the city at the present time. It is men of this stamp who help build up the Soo as a manufacturing center.

Dynamo Dick of Bay City, who is supplying explosive material all the way to the copper country, where dynamite is bought in large quantities, was in town last week. If the old saying is still true that "good goods come in small packages," Dick is one of the best in this class. Dick was well pleased with the sights around the Soo, his only regret being that he was not accompanied by his wife, but he has promised to square himself on his next trip.

Harvey Blair, the popular clerk in the Pickford department store, has tendered his resignation and taken a similar position with the A. H. Eddy food emporium here.

Just two years ago the Richardson-Avery Co. broke ground at Raco, on the D., S. S. & A. Railway, about twenty miles west of the Soo, where it has built a modern milling town. Its achievement was a success which can be noted in passing through the town on the South Shore. It is unlike most of the lumbering towns, which consists of light shacks. The town of Raco is built as if it had come to stay. The houses are all modern, painted as good as city homes. A new modern club house will be created for the men, fitted up with barber shop, billiard rooms and every other comfort and necessity. This is the best all around lumbering town in the Upper Peninsula and shows much progressiveness on the part of the Richardson-Avery Co.

Announcement is made this week that Morris Newmark, who conducted Everybody's store, on Portage avenue has sold the fixtures and transferred the lease to J. Brissette & Co. The latter firm will re-open the store with a new line of clothing and shoes. Mr. Newmark expects to leave for New York in the near future, where he will locate permanently.

What we call a real optimist is a man who, if he failed in business, would thank heaven he had his health; if he failed in health, he'd thank heaven he has his business; and if he failed in both, he'd say there was no use having one without the other.

The many friends of M. J. Walsh, former superintendent of the Sault Ste. Marie public schools, were pleased to hear of his good fortune at Grand Rapids, where the Board of Education engaged him as Assistant Superintendent of the Grand Rapids schools. Mr. Walsh was very popular at the Soo and has the best wishes of his large acquaintance here.

F. W. Shaver, popular lumberman at St. Ignace, has purchased a block of stock in the Jones & Kerry Company's mill and will assume the duties of Secretary and assistant to Mr. Jones in the general management of the business. This will create even more activity in this progressive corporation.

The Islington Hotel, at the Snows, also the Lakeside Hotel, expects to close this week for the season, after having enjoyed the greatest season in their history.

J. Larson, who has been in the Hosssock store, at Cedarville, for several years, has resigned his position and taken a similar position in the grocery store of E. Flemming here.

The Lakeside Hotel, at the Snows, expects to make extensive improvements during the winter. A large boat house is planned and also a dancing pavilion, so arranged that it can be opened and made an out-of-door dancing hall in pleasant weather and closed in when desired. The hotel will receive a new roof and other alterations and improvements and be in first-class condition at the opening of next season.

Albany Island, the famous summer resort, is beginning to be appreciated by the outside world who happen to be at Mackinac Island and the Snows. A write-up of this new resort is given in the St. Ignace Enterprise of Sept. 21. It is a place of much fame and a treasure house for everything the Indians require, such as sweet grass, bark, huckleberries, etc. An excursion party was organized recently and made the trip to the famous Island where all the good things said about it were found to be true. The Oronhyatkha Hotel is one of the main attractions and comforts of the Island. It is owned by Captain and Mrs. Hill, who employ a chef who knows how to cook fish in any manner. It is usually remarked that such serving can only be had at Albany Island. The hotel is a unique two-story structure, with the first story used principally as a dining room. The guests are mostly housed in individual cottages, which are built throughout the woods surrounding the hotel and remote spots, giving the guests a taste of living in the woods. The fishing industry at the Island is an interesting sight to visitors who never had an opportunity to witness the raising of nets. The Island was filled to its capacity all summer and it is the intention of the proprietors to enlarge the hotel and provide added accommodations for guests.

William G. Tapert.

## Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Sept. 27—Creamery butter, extras, 33@34c; first 31½@32c; common, 30@31c; dairy, common to choice, 23@30c; poor to common, all kinds, 22@25c.

Cheese—No. 1 new, 19c; choice 18@18½c.

Eggs—Choice, new laid, 32@34c, fancy hennery 38@42c.

Poultry (live)—Fowls, 17@20c; broilers, 19@22c; old cox, 14c; ducks, 16@18c.

Beans—Medium, \$5.75; pea, \$5.65@5.75; Red Kidney, \$6.00; White Kidney, \$6.00; Marrow, \$6.25.

Potatoes—\$1.25@1.30 per bu.  
Rea Witzig.

Some men take to drink naturally and some others are quite willing to be taken.

## Flakes From the Food City.

Battle Creek, Sept. 25—A large addition is being built to the steel erecting shops of the Nichols & Shepard Co., one of Battle Creek's oldest and largest threshing machine manufacturers. Its buildings will now cover an aggregate of twenty acres. The company recently started the manufacture of gas tractors and during the past two months has not been able to fill orders, so successful are the new machines.

The Heysler Bakery Co., of this city, has added two new auto truck deliveries to its already large modern equipment. This company was incorporated five years ago and has since been coming to the front until it now is one of Battle Creek's three larger bakeries. Fred Heysler, the manager, is an extremely pleasant tradesman to call upon and, besides that, is so full of pep and aggressiveness that it is a double pleasure to get in touch with him. Mr. Heysler is a member of Battle Creek Council.

The mile extension being put in by the Michigan Railway Co. to the village of Washington Heights is rapidly nearing completion and soon the village will be within fifteen minutes touch of Battle Creek proper. The village has spent hundreds of dollars the past summer in improvements in the way of sidewalks, streets and curbs and will prove a valuable business acquisition to us. Largely responsible for the present prosperity of the village are the efforts of E. W. Morehouse, the leading grocer there, who for two years past has been village treasurer and has recuperated the finances to such an extent that the above improvements are possible.

The Postum Cereal Co. has begun a large addition to Post Toasties building and to its warehouse adjoining this building. The new factory will be modern and thoroughly fireproof and its construction will employ a large force of men practically all winter. The new office building has already been completed and is now occupied. There surely must be a reason.

A new delivery truck bearing the legend "Love & Humiston, Groceries and Meats," is rushing around town taking care of the fine business the firm has secured since its incorporation some eight months ago.

A tent of sufficient size to accommodate comfortably 8,000 persons will be erected for Rally Day here next Saturday. Provision has been made for the care of 3,000 automobiles. Special trains have been arranged for to come from all parts of the district and the guests will be taken care of in a comfortable manner. It would not be a Battle Creek convention if everybody wasn't comfortable.

The social season in Battle Creek Council will start with their next meeting, when a Hallowe'en party will be given by the men, with Ed. Shoemaker in charge of the ceremonies. Success—well, we all know what Ed. has done before!

A unique bit of business aggressiveness is displayed by J. F. Halladay & Son, local wholesale grocers, who recently started an auto delivery system into the country, serving their country trade at their own door, in place of the trade having to make the long journey to Battle Creek and back for oftentimes only a few small articles. Now a country dealer can phone the house his order and in twenty-four hours it is on his shelves, with very little inconvenience to anybody. As the writer understands it, the firm makes a certain trip on certain days and covers a number of dealers' needs on each trip.

The new wholesale house of Grocers, Inc., has purchased several new Reo delivery trucks and placed same in operation already. The foundation is in place for the magnificent new building to be erected by it, and with-

in a few months the building will be occupied with an up-to-date line of wholesale groceries.

A fine new front has been built on the store of the Kapp Clothing Co. The show windows in the front are of the latest, most improved type and the improvement goes very well with the new bank and office building on the adjacent corner.

Battle Creek is, indeed, a philanthropic town. For years the Michigan Central Railway has used some of Battle Creek's less busy streets for switching yards and with the increasing business of the railroad the writer thinks it would be well to take the matter up and get overhead crossings installed. On the streets that the road does not use for switch yards, there is a traffic policeman and in trying to escape him it is necessary to take to the streets which the railroad uses. We always wonder which is the lesser evil! Otto L. Cook.

## On the Trade Extension Trip.

When the bunch have hustled all day long and so tired they can hardly see, shaking hands with customers and those who ought to be; and you have listened to the speeches of the ones who seem to know how to tell of the appreciation we all would like to show; for that's the object of your visit, to make your customer your friend, and prove Grand Rapids does things and does not just pretend; you explain to them the reason we are making all this fuss is because we want and need them and we hope that they want us; then it's time to hunt the Pullman and you tumble in your berth with a feeling of contentment, peace and good will on earth; and soon you are dreaming sweet music you seem to hear, have they opened up the pearly gates, the music is drawing near? is it the golden harp you are hearing, are you nearing the silver strand? such dreams are not for you just yet, it's Chris Litschner's german band; and the music keeps on playing, but now you have no fear, you softly say a cuss word and stuff a pillow in each ear. U. Nanimous.

## Marriage of Hosiery Salesman.

Concord, Sept. 25—J. Harold Rogers, of Honor, and Miss Mary Mae Austerburg, of Concord, were married last Wednesday at the home of the bride at this place. It was a very quiet affair and only members of the family and very close friends were invited. Mr. Rogers represents the Sheboygan Hand Knit Hosiery Co., of Sheboygan, Wis., traveling in Southern Michigan. He has a host of friends who will be greatly surprised to hear of his new venture upon life's highway. He is the son of J. J. Rogers, Southern Michigan representative for the David Stott Milling Co., of Detroit. The bride has for several years held a clerical position with Smith & Howard, leading general merchants of this place. It was here Mr. Rogers met his wife while on one of his selling trips. They will make their home at Honor, where Mr. Rogers has interests he looks after when not on the road. His line takes him out only during certain seasons of the year.

If a man has the right kind of material in his makeup, it doesn't matter whether he was born with a silver spoon or wooden ladle in his mouth.

In after years when a woman wants to take the conceit out of her husband she digs up an old letter he wrote her during their courtship.



**Directory of Bad Habits For the Grocer.**

A new educational director of the National Wholesale Grocers' Association has suggested the following list of questions to his members as possibly offering a hint of the sources of danger, due to carelessness or "leaky" customs:

1. When was your cash on hand checked last?
2. When were your cash book footings proved?
3. When was your bank account reconciled?
4. Is your general ledger in balance?
5. Is your sales ledger in balance?
6. Are you sure that advantage is taken of all discounts for cash within the time limit fixed?
7. Have you a statement of accounts and bills receivable?
  - (a) Are the past due reported?
  - (b) Are the accounts in check?
  - (c) When were they verified?
  - (d) How are the accounts posted?
  - (e) From what are they posted?
  - (f) Are invoices checked against the goods received?
  - (g) How are your bills drawn?
8. What record have you of each sales?
9. What record have you of allowances to customers?
10. How do you keep your register of orders?
11. How are the receiving books kept?
12. Are you carrying sufficient merchandise insurance to cover your present stock, or is your stock over-insured?
13. Are your furniture and fixtures covered by insurance?
14. Do you carry liability insurance?
15. Are your salesmen and other employes handling cash adequately bonded?
16. Is your sprinkler system tested regularly? Are your fire buckets filled, your extinguishers workable, and the hose usable?
17. What precaution do you take to see that your insurance policies are renewed on time?
18. Where are your insurance policies kept?
19. Are the letters of your subordinates tactful?
20. Are letters answered promptly and courteously?
21. Are your files kept so that correspondence can be readily located?
22. Is your filing system such as not to cripple your work in your file clerk's absence?
23. What control is used to avoid unnecessary telephone and telegraph charges?
24. What are the physical conditions of your warehouse?
25. Is the stock neatly arranged and easily accessible?
26. Is the arrangement such as to avoid unnecessary deterioration, loss or damage?
27. Have your scales been tested recently?
28. Are your employes held accountable for regular hours?
29. How long since the routes of your salesmen were checked?

30. Are your salesmen's expense books carefully audited?

31. How are your bills of lading kept?

32. Is any check kept on the unnecessary and unauthorized use of stationery.

**Late News About Michigan Bankers.**

Coopersville—L. E. Durphy has been elected President of the Peoples Savings Bank, to fill the vacancy caused by the death of Dr. F. D. Smith.

Arcadia—The Arcadia State Savings Bank, succeeding the Bank of Arcadia, expects to open for business within the next two or three weeks. George A. Dunham, President of the First National Bank of Manistee, will be one of the directors.

Marquette—L. G. Kaufman, President of the Chatham and Phoenix Bank of New York and the First National Bank of this city, who is spending his vacation at his summer home here, has presented Marquette with a check for \$26,000 to be devoted by the school board for the purchase of a site for the proposed new high school building. A bond issue of \$140,000 has already been voted, but increased cost of materials and labor since the war prohibited the erection of the building until Mr. Kaufman made his gift.

Holland—The work of remodeling the former First State Bank building is progressing rapidly. Workmen are now tearing off the west side of the building. Large plate glass windows will be placed in so the Peter's Five and Ten Cent store when installed in its new quarters will have a great amount of show window space on both Eighth street and Central avenue.

**Still Conducting the Grocery Store.**

Fennville, Sept. 25—Being members of the Tradesman family, we noticed in your News of the Business World section in your issue of Sept. 13 the statement that we had sold out our grocery and restaurant business. We wish you would correct this in your next issue. We are still continuing in the grocery business in our store, which we have occupied for two years, and merely rented our restaurant business, with a small stock in connection, which was run in a separate building. Our present volume of business in our large store made the release of the restaurant necessary, so we could devote all our time to one store. Why we are asking for this correction is that many of the houses we deal with have both called and enquired if we were out of business and it has caused much embarrassment, these houses thinking we had closed out without any notification.

Sheffer Bros.

Frequent meetings of the staff of the store help the esprit de corps. Many excellent ideas have been brought out of such meetings. They are especially helpful to the juniors, bringing them into the discussion of store matters, giving them a feeling of responsibility and making them realize that they are a part of the organization. The standing offer of \$1 for any suggestion that is adopted is a splendid incentive to the rank and file, in watching, criticising and helping. Some very excellent suggestions come from unexpected quarters.

**Packing Merger Effected on the Coast.**

Formal announcement is made of the organization of a new company to be known as the California Packing Corporation, which will acquire the business and property of the J. K. Armsby Company, the California Fruit Cannery's Association, the Central California Canneries and the Griffin & Skelly Company, as well as upward of 70 per cent. of the capital stock of the Alaska Packers Association.

The company will be organized without any mortgage or funded indebtedness (the Alaska Packers Association also being free of funded debt and having no preferred stock outstanding) and the new capitalization will be approximately \$10,000,000 cumulative 7 per cent. convertible preferred stock, par \$100, and 500,000 shares common stock of no par value, authorized, of which there will be issued presently \$7,405,800 preferred and 335,292 shares of common. J. K. Armsby will be President of the new enterprise and William Fries chairman of the board. The central business organization will be located at San Francisco.

The preferred stock will be convertible at any time up to January 1, 1932, into common stock at the rate of one and one-half shares of common for one of preferred; of the unissued common stock, 150,000 shares will be reserved for this purpose. The California Packing Corporation will be the largest packer and distributor of California dried fruit and canned

goods, and one of the most important factors in the Hawaiian pineapple industry. The Alaska Packers' Association is the largest concern in the world engaged in the packing of canned salmon. Its output in 1915 was 1,024,040 cases, averaging 48 cans each.

Including the new company's portion of the assets of the Alaska Packers' Association, represented by its stock holdings in that company, and based on a partial reappraisal of the plants, with allowance for the earnings of the current year, the net tangible assets are computed at over \$19,500,000, equivalent, after allowing for the preferred stock at par, to approximately \$36 per share of common.

The net profits for the current year, after allowing for full dividend on the preferred, are estimated at the rate of \$5.16 on the common. It is estimated that economies resulting from consolidation will increase earnings by \$500,000 to \$1,000,000 per annum. Gross business is estimated at \$35,000,000 for this year, comparing with \$27,000,000 in 1911. The four constituent companies were established between fifty-one and fifteen years ago, and the Alaska Packers' Association twenty-three years ago.

It is said that the business is of a stable character and is strictly on a cash basis. The growth of the business has not been helped, but has rather been retarded by the war, and it is, therefore, expected that the available market will be enlarged rather than diminished by the conclusion of the war.



THE NEW HOME OF  
THOSE "DORNBOS" Cigars  
GOOD OLD

Made in an absolutely new, sanitary daylight factory where the surroundings are most pleasant. The building is new and everything is up to the minute.  
When in Grand Rapids, we would be pleased to have you call on us. It will do you good.

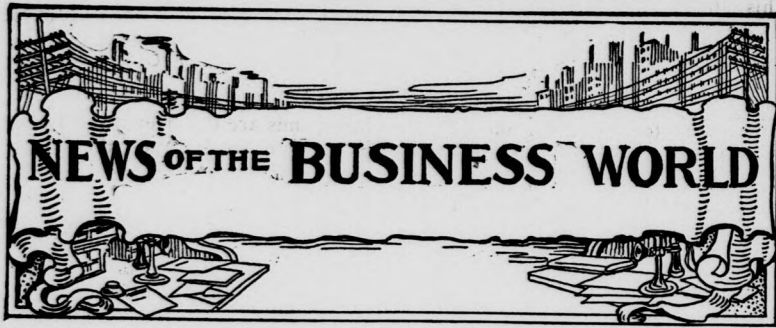
FIVE BRANDS OF CIGARS:

DORNBOS SINGLE BINDER	- - -	5c
"THE DORNBOS"	- - -	5c
THE DORNBOS BISMARCK	- - -	10c
THE ALLEN D.	- - -	5c
THE ALLEN D. GRANT	- - -	10c

**Guarantee** We are prepared to give a written guarantee that every Dornbos cigar is made with but one binder blended with Havana and seed filler. Quality and workmanship are held up to the highest possible standard.

**PETER DORNBOS - 16-18 Fulton St., W.**  
Mail Orders Highly Appreciated.





#### Movements of Merchants.

Homer—T. R. Mears has engaged in the grocery business.

Charlotte—Reuben Rank succeeds E. Fast in the grocery business.

Ovid—W. D. Mosher succeeds H. D. Lewis in the grocery business.

Detroit—The Novelty News Co. has changed its name to the Michigan Novelty Co.

Jackson—The Cook & Feldher Co. has remodeled and enlarged its department store.

Three Rivers—F. M. Malbone has added lines of glassware and china to his hardware stock.

Moline—Fire destroyed the C. B. Smith grain elevator Sept. 23, entailing a loss of about \$2,000.

Ypsilanti—Herbert Smith, meat dealer on East Cross street, has closed out his stock and retired from business.

Metamora—Lee Cork, hardware dealer, lost some cash and considerable stock Sept. 21, when thieves entered his store.

Ypsilanti—Fred Dupont has engaged in the wholesale produce, butter and egg business at 305 Michigan avenue.

Negaunee—The People's Co-Operative Store Co. has been organized with an authorized capital stock of \$20,000.

Conklin—"Doc" Sawyer has purchased the Conklin meat market of George Bleckly and has taken possession.

Howell—H. E. Pierce has purchased the James E. Miner grocery stock and will continue the business at the same location.

Jackson—Otto Sondheim and George J. Spurr have formed a copartnership and purchased the Stern Furniture Co. stock and will continue the business at the same location.

Belding—Charles Stout has sold his restaurant and cigar store to John Dehn, the former owner, who has taken possession.

Conklin—Stauffer Bros. have sold their hardware stock to Herman Johnson, who will continue the business at the same location.

Eaton Rapids—A. R. Boyd has sold his stock of bazaar goods to James Sanders, formerly of Charlotte, who will take possession Oct. 2.

Kalamazoo—Thieves entered the H. W. Rineveld grocery store, at 819 West North street, Sept. 23, carrying away large quantities of the stock.

Traverse City—Arthur Rosenthal has purchased the Joseph Klaasen shoe stock of the trustee and will dispose of it by special sale.

New Richmond—E. Lamoreaux & Co. have sold their grocery stock to Jacob Rusticus, formerly of Holland, who will take possession about Oct. 2.

Niles—H. H. Fritag, who conducts a hardware store at St. Joseph, has purchased the Warren & Co. hardware stock and will close it out at special sale.

Tallman—C. McLaughlin, dealer in general merchandise, has sold his stock to J. B. Deling, who has taken possession, having leased his farm, near Bachelor.

Detroit—The Family Furniture Co. has engaged in business with an authorized capitalization of \$4,500, all of which has been subscribed and paid in in cash.

Bessemer—Vittorio Soffiette, grocer, has filed a petition in bankruptcy. Liabilities, \$1,071.62; assets \$1,191.16, \$850 of which Mr. Soffiette claims is exempt.

Detroit—The Globe Laundry Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$4,550 has been subscribed and paid in in cash.

Ypsilanti—Nat P. Wallace and Charles Powell have formed a copartnership and engaged in the furniture repair and upholstering business on West Michigan avenue.

Charlotte—Murray & Wilkinson, grocers, have purchased the Pope store building and will occupy it with a stock of groceries, conducting both stores under the same style.

Belding—Fristoe & Divine have engaged in the retail clothing and shoe business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Lansing—The Capital City Coal Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and \$1,500 paid in in cash.

Detroit—The United Electric Service Co. has been organized with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$6,000 paid in in cash.

Middleville—W. N. Gladstone, who has conducted a jewelry store here for the past eight years, has sold his stock to Artemus Pike, formerly of Hastings, who has taken possession.

Detroit—The Service Auto Trailer Co. has engaged in business with an authorized capitalization of \$2,000, all of which has been subscribed, \$390.50 paid in in cash and \$175 paid in in property.

Ishpeming—Sellwood & Co. are remodeling and enlarging their department store and will add lines of men's clothing, furnishing goods and women's ready-to-wear clothing to their stock.

Owosso—W. G. Duffield has leased the Fletcher building on West Exchange street for a term of ten years

and will occupy it with his stock of bazaar goods. He will add other lines to the stock.

Marshall—M. J. Gillett, dealer in musical instruments, sheet music and musicitns' supplies, (has sold his stock to David and Wesley Seeger, who will continue the business under the style of Seeger Bros.

Kalamazoo—The fifteenth store in the chain of the Mitchael J. Leo Co. dealer in women's ready-to-wear clothing and millinery goods, has been opened at 109 West Main street under the management of Mace Ensel.

Jackson—The Cotton-Zeigler Garage Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed, \$2,500 paid in in cash and \$5,000 paid in in property.

Detroit—The Wolverine Machinery & Supply Co. has been organized to sell machinery and supplies with an authorized capital stock of \$10,000, of which amount \$5,100 has been subscribed and paid in in cash.

Kalamazoo—Edward J. Priddy, grocer at 324 North West street, lost a large quantity of food stuffs, canned goods, cigars and tobacco Sept. 24, thieves forcing an entrance and carrying away most of his stock.

Gaylord—A. E. Morrish, who has conducted a drug store here for many years, has sold the stock and fixtures to Theodore and Harry Guttridge, who will continue the business under the style of Guttridge Bros.

Detroit—The Detroit Poultry & Egg Co. has engaged in business with an authorized capitalization of \$2,500, all of which has been subscribed and paid in in cash. This company will have its headquarters at 486 Eighteenth street.

Charlotte—All the grocery stores in the city are now making deliveries with the Merchants' delivery. Lamb & Spencer Co., Elzey Fast and Murray & Wilkinson, the last three to stand out, joined this week, discontinuing their private deliveries.

Custer—John R. Booth has sold his interest in the Briggs & Booth lumber and fuel business to his partner, Eugene M. Briggs, who has admitted to partnership his son, Fred M. Briggs and the business will be continued under the style of E. M. Briggs & Son.

Battle Creek—Sobole & Eisenshtat, who conduct two clothing stores in Detroit and are establishing a chain of stores throughout the State, have purchased the Strickland stock of men's furnishing goods and clothing and will continue the business at the same location, 11 East Main street, under the management of Robert C. Talbot.

Bay City—Convicted recently of a hold-up of Mrs. C. H. Frantz as she was closing her husband's drug store for the night, William Sullivan was sentenced to Marquette prison for a term of fifteen to thirty years with a recommendation of twenty-five. Leroy Bowers, who was with Sullivan when the crime was committed and who pleaded guilty, was sentenced to a similar term at Jackson some two weeks ago.

Three Rivers—A. F. Dunigan recently received a shipment of shoes. In the shipment were several cases,

all carefully sealed. Mr. Dunigan unwrapped each one, counted the number of shoes in each and found everything intact. However, on opening one package, what was his astonishment to find not one shoe of any kind or description. Not even the boxes were to be found. Some individual between Three Rivers and the State of Massachusetts evidently needed shoes, and needed them worse than the local merchant.

#### Manufacturing Matters.

Mt. Pleasant—Chatterton & Son have increased the capital stock from \$40,000 to \$150,000.

Omer—The Omer Mill & Elevator Co. has decreased its capital stock from \$36,000 to \$18,000.

Kalamazoo—The Kalamazoo Stove Co. has increased its capitalization from \$315,000 to \$500,000.

Lansing—The Atlas Drop Forge Co. has increased its capital stock from \$200,000 to \$500,000.

Detroit—The J. E. Bolles Iron & Wire Works has increased its capital stock from \$150,000 to \$500,000.

Owosso—Fire at the plant of the Owosso Baking Co. did damage to the extent of about \$500 Sept. 23.

Holland—The capitalization of the Veterinary Specialty Co. has been decreased from \$15,000 to \$10,000.

Detroit—The Massnick Phipps Manufacturing Co. has changed its name to Massnick Manufacturing Co.

Detroit—The Fairview Brick Co. has increased its capital stock from \$50,000 to \$75,000 and changed its name of Flood & Hall, Inc.

Manistee—The Filer Fibre Co. has been organized with an authorized capital stock of \$300,000 to produce and sell pulp to paper mills.

Detroit—The Holihan Manufacturing Co. has increased its capitalization from \$80,000 to \$100,000. This company manufactures radiators.

Detroit—The Herbert Manufacturing Co. has decreased its capital stock from \$500,000 to \$10,000. This concern manufactures automobile parts.

Howell—Clare Miller has sold his interest in the Howell creamery to his partner, Hiram J. Watson, who will continue the business under the same style.

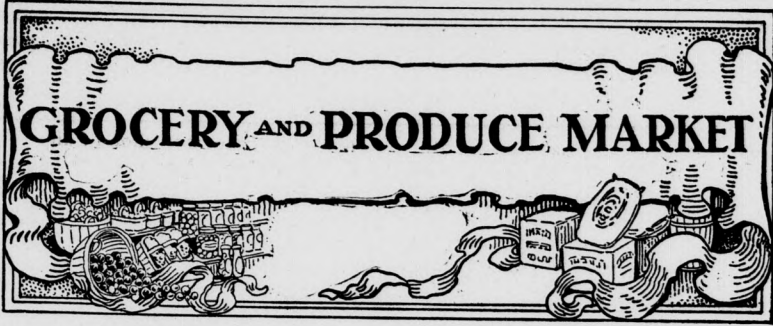
Bay City—The Wizard Auto Parts Co. has been incorporated with an authorized capital stock of \$5,000 to manufacture a patented part for automobile steering gears.

Lansing—The Lansing Cast Stone Block Co. has been organized with an authorized capitalization of \$30,000, of which amount \$15,000 has been subscribed and \$5,500 paid in in property.

Lansing—The United Shoe Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$3,250 paid in in cash and \$1,000 paid in in property.

Detroit—The Wise Electro Sherardizing Co. has been incorporated to sherardize, plate, polish and buff metals and manufacture auto parts and accessories with an authorized capitalization of \$15,000, of which amount \$12,000 has been subscribed and \$9,000 paid in in cash.





### Review of the Grand Rapids Produce Market.

Apples—Wealthy and Maiden Blush command 75c per bu.; Wolf River fetch 75@90c per bu.

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

Beans—Prices range around \$5 for pea and \$4.25 for red kidney, unpicked. Beets—85c per bu.

Butter—The market is very firm at unchanged prices. The demand is good and receipts moderate. Export purchases still tending to strengthen the market. Higher prices are looked for before the end of October. Creamery grades are held at 32½c in tubs and 33½c in prints. Local dealers pay 26c for No. 1 in jars and 23c for packing stock.

Cabbage—\$1.25 per bu.

Carrots—75c per bu.

Celery—20c per bunch.

Citron—\$1.50 per doz.

Cocoanuts—\$6 per sack containing 100  
Crab Apples—\$2.25 per bu. for Hy-slops.

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

Cucumbers—50c per dozen for fancy hot house; 60c for extra fancy.

Eggs—The market on fresh is very firm, with a large consumptive demand. Fresh receipts are showing improvement in quality, due to cooler weather in producing sections. Storage eggs are very firm and withdrawals are heavy for this season of the year. The market continues firm and does not look like lower prices for the coming week. Local dealers pay 30c for fresh, candled and loss off, and hold at 32c. Cold storage are held at 30c for April and May, 29c for June and 27c for seconds.

Egg Plant—\$1 per dozen.

Grapes—8 lb. baskets of Wordens, Niagaras or Concords, 18c; 4 lb. baskets, \$1.50 per doz. for Concords and Niagaras and \$2.50 for Delawares.

Green Corn—20c per dozen for common sweet; 25c for Bantham and Evergreen.

Green Onions—Silver skins (black seeds) 20c per doz. bunches.

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

Lemons—California, \$6.50 per box for choice and \$7 for fancy; Messinas \$5 per box.

Lettuce—\$1.25 per bu. for leaf; \$1.50 per bu. for head.

Maple Sugar—17c per lb. for pure.

Maple Syrup—\$1.40 per gal. for pure.

Mushrooms—40@50c per lb.

Muskmelons—Home grown osage, 75c per crate; Gold Coin, \$1.25 for flats and \$2.50 for Standards.

Nuts—Almonds, 18c per lb.; filberts, 15c per lb.; pecans, 15c per lb.; walnuts,

16c for Grenoble, 16½c for California; 15c for Naples.

Onions—Home grown \$2.50 per 100 lb. sack; \$1.75 per crate of either 50s or 72s.

Oranges—Valencias, \$5.25@5.75 per box.

Peaches—Prolifics, \$1.25@1.50 per bu; Ingles, \$1.50@1.65; Elbertas and Crawfords, \$1.85@2. The market is glutted with receipts some mornings, in consequence of which prices are sometimes demoralized. Those growers who can afford to hold their crop for better prices later in the season are putting the fruit in cold storage. Yesterday, for instance, the best Elbertas brought only \$1 per bushel from first hands on the local market. Oscar Braman, who has about 2,000 bushels, placed them all in cold storage, to be marketed two or three weeks hence, when the price will probably range from \$2.25@2.75 per bushel.

Pears—Anjous, Flemish Beauties and Duchess command \$1.25 per bu.; Sickles, \$1.50.

Plums—Lombards, German Prune and Blue Damsons, \$2 per bu.

Peppers—\$1.25 per bu. for green; 20c per doz. for red.

Pop Corn—\$1.75 per bu. for ear, 4¼c per lb. for shelled.

Potatoes—Home grown are strong at \$1.50 per bu.; Giants from New Jersey fetch \$4 for 2½ bu. sack.

Pumpkins—\$2 per doz.

Poultry—Mixed fowls command about 14c; broilers, 22@23c; turkeys, 18c; ducks, 17c; geese, 11c. Dressed fowls average 3c above these quotations.

Radishes—15c for long; 12c for round Rhubarb—85c per bu.

Squash—\$2.75 per bbl. for Hubbard.

Sweet Potatoes—\$2.50 per bbl. for Virginias; \$2 per hamper and \$5.50 per bbl. for Jerseys.

Tomatoes—\$1.25 per bu. for ripe; 75c per bu. for green.

Turnips—75c per bu.

Veal—Jobbers pay 13@14c for No. 1 and 10@12c for No. 2.

Wax Beans—\$1.75 per bu.

### The Grocery Market.

Sugar—Sentiment in the sugar market has been modified greatly since the sharp rise of ¾c in raws last week, to say nothing of the accompanying rise of 35 points in granulated to 6.75c which to-day is out of line, the difference being only 59 points. The situation is in the hands of the Cuban planter with the refiners for the time being abandoning their policy of opposition. Trade circles are inclined to expect the 7c price quoted by the Federal to become general this week, the American and Howells still quoting 6.75c, with Arbuckles and Warner withdrawn from the market. Whether

this stimulates the country remains to be seen, as the distributors have covered wants quite freely on the rise, or, more strictly speaking, at below 6½c, as the advance above that figure was too rapid for much business being placed. Ordinarily, with beets but a few weeks off, the tendency would be to go slow and take a chance of the competition from that source breaking prices, but the advices are less encouraging to those holding this view. It will be the end of October before the selling of beets will be much of a factor and the pressure may be much less than expected.

Tea—The market for tea is firm and business better, although the buying is still largely for actual needs and sales of invoices are the exception. There is little speculation in the situation, the distributors preferring to go slow for the present. On the other hand, the attitude of sellers is more confident, as the rise in the East makes for belief in high prices here. American buying of greens continues at full values in Shanghai, according to the reports. India-Ceylons are firm both in Colombo and London. Formosas are steadily absorbed. Japans are quiet but steady in price.

Coffee—Rio and Santos grades slumped a little during the week. The demand, which has been very good, is poorer, and in consequence prices are heavy. One reason for this is the weak cables from Brazil. It is conservative to quote the market for practically all grades of Rio and Santos ¼@¼c off, although all holders will not sell at this decline. Mild coffees are all quiet and easy. Java and Mocha grades are unchanged.

Canned Fruit—Stocks in first hands are said to be reduced to a minimum and if the general demand keeps up there will be further withdrawals before long. The entire list is very firm with no indication of concessions in any direction. Peaches are in fairly good demand but otherwise the trade has provided for its nearby requirements. California canned fruits are closely cleaned up in first hands and slight advances have been made on spot. The general line of September goods is very much cut up, practically no packer has a full assortment. It looks like a general scarcity of canned goods for the remainder of the year.

Canned Vegetables—Canners report a good demand for tomatoes from the country outside of New York and that the prospects continue to favor higher prices. The trade here, however, is not reconciled to the idea of any advance above present levels, and is even reluctant to trade upon the present basis. There is a very strong market for corn with indications of steadily advancing prices and 85c now appears the minimum in any direction. Maine reports continue to be satisfactory although there is now increasing fear of frost. The crop, however, has been well advanced this season being as a rule about two weeks ahead of the average so that every day that frost holds off increases the pack by just that much.

Peas are firm with an advancing tendency.

Canned Fish—Salmon in all positions is very strong and it now appears to be a question of supplies, as first hands are either exhausted or are sold down so far they they cannot take any more business except in a small way. This is declared to be a most unusual year inasmuch as the three great salmon producing sections of the Pacific Coast—Columbia River, Puget Sound and Alaska—are all below expectations in the size of the pack. So far as the spot market is concerned it continues very firm. Tuna reports are discouraging and the indications are now that the pack will be a small one in comparison with the expectations of three or four weeks ago. Sardines are also very firm with quarter oil keyless quoted at \$3 although Eastport canners have practically withdrawn from the market for the time being as the run of fish is not equal to their requirements.

Dried Fruits—Late advices from the Coast give every indication that the growers are winning out in the contest with the packers for price supremacy, and it is now asserted that there is some anxiety displayed on the part of packers to cover their contracts made earlier in the season. There has been an attempt during the week to buy back contracts, especially for the smaller sizes, and in this market there has been a moderate business of this character reported. Jobbers have also bought a little more freely, but as they have heretofore shown practically no interest the slightest activity on their part becomes noteworthy. They have allowed their stocks to become so thoroughly depleted that when the retail trade has sought to replenish it has been found absolutely necessary to come into the market. There is also a stronger market for seeded raisins on the spot. Apricots are not in active demand as the present quotation is not attractive to buyers, especially as retailers refuse to stock up at high figures. There is no demand for peaches, although it is claimed by the Association that a good business has been done in other parts of the country. Currants are very firmly held in sympathy with the adverse crop reports from Patras, but the prices now asked are almost prohibitive.

Cheese—The cheese market is steady at unchanged prices. Advices from the country markets show a weakening tendency. Exporters have discontinued buying, due to high prices. The September make is fair and if there is any change there will be a decline of ½@1c per pound in the near future.

Rice—The expected reaction in Blue Rose in the South is not materializing and buyers must pay the price. The mills are getting full values for the receipts, which are increasing now that the crop is in full swing. The crop promises to be large, Texas expecting 2,500,000 bags, valued at \$9,000,000. The prices set by the Southern Rice Growers' Association for rough are at about the level of a year ago, \$3.25 for No. 1 Blue Rose and down to \$2.80 per barrel for No. 4.



## THE BAKER'S VICTORY.

### Commercial Processes Discount Work of the Housewife.

The baking of bread and pastry is fast becoming a lost art in the kitchen, and those foods are becoming, just as the making of cloth and flour, the product of a centralized industry. The bakery is now a necessity of life and its products enter the home with the regularity of milk and meat.

Is it a sign of the passing of the housewife that the baker's wagon calls every day instead of once a week? Is there cause for alarm and cries of fear that modern woman is losing her interest in her home because she has learned that her family is quite as well pleased with the baker's loaf as with her own, and that it is much easier and just as cheap to depend on him as to get down the mixing bowl and flour and yeast and salt and sugar and lard and all the other necessities of a batch of bread two or three times a week and set the sponge over night and knead it until wrists ache and then for hours keep the kitchen as hot as a furnace?

Baker's bread is a staple of life. It has pushed mother's bread to the rear and, however little we like to admit it, the modern product of the baker's oven is as white, as sweet and delicious as was ever the home-made loaf of which such reams of praise have been written.

And why should it not be? The servant with her haphazard way of work, even the housewife herself, cannot bring to her cooking the skill and science of the baker. The baker has shown the house-keeper how with his loaf he can beat her at her own game; he is now striving to make his bake-shop rival her kitchen in neatness and freedom from dirt. And in so doing he is breaking down the one remaining barrier to the complete passing of home baking.

Baking as an industry dates back through thousands of years—as a necessity of modern life, in this country at least, it is just now securing recognition. Pure food legislation may have helped to break down the opposition of the consumer to baker's bread. Sanitary inspection may have driven some short sighted men to improve their methods, but the constant, eager demand for better shops, better equipment, better methods, has come from the bakers themselves.

I find little need to tell the modern baker of his duty to the public, nor is it at all necessary for me to point out that his success as a baker depends directly upon the extent to which he appreciates that duty. But if it is possible for the food official and for the sanitary officer to awaken the public to a greater appreciation than now of the splendid force the men in all the food industries are putting forward in an endeavor to serve them with better food, better made food, under more sanitary conditions at a reasonable price, I feel that it is the duty of every state official to come squarely to the front and boost the industry instead of knock it.

But no business is so good that it cannot be improved. The best baker of to-day ten years from now will be

employing still better methods and turning out a more perfect product.

I believe the modern baker is playing a large part in the attempt to cut down the cost of living. I find it impossible to agree with the agitator on the one hand and the advocate of home baking on the other that it is cheaper to buy flour by the barrel and bake bread at home, than it is to buy the finished product. When the housewife counted her labor naught, when fuel was the waste of the farm, it may have been economy to bake at home, but to-day woman holds her work of value and she knows that increased gas and coal bills are a surety when she does her own baking.

I have long been interested in the way the baker has endeavored to extend his business through advertising. Much of this advertising has not been forced and compelling. It has been assertive rather than educative and instructive. He has been giving his time and effort to educating the public to the belief that he can make bread as good as home-made bread. Why does he not advertise bakers' bread as the best bread? Why is he not striving to establish as a matter of common knowledge the fact that bakers' goods simply because they are made by master bakers are better than the home-made loaf and grandmothers' cookies? I believe that the public is willing to be directed by the right kind of advertising.

During the past ten years the improvement in sanitary methods by which food of every description gets to the consumer has been actually marvelous. Part of this improvement has been forced by sanitary legislation, but much of it has come from within the industry affected, and this is especially true of the baking industry. The installation of scientific methods of control; of mechanical devices for eliminating the human hand; of baking formulas which improve quality and reduce cost, all these developments prove the success of the inventor and the progressive spirit of the baker.

I cannot allow the opportunity to pass without saying something about wrapped bread. I realize how difficult it has been for the baker with a large output and what he considers a satisfactory clientele to bring himself to believe that there was anything to be gained in wrapping his product, and I think I can understand the reasons which have prompted him to fight legislation to compel him to. I am glad that this problem has been solved, not by food control officials, but by the baker himself, and that in most large bakeries to-day the automatic bread wrapping machine is completing the chain of mechanical devices which eliminates the human hand. All the stock arguments against bread wrapping are fallen flat. Wrapping does not spoil bread; if it did the largest bakers in the world would not be wrapping their product. Wrapping does not disturb labor. The mechanical device has made hand wrapping unnecessary, and the wrapper beyond a shadow of doubt, because it eliminates the hand and keeps

out the dust, makes the loaf safe and therefore more healthful.

May I discuss with you the matter of balancing cost and selling price. I find no justice in the demand of the baker for a sixteen-ounce loaf for a nickel; no reason why bread or milk should be sold at a flat price, while the price of steaks, fruits, vegetables and practically all other commodities fluctuate every day. It is, of course, an advantage to the housewife and the grocer and the grocer's delivery boy to transact business on a nickel or ten-cent basis. But with the constantly changing price of flour the baker must either change the size of his loaf or the price for which he sells it, and because of the advantage of the loaf of uniform price the public must be educated to accept without question the loaf the size of which is varied according to the value of the flour which goes into it.

In order to do this successfully the baker must take the public into his confidence and let him know just how much bread he is getting for his nickel. In other words, instead of submitting to the passage of ordinances fixing the size of the loaf, I believe the baker should come forward with the proposition that he will mark every loaf with its actual weight when baked, and that he will assume the trouble incident to such marking for the purpose of establishing good faith between himself and his customer and forestalling venal and vicious legislation.

Many years ago the English bakers found their business seriously damaged by the widespread notion that their product was no longer the staff of life. This notion is prevalent today in our own country. But fortunately both for the baker and the consumer, the prejudice is confined for the most part to those who as willingly follow fads in eating as they do in dress. I have no fault to find with the man who likes whole wheat bread; I only object when he tells me that I, too, must eat whole wheat bread. Without going into the foolish controversy over the relative merits of white and whole wheat bread, I want to assert plainly and unequivocally my belief that the people of this country to-day are the best fed people of any country or any time.

The food official of to-day is usually intelligent, fairly well trained, surrounded by expert advisers and supported by a corps of competent inspectors. He wants to serve the public well, he also wants to help you. Get behind him. Make him your welcome guest at your factory, your legal adviser in questions of food law—your councillor in your attempts to make better goods—to open a new market, to improve conditions in the community you support. Forget he is an official and remember—he is your staunchest friend and sincerest booster.

H. E. Barnard,  
Food Commissioner of Indiana.

The Windsor Upholstering Co. has increased its capital stock from \$5,000 to \$10,000.

The office occasionally gets left when it starts to seek the man.

### Bankruptcy Proceedings in Southwestern Michigan.

St. Joseph, Sept. 11—In the matter of the Whitcomb Hotel and Mineral Baths, a corporation, bankrupt, of St. Joseph, the trustee filed petition for review of the referee's order directing Clarence E. Blake to turn over the sum of \$1,300, whereupon Mr. Blake made an offer of compromise settlement of all matters upon the payment to the trustee of the sum of \$2,500.

In the matter of Marion J. Otis, bankrupt, of Benton Harbor, an order was made confirming the trustee's report of exempted property.

Sept. 12—In the matter of Warren & Company, a copartnership, Frank Warren, George L. Warren, Bessie Warren and William Layman, bankrupt, an offer of composition was made by Mr. Layman prior to his adjudication to pay into court the sum of \$6,500 in lieu of the bankruptcy court administering his farm property. The trustee filed a report showing sale of the stock of hardware of the bankrupt estate at Niles for the sum of \$1,300 to Herman H. Freitag, of St. Joseph. This sale was confirmed.

Sept. 13—In the matter of Louis Goldstein, bankrupt, of Benton Harbor, the trustee filed his first report and account, showing cash on hand of \$18 and accounts receivable of uncertain value, with request that he be permitted to bring suit against certain parties for the collection of some \$2,000.

Sept. 14—In the matter of Maynard J. Teed, bankrupt, of Benton Harbor, an order was made calling the first meeting of creditors at St. Joseph on Sept. 26 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

Sept. 15—In the matter of Bert Reuben, Bankrupt, of Paw Paw, an order was made calling the final meeting of creditors at the referee's office on Sept. 29 for the purpose of passing upon the trustee's final report and account, the declaration and payment of a final dividend and the transaction of such other business as may properly come before the meeting. Creditors were directed to show cause why a certificate recommending the bankrupt's discharge should not be made by the referee.

Sept. 16—In the matter of Lemuel Spence, bankrupt, of Kalamazoo, an order was made closing the estate and recommending the discharge of the bankrupt. The record book and all files were returned to the clerk's office.

Sept. 18—In the matter of Marion J. Morrell, bankrupt, of Allegan county, an order was made closing the estate and recommending the bankrupt's discharge, whereupon the record book and files were returned to the clerk's office.

Sept. 20—In the matter of Morris L. Fox, bankrupt, of Kalamazoo, the trustee having filed his final report upon the sale of the real estate, an order was made by the referee closing the estate and certifying all matters to the District Judge for approval.

Sept. 22—In the matter of Ezra V. Hayden, bankrupt, of Paw Paw, no claims having been filed or allowed and there being no assets to administer an order was entered closing the estate and recommending the bankrupt's discharge. The record book and files were returned to the clerk's office.

Sept. 23—In the matter of Marion J. Otis, doing business as the Otis Electrical Co., bankrupt, of Benton Harbor, the adjourned first meeting of creditors was held at the referee's office and certain unsecured claims allowed. The trustee was directed to file his second report and account.



**Activities in Michigan Cities.**

Written for the Tradesman.

Ann Arbor begins to feel the stimulus of returning university students. Last year the University Y. M. C. A. secured 3,512 jobs for men who are paying their own way through school wholly or in part and they had a wide range, with waiters' jobs in the lead. One job was turned down as "too dangerous." An elegantly gowned mother came to the employment bureau. She had two stunning daughters and she wanted male escorts for these girls for two months while she went to the coast. She offered to pay \$1 an hour and cab fare.

The majority of the students attending the State Normal School at Ypsilanti are self supporting, 75 per cent. of the men working their way through, while 25 to 30 per cent. of the women do the same. Boarding houses for students have agreed on a rate of \$3 per week for meals, an advance of 25 to 50 cents over last year, while room rent is approximately the same, averaging \$1.50 a week for rooms occupied by one person, or \$1 each for two occupants. Bare expenses of the student, including tuition, board and room, books and laundry amount to about \$230 for the year, but much more money will be spent if the young man or woman engages in fraternity, sorority, or any of the outside social interests.

Detroit's wide openness is being well exploited by its home papers. The Journal refers to its "robberies, bandit holdups, thuggeries, pocket picking and petty thefts," and designates Detroit as the "home of lawlessness, vice and crime" and "the widest-open town in

the world, not excepting Leadville, Cairo, Bokhara or Bucharest."

Bay City will try an experiment in paving and will resurface the brick pavement on Fifth avenue with asphalt concrete two inches thick.

Jackson will extend its boulevard lights on Main, Francis and Jackson streets.

Mt. Pleasant city officials have voted an appropriation of \$1,000 to provide a rest room for the free use of the public.

Bay City received the same bids from four different concerns for furnishing posts and lamps for its "white way" lighting system and voted to split the contract 50-50 between the Electric Supply Co., of Saginaw, and the Westinghouse Electric Co., of Pittsburg. Each concern will furnish fifty-two posts and lamps for \$26.19 apiece. The ornamented posts will have the iron lantern effect.

Sault Ste. Marie will place its water-works department on a better paying basis, starting Oct. 1. Many persons are now exempt, principally widows, and the city must take care of these accounts and pay for its own water consumed as well. The rates to large consumers are increased and a minimum charge to all consumers is fixed.

Directors of the Muskegon Chamber of Commerce give their strong endorsement to the move made by a group of retail clerks there toward the study of foreign languages and the principles of salesmanship.

The Manistee Chamber of Commerce is out after new industries and has appointed a special committee for this

work, composed of George O. Nye, Frank White and Charles Elmdorf.

Almond Griffen.

**Charged With Attempting To Defraud Creditors.**

Marquette, Sept. 25—Joseph J. Drey, the Palatka merchant whose affairs were aired in three cases at the April term of the United States District Court has been arrested on an indictment returned by the Federal grand jury at its meeting here last week. He furnished a bond of \$1,500 for his appearance at the next term of court, which will probably be held here in October or November.

The indictment charges Drey with attempting to defraud his creditors by issuing false property and financial statements to wholesale dealers to whom he owed large bills. In statements sent to Lindeke-Warner & Sons, of St. Paul, and Kolliner Bros. & Newman Company, of Stillwater, Minn., Drey made it appear that he was perfectly solvent, and that his assets were from \$15,000 to \$17,000 in excess of his liabilities.

The financial statements neglected to mention that Drey owned Sam Rusky, his father-in-law, nearly \$5,000 that he owed his wife, Mrs. Simmie Drey, about \$6,000. Just prior to the time when bankruptcy proceedings were started against Drey, he paid these two debts to relatives, and also paid \$1,600 that he owed the First National Bank of Iron River and \$500 that he owed the Commercial Bank of Stambaugh.

At the April term of court, C. C. Ritze, trustee of the J. J. Drey estate, sued to recover the amounts of these four payments, on the ground that the persons receiving the money received a greater proportion of their claims than other creditors of the same class would receive. He obtained judgments against Rusky and Mrs. Drey, but the jury decided against the trust-

tee in the bank cases, which were tried together.

The former trials were of considerable interest. In the hearing of the case against Mrs. Drey, the defendant asserted on the witness stand that she received the \$6,000 from her husband and that she spent over \$2,000 of it in one week in Chicago. She was unable to remember just what she spent the money for.

**Standardizing Invoices.**

For years there has been a crying need for a standardization of invoice forms by all manufacturers and jobbers. Realizing this need, the National Retail Dry Goods Association is now working out a standard invoice form, which will be presented in the near future to its members for endorsement. The form will be of standard width and several approved lengths, and there will be uniformity in such items as the position of the date line, location of terms, department number, etc. The Association will endeavor to make this form one that will be acceptable to retailer and manufacturer alike, and to this end it is anxious to obtain the co-operation of the manufacturers. The details will be worked out so carefully that the Association does not anticipate any conflict of opinion as to the desirability of the form finally adopted. Incidentally, the Association takes occasion to contradict the rumor that retailers are preparing to demand immediate standardization of invoice forms by all manufacturers and jobbers. No such demand—indeed, no demand of any kind—is contemplated.



Barney Langelier has worked in this institution continuously for over forty-five years.

**Barney says—**

*It's a big job to ship all the orders we receive each day, but it certainly pays, and I am sure a part of our big increase each year is due to the fact that we ship orders so promptly.*

**WORDEN GROCER COMPANY**

GRAND RAPIDS—KALAMAZOO

**THE PROMPT SHIPPERS**





(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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Two dollars per year, if not paid in advance.

Five dollars for six years, payable in advance.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 27, 1916.

### THE CRUSHING EGG SHELL.

The decisive defeat and utter rout of the Germans on the Western front has a significant counterpart in the verdict that Mackensen's great enterprise in Rumania has failed.

Success in this particular operation was not to be measured by the scale obtaining elsewhere on the battlefield. Mackensen was not primarily sent out to win a victory in a particular sector. His was the great counterstroke for which observers have been waiting ever since the beginning of the Allied forward march under Brussiloff, Cadorna, Foch and Haig. The Mackensen phalanx was to repeat the history of May, 1915. It was to smash a hole in the Allied line as wide as the gap which the German guns laid open between Cracow and the Carpathians last year. Through this gap it was to throw an army in the rear of the Rumanians on the one hand and of the Russians in Bukowina on the other, precisely as the Mackensen phalanx took in the rear the Russians in Poland and in the Carpathians. Just as the Russians in Northern Poland fell back before Hindenburg because of what Mackensen had done to them in Galicia, so Brussiloff was to be forced away from Kovel and Lemberg by a shattering blow near the Danube. This purpose has been halted.

At the beginning the Mackensen steam-roller seemed in as good condition as ever. The sudden capture of Turtukai fortress, with nearly 25,000 prisoners, was the characteristic opening smash. It was as large a haul of captives as was announced in the first day's report of the battle in Galicia a year ago last May; and that first day's record was the initial instalment in an account that mounted up in four months to a million prisoners. Would the event be repeated in the Dobrudja? For a week the thing seemed possible. Turtukai fell on September 7. On September 15 Berlin announced a "decisive victory" over the Russo-Rumanians, and Sofia spoke of the "destruction" of the enemy's forces. After the event one can see that in the very tone of the announcements of victory there was a significant change from May of a year ago. At that time the Teuton bulletins contented themselves with the curt statement of great successes. It was the calm tone of a victor who was under no need to brag; the facts would show. It was

different with the "decisive" victories and the "destroyed" enemy armies of last week. Teuton self-confidence had lost its poise. And as a matter of fact, within a day or two Berlin had to acknowledge the arrival of enemy reinforcements, and then stubborn resistance by the enemy, and now a standstill which the enemy claims to have been a defeat. The tide of battle may still surge back and forth in the Dobrudja, but the important thing is that the conflict has been localized. Mackensen's operations have ceased to be strategic. They are now a detail in the European battle-front.

It is when we keep in mind the ultimate purpose of the Mackensen campaign that the significance of the check it has encountered appears. As a local operation Berlin may call it successful, even if it makes no further progress. The professed purpose of German strategy, always to wage war on the enemy's soil, has been attained with regard to Rumania. But this purpose is really an after-thought born of German disappointments since the battle of the Marne. When von Moltke failed to destroy the French army in September, 1914, consolation was sought in the reflection that Germany was fighting on French soil. When the destruction of the Russian armies in September, 1915, failed to come off, consolation was sought in 100,000 square miles of Russian territory occupied by the Teuton armies. Now it will be said that Germany has carried the war into Rumania, as it has done into every other enemy territory, but the fact will remain that the sole aim of German strategy, the annihilation of the enemy army, has not been attained. And with this failure has vanished the tradition of swift German vengeance on the little nations that presume to stand in the way. What happened to Belgium and to Serbia has not happened to Rumania. That is a fact whose implications we may see any hour in Greece, where provinces are in revolt and Venizelos is openly threatening revolution if Constantine refuses to march against the Central Powers.

With the breakdown of the Mackensen forward movement, Germany passed to the defensive along the entire line. It was an effort which was months in the preparation. It will be months before another counter-stroke is delivered, if it ever comes at all. The resources in men are not there and the resources of generalship are not adequate to the emergency. Whatever popular sentiment may make of von Hindenburg, the greatest of German generals has really been Mackensen. But even the victor at Lodz and the conqueror of Poland and Serbia cannot work miracles.

If the Government authorities had put more copper in a penny, it would now be a stroke of wisdom for people to begin saving their pennies, on the chance of an appreciation in their value. Prices are going higher and higher, which means that gold is getting cheaper and cheaper. The maxim of the near future may be: "Save your copper pennies, and get rid of your gold dollars."

Under certain conditions a man may make more noise in the world by keeping his mouth shut than any other way.

### GERMAN MISCALCULATION.

Two Zeppelins lost as against 127 English men, women and children killed or wounded, is a ratio which sooner or later is bound to rouse protest in Berlin against the ordinary Frightfulness and create a demand for a Newer Frightfulness. The damage wrought on Britain in the way of homes and factories burned and railway lines damaged may possibly exceed the million-dollar cost of a couple of Zeppelins, although it is not likely. The sixty-two Englishmen killed and wounded just about equal the Zeppelin crews killed or captured. But—and here comes in the necessity for revising the methods of Frightfulness—the Germans who died or were taken prisoners were soldiers, and soldiers of a highly specialized type whom it takes years to create, whereas the sixty-two Englishmen killed and wounded were most of them below or above military age in all probability, or in some other way unfit for the battle-line. The question, therefore, is whether the German General Staff can afford to spend a German soldier to kill or maim a British non-combatant. That spirit of cool reason and adaptation of means to end which stands behind Frightfulness must soon come to see that the amount of Frightfulness visited upon the survivors of the British dead is not perceptibly heavier than the amount of Frightfulness inflicted upon the widows and orphans of the Zeppelin crews whose charred bodies lie in British soil.

But it is when they take into account the Zeppelin harvest of women and children that the mathematicians of the German General Staff will awaken to the irrationality of the present methods of Frightfulness. Only half of the British casualties were men. Now it is quite obvious that a policy which sets out to kill as many women and children as men, simply doubles the number of enemies whom Germany must destroy, and doubles the effort which Germany must make. Suppose, for example, that the Zeppelin commanders were instructed to destroy British cattle and other domestic animals as well as women and children. Then it is plain that the German General Staff would add tens of millions to the number of units it had to eliminate before it forced an honorable peace. Can German resources stand the strain? And will not men arise in Germany to ask whether the same investment in soldiers and money would not show greater results if directed against the Allied soldiers in the trenches? Fifty highly trained German soldiers from the two Zeppelins and a million dollars' worth of guns and powder would probably account for thirty or forty British "Tommies." These considerations are bound to work for the adoption of a Newer Frightfulness, not in the interest of humanity, but in the interest of arithmetic.

### AMERICAN LIFE INSURANCE.

The development of American life insurance is peculiarly characteristic of the American spirit and genius. Nothing is harder than the cultivation of the homely and conservative virtue of thrift in a land where wealth is increasing rapidly and opportunity beckons at every turn. Realizing that the appeal of the old stocking and

even the savings bank lacked sufficient strength, the sons of Uncle Sam have turned to a kind of saving that is in practical effect compulsory.

Life insurance provides a powerful first motive, for the investment of a small initial payment secures for the beneficiaries of the insured, in case of death, a substantial sum. And once started the motive for continuous thrift strengthens with each succeeding year, for the benefit of persistence and the threatened loss from lapse increase at equal pace. With the normal man life insurance is like "shooting the chutes." The first step counts; an increasing momentum does the rest.

The great life insurance companies have been chiefly influential in four directions. They have provided for the insured a form of saving peculiarly adapted to the American spirit and American conditions. They have provided for the dependent beneficiary protection against the sudden cutting off of the support of the insured. They have exerted a most important and healthful effect on the development of great productive enterprises and the financing of public works by placing in trust in the hands of enlightened and experienced financiers large masses of capital for investment. And by their mutual form of organization they have afforded a striking and potent example of the application of the principles of democracy to finance, the far-reaching character of which is only beginning to be realized by economists and statesmen.

### CORPORATION BAITING.

Corporation baiting is the favorite occupation of the grafter and the cheap politician. The Tradesman has no evidence to prove that Mayor Tilma is a grafter, but his action in the Consumers Power Co. franchise matter automatically places him in the class of cheap politicians who seek to gain a little temporary notoriety by unwarranted attacks on vested interests and corporate rights. The Common Council, acting on an affirmative vote of the citizens, granted a franchise to the Grand Rapids-Muskegon Power Co. This corporation was subsequently merged into the Consumers Power Co. The merger had no effect on the franchise, but Tilma and his followers saw an opportunity to sand bag the lighting company and both are acting like a gang of border ruffians. It is, indeed, very fortunate for Grand Rapids that Tilma's tenure of office is of short duration, because the few months he has held an executive office reveal the fact that he is a small man in all that the word implies. He has no vision and no proper conception of the duties and responsibilities of the important position he was elected to fill.

Never accuse a man of being honest until you know the amount of money he has been offered to keep his face closed.

The trouble with the man who thinks he knows it all is that he always wants to tell more.



**DRY GOODS MEN CONFER.**

It was significant at the gathering last week of department store heads and merchandise managers from all parts of the country at New York, under the auspices of the National Retail Dry Goods Association, that so little attention and importance appeared to be attached by these merchants to the high price question. There were about seventy-five merchants on hand at different meetings, coming from over twenty states. If they were concerned over the high cost of merchandise and had any doubts as to their ability to sell merchandise to the public at the new levels, they certainly did not express it in any noticeable degree at the meetings.

The Secretary of the organization brought up the question at one of the meetings, and gave members an opportunity to talk about it, but there was no response. There was a paper on Market Conditions read at the meetings, in which the view was expressed that prices were going to continue high so long as the war lasted. One question was also put in the question box about the danger of high prices and the advisability of buying freely for the spring season. This provoked no discussion, being passed over as answered by the earlier paper on market conditions.

But the real viewpoint on this matter of prices was to be gained from talks outside of the meetings with individual members. The President of the organization, Frederick H. Rike, who conducts a large store in Dayton, Ohio, when asked about the subject, said that he could see no reason yet for becoming concerned over high prices, inasmuch as demand was such as to mean a full distribution of merchandise even at the high levels. The retailers in his section, he said, were breaking all records. Labor is just as fully employed in that section as at any time, Mr. Rike added, and that means the ability to buy. He spoke of the necessity of retailers, on account of the new cost of merchandise, getting away from the old set prices at which they had so long sold many staple lines. He said the retailers were realizing the new situation in this respect and were putting prices up to new levels on merchandise where old values were continued. This will be a cheering note to those manufacturers, such as in the knitting industry, who are suffering from extremely high manufacturing cost and from the custom of distributors selling at set prices of 25c, 50c and a dollar a garment.

Another merchant from a prominent store, namely, the well known organization of Jordan-Marsh Company, Boston, expressed the opinion that the next sixty days will provide the test as to whether the public is going to pay the high prices on dry goods which are necessary this fall. If business moves well at the new level, then we are in for another season at least of high prices. The retailers are now doing finely, he admitted, but it should be remembered that the last six months of 1914 and

the first six months of 1915 were bad for the retailers, and they are entitled to a good period of prosperity to make up for the loss at that time.

It is doubtful if a body of such prominent merchants ever got together before with such successful results as at the meetings last week. The unusual times, no doubt, accounted for a new spirit to the conferences. At the same time the frankness of discussion, the lack of any effort to withhold trade practices of individual stores, in the fear that a possible competitor might benefit thereby, were all signs of the new idea of openness in business.

Some surprising features came out in the discussion. The fact that the large department stores, while complaining of the returning of goods as an evil, at the same time believe in practicing a most liberal policy in this respect toward their customers, giving the latter the benefit of the doubt, is surprising to the trade at large. The higher cost of business as a result from this practice was not overlooked, but wherein lies the remedy no one seemed able to state.

Legislation was talked of, but the legal opinion given the members was that it would have to come through state legislators and not the Federal authorities. The suggested basis for this legislation was under the police authority of the state governments, and applying to this particular case through the danger of the spread of disease if goods were freely permitted to go out into homes and then be returned without more careful supervision.

F. W. Coombs, of Jordan-Marsh Company, gave the maintained price idea as provided for in the Stephens-Ashurst bills a hard blow when he asked, If the few manufacturers affected could by legislation get the right to control retail prices, why couldn't the retailers get together and obtain legislation by which they could control cost prices and discounts so that the manufacturers will be obliged to sell to the retailers at prices that will be under Government supervision?

President Rike, on this subject of maintained retail prices, called upon the members to provide funds for the organization to carry on further the fight against the work of bodies such as the American Fair Trade League, which is sponsoring the Stephens-Ashurst bills, Mr. Rike stated that until the Retailers' Association began their fight on the measures Government authorities actually did not know that there was any one against these bills.

It goes without saying that the manufacturers could put up a strong argument against another one of the measures favored at the meetings, namely, that the retailers have more of their own brands. The advocate of this idea said that if the retailers investigated they would find that there are many manufacturers' brands which they could discontinue because of lack of demand and merit, and there would remain some for which

there is demand enough to keep, but not necessary to push.

It is questionable, at least, whether the retailers who favor further extension of the system of branding in sales—the brands to be owned and controlled by individual retail stores—are fully aware of what causes a great deal of the mischief in handling branded merchandise at a loss. There is a great deal of misrepresentation abroad in the land covered up by misbranding, and until some remedy of a National character is applied, whereby misbranding and misrepresentation in selling to the retailer, as well as to the consumer, can be controlled by punishment easily and effectively administered, the whole vicious system of selling by brands alone will go on unchecked.

The purpose the retailer has in view in protecting his customers by selling goods branded by himself or by those in whom he has confidence when he buys from them, is to ensure a profit arising from satisfaction given to the customer by a brand of merchandise he has used. Now if the manufacturer brands his merchandise honestly, that is, if he brands it as typical of the very best merchandise of its kind to be had at the price offered, a retailer and a consumer will profit alike by the steady sales arising from honest and satisfactory service. But a great many dry goods brands do not represent intrinsic value, they only mean an identification of a class of merchandise made to fit a price, to work as a substitute, to cheapen the really good brand established in the first instance by some honest and economical producer.

It has been frequently stated in this column that many advertising campaigns, conducted Nationally and otherwise, are predicated on something beside the best possible service from the producer to the consumer, through the intermediary of the jobber and retailer. So well is this fact known in some publishing offices of international reputation that many goods offered for advertising are first investigated for the purpose of determining whether they are being sold at enormous profits or whether they are being offered on a basis of value and profit that will ensure constant increase in sales growing out of real merit.

The publisher is becoming wise enough in his day and generation to encourage the honest advertiser as against the dishonest one. A great deal of dishonesty is covered up by branding. The way to uncover it is to punish misrepresentation in selling and misrepresentation in branding. That way has been pointed out many times in the past few years by the greatest mercantile and manufacturing organizations in the country as the adoption of some such basic law as the one fundamental in the British Merchandise Marks Act, and recently presented to Congress in an Americanized form in the Barkley bill.

It is well worth the time that retail organizations can give to take up the study of what the Barkley bill proposes to do, to rid them of the

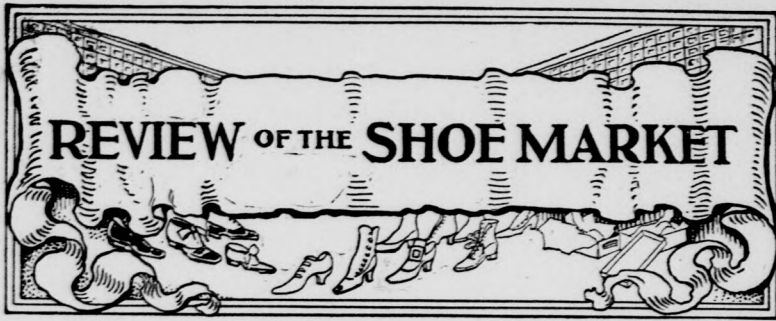
viciousness under which manufacturers, jobbers and others proceed when protected by misrepresentation and misbranding. If the retailers will do this, they will find that what they require is not more brands, but a great deal more honesty in handling the brands that are already well known, and are working profit only to the owners and not to the retailers, producers or consumers.

The frequency with which Canadians and Australasians are mentioned in correspondence from the front is an indication that they play a picturesque, not a disproportionate, part in the fighting. Yet their total numbers on the firing line must now be considerable. The Canadian enlistment is approaching 375,000, growing apparently at the rate of about 10,000 a month; the Australians had enlisted over 250,000 by the first week in May, and Hughes and others are calling urgently for more volunteers; even New Zealand has raised over 60,000 men for overseas service, and is sending reinforcements at the rate of 3,000 a month. With the small South African contingent in Europe, we have here a total of about 700,000 men, of which perhaps a half million are at or near the fronts. That this is far from measuring the effort of the colonies is shown by the fact that in Canada alone are 200,000 workers in munitions factories. In the Dominion, Laurier has been delivering speeches since the end of Parliament exhorting the French-Canadians to attempt more, and with effect; Hughes has been talking compulsory service in Australia; and a writer in the Round Table states that "conscription has long had a numerous and steadily increasing body of supporters in New Zealand."

No better means could be adopted towards a closer understanding between North and South American business communities than the publication by the Cincinnati Chamber of Commerce of a monthly magazine in Portuguese, for distribution in Portugal, Brazil, and the Portuguese possessions. It is, as the Cincinnati Chamber maintains, a new departure in foreign trade stimulation. Signs are not lacking that the period of our one-language isolation is at an end. *O Cincinnati*, as the magazine is called, comes as additional testimony that we are becoming more and more willing to meet foreigners on the ground of their own language. The enterprise will serve the additional purpose of supplying Portuguese-speaking business communities with the coherent and exact information that is rarely gained in hasty impressions on short business trips or from newspaper dispatches. The first number, which describes the city, its business and its artistic life, and, of especial interest to Brazilians, the formation of a Brazilian Club of Cincinnati, may well prove suggestive to progressive commercial organizations in other cities.

At the sound of a dinner bell great minds run in the same channel.





### Women's Spring and Summer Styles 1917.

Wherever shoe manufacturers or salesmen gather one will hear many expressions of opinion as to what styles of shoes for women dealers are bound to buy for spring, and in the women's factories there is daily animated conversations between designer and manufacturer, superintendent and the salesforce as to what the season will bring forth. The opinions are so numerous and so varied that when one hears them day in and day out, with the frequent changes of opinion that are bound to occur, he begins to wonder if anyone has "a line" on what is to sell and to what extent the trade will buy.

The fall season is already far enough advanced to prove that shoe buyers are in the best of humor, which means that business has opened up well, and that they look for a good season. The fact that prices are higher to-day than ever before, and that they are certain to go still higher because of the increasing scarcity of leather and the difficulty in securing wanted selections, has not frightened manufacturer or buyer. The experience of the past two seasons has proved that retailers are better merchants than they themselves, as well as the manufacturers, gave them credit for. As shoes advanced in price the live merchant advanced his prices, and on stock which he bought at last season's prices he did as merchants in other lines of business do—sold his shoes on the present market.

Formerly the shoe manufacturer and the retailer gave the consumer the benefit of any advantage in price, sacrificing profits to do so. Retailers have found that the manufacturers who kept prices down by making shoes at low prices because the manufacturer bought on a bear market and had high-priced leather out of which they were willing to make shoes at old prices, can no longer supply their needs and have no bargains to offer.

It is the opinion of the prominent shoe manufacturers of the large style centers, such as Lynn, Rochester, Brooklyn, Philadelphia and Cincinnati, that retailers will be liberal in their orders for boots for spring to be delivered in January and February. Some beautiful low cut styles are being shown for spring, but it is the prevailing opinion that the retailers will not be interested in buying these until late in the season. Additional samples of low cuts will be shown in January and these are expected to be the styles that will later be the vogue. Easter formerly marked the wind-up

of the boot season and the adoption of oxfords and other low cut styles, but this is no longer true. Boots have been worn all summer, to the disadvantage, in many instances, of pumps and other low cut styles, and as fairly short skirts, like the war, are likely to continue for an indefinite period, it is believed that boots will sell all next spring and perhaps into the summer.

Naturally, the salesmen who are leaving this month and next with their sample lines look for a big immediate business on boots, with browns and grays in buck and kid leading in novelties. The stock departments are not so numerous as formerly, probably due to the fact that styles change so often as to make the carrying of large stocks unprofitable. Most factories are making shoes on a schedule of from 18 to 25 days, which seems to suit most retailers.

Havana brown kid is seen in all lines, and these boots come high in price owing to the cost of leather. Gray, in various shades, is selling almost as well as brown. Tan Russia calf has been a steady seller for fall delivery and unless all signs fail the darker shades of tan Russia calf will sell right through the winter and spring.

Many manufacturers thought when the summer season was over that white, which has had a most remarkable run, would die a natural death. But instead of that white is one of the best selling leathers to-day. It is chiefly in demand in white kid, and all white boots with light Louis covered heels and plain toes with long vamps are being sold faster than they can be produced. Some manufacturers are still selling white canvas boots, while white Nubuck is quite a factor in fall sales. Genuine white buck is selling in the finest shoes. White is also strong in toppings, combined with dull kid or patent vamp boots. Dealers are looking for white to sell right through the winter and spring.

The effort to introduce as a style feature boots of 6 and 7 inch heights has utterly failed. The 8-inch boot is standard, while in the large cities even higher tops are wanted. It is no unusual thing to sell nine and ten-



**Value is Salvation**  
in Merchandise, and Shoe-value is  
measured by Usefulness  
to the Wearer.



**Our MOHAWK line meets these  
standard Shoemaking Requirements.**

They are \$2.25 if you order now.

**Rindge, Kalmbach, Logie Company**  
Grand Rapids, Mich.

**Playmate  
Turn  
Shoes**



Children's shoes that satisfy.

Good fitters, giving comfort to the little growing feet.

Good wearers, which make pleased customers of the parents.

A variety of styles, made from kid, dull leathers, patent leather tips, and patent vamps.

Sizes run from 1 to 5 without heel, 3 to 5½ with spring heel, and 6 to 8 with spring heel.

Send for samples and prices, or write  
to have salesman call.

**HIRTH-KRAUSE COMPANY**  
Hide to Shoe  
Tanners and Shoe Manufacturers  
Grand Rapids, Michigan

inch boots. Women know that leather is so high priced that it makes high boots more expensive, but as they do not pay the bills this matters little or nothing to them, as long as fashion fixes the height. All efforts of the millinery trade to create a style of extreme low skirts have failed. The milliners know that the reason their business is "short" is that women are putting their money into boots and are sacrificing on their headgear in order to do it. Women and men alike admire short skirts; women find them uncumbersome and enjoyable. The latest models from Paris show skirts from 4 to 6 inches from the ground, and dresses of this length will be worn this fall by women who have their clothes made to order.

Kid retains its hold on the public fancy and in black and colors it leads by a wide margin. There are more black kid shoes being made than in colors, and in good grades these wholesale at prices ranging from \$3.50 to \$4.75. Very good black kid welts are to be found in the retail stores at \$5, where a few years ago \$3 and \$3.50 were popular prices. On some store signs these prices are still to be found, but the price tickets in the window belie the signs below. Kid in brown, gray, black, white and purple are leading in sales, while bronze, blue and other shades are also selling fairly well. Genuine buck in light colors has sold well this fall for top-pings. These are extremely popular in high-priced shoes. All buck boots are having a good fall sale.

In the new samples for women quite a variety of cloth tops are shown. Whether these will sell depend on the views of retailers. Manufacturers would like to sell cloth, but they are more or less skeptical about the extent of its use in pretty shoes. In cheaper shoes cloth must be used in place of leather in order to keep prices within bounds. The greater problem of the season is to produce women's welt shoes that may be retailed at \$3.00 and \$3.50. Rochester, Cincinnati and Brooklyn will have no shoes to retail lower than \$5, although there will be McKays which may be sold at \$4.

Patterns continue to rule when it comes to novelties. While different factories have worked out patterns that are pleasing to the eye, there is no one definite pattern that the entire trade will agree upon outside, possibly, of sport shoes, which are just as numerous in the samples as ever. Tops show various patterns. The dome top has quite disappeared, and the dip top has taken its place to a degree. Then there is the Napoleon top, resurrected, and crescent, the wave and other patterns too numerous to describe as nothing could be gained by so doing. Fancy lace stays, extended vamps, heel foxings and vamps are numerous. Every dealer

will have to buy what he believes will best suit his trade.

In fall and spring samples the two-tone effects are avoided to a considerable extent. This is for the reason that they did not make the hit last spring and summer that manufacturers and retailers felt they would. Women seem to prefer contrasting colors, rather than those that harmonize. There are two-tone effects in gray and brown, but the samples built after this fashion are few in comparison with six months ago.

There seems to be little doubt that next summer will see a revival of interest in oxfords. They are more numerous in samples than for many years past. Plain pumps, and pumps with very small ornaments, are shown. A sprinkling of Colonials with big tongues and enormous buckles will be seen, but it is matter of speculation whether or not they will sell.

Interest is most keen in style shoes for grown girls, or "young ladies," as these young women are now known. The young ladies, in ages ranging from 12 to 18, demand just as stylish shoes as their big sisters or mothers, and manufacturers for several seasons have been making such shoes for them. Now makers of women's shoes have gone into "young ladies" shoes, the main difference being that the lasts are modified to suit the measurements of growing feet and lower heels—one to twelve-eighths—are being used, in Cuban or "Dutch" Louis style. The same fancy patterns and other foibles enter into these shoes.

Prices are higher than they were last spring, and retailers who have carefully studied the leather market and trade conditions know that prices are in keeping with conditions. Retailers do not argue the question of prices nowadays, and the salesmen are men of business who are compelled to get the higher prices in order to hold their positions. Retailers have found that the public is willing to pay more for shoes the same as it pays more for gasoline, for sugar, for potatoes and for the other necessities and luxuries of life. Shoes were about the last article to advance and regardless of whether the public appreciated the former low prices, it knows that to-day in order to buy worthwhile shoes it must pay reasonable—not high—prices.—Shoe Retailer.

About the time the average man learns how to live he quits the game.

**Schwartzberg & Glaser**  
Leather Co.

Shoemakers and Shoe Store  
Supplies

240 Pearl St. "Near the Bridge"

Both Phones Grand Rapids, Mich.



**"Brandau-Brand"**

Service Shoes  
FOR SHOP AND FARM

Manufactured by  
Brandau Shoe Co. - Detroit, Mich.



**The Shoe For You**

Every dealer wants to supply his trade with the most dependable shoes the market offers.

The more serious the dealer—the more earnestly do we say THE SHOE FOR YOU is

**The Bertsch (Goodyear Welt) Dress Shoe Line for Men.**

In this shoe is embodied all the essentials of good style — up-to-date lasts, perfect fit, and expert workmanship.

The materials used are the very best obtainable—the constantly rising price of leather will cause cheap substitutes to be used by some manufacturers.

The BERTSCH won its reputation through its uniform wearing qualities.

These will remain so.—We will not substitute cheaper materials.

That is why the BERTSCH will always be THE SHOE FOR YOU.

You can make more money selling the BERTSCH SHOE.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

**Try one of these**

(First come, first served)

We  
Have  
In  
Stock  
TWO  
WORLD  
BEATERS

**First is No. X10**

A Woman's Mahogany Tan Russia Calf Lace. 9 inch. Blind Eyelets. Goodyear welt. Louis heel. Whole quarter. C wide, at . . . **\$4.00**

**Second is No. X20**

A Woman's Black Vice Kid Lace. 9 inch. Blind Eyelets. Goodyear welt. Louis heel. Whole quarter. C wide, at **\$3.50**

Only 20 cases in all, but "believe us" they are great for the money, Fine Store Stuff and, NOTICE! all Genuine Goodyear Welts,—not sloppy McKays.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids





### Growth in Ability To Accumulate Money Rapidly.

N. F. Hawley, Treasurer of the Farmers and Mechanics Savings Bank of Minneapolis and President of the Savings Bank Section of the American Bankers Association, discusses the growth in ability to accumulate money rapidly, as follows:

There are two marked tendencies of business in America at the present time. The first is manifested in the unusually large interest in the business of foreign countries. We are upon the threshold of world affairs. The great banks of the country are organizing branches in foreign lands. Manufacturers are planning to an extent never before equaled to supply the demands of the world. The tendency to manufacture to meet foreign demand is well illustrated by the fact that in spite of the Mexican situation one of the factories of our own city is delivering a large order of traction engines on the West Coast of Mexico.

#### Money Being Accumulated.

Another decided tendency is to accumulate great sums of money. The tide of the human occupancy of this continent sometime ago flowed Westward to the Coast and then turned back upon itself. While there are still many places in the country where life is more or less in its pioneer stage, yet with amazing rapidity the great manufacturing towns are multiplying in the West. Population is filling the great Mississippi valley. It was not very long ago that the large factories of the country were east of the Allegheny range. But now this is changing. The large producers of products of grain, meats, lumber, iron and steel are in the Mississippi valley.

Great accumulations of small and large amounts of money throughout the country form the base from which we are to deal with the world. The broader and stronger this base the more completely can we be masters of the trade of the globe, if we will perfect our minds and means for carrying on business.

#### The Savings Bank Centennial.

The first savings bank was organized in this country in November, 1816, in Philadelphia. It is a coincidence that the centennial of the founding of savings institutions should occur at a time when it is peculiarly appropriate in our financial and business development that we should encourage people to accumulate the great sums that will be necessary to carry on our business at home and abroad.

It is especially proper that at this juncture when our prosperity is so

great and the temptation to waste and to spend is so strong that we should endeavor to start out on a campaign that will in part at least check the undesirable tendencies and encourage thrift, which after all involves character—in fact is based upon it. It springs from those elements of a man which make him persistent in foresight, self-denial and enterprise.

Thrift does not consist alone in the saving of money. As a matter of fact the habit of saving is merely the hand-maid of thrift, simply the custom of laying by and accumulating that which is produced by those higher qualities of the mind involved in thrift. A mere miser is not a thrifty man. We all think of him as being foolish as well as mean.

#### Thrift Should Be Constructive.

A thrifty man should be constructive in his habits of thought. He should be able to produce, to do things whether it be to raise a bushel of wheat, build a steam plant or organize a transportation system. No one thinks a man thrifty who simply receives. That man is thriftless indeed who sits still, waiting only for others to accomplish what by inheritance or gift he may be permitted to take.

Another quality we look for is prudence, foresight, the ability to see ahead, plan what shall be done and when and how it shall be done. Opportunity offers something to everyone and to many it holds out a chance for wealth and achievement; but it offers nothing to him who cannot see and have the vision of what can be made of the chance. A man can be quite as thriftless of opportunity as of money and in fact if he ignores the one he is likely to lose the other.

#### Must Spend Wisely.

But a man may make ever so much, it will profit him nothing if he does not know how to spend wisely. In fact, with most of us of small income, the key to prosperity is quite as likely as anywhere to be found in the knowledge how and when to buy things. The factories and commercial houses of the country are expending much time and money in teaching salesmanship. But the man who provides the money to make the purchase would be wise if he spent as much attention to the art of purchasing as others do to skill in selling to him. It is quite as necessary to know when and for what to be persuaded to buy as it is for the salesman to know how to sell. Waste does not consist simply in permitting things to rot or to be thrown away. One of the first elements of waste is in poor buying. An important in-

## Important Announcement

The Universal Valveless Four-Cycle Motor Company announces the engagement of Irving P. Miller of Toledo as Engineer and Production Manager.

Mr. Miller has been in the motor business since it was founded, and has been connected in an engineering capacity with some of the largest concerns in the country.

He brings to the new company broad experience in every branch of the industry—having worked through the pattern room, foundry and machine shop, and had considerable experience in the selling end.

The fact that he left a very remunerative position with an old, strong concern to ally himself with the new one is the best evidence of his faith in the wonderful Clark-Anderson Motor which is being brought out by the Universal Valveless Company.

And it is the faith based on wide experience and positive knowledge.

The company is very fortunate in securing so versatile, competent and well known man at this time.

The company has been very careful and conservative in filling this position, and is handling the matter of location in the same way.

Full description of motor and company, and our subscription terms on request.

**Universal Valveless Four-Cycle Motor Co.**

406 Murray Bldg., Grand Rapids, Michigan

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU' SQUARE

The convenient banks for out of town people. Located at the very center of the city Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

Combined Capital and Surplus.....	\$ 1,778,700.00
Combined Total Deposits.....	8,577,800.00
Combined Total Resources.....	11,503,300.00

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



redient of thrift therefore is wisdom in purchasing.

But there is a tendency in America to downright waste, to the actual throwing away of that which might be of use. The farmer leaves his reaper in the rain. The maid puts into the garbage can as much food as would support a French family. Minneapolis throws away enough tin cans to make a German village rich. There are a few things, thanks to the street peddler, which we have bothered ourselves, when pressed to do so, to save, such as scrap iron, rags and rubber. We are just beginning to get the notion that waste paper may be of value. As a matter of fact there is little that we throw away that could not be made of use and value, whether it be standing timber that we recklessly destroy or the sewage that we pour into the river that passes our door.

The most useful tool that a man has for the gaining of food and all the desirable things of civilized life is his mind. He is short sighted indeed who does not sharpen this tool. That money is well spent that makes the hand skillful and the mind well stored and trained and that man is thriftless who can see no wisdom in the highest improvements of mind and hand. This again illustrates that thrift may not consist in spending nothing but rather in spending fully but wisely.

#### Man Must Save.

But with all that has been said, if he would be thrifty, a man should invariably save something out of his income, however small, accumulating incessantly. It will not be enough that he shall know how to do things, that he shall know how to buy right and how to spend well, he must do one more thing, namely, see that his buying and spending is less than his earning and get the habit of saving that difference and if he would be wise he must do this until the tendency to store up accumulations for future use shall have become a habit of mind that will operate normally and unconsciously under ordinary circumstances and which can only be thwarted by some unusual emergency or great catastrophe.

There is one thing more the prudent man should do to complete the round of his activities, namely, invest wisely his accumulated savings. Here he becomes the capitalist who furnishes the means wherewith another can in turn begin to earn. At the same time he not only accumulates but makes useful his capital so that it will work for him unceasingly through all the days and nights until old age shall come upon him.

#### Thrift Defined.

If then I were to attempt to define thrift in a few words I would say that it is earning to the fullest capacity, spending wisely, saving persistently and investing prudently. One who does all these displays that quality of mind and practice that we call thrift.

The Savings Bank Section in considering what would be a proper commemoration of this centennial year concluded that wiser than the erection of a monument, better than the holding of a convention, more

enduring than the writing of a book and more beneficent than the organizing of a great bank would be a campaign of thrift.

I will suggest concisely some of the methods and means proposed for the carrying on of this campaign. If in making this effort we shall increase to any appreciable extent the interest of the people of the country in thrift, we shall deem it most timely and beneficial; but if we can inaugurate a tendency that will project itself into the coming years beyond this centennial we shall regard the endeavor as doubly successful.

The campaign for thrift should as nearly as possible be as broad as its subject. It should reach to the utmost all classes of men and women, it should interest all professions and occupations, it should appeal to all ages of life and cover in some way all parts of our country and minister to all activities.

#### Must Appeal to the Child.

Because thrift is so much a result of character and habit, its inculcation should first of all begin with the child. This can be done principally in two places—in the home and in the school. We can reach him only indirectly in the home; but we can influence him directly in the school. We are making a special effort to introduce the savings system in the schools of this country.

Scarcely a day passes that we do not answer an enquiry or assist in the starting of a school savings system in some town or city of the country. The interest in this feature of thrift work is becoming widely extended and is rapidly growing. We furnish pamphlets showing the method by which the various systems can be started and carried on. We correspond or visit school boards for the purpose of inducing them either to inaugurate the system or permit banks to do so. A short time ago we were able to furnish the statistics of all the cities that were carrying on school savings but the number is now so great that it is almost impossible to do so.

#### School Children Save in Minneapolis.

Few if any cities are better served in this respect than Minneapolis, where about three-fourths of the grade school population have school accounts. New York City, which heretofore has lagged behind, has through the school board, at the instance of our section, inaugurated the system in the schools and the plan is being carried on with zeal.

We regard the schools as offering the most fruitful opportunity for the inculcation of thrift and therefore the section is bending its best energies in that direction and is ready to supply appropriate blanks and literature for establishing and carrying on the system.

Our section is asking the newspapers of the country to co-operate by calling the attention of the public, at this most opportune time when money is plenty, to the starting of thrift habits.

#### Urges Community Advertising.

It is appropriate to say a word about a plant which is in prospect and which we hope will materialize, name-

## LOGAN & BRYAN

### STOCKS, BONDS and GRAIN

Grand Rapids, Office  
305 GODFREY BUILDING  
Citizens 5235 Bell Main 235

#### Members

New York Stock Exchange  
Boston Stock Exchange  
Chicago Stock Exchange  
New York Cotton Exchange  
New York Coffee Exchange  
New York Produce Exchange  
New Orleans Cotton Exchange  
Chicago Board of Trade  
Minneapolis Chamber of Commerce  
Winnipeg Grain Exchange  
Kansas City Board of Trade

Private wires coast to coast  
Correspondence solicited



THE BANK WHERE YOU FEEL AT HOME

**GRAND RAPIDS SAVINGS BANK**

WE WILL APPRECIATE YOUR ACCOUNT  
TRY US!

## 6% First Mortgage Bonds

Descriptive Circular Furnished  
Upon Request

**HOWE SNOW CORRIGAN & BERTLES**  
MICHIGAN TRUST BLDG  GRAND RAPIDS MICHIGAN  
INVESTMENT BANKERS

**BY** making a Will, legally valid, you save your beneficiaries the exasperating legal technicalities and misunderstandings which usually arise from intestate estates and which frequently eat up such a large part of the funds for legal or litigation expenses. Let us serve you in this matter.

Send for blank form of Will and Booklet on  
Descent and Distribution of Property

**THE MICHIGAN TRUST CO.**  
OF GRAND RAPIDS

Safe Deposit Boxes to rent at low cost



ly, a project by which all banks of a community will join without giving their names in the publication of articles and advertisements which will persuade people to adopt habits of economy and thrift. It is believed that the result of such advertising will, because of its general improvement of the community, indirectly result as a benefit to the several banks of a town or city more or less in the proportion of their importance in the community. This plan, however, is yet to be developed.

We are co-operating in a number of important ways with the Young Women's Christian Associations of the country. First in the publication and circulation of personal account booklets for those who are not householders and family budget pamphlets for those who are housekeepers, believing that she who foreseeing her income plans that her expenses shall not exceed that income will become a saver of money and a person of thrift. Second we are co-operating with these Associations in the introducing of bank savings plans in factories and large stores, the Associations sending their collectors into these stores, receiving the money, making the deposits for the working girls and returning the pass books to them. It has been found that many thousands of girls would become savings depositors if they had some simple means of reaching a bank where-in to place their savings.

We have already co-operated with some of the picture film organizations of the country for the production of thrift films, some of which have been produced in many of the cities of the country. We are planning to do still more in this direction. We believe that no agency can be more powerful than the drama and the moving picture for suggestion and demonstrating the curse of poverty and thriftlessness and the blessing of economy, foresight, thrift and resulting prosperity.

We have undertaken to assist the immigration officers, especially at New York, in furnishing immigrants with the names of reliable banks not only in New York but in the various localities throughout the country to which the immigrant is bound so that the stranger when he arrives at his destination will know at once where he can safely place the small hoard that has been brought over and can with security deposit future earnings.

#### Organizing Mutual Banks.

We are assisting in the organization of mutual banks in those states where people are accustomed to them and we are suggesting to commercial banks in the Mississippi valley and the West where there are few mutual banks, that they inaugurate savings departments and familiarize people with savings bank methods and accustom them to the deposit of small sums. The certificate of deposit has heretofore been the usual method in the commercial bank of placing money on interest, both in the country and the city; but the need of the people will not be met until all commercial banks organize savings departments so that a sum, however small, will be

considered welcome and so that small sums can be withdrawn without the disturbance of the remainder of the deposit. This method is far more conducive to the formation of the savings habit than the use of the certificate of deposit and we are therefore asking all commercial banks to consult not only the welfare of their patrons but their own prosperity by establishing savings departments.

We have published and are circulating thousands of text books on the subject of thrift. The campaign of thrift has attained such a wide publicity that we have received requests from churches for suitable thrift suggestions to be introduced in Sunday Schools, to be talked about in pulpits and to be considered in parish and social meetings. It is realized that thrift means character and that the preaching of thrift is sound morality, so we are sending priests and preachers thrift talks and suggestions and hope in the early future to be better equipped to meet their demands in this regard.

#### Thrift Makes Wide Appeal.

Thus we join with the preacher, the teacher, the business man, the housekeeper and the child in teaching thrift and economy and in learning how to earn most, how to spend best, how to save persistently and how to invest wisely.

As so many points does thrift touch life, in so many ways does it lift to higher planes that it is not possible at one time to grasp all the benefits which its exercise might bestow, nor do we dream it is possible in any campaign that we will succeed in making much headway in all the different directions that thrift points.

But we have the hope that while in some ways we may simply arrest or arouse attention and in others we may do little more than start a sporadic movement or a temporary interest, yet we shall be disappointed if to some extent we do not begin movements and tendencies that shall outlast the year we celebrate.

#### Co-operation Needed.

Much that we shall do may seem ephemeral and little that we shall do may seem concrete and yet, unsatisfactory as it is, what we have already done has justified the effort made, has satisfied us that the subject is timely, that people are eager for advice in correcting one of the great weaknesses of American life and in preparing for the great struggle with the other countries of the world which is inevitably approaching. It is our aim in this campaign of thrift to arouse whatever attention we can, to suggest whatever methods of spreading the gospel of thrift that we may and in this effort we ask the co-operation, or rather we ask the privilege of co-operating with, all banks and institutions that have at heart the general welfare of the country.

#### What's the Use?

"These public drinking cups are dangerous."

"I tried carrying a private cup for awhile, but it was no improvement."

"Why not?"

"I had to lend it to so many people."

## Investment Buying

Does not put the stock market up because it is done on reactions.

There are good chances to make money. Let us assist you.

### Allen G. Thurman & Co.

136 Michigan Trust Bldg.  
GRAND RAPIDS

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Resources Over  
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank  
in Western Michigan

## OFFICE OUTFITTERS

LOOSE LEAF SPECIALISTS

*THE Tisch-Hine Co.*

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



GRAND RAPIDS MICH.

177 MONROE AVE.

## Complete Banking Service

Travelers' Cheques  
Letters of Credit  
Foreign Drafts  
Safety Deposit Vaults  
Savings Department  
Commercial Department

Our 3½ Per Cent  
Savings Certificates are a  
desirable investment

## THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

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

THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

# American Municipal Bonds

Are tax exemptible in Michigan and free from increased Federal Income Tax.

Shrewd investors are taking their profits from their increased business and from the stock market, and are investing in secure Municipal Bonds yielding 4½ and 5 per cent.

Ask for data concerning the effect on investment bonds of the increase of the Federal Income Tax and showing how you can profit from the present market on sound American Municipal Bonds.

## GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN WHO KNOW

OTTAWA AT FOUNTAIN.

BOTH PHONES 4391



**Gabby Gleanings From Grand Rapids.**

Grand Rapids, Sept. 25—The members of the Grand Rapids Traveling Men's Benefit Association are earnestly requested to pay assessment No. 6 as promptly as possible. The death of Mr. Damon, following so close on that of Mr. Ruth, makes it necessary to delay the payment of the former claim until the assessment is paid in. In all cases in the past payment has been made not later than three days after a brother was taken away, but never before have we had two deaths so close together. Kindly give this your special attention and not withhold payment any longer than necessary. In remitting No. 6, it would not be a bad idea to send No. 7 also and thus get the matter off your mind. In this Association a member gets the most for his money of any insurance order with which the writer is familiar and it is difficult to explain why, instead of ninety-four members, we haven't 300. These are the first calls for assessments in over fourteen months and a check for \$94 is very acceptable to any family after the bread earner has passed away. The members' attention is called to the fact that the seventh annual meeting of the Association will be held Saturday afternoon, Oct. 14, at 2 o'clock, in the U. C. T. Council rooms, 38-42 No. Ionia avenue.

The many friends of Howard Perry Damon—and they were legion—were shocked to hear of his sudden death Monday morning, Sept. 18, at the Hotel Cody. Although he had been in slightly poor health at times during the past year, no one, not even his closest friends, realized that the Grim Reaper was so near. Mr. Damon was born in Beloit, Wis., July 31, 1874, and was therefore at the time of his death but 42 years of age. He spent the greater part of his life in Michigan and for several years lived in Grand Rapids, moving from here to Mt. Pleasant less than two years ago. For several years he was connected with the Hamilton-Brown Shoe Co., of St. Louis, Mo., as its Michigan representative. He was initiated into the order of United Commercial Travelers June 4, 1910, and ever since that date he was a booster for everything connected with the order. He was instrumental as chairman of the committee appointed to secure satisfactory concessions from the Crosby Transportation Co. regarding baggage and, although it took several months to consummate the matter, he stuck to it with his characteristic bull-dog determination until he finally won out and every traveling man who carries baggage knows its value to them. Mr. Damon will be greatly missed, not only by his family, which consisted of his wife and little daughter, Nell Jane, but by his house, his fraternities and the many friends to whom he ever extended the glad hand and for whom the latch string was always out. The Exalted Ruler of the Elks accompanied Mrs. Damon to Grand Rapids and returned Tuesday afternoon with the remains to Mt. Pleasant, where he was laid to rest Wednesday, Sept. 20.

Late newspaper reports state that several traveling salesmen and other business men are moving from Detroit to Grand Rapids on account of the excessive high rents in the former town. After they have become accustomed to our city ways, we know they will like us.

John D. Martin and his button hole bouquet left on the early train Monday morning for Detroit, where he will work like a Trojan all the week.

We certainly were given the wrong hunch when told that our regular scribe would be back on the job this week, but we learn that he has one or two more weeks yet to work out his "road tax" and the office boys will have to run this column until he can take the helm again.

We would like to hear something

from the dance committee for this coming winter. It is time some announcement was forthcoming and one other matter we would like to hear more about—our memorial ceremonies for 1917. Why can't No. 131 carry those exercises out as they should be done? It just seems to us that some motion was made covering who was to look after it and now is the time to begin getting busy. Wait until January 1 and then come the annual election and banquet and there is so much to look after that the beautiful ritualistic work of memorial services looks too large to be tackled, but we certainly would like to see it carried out.

A beautiful tribute to our flag was given by one of the U. S. Senators: "I have seen the glories of art and achievement and of river and mountain; I have seen the sunset on the Jungfrau and the moon rise on Mount Blanc, but the fairest vision on which these eyes rested was the flag of our country in a foreign port. Beautiful as a flower to those who love it; terrible as a meteor to those who hate it, it is a symbol of the power and the glory and the honor of our hundred millions of Americans."

Query—If a conductor on the Pere Marquette Railroad wears on the sleeve of his coat four gold band stripes for twenty years service on that railroad, how many stripes should Hub Baker wear for service selling groceries on the G. R. & I. north from Grand Rapids? Please answer through these columns.

The hotel and transportation committee for the Grand Council meeting in Bay City in 1917 have secured a limited number of rooms at the Wenona Hotel, but it is absolutely necessary to furnish the list of names of those who will occupy the rooms, so get busy, boys, and send in for your reservation to the chairman, John D. Martin, 254 Henry avenue. Do not phone or tell him personally, but send a postal for record. The hotel, being strictly European, rate will be as follows: \$1 rooms occupied by man and wife, \$1.50 per day; \$1.50 rooms, with same occupation, \$2.50; \$2 room, \$3 per day.

Beautifying Pere Marquette depot grounds by the local agents is one of the many evidences of the interest that the employers are taking in the matter of making travel over the road attractive.

At Grand Junction, Fred F. Reinschuttle, in charge of the pumping station south of the depot one-half mile, has an attractive flower bed 125 feet long and 30 feet wide. This is a charming plot of ground and shows what can be done with little effort to transform a bare spot into a thing of beauty.

Asa Ostrander, accompanied by his wife, drove through from their home in Northport to Grand Rapids during fair week. Mr. Ostrander is the proprietor of a plumbing, heating and sheet metal shop at Northport and while in the city paid a visit to the Grand Rapids Supply Co. and W. C. Hopson Co.

Oscar Miller, manager of the Union Store Co., at Kaleva, is the proud pater of a fine big boy. Oscar is already laying plans for his new son's future.

F. H. King and Henry Donahue, managers, respectively, of the Traverse City and Cadillac Gas Co., attended the gas men's convention, held at Detroit, Sept. 21, 22 and 23.

William Arms, of the firm of Arms & Cole, Traverse City, is erecting a fine brick and tile covered bungalow. Everything pertaining to handiness and appointment is being included. The new home will be ready for occupancy about Nov. 1.

It would be a boon to weary travelers if the Ann Arbor Railroad or the village of McBain would hang out a lighted lantern at the railroad crossing near the station, as a member of No. 131 narrowly escaped injury

through stumbling over a rise between the walk and the station platform. The night was as black as the proverbial black cat and there was no light to guide a peddler chasing a departing motor car. The unfortunate caught the car, but figures that the race wasn't worth the cost of a perfectly good last year's suit and the shock to his nervous system.

E. P. Monroe (Sherwood Hall Co.), who has probably discovered more wild animals—and some not so wild—than any other member of the traveling fraternity, reports a new cub bear at the Smith Hotel, Trout Lake. It was Mr. Monroe who met a hair breadth escape from being made into mince meat by an adult bear at the Smith Hotel about three months ago, although—to be strictly truthful—it should be stated that Mr. Monroe did not arrive on the scene of carnage until the day after the adult bear had passed into the hereafter. If Mr. Monroe was not a teetotaler, some of the boys might be so unkind as to attribute his dangerous experiences and heroic rescues to the fumes of John Barleycorn or the amber foaming qualities of Gambrinus. Ja Dee.

Stresen-Reuter & Co., dealers in paint and varnish specialties at 784 South Wabash avenue, Chicago, have opened a branch store in this city. It is located at 18 West Fulton street and will be managed by G. W. Stresen-Reuter.

Chopping is probably the hardest kind of woodwork.

**TO THE DRINKING MAN**

**WHO IS USING LIQUOR TO EXCESS AND WANTS TO QUIT.**



We would advise you to take the KEELEY TREATMENT: 600,000 cured patients can testify to the good results they have obtained by the use of the Keeley remedies which have been in use and before the public for the last 36 years.

Before placing yourself in anyone's hands for treatment for liquor or drugs investigate THE KEELEY, the treatment with a reputation and results behind it, and we would say further DON'T let any one make you believe that you can be cured of either of the above addictions by a system of nausea and vomiting, extending over a period of from three to six days.

Liquor drinking and drug using create a diseased condition of the nerves and this cannot be eliminated by a treatment which consists of purging the patient. We do not use hyoscine, emetics, or "knock-outs."

Interesting booklet mailed in plain envelope upon application and also interviews either at your home or at the institute are free of any charge.

Men who reside in the city of Grand Rapids can make arrangements with the management to reside at home if they wish after the first week or ten days of treatment, providing they have homes of their own.

For further information, either 'phone or call at

**THE KEELEY INSTITUTE,**  
733 Ottawa Ave., N. W., Grand Rapids, Mich.

**Hartnett Flower Shop**

Cut Flowers—Floral Decorations  
Funeral Wreaths and Sprays

72 N. IONIA, Just North Monroe  
Both Phones Grand Rapids, Mich.

**SAFE FOR SALE** A Herring-Hall-Marvin 1914 make, in perfect condition. Size, inside:—15 in. deep; 29 in. wide; 36 in. high. Price with interior work of 24 drawers, 13 in. wide and from 2 to 4 inches high, \$100; with four shelves instead of the drawers, \$85. Will pack and pay freight to points within 100 miles.  
**W. C. SHEPPARD, 127 Ottawa Ave., GRAND RAPIDS, MICH.**

**Veit Manufacturing Co.**

Manufacturer of

**Bank, Library, Office and Public Building Furniture  
Cabinet Work, High Grade Trim, Store Furniture  
Bronze Work, Marble & Tile  
Grand Rapids, Michigan**

**Fourth National Bank**

United States Depository



**Savings Deposits**

**Commercial Deposits**

**3**

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

**3 1/2**

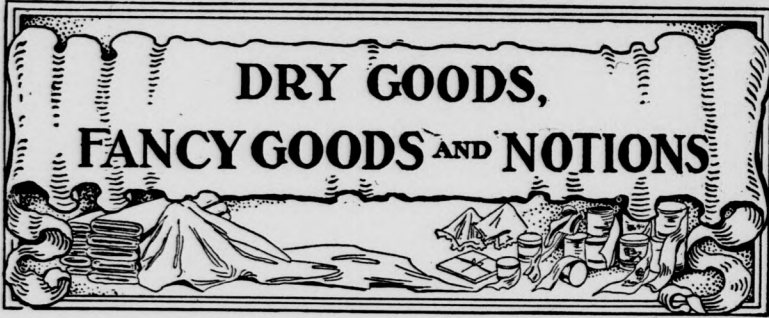
Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus  
**\$580,000**

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

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





### Story of a Dry Goods Dealer's Romance.

Chapter IX.

Written for the Tradesman.

It lacked but a few minutes of closing time when Mrs. Richardson's trusty messenger arrived at the dry goods store of Elsworth Seaton Moore. If he had gotten there five minutes later, it would have been too late. Mr. Moore would have been gone, and the chances are a hundred to one that the messenger never would have found him, for Mr. Moore gets his dinner wherever fancy dictates or chance leads. Strange, isn't it, by what precariously narrow margins benefits come or calamities befall us? Whatever your personal creed or private and individual philosophy of life, you must admit that the element of chance cuts a big figure in the affairs of men. Pluck is a fine thing all right. I'm strong for pluck; but—well, just between us, luck helps out in the pinches.

And if fortuitous turns of the wheel give us a lift, isn't it equally true untoward happenings put us in bad? Sometimes old demon Hard Luck seems to fairly camp on a fellow's trail, bobbing up most unexpectedly and getting in his dirty work in spite of everything that one can do to forestall him, duck him, or spike his guns. Did you ever hear the story of the luckless man who was killed by a sand bag dropping out of a clear sky? Fell from a gas balloon, and illustrates the point. The balloon was ten thousand feet in the air, and moving along with an upper air current blowing at the rate of forty miles an hour. The man on the ground was walking in the opposite direction at the rate of four miles an hour. He was whistling cheerily, wholly unaware of the balloon. The sun was shining brightly, the birds sweetly singing, and the man was feeling fit. Then the sand bag accidentally dropped. When the sand bag left the balloon the man was not directly under it, but about eight and one-third paces in front of it. It took the sand bag just about eight and one-third seconds to fall ten thousand feet. By that time the man's head was directly in the line of its descent. Killed him instantly, of course. But this is the illuminating point of the story: when examined, that man was found to be wearing a four-leaf clover on the lapel of his coat, a horse-shoe charm on his watch chain, a swastika pin in his scarf, and carrying a buckey in his pocket. Mathematically speaking, there were approximately 1,896,567,293 chances that the man wouldn't be hit by the sand bag as against one that he would be hit. But the sand bag

got him. Now, if that isn't hard luck, what in heaven's name would you call it?

Elsworth Seaton Moore, enterprising dry goods dealer of Centerville, often wonders how differently it might have fared with him if that boy had stopped ten or fifteen minutes to peep through a crack in the concrete wall of the ball park. All boys love to do that, and few boys are ever in too big a hurry to take that much time—especially if there's big doing on. And the Centerville Red Sox, who had been going surprisingly good the past few weeks, were playing a double-header with the league-leaders. And it is a matter of baseball history that the second game ran until it was too dark to differentiate the ball from the surrounding atmosphere. But the boy either didn't come by the ball park, or, in some inscrutable way, got by before it was too late. Or again, if it had chanced that a demonstrator of an unusual sort had been holding forth in some window the boy had to pass, that circumstance might have detained him long enough to do the mischief. But, as a matter of fact, none of these things fell out that way. The boy got through—and got through on time. And the note he delivered to Elsworth Seaton Moore—Mrs. William Ernst Richardson's hastily written appeal for further help—changed the whole course of events in the life of that esteemed gentleman. If the mute but eloquent appeal which he read in a swift glance from a pair of eyes brimming with trouble was the first call of the gods of love and chance, this note was assuredly the second. And of course it is perfectly clear to anybody that there wouldn't have been any second call if the first call had been slighted.

Elsworth Seaton Moore is a man temperamentally inclined to the policy of preparedness—i. e. insofar as his personal affairs are concerned. And that is undoubtedly one of the chief reasons why he is the best known as well as the most successful dry goods dealer in Centerville. Before attempting to invade new trade realms and open up new fields of profitable retail dry goods distribution, lay in ample supplies of goods—meaning thereby suitable lines of merchandise; he also carefully plans his forthcoming campaigns down to the smallest detail. Preparedness is second nature with Elsworth Moore. Therefore he ran his automobile into a down-town garage to be looked over a bit while he dined. He wanted to be sure that he had plenty of air and juice before starting out upon his night mission.

On his way to the garage he decided that he would dine in the grill of the Phoenix Hotel. And, as he walked across the street towards that imposing and famous hostelry, he bought copies of both base ball extras. Mr. Elsworth Moore, with all his duties and responsibilities, still finds time to be something of a base ball fan. Reading only the headlines, which announced a Red Sox win of 7 to 4 in the first game, and a tied-up extra-inning second, Moore smiled after the manner of a Simon-pure fan, folded up his papers and hurried on into the lobby.

But as he took up the first paper and glanced over its front page headlines, he immediately became so absorbed as to forget the waiter who

## Many Lines In One Bill

Buying on this principle gives you variety without over stocking. It gives you many profits on the same investment in place of a few. It saves you money on freight.

Our monthly catalogue—America's Price Maker in general merchandise—is dedicated to this kind of buying.

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

### DOUBLE YOUR MONEY

Put in a line of

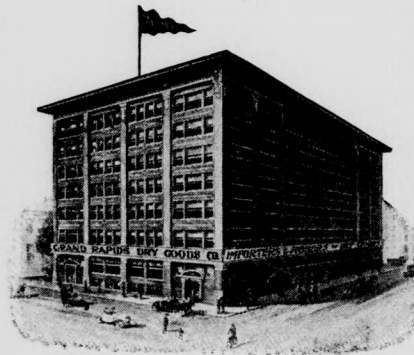
## PILLOWS

Get this Leader Assortment:

3 Pairs Leader Pillows	@	\$3.00
3 " Boston "	@	4.50
3 " Special Geese Pillows	@	6.75
3 " X X B Pillows	@	9.00

12 Pairs for \$19.00, in best grade ticking.

Grand Rapids Bedding Co.  
Grand Rapids, Mich.



### MEN'S PANTS

### MACKINAWS

### SHEEP LINED COATS

### SHEEP LINED VESTS

### LEATHER COATS

Are you interested in these items?

If so, then place your order NOW.

You will gain nothing by waiting — chances are you will pay more.

Our salesmen will be pleased to quote prices.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

20-22 Commerce Ave. - Grand Rapids, Mich.



was patiently standing by in an eloquent want-your-order attitude. Here, in sooth, was news that made the baseball reporters' story tame by comparison. "Desperate Bandit in Running Duel With Police. Clue to West End Bank Robbery Proves Right Steer. Desperado Resists Capture, Empties Two Guns on Police, Who Spiritedly Return Fire; Finally After Shooting Ten Times at His Pursuers, Bandit Eludes Police by Jumping into a Small Motor Delivery Truck and Dashing Away Without the Driver's Consent." And then, in Centerville's approved newspaper style, followed a graphic account of the episode that brought our West End into the limelight.

Briefly the story was as follows: After the sensational robbery of the Hill Top Savings Bank at Pell Place Heights, the police acquired the usual plethora of so-called clues; but among them was one that promised results. A man answering the description of the bank robber was seen out in the West End two days after the crime; he was seen in company with a woman who was positively identified as a resident of that locality; and it was tipped off to the police that this woman was harboring the outlaw. Accordingly her house was watched by plain-clothes men; and, along in the early afternoon, entered and searched. However, the desperate bandit, instead of obeying the command of the officer, covered him with his gun, backed through a rear hall, opened the door and made a run for it. An officer on duty in the back yard shot at the escaping man twice before he gained the alley. By this time the officer in front had run around and joined the one in the rear; and the two quickly pursued the fleet-footed runner. By this time the officer who had gone in to get the alleged criminal, was out on the scene and anxious to redeem himself. All three of the officers ran down the alley shooting, and the bandit cheerfully turned about and shot as he ran. He shot ten times; and would doubtless have kept shooting, only he ran out of ammunition. By this time the police officials had also pretty well exhausted their ammunition.

"The entire community was agog in no time, and citizens were joining in the pursuit, when the bandit pulled off a clever piece of work. Emerging from the alley, he ran rapidly west on Gulow street for half a block until he came to a small auto delivery wagon. It bore the name of a local laundry, and the engine of the car was running. As quick as a flash the bandit jumped in, started his car and left his pursuers in the lurch. Up to the present time no trace of him has been found, although the car was abandoned less than a mile from the scene of the excitement.

Charles L. Garrison.

**Conditions in the Glove Trade.**

No developments in the glove trade or industry—import or domestic—have occurred during the month to ease the situation for producers and distributors. All the difficulties of a month ago are still present and

some of them have been added to as times goes on.

Prices of kid and lamb goods are maintained at the higher level with some further advance noted, and silks have taken a jump upward. So liberally have advance orders for foreign goods been placed that certain importers have already announced that they have sold up their possible capacity.

Buyers have been willing and anxious to place their orders for both foreign and domestic goods where and whenever they could do so with any reasonable assurance of getting deliveries of nearly standard merchandise, at prices somewhere near consistent with the constantly advancing cost of production.

Producers appear to be operating cautiously in the matter of making commitments for fall, being disposed to under-sell rather than overreach their capacity in booking advance orders, thus perhaps, at the very beginning of the season, depriving customers of goods which might have been obtained elsewhere.

Manufacturers fully realize that this is the only fair course. Especially, in view of the uncertainties as to the future supply of leather, in the most wanted kinds, it is essential for manufacturers to be "covered" on stock, practically up to their full glove requirements.

Under conditions such as now exist, and from which there seems no escape this year, disappointments and irregularities there are bound to be. To reduce them to the least degree, by the greatest possible fairness and co-operation between producers and distributors, is the thing to do.—Glovers Review.

**D. A. Harrison Succumbs After Long Illness.**

Kalamazoo, Sept. 25—Dwight A. Harrison, for many years a prominent resident of this city, died last Wednesday at his home, 827 South Park street. Mr. Harrison had been ill for nearly two years, but it has only been recently that the seriousness of his ailment was fully known to his family and immediate friends.

Mr. Harrison was born in Blissfield, Mich., July 20, 1847. While yet a boy he entered Michigan Agricultural College, from which he was graduated. Later, he entered business both in Lansing and in Williamston. About thirty-seven years ago. Mr. Harrison became associated with Farrand, Williams & Clark, of Detroit wholesale druggists, and during this entire time he has represented that firm in territory which brought him frequently to Kalamazoo.

In 1884 Mr. Harrison married Miss Bertha G. Longwell of Paw Paw, who survives him. There are no children. Besides his wife, he leaves two sisters and a brother residing in Lansing and a brother in Florida. Mr. Harrison was prominent in Masonic circles and was past eminent commander of Peninsular commandery No. 8, Knights Templar. He was also a member of the Moslem Shrine of Detroit.

The funeral was held at 1:30 o'clock Sunday afternoon from Masonic temple and was entirely under Masonic direction. The body was taken to Paw Paw where burial took place.

**He Was All Enthusiasm.**

There was a sudden rush of work and the foreman was short of laborers.

Going out into the road, he found a muscular looking tramp loafing at the corner. Here was a possible recruit.

"My man," said he, genially, "are you wanting work?"

"What sort of work?" asked the tramp cautiously.

"Well, can you do anything with a shovel.

The tramp suddenly beamed at the speaker.

"I could fry a slice of bacon on it!" he said eagerly.

**GEO. S. DRIGGS MATTRESS & CUSHION CO.**

Manufacturers of Driggs Mattress Protectors, Pure Hair and Felt Mattresses, Link and Box Springs, Boat, Chair and Window Seats, Cushions. Write for prices. Citizens 4120. GRAND RAPIDS

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.

**VELLASTIC**  
*Elastic Ribbed, Fleece-Lined*  
**UNDERWEAR**

Made of special patented fabric—ribbed for elasticity and fleecelined for a degree of warmth not even found in thick, bulky, heavy underweares. The fleece cannot wear off, wash away, or knot, and the entire garment is made to hold its shape for several season's wear.

VELLASTIC is the healthful, comfortable, durable and economical underwear for the whole family. We sell it in both Union Suits and Separate Garments.

**Paul Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.

**Secure the Customer's Confidence**

**NEVER** recommend an article which does not stand up and meet every claim you make for it.

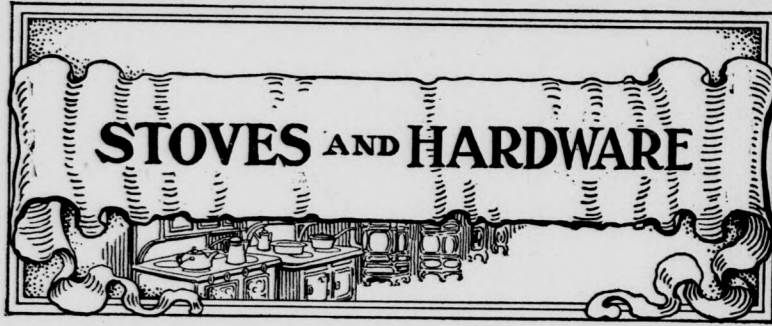
An article may appear very attractive the first time because of cheap price, but no customer ever developed an enthusiasm for such an article which reacted favorably upon the dealer who sold it. Good merchandise, fair prices and no overstatements will soon build up for any dealer a confidence in his honesty and his goods that compels growth.

Any grocer can recommend, without fear of overpraise, any product of National Biscuit Company. We use only the best of materials, employ the most up-to-date methods and exercise the greatest care in the making of every article we bake. The N. B. C. reputation is proof of the confidence the public places in our goods.

Uneeda Biscuit, Graham Crackers, Zu Zu Ginger Snaps, Nabisco, etc., will help you to create public confidence in your store.

**NATIONAL BISCUIT COMPANY**





**Michigan Retail Hardware Association.**  
 President—Karl S. Judson, Grand Rapids.  
 Vice-President—James W. Tyre, Detroit.  
 Secretary—Arthur J. Scott, Marine City.  
 Treasurer—William Moore, Detroit.

#### Hints For the Hardware Dealer in October.

Written for the Tradesman.

The goods which always pay most and most promptly for pushing are seasonable lines. Indeed, if these are not pushed, while in season, loss may be involved in carrying them over in large quantities. Some merchants seem to think that in handling seasonable goods, all that is necessary is to have them in stock, and that when they are in season the demand will come of its own accord.

This is not quite correct. The demand is there, in the street, but the merchant, by seasonable advertising, window displays and in other ways, must reach out and yank that demand from the street into the store—his own store. Otherwise, it will go to the store which is reaching out.

In October, sporting goods can be advantageously pushed. For instance, fire-arms should be featured. The demand is a growing one. Shooting is good exercise, for the eyes, for the nerves, and for the human system generally. Not merely men and boys, but women also are finding this out. Rifle ranges encourage marksmanship, and hunting is always popular with a wide army of devotees.

Window display is a good means of encouraging this line of business. A shooting scene—perhaps a camp fire, perhaps a dummy figure stalking game or a dummy hunter in a boat surrounded by decoy ducks—is always a drawing card. Inside the store, the fire arms should be brought up to the front. It is better, however, to display them in a case if possible. The case can be located near the store entrance, and keep off the dust, which is apt to spoil the looks of the weapons.

It pays to keep a list of your present and past purchasers of rifles, shot-guns and other firearms. Every purchaser of a shooting iron represents a steady market for ammunition. You will find it worth while to keep in touch with these people.

There is a lot of work that can be done about the farm at this season and later. The corn husking season means calls on the hardware dealer for husking equipment and materials; these ought to be at least once displayed and can be advantageously pushed. A little later, many farmers will be putting up wire fencing. Here is another good opportunity to push an important line. Then, too, farmers will be thinking of the winter com-

fort of their live stock, and the winter care of their implements. Horse blankets, halters and cow-ties will be in demand, while probably in many instances stable and barn repairs will involve a demand for nails, glass, putty and paint. There will still be some opportunity for painting before the wet weather sets in. Now, too, is the time for the provident farmer to re-paint his implements, before putting them away for the winter.

One dealer in other years has made a good thing of selling galvanized roofing and siding for implement sheds. This material is fire proof, which is a great advantage from the farmer's point of view. As a rule, farmers have been careless in regard to implements. Machinery costing hundreds of dollars is left exposed to the weather until late in the fall, and often all through the winter. In recent years there has been some improvement; the hardware dealer will benefit by encouraging the farmers to take proper care of their implements. The short sighted hardware dealer who handles implements may say: "The quicker the old binder wears out, the sooner Mr. Farmer will buy another." That may be true, although it isn't always true that the farmer comes back and buys from the same dealer. But there are new and improved implements always being put on the market. The farmer whose binder lasts three times as long will take on a corn-shredder a year earlier; or perhaps, finding that his machinery, properly cared for, won't need to be replaced for years, he will even feel like tackling a tractor. The result is that while Farmer A is buying the same piece of machinery over and over again, Farmer B has a better equipped farm, is adding more to the wealth of the country, and is spending more. It is always easier to do business with a successful man than with a failure.

Of course, heating goods are in season right now. Stoves and ranges must be bought in large quantities, and it's up to the hardware dealer to sell them. Good, strong displays and well planned demonstrations, aggressive newspaper advertising and tactful solicitation, all help to make the fall stove campaign a success.

In making stove displays, it is well not to overcrowd the window. One stove and one good idea are together worth more from an advertising point of view than half a dozen stoves displayed without any particular idea behind them. Thus, one dealer takes his most attractive looking heater and puts it in his window. He has a rug on the floor, a few articles of furniture, red tissue paper in the heater

illuminated by an incandescent—and the result is what he calls "A Model Cosy Corner." It suggests winter comfort, which is an idea apt to grip any passerby and start him thinking. Half a dozen heaters displayed in the same window would be "merely stoves" and would possess not a tittle of the suggestiveness of the cosy corner display.

So, too, the hardware dealer can take the big range he is featuring and make it the central attraction of "A

#### Holland Ladder & Mfg. Co.

Holland, Mich.

High Grade Ladders of all kinds.  
 Write for Catalogue and Prices.

## TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

#### AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

203-207 Powers Theatre Bldg., Grand Rapids, Mich.

#### Johnson Paint Company

"Quality" Paint Manufacturers  
 The Prompt Shippers  
 Get Our Dealers Proposition

BIG RAPIDS, MICHIGAN

#### TENTS



All sizes and prices. Write for catalogue.  
 CHAS. A. COYE, INC. Grand Rapids, Mich.

#### Sand Lime Brick

Nothing as Durable  
 Nothing as Fireproof  
 Makes Structures Beautiful  
 No Painting  
 No Cost for Repairs  
 Fire Proof  
 Weather Proof  
 Warm in Winter  
 Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids  
 So. Mich. Brick Co., Kalamazoo  
 Saginaw Brick Co., Saginaw  
 Jackson-Lansing Brick Co., Rives Junction

## REYNOLDS



## SHINGLES

Reduces Fire Insurance Rates

Will Not Ignite from Flying Sparks or Brands

Sold by  
 All Lumber Dealers

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

#### "The End of Fire Waste"

COMPLETE APPROVED

#### Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

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



## Foster, Stevens & Co. Wholesale Hardware

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



Modern Kitchen"—a kitchen which will display a good many other articles of the hardware stock.

Of course, there are lots of people who won't buy the highest priced range or the highest priced heater. But these articles will interest them to the point of coming in and taking a closer look. Then it is for the hardware salesman to get into action and, if he can't sell the best, to sell something at a lower price.

Incidentally, small oil heaters are often handy, particularly in large houses heated by stoves. They are worth displaying.

Although it seems only yesterday that spring housecleaning was in progress, fall housecleaning is right now under way. Here, too, is a good opportunity to deplete the hardware stock and reap a little profit. And here, too, is opportunity to put on the kind of window displays that actually talk to the customer. Curtain stretchers, dustless mops, brushes, vacuum cleaners, carpet sweepers, wool and feather dusters, polishes, brooms, and many other lines are timely, and can be effectively worked into such displays. Dummy figures, provided good ones are obtainable, help out such displays immensely. But don't work in a dummy figure unless it helps materially to emphasize an important idea.

Often a small article will prove a big attraction. Thus, a patent apple parer is usually needed in many homes at this time of the year. To display such an article, secure a number of apples, and display these on the parers in the various stages of paring. They can be advantageously shown on a sort of stand or rack, either in the window or inside the store. Show cards, with prices, will help out such a display.

Now, the direct returns may seem small, but the indirect returns from featuring a novelty of this type are often important. One house wife tells another about the new patent device (apple parer or whatever else it is) shown in Blank's window. It's up to the salespeople, after selling the apple parer, to interest the folks it had attracted in other goods as well.

It should not be forgotten, in designing October displays, that the harvest colors, red and gold, are reasonable. Imitation or natural autumn leaves, corn shocks, pumpkins—such articles give an added touch to many a display, and help to arrest the attention of the man in the street. You are not selling autumn leaves, corn stalks, pumpkins or vegetables? True, but if you use them as accessories, to give color to your displays, they will help you to sell things.

The main thing in business in October, however, is just the same as the main thing in business the remaining eleven months of the year. It is, to put your very best into everything you do, to give your very best attention to every customer you meet, to go after business and to keep after business until you get all you want and more.

Victor Lauriston.

It is easier for the landlord to raise the rent than it is for the tenant.

**An Impassioned Tribute to Wilson.**

Kalamazoo, Sept. 25—A great enlightened spirit once said: "There is no refuge from God but in God." The world is learning to-day the truth of this statement. Our Nation called to its Presidency, nearly four years ago, a great enlightened soul, a vigorous and noble mind, a man who had stood, amid much opposition, for the teaching which makes fine men rather than fine buildings, a brotherhood of noble manhood rather than an array of costly architectural products. The opposition prevailed. This individual man, uncorrupted, unshaken, was called to the post of Governor of New Jersey, whose duties he met with characteristic integrity and energy. From that field he was called to be head of our entire people.

How have our people treated him? He met them, at the outset, with a statement of principles so sound, so clear, so inspiring to all that raises man above the brute, so emphasized by his own life, that it seemed as if our whole Nation must thank God and go forward under the leadership of this man of God, joyfully, helpfully.

What happened? A wise man once said: "To be great is to be misunderstood." The same man said: "Live among mean people and life seems mean." We had a great man come to us. Many of us, in all classes at home and abroad, have misunderstood and maligned the noblest and most universally helpful things which he has tried to do. As he stood before us in the days when he trusted to our National love of truth and right, he said: "You know I do not believe in war."

Later on, when war was making a moral and material hell of a large part of the world, he said: "A nation can be so much in the right that it does not need to fight to prove that it is in the right." He, personally, did everything in the power of one great tender heart, one powerful and penetrating mind, burdened by the problems of a world swung back into a devil-possessed savagery, to breathe into that turmoil the quiet word of God's law of life.

That word was roared down by what seemed a majority of men of the hour, and the great man, believing himself the official representative of a majority of small men, officially yielded to their clamor, as our Constitution demands. But our people have had time to reflect. Many of us want the unspoiled great man, great enough to rise above his own and other people's errors, great enough to stand for the heaven of God and not for the hell of gunpowder. Shall we not vote for Woodrow Wilson to prove that such greatness is his?

An American.

4 pound cans Elastic Asbestos Roof Cement \$3.00 per dozen. 2 pound cans \$1.75 doz.  
Gal. cans Black Roof Paint, 25c each.  
Tin Roof Caps, 3c pound.  
Asbestos Paper, 3c lb. 6 in. Dampers 75c doz.

**VANDERVOORT HARDWARE CO.**  
LANSING, MICH.

**Signs of the Times  
Are  
Electric Signs**

Progressive merchants and manufacturers now realize the value of Electric Advertising.  
We furnish you with sketches, prices and operating cost for the asking.

**THE POWER CO.**

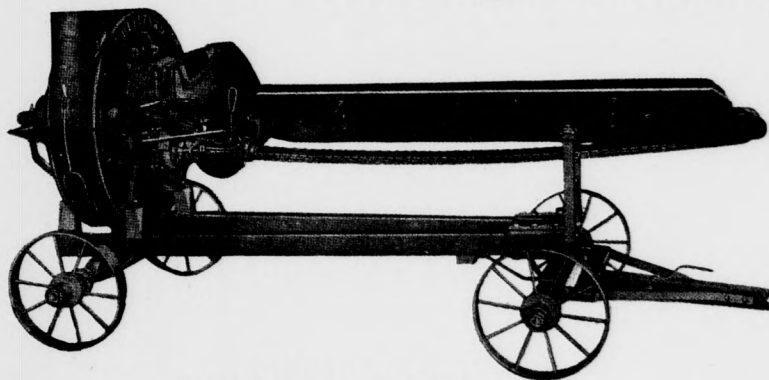
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**FIREPROOF PAINT**

Carbide Coating can be heated white without injury. Acid and gas proof, prevents rust. Can be used to make safe chimneys, repair stoves and furnaces. Will prolong life of furnace and oven linings. Applied to wood or wall board, it will fire-proof surface so it will not ignite from small flame or sparks. Spreads easy, covers large, is durable and cheap. To dealers who will push, we have a deal worth while.

**ODEN CARBIDE PAINT CO.**  
ODEN, MICH.

**"Blizzard" Ensilage Cutters**



**CLEMENS & GINGRICH CO.**  
Distributors for Central Western States

1501 Wealthy St.

Grand Rapids, Michigan

**Every Grocer**

Should sell at least one brand of Flour packed in the "SAXOLIN" Paper Lined Cotton Sanitary Sack.

**34 Michigan Millers Can Supply the Trade**

- Alma Grain & Lumber Co., Alma, Mich.
- David Stott Flour Mills, Detroit, Mich.
- Hart Bros., Saginaw, Mich.
- Christian Breisch & Co., Lansing, Mich.
- Shelby Roller Mill Co., Shelby, Mich.
- Allegan Milling Co., Allegan, Mich.
- Grand Rapids Grain & Milling Co., Ada, Mich.
- Valley City Milling Co., Grand Rapids, Mich.
- Darrah Milling Co., Big Rapids, Mich.
- Pickford Roller Mills, Pickford, Mich.
- Watson & Higgins Milling Co., Grand Rapids, Mich.
- Judson Grocer Co., Grand Rapids, Mich.
- Manistee Flour Mill Co., Manistee, Mich.
- Brand & Hardin Milling Co., Saginaw, Mich.
- Beach Milling Co., Holland, Mich.
- J. Hale & Sons, Ionia, Mich.
- A. H. Randall Mill Co., Tekonsha, Mich.
- Sprague & Ward, St. Johns, Mich.
- Utica Milling Co., Utica, Mich.
- Constantine Milling Co., Constantine, Mich.
- Colby Milling Co., Dowagiac, Mich.
- J. H. Gibb & Son, Edmore, Mich.
- Hannah & Lay Co., Traverse City, Mich.
- Commercial Milling Co., Detroit, Mich.
- Kellogg Food Co., Battle Creek, Mich.
- Wenonah Flouring Mills Co., Bay City, Mich.
- Voigt Milling Co., Grand Rapids, Mich.
- Eldred Milling Co., Jackson, Mich.
- Chatfield Milling Co., Bay City, Mich.
- Peck Milling Co., Cassopolis, Mich.
- Argo Milling Co., Charlevoix, Mich.
- L. H. Shepherd Milling Co., Charlotte, Mich.
- Wm. A. Combs Milling Co., Coldwater, Mich.
- Thunder Bay Milling Co., Alpena, Mich.

Ask us about our co-operative advertising campaign for dealers and consumers

**THE CLEVELAND-AKRON BAG CO., CLEVELAND**





## WOMAN'S WORLD

### The Child That Is Afflicted With "Nerves."

Written for the Tradesman.

"I really don't know that Marie ought to be in school," said my neighbor of her little 8-year-old daughter. "I would prefer that she should grow strong and healthy, but she cried so to go that I let her start in. I knew she would fret all the time if kept at home. She frets and worries a great deal anyway. Every evening she puts her little clock by her bed so that as soon as she wakens in the morning she can see what time it is. In spite of our assurances that we will call her in good season, she has an absurd fear of being tardy. If her standings are not perfect, she comes home in tears. Last winter she had to be out a week with a cold and sore throat. She actually brought her fever up by worrying about the lessons she was missing. Marie is so nervous that I am put to my wits' end to know what to do with her."

The old little face with its anxious look, the thin body and restless manner all confirm what her mother says—that "Marie is so nervous." What is to be done with such a child? The parents of normal, healthy, boisterous youngsters think the bringing up of their children a hard enough task, and so it is; but not so hard as that placed on the father and the mother of such a wee grown-up as Marie.

The precocious child, overcareful, overconscientious, overstudious, presents a most difficult problem in child training. Not all nervous children are of just this type, but all manifest tendencies which if allowed to grow and intensify will cause much suffering and greatly impair usefulness. In every school and in every neighborhood you easily can select children who, as soon as they are grown and take on themselves the serious burdens of life—perhaps even before—will be especially liable to nervous breakdown. The little boy or little girl who shows the strain of school and playground is likely to be poorly equipped to meet the severer strain of later years.

What should be done with Marie? What should be done with other such children, who, while perhaps fairly healthy in most respects, are unmistakably afflicted with "nerves?"

The two most important factors in the remedy of this unfortunate condition are an understanding mother and a home atmosphere that by its very healthfulness and happiness will tend to restore to the normal. Given the former, there is almost sure to be the latter. It is everything to such a child to have some one who realizes and sympathizes, and on whose lov-

ing heart all its troubles and griefs can be poured out. We speak of happy childhood, and childhood always should be happy. But all sorts of terrors may beset the mind of an imaginative little one. If only he or she will tell some one these foolish fears, the morbid tendency usually may be corrected. It is essential for the welfare of any child that the parents keep its confidence. For the nervous child it is especially necessary.

Sympathetic understanding, vital as it is, is not all that is required. Too much pity leads to an exaggeration of the trouble. Ridicule and harshness never should be resorted to, but neither should undue sensitiveness be encouraged nor every absurd whim be humored. Tact and good judgment are needed to guide the little mind into healthier channels—into being habitually care-free and optimistic.

As to school. Generally speaking, nervous children are bright at books and learn easily. There are individuals who perhaps never should be placed in an ordinary school at all, but in most cases I believe that the regular work in a good school can be taken without injury, if taken in the right way. But beware of letting a really nervous boy or girl start a notable record that has to be maintained. Punctuality and regular attendance should not be sacrificed for slight causes, but I pity the child who never has had a tardy mark, or whose attendance of so many years is unbroken by a day's absence. Don't let the nervous child, however bright and apt, try making two grades in one or any other such stunt. Thoroughness must of course be insisted upon, but the nervous pupil should not be overstimulated nor study under pressure. Exceptionally high standing may be bought too dearly. A failure to pass an examination should not be looked upon as a disgrace. In school work overstrain is far more frequent than real overstudy, but both are hazardous.

It should be a constant aim to lead the mind into seeing and holding things in right proportion. The nervous person, young or old, is likely to be an extremist—to make life and death matters of mere trifles. Mental poise should be cultivated. Practical measures may be taken that will help restore the balance. The child who is too much of a scholar should be urged to engage in outdoor games and other activities that will tend to check somewhat the student proclivities. Whatever the excessive tendency may be, try to counteract it by

some such healthy and natural method.

Plain, wholesome food, pure air, plenty of outdoor exercise suited to the strength, regular habits, long hours of sound sleep, and freedom from much excitement—these of course are fundamentals. With the nervous child it is especially important to see that proper relaxation and rest follow any severe exertion, that the task is dropped when it is finished, and that the little nerves never are kept on the stretch for too great a length of time.

For all this a watchful oversight is needed, but not incessant cautioning and innumerable prohibitions. "You mustn't do that, you're altogether too nervous," repeated many times a day, can hardly fail to have the effect of increasing the difficulty and fastening it permanently. You see children who have been told so often that they are nervous, that they have grown proud of their malady and manifest all the symptoms they can think of. In ailments of this char-

Your Trade will Repeat



**MAPLEINE**  
Flavoring

brings back your customers. You can make no mistake. They come back for that genuine "Maple" tang. A real American flavoring used for every purpose.

Order from  
Louis Hilfer Co.  
1503 Peoples Life Bldg.  
Chicago, Ill.  
**CRESCENT MFG. CO.**  
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### ECZEMA also EXTERNAL CANCER

Treated by methods that make results we promise before you pay. Eczema cases may be treated by our method at home when you know our hot compress system.

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### Lynch Bros.

#### Special Sale Conductors

Expert Advertising—Expert Merchandising

28 So. Ionia Ave. Grand Rapids, Mich.



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

### 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

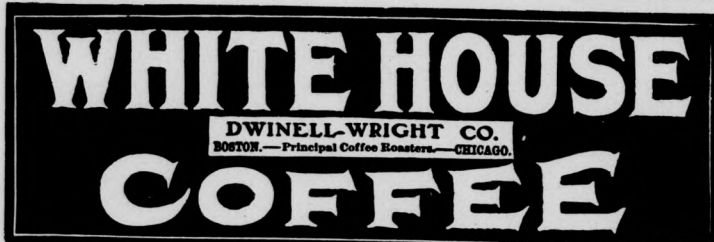
We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

**GRAND RAPIDS GRAIN & MILLING CO.,**

Grand Rapids, Michigan

## In All Seriousness You Should Be Very Proud To Handle It

We refer to that inimitable and popular



**WHITE HOUSE**  
DWINELL-WRIGHT CO.  
BOSTON.—Principal Coffee Roasters.—CHICAGO.  
**COFFEE**

which is, really, a "top-notch" and a Solid Business Proposition for any discreet grocer to seriously consider. Coffee is a luxury; and people are more fastidious in the choice of luxuries than in the selection of necessities. If you suit 'em with the one, you can get their trade with the other—BUT YOU MUST SUIT 'EM.

### THAT'S WHAT "WHITE HOUSE" IS FOR

Distributed at Wholesale by

**JUDSON GROCER CO.**  
Grand Rapids, Mich.



acter, allowing the mind to dwell on how one feels is the worst thing that can be done. This is just as true of children as of grown-ups. Don't let the boy or girl think that he or she is a little invalid, predestined to be a nervous wreck.

These suggestions are of course lay and not professional. Doubtless most will think best occasionally to consult a good physician about any child who is very nervous. But it will be found that some of the best specialists place little reliance on medicine in this class of disorders. The right mental attitude and a wholesome mode of living are all-important. Enlist the co-operation of the nervous child in overcoming his difficulty. Let the ideal held up be always of strong, steady, well-controlled nerves—an ideal that is perfectly possible of attainment by many who as children are extremely nervous.

Quillo.

**Death of William H. Hicks, the Morley Druggist.**

Morley, Sept. 25—William H. Hicks was born in South Otselic, N. Y., July 30, 1849. He was the son of John and Delia Hicks. At 11 years of age he went to live with an uncle and came with him to Michigan in the fall of 1860, settling in Ionia county, near Belding, where he lived several years. August 4, 1864, he enlisted in the Third Volunteer Infantry and served two years receiving an honorable discharge in Texas. He returned to Ionia county and attended school. He followed the tinner's trade for three years, then went to Grand Rapids and not long afterward came to Morley, where, about 1870, he entered into partnership with Nelson Pike. A year later he established himself in the hardware business at Cadillac, where he continued nearly eight years. He then returned to Morley and engaged in the drug business, where he built up a substantial trade.

July 7, 1872, Mr. Hicks was married to Hattie M. Swanger. Of this marriage four children were born—Fred G., Percy J., Ivy M. Clark and Oattie Wilcox. He was a Mason and belonged to the Maccabees and Loyal Americans.

Mr. Hicks was a man highly esteemed by his fellow citizens. He was at one time County Treasurer, serving in that capacity for two terms. He was a member of the school board for several years. His health had not been good for several years, but he never complained. He was very quiet and unassuming, a man of sterling worth,—one who made friends and kept them. He slipped away to the Homeland very suddenly on the evening of Sept. 15, leaving his wife, four children, six grandchildren, three brothers and two sisters to sorrow because of his going. He will be greatly missed in the home by his boys and girls, but most of all by his companion who has traveled down life's pathway with him for forty-four years—years filled with much sunshine and happy memories with just enough of earth's clouds to make the sunny days the brighter.

H. M. H.

**Very Much So.**

"I wonder what the poet meant when he alluded to woman in her hours of ease as being uncertain, coy and hard to please."

"I don't know about the coy part," said the saleslady, "but when it comes to picking out a hat she's all the rest of it."

**Is William Alden Out of Politics?**

Negaunee, Sept. 25—I have been a loyal supporter of William Alden Smith ever since he first became a candidate for the United States Senate and shall continue to support him as long as he wants to remain in Washington. I hear from friends in Grand Rapids that Mr. Smith does not intend to be a candidate for re-election and that he no longer takes any interest in politics. If he continues in this state of mind, I propose to use my best endeavors to secure the election of an Upper Peninsula man to the Senate—Hon. A. T. Roberts, of Marquette, who possesses the legislative temperament to a remarkable degree and would, in my opinion, bring added prestige to Michigan as a member of the United States Senate.

As a townsman of Mr. Smith, I believe you can give me authentic information on the subject.

Merchant.

It is commonly believed in Grand Rapids that Mr. Smith will not be a candidate for re-election, based on the fact that he has apparently lost all interest in politics and political matters since the advent of the Wilson administration. Mr. Smith has had a close personal acquaintance with every President since Harrison. President Cleveland thought well of Mr. Smith and showed him much consideration and granted him many favors, considering that they were members

of opposite political parties. Of course, Mr. Smith possessed the friendship of McKinley, Roosevelt and Taft and took much interest in political matters during their administrations. He has never had any use for Wilson—nor Wilson for him—because Wilson has conducted his administration in utter disregard of anyone except Democrats, closely following the Andrew Jackson theory that the spoils belong to the victors. To see capable men—made capable by long experience—replaced with greenhorns and incompetents in the public service has been very disheartening to a man of Mr. Smith's temperament.

During the past few years Mr. Smith has become greatly interested in the banking business and it has lately become a hobby with him. He talks bank, thinks bank and dreams bank. The bank is the apple of his eye and its rapid growth and commanding position in the community are a matter of profound satisfaction to him. He no longer looks on Washington with increasing interest, evidently believing that he has achieved all the glory that can come to him in political life, since his presidential aspirations received a set-back at the primary election fiasco he was chief-

ly instrumental in foisting on this State. Mr. Smith was anxious to see Hughes nominated and in the event of the election of a Republican President, it is possible that Mr. Smith may find his pathway in Washington so pleasant that he may wish to remain in the Senate another term. The same might be true if competition for his present position became so strong that some of the candidates indulged in personalities or undertook to gain advantage by the old-time political methods. Mr. Smith is stubborn and would probably refuse to yield unless impelled to do so pleasantly and in accordance with the best usage.

**Was His Humor Conscious?**

A young woman in Kalamazoo was recently looking at material in one of that city's leading dry goods stores in an attempt to select what would make an attractive skirt for the seashore. The clerk rather strenuously suggested the availability of several patterns.

"But," said the young woman, "they are rather loud, don't you think?"

Without a glimmer of a smile, and in a perfectly correct tone for a salesman to assume, he replied:

"Too loud for awnings—just right for skirts."

# Bevo

## A BEVERAGE

### The Triumph in Soft Drinks

The best of cereals give *Bevo* its body and food value. Imported Saazer Hops give *Bevo* its tonic properties, and that inimitable and unvarying flavor. Years of experiment have taught us how to present you with these qualities in a soft drink. You've never tasted anything better than *Bevo*. Get *Bevo* at inns, restaurants, groceries, department and drug stores, picnic grounds, baseball parks, soda fountains, dining cars, steamships, and other places where refreshing beverages are sold. Guard against substitutes—have the bottle opened in front of you.

*Note*—*Bevo* should be served cold.

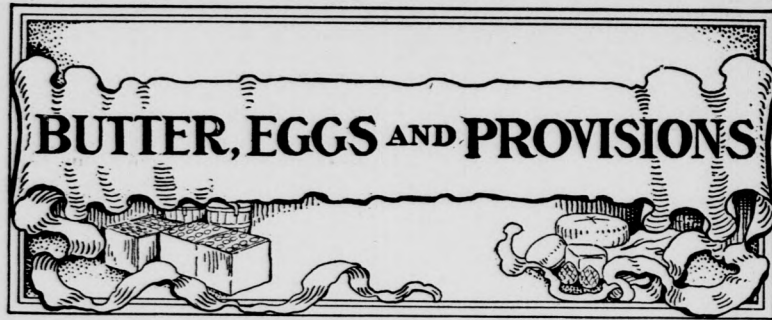



**ANHEUSER-BUSCH**      **ST. LOUIS**

**Anheuser-Busch Branch**

Distributors      **GRAND RAPIDS, MICH.**





#### Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.  
 Vice-President—Patrick Hurley, Detroit.  
 Secretary and Treasurer—D. A. Bentley, Saginaw.  
 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

#### Necessity of More Correct Statistics.

In recent years various departments of the Government have undertaken the very important and exceedingly valuable, if properly carried out, work of supplying statistics showing the outputs of many lines of industry. This work could be beneficial in a very high degree if the statistics were correct. It is a deplorable fact, however, that the records that have been issued up to the present time have been most imperfect and incomplete and instead of being a benefit are actually a detriment to the business interests of the country. Unless the gathering of statistics can be done in the right way and the published figures be in accord with the real facts it would be far better to discontinue all work of this kind. It may be, of course, that the inception of this undertaking could be found in political interest, rather than in any purpose of promoting the welfare of the commercial interests of the country. The creation of jobs might have been an incentive. Aside from this, however, and regardless of the motive which was the cause of the work in question, it is a fact that the character of this endeavor is determined very largely by the money, facilities and ability that are available to carry it on. The funds for work of this kind, like all other funds used in Government work, come from political action. Therefore, one year there may be sufficient and another year much less than is really required. This has unquestionably been a factor that in large measure has prevented the kind of statistics we are referring to from being of the absolutely indisputable character that they should own before being issued. An effort should be made at once to correct this situation. Statistics concerning business progress of the country can be of great importance and value. They should be issued regularly and when issued should be right. If this were done the publication of the Government's statistics would be awaited with keen interest and would have careful consideration. As it is now they attract little attention, except to arouse adverse comment. If the business men of the country, or rather the commercial associations, would conduct an active campaign on this proposition it is probable that proper

attention could be directed to this question and the desired reform effected. As it is, no good is accomplished by the work that is being done and some harm is resulting. For instance the publication sometime ago of figures regarding the wooden barrel industry were clearly out of line with absolute facts. Such figures could only create an erroneous impression. If this sort of work is going to be done let's have it done right.—Packages.

#### Driving Bad Eggs Out of Commerce.

As a result of the fight the State Board of Health has been making to stop to the sale of bad eggs in this State, the merchants probably will ask the next Legislature to pass a law compelling the railroads to furnish refrigerator cars for egg shipments. The merchants already have started their campaign, and have gathered some information that they believe will help them before the Legislature.

Out at Garfield a merchant had three cases of eggs for shipment. He hauled them to the station thirty minutes ahead of train time, as required by the road rules. The train was more than an hour late. The eggs stood on the platform in the hot sun for an hour and a half. Then they were loaded into a hot, stuffy car and hauled several hours longer.

When delivered to the cold storage plant there was only one full case of good eggs. The merchant was arrested under the ruling of the Attorney General that he had offered bad eggs for sale. He produced witnesses to show that the eggs had been candled and were good eggs when they were delivered to the railroad company. Now he has put in a claim against the railroad company for the loss.

Other merchants are said to be planning similar procedure. And they are planning to ask the Legislature to require refrigerator cars for egg shipments, and also to provide cold storage room at stations when trains are late.—Topeka, (Kas.) Capital.

#### Famous Hen Dead.

Lady Eglantine, the remarkable hen that laid 315 eggs in her pullet year, died at Eglantine Farms, Greensboro, Md., last week. She was an habitual prize winner at fairs and once had the distinction of occupying a room at the Imperial Hotel, New York City. It is said that she is survived by but nine sons and three daughters.

#### Reasonable.

The telephone rang and the new maid answered it.

"Hello!" came from the receiver.  
 "Hello!" answered the girl timidly.  
 "Who is this?" again same the voice.  
 "I don't know who it is," said the girl. "I can't see you."

#### Make Us Your Shipments

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

Kent Storage Co. Grand Rapids, Mich.

GUARANTEED  
 PURE

**Bel-Car-Mo**  
 BRAND  
 Peanut Butter

MANUFACTURED BY  
 THE BEL-CAR-MO-NUT  
 BUTTER COMPANY  
 GRAND RAPIDS, MICH.

Large 10c, 15c and 25c  
 Sanitary Glass Packages  
 Nice Profit for Dealer

Sold by All Wholesale Grocers  
 See Quotations in Grocery  
 Price Current

#### HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

G O L D B O N D

P R I Z E

PACKED IN  
 CASES

**BROOMS**

Manuf'd by  
 AMSTERDAM  
 BROOM CO.  
 AMSTERDAM, N. Y.

P R I Z E

G O L D B O N D

#### 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.

#### SEND US ORDERS

ALL KINDS FIELD SEEDS

Medium, Mammoth, Alsike, Alfalfa Clover, Timothy, Peas, Beans

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

## Rea & Witzig

PRODUCE  
 COMMISSION  
 MERCHANTS

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

Established 1873

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

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

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

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

## Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids, Michigan

Owned by Merchants

Products Sold Only  
 by Merchants

Brands Recommended  
 by Merchants

## The Vinkemulder Company

Jobbers and Shippers of  
 Everything in

# Fruits and Produce

Grand Rapids, Mich.



## AUTOMOBILES AND ACCESSORIES

### They Feel Themselves Skidding.

Ten million dollars, perhaps more, is now tied up in speedways throughout America and other speedplants are to be built according to reports, in spite of the conditions which exist to-day.

America will soon have a circuit of speedways from the Atlantic to the Pacific and with every chance, it looks at present, that failure will be the lot of all unless some radical action is taken quickly.

The promoters of these speedways have rushed into wild expenditures, often which are certain to lose big money owing to lack of possible entries, inability of the cars entered to finish, killing of drivers and their mechanics, the latter the prospective drivers for the future, and lack of support from the public, which has ceased to admire speed and is clamoring for competition of the real sort, even though it be at slower rates of going.

After all, records are records, class by class, and the necessity of racing at 100 miles per hour no longer exists and seventy-five or eighty miles would be more satisfactory as long as that speed was the topmost of the cars and the results depended upon the driver and not the car. Skill in operating a speed car is what the public wants to watch.

Races in which the men are doing their most skillful work to win with the race to the best driver is desired. The race between cars which are tuned up stock cars is more interesting to the car owners of America than a race between speed monsters, not at all like the cars sold from the floor of sales rooms.

Speedway promoters are to be the sufferers unless they come to see the future more clearly than they have yet seen it. They are going ahead blindly, and seemingly, they lack a leader of ability to get them out of the wilderness into which they are winding themselves.

The frequent deaths of drivers are having their effect and mishaps of this character have come to be so common that the public has had time to come to realize that death is the real winner of many a race and to become horrified at the thought that at almost any contest there may be a killing. Attendances have not improved under this idea, as was the case when the speedway game was new.

### Advises Motorists to Care for Batteries.

"Put distilled water in your battery" has been drummed into the motoring public by all the storage battery makers. And yet the neglect of this matter is enormous, possibly because the motorist doesn't know why distilled water must be added if the battery is to keep on operating.

"No battery, however well made, can operate satisfactorily unless pure distilled water is added at regular intervals," recently marked a battery expert. "The inside of a battery consists of several cells in which positive and negative plates are immersed in a liquid solution called electrolyte. This electrolyte consists of the proper proportions of sulphuric acid and distilled water.

"Passing current through a battery to charge it causes heat, which hastens the evaporation of the water. Then, too, when a battery is nearly charged, the water is split up into two gases, one of which escapes through vents, so that the very action of charging a battery depletes the supply of water. If some of the water has evaporated the acid solution is bound to be stronger than it should be, and therefore damaging to the plates. Without the correct amount of water in the solution, the battery would eventually be ruined.

"It must always be remembered that there is no evaporation or loss of the acid in the electrolyte. Consequently, no acid should be added unless the electrolyte has been spilled and then only by an experienced battery man.

"Evaporation of the water is more rapid in warm weather, hence water must be added more frequently in summer than in the winter.

"Allowing the level of the electrolyte to become too low, by not adding water, greatly decreases the capacity of the battery. It will as a result become discharged more quickly, and very often harmfully sulphated."

### Worth the Careful Driver's Eye.

Remember always to apply the brakes gently. When brakes are jammed hard it puts a severe strain on the tires and may cause one wheel to lock and slide, wearing the tread at that point. Judge your distance and momentum and stop by using brakes as little as possible.

Do not let oil or grease lie around on the floor of the garage. They are deadly enemies of rubber and will rot the tires badly if allowed to remain in contact for a short time. Gasoline may be used to remove oil or grease, using a little at a time so that it may evaporate. But never let tires stand in a pool of gasoline.

If engine is missing explosions and you suspect the magneto try this simple test: Disconnect the lead wires to the spark plugs and set the ends one-eighth to one-half inch from some metallic part of the engine. Spin engine and see if spark jumps from the wires. If no spark jumps the magneto is at fault.

Jealousy is a key that opens more wedlocks than all others combined.

### When People Ride in Motor Cars.

Watch the expressions on the faces of a motoring party when a street car slowly starts up and blocks their crossing—perhaps for four seconds. Mother frowns; the children kick the footrest in rage; the impressions of a row of gritted teeth are along father's jaw and he shakes his fist as if he had just heard that his cashier had sneaked away from his office with \$1,875,943.52.

Why this hurry, good people? When you drove a buggy fifteen years ago you were well content to draw up for two or three minutes to permit the horse to switch a fly.

High-speed men and women, your place is on the race track. Public roads are for motorists, not for speed nuts. We are building a whole series of nice speedways all over the country for you. Here you may hit it up, chasing your tail-light to your heart's content, and people may pay to see it.

All new motorists should consider what a mule-headed, dangerous fool is the speed fan. He has no place of glory. Each day he becomes more unpopular. Let's push him off every road!

### Congress Automobile Tires

Are strongly constructed of selected fabrics, pure gummed cushion stock, and tough Brazilian tread.

Sold by dealers at a reasonable price.

Distributors

SHERWOOD HALL CO., LTD.  
30-32 Ionia Ave., N. W. Grand Rapids, Michigan

### EVEREADY FLASHLIGHTS

The superiority of EVEREADY Flashlights is proved by the remarkable popularity which they have won.

About 80% of all the flashlights sold in this country are Eveready's. Last year over 18,000,000 EVEREADY Flashlights, Tungsten Batteries and Mazda Lamps were sold. This year sales are still better.

All EVEREADY'S are fully guaranteed. It's a great line for you to handle. Let us tell you more about it.

C. J. LITSCHER ELECTRIC COMPANY

Wholesale Distributors

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



**USED AUTOS**  
—My Specialty. Largest Stock—  
Runabouts \$65—\$350 Touring Cars \$150 and up  
Easy Terms  
What have you to trade  
Dwight's Used Auto Ex. 230 Ionia, N. W.

Use Half as Much  
**Champion Motor Oil**  
as of other Oil  
GRAND RAPIDS OIL CO.

## United Trucks

1½ to 6 ton all worm drive

United Trucks are the best business and profit builders a dealer can secure. They are standardized in construction and are capable of performing beyond the requirements usually made on similarly rated trucks as to capacity and endurance.

You will be interested in the particulars when you hear about them. Write, wire or visit us personally.

### The United Motor Truck Company

Grand Rapids, Michigan

FOR GOODNESS SAKE  
BUY

### Horse Shoe Tires

Wrapped Tread System

They are guaranteed for 5000 miles with many a long non-cost extra mileage tour in reserve.

### The Deitz Vapor System

will positively save 25% to 60% in Gasoline. It will keep your Engine absolutely free from carbon. May be attached to any car.

### 5-Minute Vulcanizer

will produce a quick, permanent patch for inner tube — without cement, gasoline or acid.

A full line of Batteries, Spark Plugs and Accessories

Wholesale Distributors:

**Brown & Sehler Co.**  
Grand Rapids, Mich.

We have an interesting proposition to make to dealers.

## NOKARBO MOTOR OIL

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

It will not char or carbonize.

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

WRITE FOR PRICES AND PARTICULARS

**The Great Western Oil Co.**  
Grand Rapids, Michigan





**Grand Council of Michigan U. C. T.**  
 Grand Counselor—Fred J. Moutier, Detroit.  
 Grand Junior Counselor—John A. Hach, Jr., Coldwater.  
 Grand Past Counselor—Walter S. Lawton, Grand Rapids.  
 Grand Secretary—Maurice Heuman, Jackson.  
 Grand Treasurer—Wm. J. Devereaux, Port Huron.  
 Grand Conductor—W. T. Ballamy, Bay City.  
 Grand Page—C. C. Starkweather, Detroit.  
 Grand Sentinel—H. D. Ranney, Saginaw.  
 Next Grand Council Meeting—Bay City, June 1 and 2, 1917.

#### Pickings Picked Up in the Windy City.

Chicago, Sept. 25—A very instructive convention has been running at the Coliseum the past week under the name of the "Business Men's Efficiency Show." Each display has been very beneficial to the manufacturer, both the established concern and the small manufacturer, giving them an idea of efficiency to the very smallest detail for every kind of business. It has been the means of attracting a large crowd.

It is the intention of the city, if possible, to open up all street ends running East to the Lake, South of Sixtieth street. At the present time the majority of the South Side streets as far South as Fiftieth, end at the Illinois Central track. This will be of great benefit to the people and a vast improvement to the city, giving the population to Chicago the benefit of the entire lake front.

Blackmail is still very popular in this village. The amount the grafters got, as reported will run near the million mark. Everything is going up, so this is the reason blackmail has taken a jump. The Government is trying to put a stop to it, having recently raided an apartment on the South Side, arresting six or seven people implicated in a National system of blackmail.

One of Chicago's visitors last week was Jack Dietrich, Secretary and Treasurer of the G. J. Johnson Cigar Co. His stay in the city was spent visiting Chicago customers, booking Christmas orders, which owing to the oversold condition of the factory, needs early booking. Mr. Dietrich reports business over the country very good. His trip will end next Monday at Grand Rapids. From there he will join the Grand Rapids Association of Commerce on its eleventh annual trade extension tour through Northern Michigan.

All Chicago will look them over this coming week. It is going to be the annual style show and some of the best models in the country have been engaged. Models are sometimes worth looking over.

Don't fail while in Chicago to visit the Union Stock Yards. This is one of Chicago's greatest industries. All visitors are welcome. All parties are furnished with guides which show the working of the entire yards, giving one an idea of what a vast business this is—how the food products are manufactured into the finished article; how they are packed and how distributed. Don't fail to visit the yards.

Chicago is having a hard job to get what is known as common labor-

ers to do odd jobs. The reason for this is because the factories are now so equipped with mounted machinery that men without trades find themselves in demand for better jobs, where a few years ago they flocked to the city ward politician with applications for work of any kind which demanded no skill—only a boss to tell them what to do. This, in a way, is some improvement and saving for the taxpayers, by giving the man who is slightly deformed or sickly a chance to earn a little, where in the past this class of laborers was a heavy burden on the city and the taxpayers.

In tearing down the old Morrison Hotel Saturday, workmen found in the basement of the old Boston Oyster House an 8 foot snake which had evidently been living for years under the floor, perhaps escaping from the museum which was in active business on the property at the time it was bought for hotel use many years ago. This snake is attracting considerable attention and will, no doubt, be exhibited by the hotel management as one of the old relics.

Preliminary plans of a new general railway terminal in Michigan avenue between Twelfth and Sixteenth streets, to cost \$20,000,000, to be built by the Illinois Central Railroad, in which it hopes to have all the railroads not using the Union passenger station and the Chicago & Northwestern join, was presented to the council terminals committee last Tuesday. The plans were discussed by the committee expressive of regret that the railroad had not brought in more definite and detailed information. There seems some unaccountable delay in the carrying out of the contract entered into between the railroad company, the South Park commissioners and the city. The action of the railroad in submitting the plans was a surprise as it has been said by friends of the improvement that it was felt that nothing toward carrying it out could be accomplished under the present administration, although Mayor Thompson had expressed his approval of the improvement. The plans do not definitely provide for anything, but John F. Wallace, chairman of the terminal commission, suggested that the railroad should present a concrete and definite plan as to what it proposed to do and this met with the approval of the committee, and the railroad was given one month in which to submit a definite plan. The project is dependent upon the agreement upon the part of other railroads to join with the Illinois Central and use this terminal, but negotiations have not been undertaken so far with any of the roads. It may as well be frankly stated that this is a serious question with the other roads. They have valuable terminals. Part of the rental the roads would pay to the Illinois Central would go to the city and State as that road is under the terms of its franchise compelled to pay 7 per cent. of its gross earnings to these bodies. The head house of the proposed terminal is of Ionic architecture, in the monumental style. The head house proper is about six stories high, 700 feet wide, and 250 feet deep. It is designed to harmonize with the new Field Museum, just East of the station site. The central feature of the station is a triple arch crowned with

a sculptured cornice, the whole building being surmounted by a dome. Tracks will enter the station on three levels, the uppermost carrying twenty-four passenger tracks on the level of the main floor of the station, which will be level with Twelfth street raised on a viaduct. The next lower level of tracks will be devoted to freight, and the third level is to be a subway extending from Twenty-second street north of the station, carrying suburban traffic. Under the tentative plans, the head house and concourse will extend from the south line of the widened Twelfth street to Sixteenth street. The entrance proper is to be on Twelfth street. A hundred foot drive way, as an extension of Indiana avenue to Twelfth street, is to be left open between the station and a proposed hotel building at Michigan avenue and Twelfth street.

Charles. W. Reattoir.

#### What Enthusiasm Means.

As enthusiasm touches us, so we succeed.

Like electricity, it can be measured only by its work, but its results are sure and marvelous. Born of the love of work, so it transforms that work into the veriest pleasure.

It stirs an organization from president to office boy with the spirit of conquest as martial music stirs the soldier. It creeps into their brains and ideas are born; it quickens their judgment and their work is acceptable; it nimbles their fingers and their work is well done; it hardens their resolution and the grey skies become blue.

Enthusiasm is more than seen, it is felt. Its price is only the best that's in you; its effect is a transformation.

#### THE RATHBONE HOUSE AND CAFE

Cor. Fulton and Division

It's a good place to stay and a good place to eat. You have service when you want it.

If you will try us out once we'll make things so comfortable for you that you'll come again soon.

#### HOTEL CODY

EUROPEAN  
GRAND RAPIDS, MICH.

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



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#### Hotel Charlevoix

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#### EUROPEAN PLAN

Absolutely Fire Proof

Rates, \$1 for room without bath;  
\$1.50 and upwards with bath.

Grinnell Realty Co., Props.  
H. M. Kellogg, Manager

#### The Cushman Hotel

PETOSKEY

The Leading Hotel of  
Northern Michigan

Petoskey has excellent railroad and boat  
facilities

Make the Cushman your headquarters  
while working this entire region

\$2.50 and up

American Plan All Meals 50 Cents



#### Hotel Hermitage

John Moran, Mgr.

EUROPEAN PLAN  
Grand Rapids, Mich.

Rates without bath 50, 75 and \$1.00

Rates with bath \$1.00 and \$1.50  
per day

CAFE IN CONNECTION

#### The Hotel Geib

Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 25—Building operations in Detroit are going to the dogs and to make matters worse last week showed a falling off of \$116,155. Last weeks totals were only \$1,232,530.

Leo Spellman and Leslie Runner, members of the general mercantile firm of Runner & Spellman, Shelby, were business visitors in the city this week, being interested in a double attraction, baseball and Billy Sunday. This is Mr. Runner's first visit to a city since before the civil war.

John J. Plath, former sales manager of the Maxwell Motor Co., has accepted a position as director of sales of the recently incorporated Harroun Motors Corporation and has already undertaken his new duties. The Harroun Corporation will build a huge plant in Wayne, a suburb of Detroit.

A three-story re-inforced concrete building is to be erected at the corner of Fifth and Pine streets for the Palace-Model Laundry Co.

Louis J. Koster, pioneer representative for Edson Moore & Co., was in Detroit this week. Mr. Koster makes his headquarters in Grand Haven.

Announcement of the marriage of Mabel Claire Minnick, of Flint, to John Skinner, of Detroit, on September 12, has been made. Mrs. Skinner, previous to her marriage, made her home in this city. Mr. Skinner is a special city salesman for Burnham, Stoepel & Co. The young couple have many friends throughout the State who wish their journey through life together a long and happy one.

F. A. Wager, formerly assistant sales manager of the Regal Motor Car Co., has been appointed sales and advertising manager of the Michigan Auto Trailer Co., 224 Twenty First street.

H. H. Howard, formerly connected with Crowley, Milner & Co., is merchandise manager of the J. R. Jones Sons Co., department store at Kalamazoo.

Charles E. Perry, of Washington, D. C., has taken charge of the hat department of the men's clothing and furnishing goods firm of Hughes & Hatcher, 333 Woodward avenue. A new building for the firm is in the course of construction on Woodward avenue.

Grand old bustling, hustling, Detroit. Too busy to deliver the Tradesman last week. One non-delivery that is readily noticed.

There is some talk of an effort being made to establish a railway guide in Michigan to be published under the emblem and with the sanction of the United Commercial Travelers. It matters not how laudable the intent of those who would carry out the scheme, the fact remains that the organization was founded ostensibly for insurance and fraternal purposes and using its name for pecuniary gain or advertising purposes only cheapens it in the eyes of the hosts of non-member traveling men. Michigan is well supplied with guides at present and what is needed to keep at least one of them in existence is the liberal support of the traveling fraternity. The U. C. T. in Michigan have so far kept from commercializing the name of the order and, no doubt, will continue along the original lines of conducting one of the greatest traveling men's fraternal and insurance organizations extant—and that only.

Jacob Weickgenant, of Battle Creek, and Joseph Reide, of Hastings, proprietors of the dry goods firm of Weickgenant & Reide, Hastings, were Detroit business visitors this week.

W. E. Wallace, manager of the Traverse City office and sample room of Burnham, Stoepel & Co., was in Detroit this week.

The W. H. Anderson Tool & Supply Co., Brush and Macomb streets, owing to the increasing business, has been obliged to increase its space and has taken over a portion of the Vinton plant adjoining its property.

Benjamin Goldstein, clothier of Pontiac, was a Detroit business visitor this week. Mr. Goldstein, formerly of Buffalo, engaged in business Sept. 2 under the style of Benjamin's.

I. C. Herzog, for a number of years a department manager for the Liphardt-Heyman Co., clothiers, will open a men's furnishing goods store in Royal Oak, a Detroit suburb, Saturday. Mr. Herzog is an expert in his line and with his pleasing personality and well known business ability, his friends predict his success in the new undertaking.

Leon Goldsmith, optician at the J. L. Hudson Co. store, was called to Cleveland last week on account of the death of his father, S. M. Goldsmith, a pioneer business man.

A branch plant for manufacturing ice has been completed by the General Ice Delivery Co., at Grand River and Roosevelt avenues. In spite of the advertising of Mr. Brown's so called interviews and statements, the company makes only occasional deliveries and does not reply to calls from its customers. The other companies in the city will no doubt reap a harvest next summer because of the discourteous treatment of the General Co.'s patrons.

Lawrence V. Smith, formerly in charge of the optical department at Heyn's Bazaar, has resigned to take charge of a similar department at Friedberg's jewelry store, 212 Griswold street.

The Hankow cafe will open at 165 Jefferson avenue, East, in a few days. The interior of the lower floor of the building is being remodeled to make one of the most up-to-date restaurants in the city.

If John Schram had only waited a month or so to write his essay on "Why many traveling men do not save money," he might have had a different story to write. With beans at \$7 per bushel and potatoes at \$2, ice cream soda 10 cents and six for a quarter cigars 5 cents straight, how is a fellow to cram his expense account any further to meet the changed conditions?

Addison's bicycle shop has moved from 3114 Jefferson avenue to 2372 Jefferson avenue and the store will be occupied by Downey's confectionery now located at 3152 Jefferson avenue.

As we understand it from B. and S., Lakeview, a properly constructed paragraph would have been a sight for sore eyes.

Life in the tabernacle is one slang thing after another.

In spite of criticism, Billy Sunday still slangs on.

Ridiculing a temperance worker is a poor argument in favor of booze.

After all the Zeppelins are only pikers when it comes to human destruction, fifty-nine persons were killed and 2,721 injured by automobiles so far this year in Detroit.

Doughnuts have been advanced 2 cents per dozen. Which brings to mind some that we used to struggle with up state. Nothing short of sheer strength could raise them.

"Grand Rapids," says John Dee, "prefers to stick to the 'aristocratic' Central Standard time and refuses to be coerced by Detroit into adopting Eastern time." But then, John, what's an hour to Grand Rapids when it comes to being behind the times?

On the other hand, Detroit is so fast that a candidate for office is elected or rejected long before the votes are cast.

James M. Goldstein.

Vander Male's Grocery will engage in business at 1303 Alpine avenue, the latter part of the week. The Worden Grocer Company has the order for the stock.

## Appreciation of the Life and Character of V. L. Tissera.

With the death Sept. 4, 1916, of Vincent Lambert Tissera, the well-known tea importer, there has passed into history a character which was the pioneer commercial link between the new and oriental world. He had the honor of being the first Ceylonese who forsook the island of his birth to become a citizen of the United States.

He was born in Colombo, Ceylon, March 2, 1868. His ancestry dates back to the famous Sing Clan in the 16th century. His family on both sides have been Christians for more than a hundred years. His father, Charles C. Tissera, was one of the foremost planters of Ceylon, a man of broad mind and liberal ideas. At one time he contributed articles regarding Ceylon and India to the Chicago Inter-Ocean. Recognizing the value of learning, he gave to all his children a liberal education—a thing very rare in a country where there are no free public schools of any kind. On his mother's side he had a long line of Presbyterian ancestors converted in the 18th century by early missionaries from Scotland.

Mr. Tissera, up to 1893, had been in the employment of the British government, holding one of the most prominent positions the government could give to a native. That year he came to Chicago as assistant commissioner from Ceylon to the Chicago World's Fair. He liked this country from the first. He imported considerable Ceylon tea and this was introduced at booths on the fair grounds. It went big, and this gave Mr. Tissera an idea. Why not remain in America and become a large importer of Ceylon and Indian teas? He made his decision.

Mr. Tissera's plan was not entirely a selfish one. He wanted to work up a big trade between Ceylon and India and the United States. He wanted better conditions for his people and he realized that conditions never would be better until their commerce was developed to a much greater degree. In 1893 there was imported to the United States 1,500,000 pounds of these teas. In 1914 there was imported 35,000,000 pounds. That shows how successful the Tissera idea became. He endeavored to develop the commerce of his native isle for the benefit it would bring his people. He saw their condition improve, although he realized that they were still in great need.

Altruistic ideals together with an ambition to become great in the world of commerce, is a combination seldom seen to work in this age. Once in a while there is an exception, as was the case of Mr. Tissera. He imported more Ceylon and Indian teas to the United States than any other American importer. What Lipton is to the British empire, Tissera has been to America.

In recognition of his enterprise, perseverance and self-reliance the legislative representatives of Ceylon presented him with a gold and silver casket. The design on the casket represents the commercial union of the land of his birth and his adopted country. A resolution setting forth the appreciation in which he was held by his country men accompanied the gift.

Mr. Tissera was the only Ceylonese

Shriner in the world, being a member of Medinah Temple of Chicago. He was also a member of Oriental Consistory, Valley of Chicago; Lafayette Chapter No. 2, R. A. M., Chicago, and Trinity lodge No. 208, A. F. & A. M., Davenport, Ia. He was a man of pleasing personality and possessed many sterling qualities. He made a strong plea for the universal brotherhood of mankind. He lived up to the teaching of Masonry, taking for his guide the Square for morality, the Compass encircling all, irrespective of creed or race, the Level for equality, the Plumb for rectitude of life, and with the Trowel he spread the cement of universal brotherhood and love which unite all into one common band of friends among whom no contention should arise.

He was a favorite speaker before women's clubs, churches, high schools, fraternal organizations, etc. By this means he brought a better understanding between his mother country, India, his native country, Ceylon, and his adopted country America. He loved this land of his adoption, but still retained the oriental idea that all men should be at peace with each other, and declared he would like to see written across the American flag, "Peace on earth, good will to men."

May H. Barker.

## Cream of Wheat Co. Explains Recent Advance.

Explaining its recent advance in price, the "Cream of Wheat" Company writes its agents substantially as follows: "The rapid and constant rise in commodity prices during the past two years, since the outbreak of the great war, has become a familiar phenomenon in all lines of industry. In most cases, however, the increases in manufacturing costs have been immediately passed on to the consumer. In the case of Cream of Wheat the manufacturer has so far carried the entire loss and expects to continue to carry by far the greater part of it.

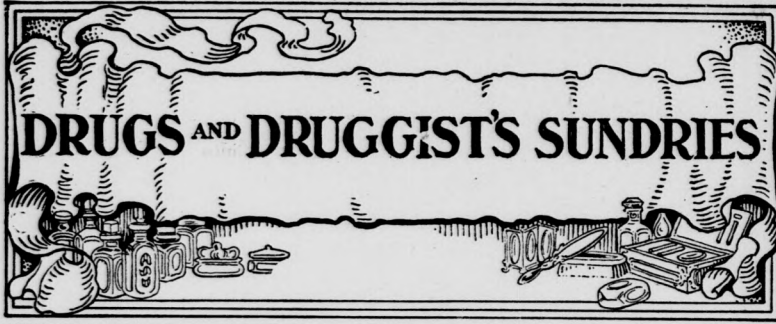
"For the advances in the cost of materials entering into the manufacture of Cream of Wheat now range from 70 per cent. to 250 per cent., while the present advance in the finished product is only about 20 per cent. For many years Cream of Wheat has occupied a position of remarkable strength both with the trade and the consumer, and this advance is moderate in view of the extraordinary conditions now prevailing."

## Travelers' Roundup.

Absal Guild, A. M. O. B., will hold its first annual travelers' roundup at U. C. T. Council chambers, Saturday, Oct. 14. The affair will take the form of a convention and at least two prominent speakers will deliver addresses. Invitation will be extended to all traveling men resident and visiting the city on that date. Many surprises are promised to all who attend. The spirit of "Help One Another," a Bagmen motto, prompts this entertainment and all traveling men will help by being present. Walter E. Mellinger, Dr. G. W. Ferguson and H. W. Harwood are the Bagmen in charge.

A man can't get ahead of the world unless he is born with one.





#### Michigan Board of Pharmacy.

President—E. T. Boden, Bay City.  
Secretary—Charles S. Koon, Muskegon.  
Treasurer—George F. Snyder, Grand Rapids.  
Other Members—Leonard A. Seltzer, Detroit; Ellis E. Faulkner, Delton.  
Next Meeting—Grand Rapids, Nov. 21, 22 and 23.

#### Michigan State Pharmaceutical Association.

President—C. H. Jongejan, Grand Rapids.  
Secretary—F. J. Wheaton, Jackson.  
Treasurer—John G. Steketee, Grand Rapids.  
Next Annual Meeting—Grand Rapids, June 19, 20 and 21, 1917.

#### Michigan Pharmaceutical Travelers' Association.

President—Fred L. Raymond, Grand Rapids.  
Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

#### History of Sun Cholera Mixture.

As teacher of that fascinating subject, "History of Pharmacy," in the Department of Pharmacy of the College of Jersey City, the writer had occasion to investigate the origin of a great many galenic preparations with which the pharmacist should be familiar. For particulars of the history of Sun cholera mixture in this paper, I am indebted to Grant M. Overton, one of the editors of the New York Sun.

The Sun cholera cure and its origin were described in an article printed in the Sun, September 11, 1892, stating an interview with George Washington Busted, of 162 East Twenty-third street, who compounded the original prescription. It was in June, 1849, in the early days of the cholera excitement, that the Sun published the cholera mixture recipe which Busted sent to the paper. He prepared the prescription by the advice of the Health Officer of the Port and a prominent city physician, having long known the efficacy of the ingredients. Busted sent a copy by messenger to Moses Y. Beach, the publisher of the Sun, asking him to print it for the "benefit of humanity," and it appeared in print the next day. The Health Commissioners adopted it and engaged Busted to compound it for all the city hospitals.

While the plague was at its height, patients were brought into Busted's pharmacy daily by citizens who had found them in the streets. Those attacked by the malady would often drop in their tracks. It was his good fortune to save every patient who was brought into his pharmacy. Busted first soothed their fear and then administered the Sun cure and rubbed their bodies with hartshorn liniment. This allayed their cramps, and proper attention to diet after that brought them around all right. Cholera can be handled successfully if taken in hand promptly. The only danger is personal uncleanness and carelessness as to diet. It was in the fall of 1849 before the epidemic ended.

The Sun published the recipe many times during the cholera epidemics of 1835 and 1866. All told, it has been published in the Sun's columns over 1,000 times, and here it is again.

Tincture of opium.  
Tincture of rhubarb.  
Tincture of cayenne.  
Spirit of camphor.  
Essence of peppermint, equal parts.  
Mix well.

Dose: Fifteen to thirty drops in water, to be repeated in fifteen or twenty minutes if necessary.

This formula was included in the Preliminary Draft of a National Formulary of Unofficial Preparations at the Providence meeting of the American Pharmaceutical Association, September 7-9, 1886. The same formula is included in N.F. I (1888) and N.F. II (1896). Owing to the increase in strength of capsicum, from 5 to 10 per cent. in tincture of capsicum, and of rhubarb, from 10 to 20 per cent. in tincture of rhubarb, in U. S. P. VIII, the formula for "Sun mixture" in N.F. III (1906) has been modified accordingly. The same formula will also survive in N.F. IV, now in print and official from September 1, 1916.

Tincture of capsicum ..... 100 mls  
Tincture of rhubarb ..... 100 mls  
Tincture of opium ..... 200 mls  
Spirit of camphor ..... 200 mls  
Spirit of peppermint ..... 200 mls  
Alcohol, a sufficient quantity.

To make ..... 1000 mls  
Mix and filter.

Average dose: two mls.

Let this story of the history of Sun cholera mixture serve as an inspiration to many pharmacists, so as to investigate and to record the origin of other galenic preparations, and thereby make historical pharmacy of practical value.

Otto Raubenheimer.

#### Florida Water.

Oil of bergamot ..... 4 ozs.  
Oil of lemon ..... 1½ ozs.  
Oil of orange ..... 1½ ozs.  
Oil of sandalwood ..... 2 drs.  
Oil of lavender ..... 4 drs.  
Oil of cassia ..... 1 dr.  
Essence of rose (1 in 60) ..... 4 ozs.  
Extract of wild ginger ..... 2 ozs.  
Extract orris ..... 4 ozs.  
Extract musk ..... 4 drs.  
Tincture benzoin ..... 2 drs.  
Cologne spirit, enough to make 6¾ pints

#### His Money's Worth.

The old man had just taken, with many grimaces, a bottle of Dr. Kille's Kidney Cure. Said his wife:

"Why do you take that stuff when it nearly kills you like that?"

"Dog-gone it! You don't suppose I'm a-goin' to let any fake medicine peddler beat me out of two dollars, do you?"

#### To Permit the Mailing of Poisons.

A bill to amend section 217 of the United States Criminal Code in the matter of sending poisons by mail has been introduced in both houses of Congress, by Senator Kern and Representative Doremus, through the efforts of the National Association of Manufacturers of Medicinal Products. Under its provisions, it will not be unlawful to mail poisons and articles and compositions containing poisons not outwardly and of their own force, dangerous to life, health and property, if they are securely packed. The present law makes such items unmailable, no matter how needful they may be to the public and as a result much unnecessary hardship has been undergone by not only the drug trade but the public as well. Cases have often occurred where it was desired to mail a few morphine or other narcotic tablets to a country practitioner but under the present law this has been impossible.

It may be remembered that about four years ago, a manufacturer of pharmaceutical specialties was prosecuted for mailing to a Boston wholesale druggist a package of five hundred one-twenty-fourth grain heroin tablets. Since then, efforts have been made to obtain a ruling from the postal authorities. Finally a definite decision was received the latter part of March, 1916, in reply to a letter from the Secretary of the Drug Trade Section of the New York Board of Trade. This ruled that preparations and remedies excepted from the application of the Harrison Act in section 6 thereof, namely those which do not contain more than two grains of opium, etc., etc., are not considered to be poisons and may be sent through the mails. On the other hand, strychnine tablets being poison are not admissible to mails under any condition, but a compound or preparation which is not a poison may be mailed even if it does contain a small proportion of poisonous ingredients.

As may be readily imagined this ruling gave but little relief and at the instance of the Drug Trade Section, a bill was introduced in Congress last spring by Representative Griffin, of Brooklyn, to allow the mailing of medicinal preparations which contains poisons, "in only sufficient quantity with other ingredients to be used exclusively as remedial agents."

It is to be hoped when Congress reconvenes next December that these bills

will receive proper attention, and that some form of legislation will be evolved by which the present harassing and useless postal regulations as regards the sending of poisons, be lifted from the shoulders of the manufacturing, wholesale and retail drug trades.

#### Soda Water Protected From Dust.

Atlanta, Georgia, has passed a sanitary regulation that all soda water sent outside the store must be covered by a paper cap so as to protect the contents from dust and germs while being carried through the streets. It is a good law and should have the co-operation of all dispensers. It will doubtless be copied by other cities, especially in the South where the sending of soda outside the store to stenographers and girl clerks in office buildings, has grown to be a considerable business.

#### Making Practice Difficult.

"You had your first patient to-day?" asked old Sawbones.  
"Yes, daddy," replied his son.  
"What was the diagnosis?"  
"Didn't make any."  
"Didn't you feel her pulse?"  
"No; she wore a wrist watch and I couldn't get at it."  
"Didn't you look at her tongue?"  
"No; she was using it!"

*Malt and Hop Tonic*

"The food that those should take  
Whom insomnia keeps awake."



*Grand Rapids*  
BREWING CO.

For Sale by all Wholesale Druggists

## Satisfied Customers

are the foundation of our business

Good Merchandise and Prompt Service

have strengthened this foundation

**Heystek & Canfield Co.**

Jobbers of

Wall Paper — Paints — Factory Supplies



**Easiest Way to Get Into the Criminal Class.**

All one needs do is to walk up to a soda fountain and say, in a customary tone of voice, to one of the white-coated, sleek-haired young dignitaries behind the counter: "Chocolate ice cream soda, please."

Not that there is anything arbitrary about this formula. You may say "an orange phosphate" or a "peach ice cream" or a "maple nut sundae," if you will. You will reach the criminal class just as easily and just as inevitably—if your utterance of any one of these simple word combinations be unaccompanied by the required check. From that moment you will no longer be a member of the respectable classes. You need only the glance of utter scorn cast upon you by the white-coated functionary behind the counter to convince you of this fact.

You will shrivel beneath the contempt of that glance, as a bit of tissue paper withers in a flame. When he bellows at you with supreme rancousness "Get a check!" you cannot but know that you have transcended a supreme law. You have been caught trying to steal or to cheat. Go to an evening dress party in checked trousers and a Prince Albert coat if you will, use your salad fork for the oysters or your oyster fork for the salad; ruin your neighbor in business; abuse, fire, strangle—murder, if you must—but don't murmur the name of your favorite warm weather solace without a check in your hand.

One wonders meekly, once outside the hostile environs, why the vendors of drinks feel it incumbent on them to

humiliate their customers. Why is it necessary to penalize the right to change of mind? No human being likes to decide long in advance what he is to swallow. He likes to weigh the pros and cons of respective purchases until the last moment. After reaching the bourne of the counter with a 10-cent check, one decides that the addition of an egg would be agreeable. The egg, however, is 5 cents extra, and the purchase of another 5-cent check means leaving the counter, waiting one's turn at the cashier's cage, and again waiting one's turn at the counter. The egg, therefore, remains an unfulfilled ambition, and store loses a sale.

One wonders, meekly, once more, is there any place in town where one may yet purchase one's drinks as one sees fit, and later, cooled and sustained, amble to the cashier's cage, there to pay for what one has actually had to drink and not for what one may think that one is going to want to drink.

**Ha'r-Curling Liquid.**

- Borax ..... 3 ozs.
- Gum arabic ..... 1 dr.
- Hot water ..... 2 pts.
- Spirits of camphor ..... 1½ ozs.

Dissolve borax and gum in hot water, when nearly cold add spirits of camphor. On retiring at night wet the hair with above liquid.

- Carb. potash ..... 2 drs.
- Aq. ammonia ..... 1 dr.
- Glycerine ..... 4 drs.
- Alcohol ..... 4 drs.
- Aq. orange flower ..... 18 ozs.
- Moisten the hair, adjust it loosely, when it curls upon drying.

**WHOLESALE DRUG PRICE CURRENT**

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

<b>Acids</b>	Boric (Powd.) .. 17@ 25	Boric (Xtal) .. 17@ 25	Carbolic .. 74@ 78	Citric .. 81@ 85	Muriatic .. 2½@ 5	Nitric .. 8½@ 15	Oxalic .. 80@ 90	Sulphuric .. 2½@ 5	Tartaric .. 82@ 85
<b>Ammonia</b>	Water, 26 deg. .. 8 @ 12	Water, 18 deg. .. 5½@ 9	Water, 14 deg. .. 4½@ 8	Carbonate .. 13 @ 16	Chloride .. 10 @ 25				
<b>Balsams</b>	Copaiba .. 1 00@1 40	Fir (Canada) .. 1 25@1 50	Fir (Oregon) .. 40@ 50	Peru .. 4 50@4 75	Tolu .. 60@ 80				
<b>Berries</b>	Cubeb .. 70 @ 75	Fish .. 15 @ 20	Juniper .. 8 @ 15	Prickley Ash .. @ 30					
<b>Barks</b>	Cassia (ordinary) .. 25@ 30	Cassia (Saigon) .. 90@1 00	Elm (powd. 35c) .. 30@ 35	Sassafras (pow. 35c) @ 30	Soap Cut (powd.) 35c .. 23@ 25				
<b>Extracts</b>	Licorice .. 38@ 40	Licorice powdered .. 50@ 55							
<b>Flowers</b>	Arnica .. 85@ 90	Chamomile (Ger.) .. 80@ 85	Chamomile (Rom) .. 55@ 60						
<b>Gums</b>	Acacia, 1st .. 60@ 65	Acacia, 2nd .. 50@ 55	Acacia, 3rd .. 45@ 50	Acacia, Sorts .. 25@ 30	Acacia, powdered .. 40@ 50	Aloes (Barb. Pow) .. 20@ 25	Aloes (Cape Pow) .. 40@ 50	Aloes (Soc. Pow.) .. 40@ 50	Asafoetida .. 1 00@1 10
<b>Asafoetida, Powd.</b>	Pure .. 1 15@1 25	U. S. P. Powd. .. 1 30@1 50	Camphor .. 89@ 92	Guaiaac .. 40@ 45	Guaiaac, powdered .. 50@ 55	Kino .. 70@ 75	Kino, powdered .. 75@ 80	Myrrh .. @ 40	Myrrh, powdered .. @ 50
<b>Opium</b>	Opium, 12 75@13 00	Opium, powd. 14 25@14 60	Opium, gran. 14 25@14 60	Shellac .. 40@ 45	Shellac, Bleached .. 45@ 50				
<b>Tragacanth</b>	No. 1 .. @ 3 50	Tragacanth powder .. 2 25	Turpentine .. 10@ 15						
<b>Leaves</b>	Buchu .. 1 75@1 85	Buchu, powdered .. 1 85@2 00	Sage, bulk .. 67@ 70	Sage, ¼s loose .. 72@ 78	Sage, powdered .. 55@ 60	Senna, Alex .. 55@ 60	Senna, Tinn. .. 42@ 50	Senna, Tinn. pow. .. 50@ 55	Uva Ursi .. 18@ 20
<b>Oils</b>	Almonds, Bitter, true .. 15 00@15 25	Almonds, Bitter, artificial .. 7 00@7 25	Almonds, Sweet, true .. 1 25@1 50	Almonds, Sweet, imitation .. 65@ 75	Amber, crude .. 2 00@2 20	Amber, rectified .. 3 00@3 20	Anise .. 2 00@2 25	Bergamont .. 8 00@8 20	Cajeput .. 1 35@1 60
<b>Almonds, Sweet</b>	Castor .. 2 25@2 50	Cedar Leaf .. 1 40@1 55	Citronella .. 1 25@1 40	Citronella .. 30@1 20	Cloves .. 1 85@2 00	Cocconut .. 20@ 25	Cod Liver .. 5 90@6 00	Cotton Seed .. 1 15@1 25	Croton .. 1 50@1 80
<b>Cupbebs</b>	Eigeron .. 1 75@2 00	Eucalyptus .. 1 00@1 25	Hemlock, pure .. @ 1 00	Juniper Berries .. 10 00@10 20	Juniper Wood .. 2 00@2 20	Lard, extra .. 95@1 05	Lard, No. 1 .. 85@ 95	Lavender Flow. .. 5 00@5 20	Lavender, Gar'n .. 1 25@1 40
<b>Lemon</b>	Linseed, boiled bbl. .. @ 77	Linseed, bld. less .. 82@ 87	Linseed, raw, bbl. .. @ 76	Linseed, raw, less .. 81@ 86					
<b>Mustard, true, oz.</b>	Mustard, artifl oz. .. @ 1 65	Neatsfoot .. 85@ 95	Olive, pure .. 2 50@3 50	Olive, Malaga, yellow .. 1 60@1 75	Olive, Malaga, green .. 1 60@1 75	Orange, Sweet .. 4 00@4 20	Organum, pure .. @ 2 50	Organum, com'l .. @ 75	Pennyroyal .. 2 25@2 50
<b>Peppermint</b>	Rose, pure .. 12 00@14 00	Rosemary Flows .. 1 50@1 75	Sandalwood, E. I. .. 9 50@9 75	Sassafras, true .. 1 25@1 45	Sassafras, artifl' .. 50@ 60	Spearmint .. 2 75@3 00	Sperm .. 95@1 05	Tansy .. 3 50@3 75	Tar, USP .. 30@ 40
<b>Turpentine, bbls.</b>	Turpentine, less .. 58@ 63	Wintergreen, tr. .. 5 50@5 75	Wintergreen, sweet birch .. 4 00@4 25	Wintergreen, art .. 2 60@2 80	Wormseed .. 3 50@4 00	Wormwood .. 3 75@4 00			
<b>Potassium</b>	Bicarbonate .. 1 90@2 00	Bichromate .. 60@ 65	Bromide .. 1 80@2 00	Carbonate .. 1 60@1 75	Chlorate, xtal and powdered .. 57@ 60	Chlorate, gran'r .. 62@ 65	Cyanide .. 40@ 50	Iodide .. 30@4 40	Permanganate .. 2 15@2 25
<b>Prussiate, yellow</b>	Prussiate, red .. @ 3 50	Sulphate .. @ 1 10							
<b>Roots</b>	Alkanet .. 90@1 00	Blood, powdered .. 20@ 25	Calamus .. 75@3 00	Elecampane, pwd. .. 15@ 20	Gentian, powd. .. 38@ 45	Ginger, African, powdered .. 20@ 25	Ginger, Jamaica .. 30@ 35	Ginger, Jamaica, powdered .. 30@ 35	Goldenseal pow. .. 7 50@7 70
<b>Ipecac, powd.</b>	Licorice, powd. .. 32½@ 35	Licorice .. 28@ 35	Orris, powdered .. 30@ 35	Poke, powdered .. 20@ 25	Rhubarb, powdered .. 75@1 00	Rhubarb, powd. .. 75@1 25	Rosinweed, powd. .. 25@ 30	Sarsaparilla, Hond. ground .. 55@ 60	Sarsaparilla Mexican, ground .. 25@ 30
<b>Squills</b>	Squills .. 35@ 40	Squills, powdered .. 40@ 60	Tumeric, powd. .. 13@ 20	Valerian, powd. .. 70@ 75					
<b>Seeds</b>	Anise .. 20@ 25	Anise, powdered .. @ 25	Bird, 1s .. @ 10	Canary .. 8@ 12	Caraway .. 30@ 35	Cardamon .. 1 80@2 00	Celery (Powd. 40) .. 30@ 35	Coriander .. 10@ 18	Dill .. 20@ 25
<b>Fennell</b>	Flax .. 5½@ 10	Flax, ground .. 5½@ 10	Foenugreek, pow. .. 8@ 10	Hemp .. 8@ 12	Lobelia .. 40@ 50	Mustard, yellow .. 19@ 25	Mustard, black .. 19@ 25	Mustard, powd. .. 22@ 30	Poppy .. @ 40
<b>Rape</b>	Rape .. 1 00@1 25	Sabadilla .. 10@ 15	Sabadilla, powd. .. 40@ 50	Sunflower .. 7@ 10	Worm American .. @ 25	Worm Levant .. 1 50@1 75			
<b>Tinctures</b>	Aconite .. @ 75	Aloes .. @ 65	Arnica .. @ 75	Asafoetida .. @ 1 35	Belladonna .. @ 1 65	Benzoil .. @ 1 00	Buchu .. @ 1 00	Cantharides .. @ 1 80	Capsicum .. @ 90
<b>Cardamon</b>	Cardamon, Comp. .. @ 2 00	Catechu .. @ 60	Chichona .. @ 1 05	Colchicum .. @ 75	Digitalis .. @ 1 20	Gentian .. @ 80	Ginger .. @ 75	Gualac .. @ 1 05	Gualac, Ammon. .. @ 80
<b>Iodine</b>	Iodine, Colorless .. @ 2 00	Ipecac .. @ 75	Iron, clo. .. @ 60	Kino .. @ 80	Myrrh .. @ 70	Nux Vomica .. @ 71 05	Opium .. @ 3 50	Opium, Capmh. .. @ 90	Opium, Deodorz'd .. @ 2 75
<b>Rhubarb</b>	Rhubarb .. @ 70								
<b>Paints</b>	Lead, red dry .. 10 @10½	Lead, white dry .. 10 @10½	Lead, white oil .. 10 @10½	Ochre, yellow bbl. 1 .. 1¼	Ochre, yellow less 2 .. @ 5	Putty .. 2½@ 5	Red Venet'n bbl. 1¼@ 4	Red Venet'n less 1¼@ 5	Vermillion, Amer. 25@ 30
<b>Whiting, bbl.</b>	Whiting, bbl. .. @ 1 45	L. H. P. Prepd. 1 60@1 70							
<b>Insecticides</b>	Arsenic .. 9@ 15	Blue Vitriol, bbl. .. @ 13	Blue Vitriol, less 14@ 20	Bordeaux Mix Pat 8@ 10	Hellebore, White powdered .. 35@ 40	Insect Powder .. 30@ 50	Lead, Arsenate 10½@ 16	Lime and Sulphur Solution, gal. .. 15@ 25	Paris Green .. 37½@ 43
<b>Miscellaneous</b>	Acetanilid .. 90@1 00	Alum .. 9@ 12	Alum, powdered and ground .. 11@ 15	Bismuth, Subnitrate .. 3 80@4 00	Borax xtal or powdered .. 10@ 15	Cantharades po 2 00@12 00	Calomel .. 1 95@2 00	Capsicum .. 30@ 35	Carmine .. 6 50@7 00
<b>Cassia Buds</b>	Cloves .. @ 40	Cloves Prepared .. 30@ 35	Chalk Prepared .. 6@ 8½	Chalk Precipitated .. 7@ 19	Chloroform .. 65@ 76	Chloral Hydrate 1 92@2 12	Cocaine .. 5 40@5 60	Cocoa Butter .. 60@ 70	Corks, list, less 70% .. @ 2
<b>Copperas, bbls.</b>	Copperas, less .. 2½@ 7	Copperas, powd. .. 4@ 10	Corrosive Sublim. 1 85@1 90	Cream Tartar .. 50@ 55	Cutticlebone .. 45@ 50	Dextrine .. 7@ 10	Dover's Powder .. @ 2 50	Emery, all Nos. .. 6@ 10	Emery, powdered .. 5@ 8
<b>Epsom Salts, bbls.</b>	Epsom Salts, less 3@ 7	Ergot .. 1 25@1 50	Ergot, powdered 2 75@3 00	Flake White .. 15@ 20	Formaldehyde lb. 15@ 20	Gelatine .. 1 10@1 15	Glassware, full cases 30%	Glassware, less 70%	Glauber Salts bbl. .. @ 1¼
<b>Glauber Salts less 2@ 5</b>	Glue, brown .. 13@ 18	Glue, brown grd. 12@ 17	Glue, white .. 15@ 25	Glue, white grd. 15@ 20	Glycerine .. 50@ 65	Hops .. 45@ 60	Hops .. 45@ 60	Iodine .. 5 68@5 91	Iodoform .. 6 78@6 94
<b>Lead Acetate</b>	Lead Acetate .. 20@ 25	Lycopodium .. 2 75@3 00	Mace .. 85@ 90	Mace, powdered 95@1 00	Menthol .. 4 25@4 50	Morphine .. 6 30@6 55	Nux Vomica .. 20@ 25	Nux Vomica pow. .. @ 20	Pepper, black pow. .. @ 35
<b>Pepper, white</b>	Pepper, white .. @ 40	Pitch, Burgundy .. @ 15	Quassia .. 12@ 15	Quinine, 5 oz. cans @ 85	Rochelle Salts .. 43@ 50	Saccharine oz. .. @ 1 60	Salt Peter .. 32@ 35	Seidlitz Mixture .. 36@ 40	Soap, green .. 20@ 25
<b>Soap, mott castile</b>	Soap, mott castile 12@ 15	Soap, white castile case .. @ 8 00	Soap, white castile less, per bar .. @ 85	Soda Ash .. 4¼@ 10	Soda Bicarbonate 2¼@ 6	Soda, Sal .. 1¼@ 5	Spirits Camphor .. @ 75	Sulphur roll .. 2¼@ 6	Sulphur Subl. .. 3@ 7
<b>Tartar Emetic</b>	Tartar Emetic .. @ 80	Turpentine Ven. 3 00@3 25	Vanilla Ex. pure 1 00@1 50	Witch Hazel .. 65@1 00	Zinc Sulphate .. 10@ 15				

**Holiday Goods**  
AND  
**Staple Sundries**

Now on display in our sundry room, viz:

- White Ivory Goods**
- Leather Goods in Gents' Sets**
- Hand Bags, Writing Sets, Collar Bags, etc., Toilet, Manicure and Military Sets**
- Smoker's Articles, General Novelties**
- Cut Glass**
- Stationery, Books, Bibles, Games**

**Hazeltine & Perkins Drug Co.**

Wholesale Druggists

Grand Rapids, Michigan



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

- Five Bros. Smoking Minnesota Wheat Meal Pillsbury Best Cereal Boned Herring Scotch Peas Split Peas Paper

DECLINED

Index to Markets

By Columns

Table with columns A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y. Lists various grocery items and their prices.

1

Table 1: AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, BROOMS, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CHEESE, etc.

2

Table 2: Clams, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mushrooms, Oysters, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Tuna, etc.

3

Table 3: CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED, etc.

4

Table 4: McLaughlin's XXXX, CONFECTIONERY, Mixed Candy, Specialties, Chocolates, Pop Corn Goods, Cough Drops, NUTS—Whole, etc.

5

Table 5: Peanuts, CRACKERS, National Biscuit Company, In-er-Seal Trade Mark Package Goods, Other Package Goods, Bulk Goods, Cans and boxes, etc.



6

Sugar Fingers ..... 13
Sugar Crimp ..... 12
Vanilla Wafers ..... 22
Butter
N B C, Square ..... 8
N B C, Round ..... 8
Soda
N B C Soda Crackers ..... 9
Premium Sodas ..... 9
Saratoga Flakes ..... 15
Oyster
Dandy Oysters ..... 8
N B C Oysters Square ..... 8
Shell ..... 8 1/2
Specialties
Adora ..... 1 00
Nabisco (10 cent tins) ..... 1 00
Nabisco (No. 204 Tin) ..... 1 75
Pestino (No. 202 Tin) ..... 1 50
Pestino (25c tins) ..... 2 50
Lorna Doone ..... 1 00
Anola ..... 1 00
Minerva Fruit Cake ..... 3 00
Above quotations of National Biscuit Co., subject to change without notice.
CREAM TARTAR
Barrels or Drums ..... 50
Square Cans ..... 54
Boxes ..... 51
Fancy Caddies ..... 59
DRIED FRUITS
Apples
Evaporated Choice blk @ 8 1/2
Evaporated Fancy blk @ 9 1/2
Apricots ..... 13 @ 15
Citron
Corsican ..... 17
Currants
Imported, 1 lb. pkg. 15 1/2
Imported, bulk ..... 15 1/2
Peaches
Muirs—Choice, 25lb. .... 7 1/2
Muirs—Fancy, 25lb. .... 8
Fancy, Peeled, 25lb. .... 12
Peel
Lemon, American ..... 13 1/2
Orange, American ..... 13 1/2
Raisins
Cluster, 20 cartons ..... 2 25
Loose Muscatels, 4 Cr. 8
Loose Muscatels, 3 Cr. 7 1/4
L. M. Seeded, 1 lb. 8 1/2 @ 9
California Prunes
90-100 25 lb. boxes @ 6 1/4
80-90 25 lb. boxes @ 6 3/4
70-80 25 lb. boxes @ 7 1/2
60-70 25 lb. boxes @ 8
50-60 25 lb. boxes @ 9
40-50 25 lb. boxes @ 10
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 ..... 8
Med. Hand Picked ..... 7 50
Brown Holland .....
Farina
25 1 lb. packages ..... 1 70
Bulk, per 100 lb. .... 5 25
Original Holland Rusk
Packed 12 rolls to container
3 containers (40) rolls 3 20
Hominy
Pearl, 100 lb. sack ..... 2 75
Maccaroni and Vermicelli
Domestic, 10 lb. box ..... 60
Imported, 25 lb. box ..... 3 50
Pearl Barley
Chester ..... 4 50
Portage ..... 6 00
Peas
Green Wisconsin bu. 3 75
Split, lb. .... 6 1/4
Sago
East India ..... 8 1/2
German, sacks ..... 9
German, broken pkg.
Tapioca
Flake, 100 lb. sacks ..... 8 1/2
Pearl, 100 lb. sacks ..... 8 1/2
Pearl, 36 pkgs. .... 2 60
Minute, 10 oz., 3 doz. 3 60
FISHING TACKLE
1/4 to 1 in. .... 6
1 1/4 to 2 in. .... 7
1 1/2 to 2 in. .... 9
1 3/4 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
Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

7

FLAVORING EXTRACTS
Jennings D C Brand
Pure Vanilla
No. 1, 7/8 oz. .... 90
No. 2, 1 1/4 oz. .... 1 25
No. 3, 2 1/4 oz. .... 2 25
No. 4, 3 1/4 oz. Taper 2 00
2 oz. Flat ..... 2 00
Terpeness
Pure Lemon
No. 1, 7/8 oz. Panel ..... 75
No. 2, 1 1/4 oz. Panel ..... 1 12
No. 3, 2 1/4 oz. Panel 2 00
No. 4, 3 1/4 oz. Taper 1 75
2 oz. Flat ..... 1 75
FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent ..... 7 50
Fancy Spring ..... 8 75
Wizard Graham ..... 7 40
Wizard, Gran. Meal 5 00
Wizard Buckw't cwt. 3 50
Rye
Valley City Milling Co.
Lily White ..... 8 25
Light Loaf ..... 7 85
Graham ..... 3 50
Granena Health ..... 3 60
Gran. Meal ..... 2 70
Bolted Meal ..... 2 60
Voigt Milling Co.
Voigt's Crescent ..... 8 50
Voigt's Royal ..... 8 50
Voigt's Flourloigt ..... 8 15
Voigt's Hygienic Graham ..... 7 00
Watson-Higgins Milling Co.
New Perfection ..... 8 15
Tip Top Flour ..... 7 75
Golden Sheaf Flour ..... 7 40
Kern's Success Flour 9 00
Marshall Best Flour ..... 8 50
Kern's Wisconsin Rye 6 50
Worden Grocer Co.
Quaker, paper ..... 8 25
Quaker, cloth ..... 8 35
Kansas Hard Wheat
Voigt Milling Co.
Calla Lily ..... 8 85
Worden Grocer Co.
American Eagle, 1/8s 9 00
American Eagle, 1/4s 8 90
American Eagle, 1/2s 8 80
Spring Wheat
Roy Baker
Mazeppa ..... 8 50
Golden Horn bakers 8 40
Wisconsin Rye ..... 7 10
Bohemian Rye ..... 7 40
Judson Grocer Co.
Ceresota, 1/8s ..... 9 70
Ceresota, 1/4s ..... 9 60
Ceresota, 1/2s ..... 9 50
Voigt Milling Co.
Columbian ..... 8 85
worden Grocer Co.
Wingold, 1/8s cloth ..... 9 70
Wingold, 1/4s cloth ..... 9 60
Wingold, 1/2s cloth ..... 9 20
Wingold, 1/8s paper ..... 9 40
Wingold, 1/4s paper ..... 9 20
Meal
Bolted ..... 4 80
Golden Granulated ..... 5 00
Wheat
Red ..... 1 39
White ..... 1 35
Oats
Michigan carlots ..... 50
Less than carlots ..... 52
Corn
Carlots ..... 96
Less than carlots ..... 98
Hay
Carlots ..... 14 00
Less than carlots ..... 16 00
Feed
Street Car Feed ..... 37 00
No. 1 Corn & Oat Fd 37 00
Cracked Corn ..... 37 00
Coarse Corn Meal ..... 37 00
FRUIT JARS
Mason, pts., per gro. 4 90
Mason, qts., per gro. 5 25
Mason, 1/2 gal. per gro. 7 60
Mason, can tops, per doz. 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 25
Minute, 2 qts., 3 doz. 3 75
Nelson's ..... 1 50
Oxford ..... 75
Plymouth Rock, Phos. 1 25
Plymouth Rock, Plain 90
GRAIN BAGS
Broad Gauge, 12 oz. .... 18
Climax, 14 oz. .... 23
Stark, A, 16 oz. .... 26
HERBS
Sage ..... 15
Hops ..... 15
Laurel Leaves ..... 15
Senna Leaves ..... 25
HIDES AND PELTS
Hides
Green, No. 1 ..... 16
Green, No. 2 ..... 15
Cured, No. 1 ..... 18
Cured, No. 2 ..... 17
Calfskin, green, No. 1 20
Calfskin, green, No. 2 18 1/2
Calfskin, cured, No. 1 22
Calfskin, cured, No. 2 20 1/2
Pelts
Old Wool ..... 60 @ 1 25
Lams ..... 50 @ 75
Shearlings ..... 50 @ 75

8

Tallow
No. 1 ..... @ 6
No. 2 ..... @ 5
Wool
Unwashed, med. @ 32
Unwashed, fine @ 27
HORSE RADISH
Per doz. .... 90
ICE CREAM
Piper Ice Cream Co. Brands
Bulk, Vanilla ..... 70
Bulk, Fancy, any flavor 75
Brick, Plain ..... 1 00
Brick, Fancy ..... 1 20
JELLY
5lb. pails, per doz. .... 2 30
15lb. pails, per pail ..... 65
30lb. pails, per pail ..... 1 15
JELLY GLASSES
1/2 pt. in bbls., per doz. 19
1/2 pt. in bbls., per doz. 19
8 oz. capped in bbls., per doz. .... 20
MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
1 6oz. bottles, per dz. 18 00
16 oz. bottles, per dz. 18 00
32 oz. bottles, per dz. 30 00
MINCE MEAT
Per case ..... 2 85
MOLASSES
New Orleans
Fancy Open Kettle ..... 45
Choice ..... 38
Good ..... 32
Stock ..... 27
Half barrels 2c extra
Red Hen, No. 2 1/2 ..... 2 15
Red Hen, No. 5 ..... 2 00
Red Hen, No. 10 ..... 1 95
MUSTARD
1/2 lb. 6 lb. box ..... 16
OLIVES
Bulk, 1 gal. kegs 1 10 @ 1 20
Bulk, 2 gal. kegs 1 05 @ 1 15
Bulk, 5 gal. kegs 1 00 @ 1 10
Stuffed, 5 oz. .... 90
Stuffed, 8 oz. .... 1 25
Stuffed, 14 oz. .... 2 25
Pitted (not stuffed)
14 oz. .... 2 25
Manzanilla, 8 oz. .... 90
Lunch, 10 oz. .... 1 35
Lunch, 16 oz. .... 2 25
Queen, Mammoth, 19 oz. .... 4 25
Queen, Mammoth, 23 oz. .... 5 75
Olive Chow, 2 doz. cs. per doz. .... 2 25
PEANUT BUTTER
Bel-Car-Mo Brand
25 lb. fibre pails ..... 10
14 lb. fibre pails ..... 10 1/2
10 lb. tin pails ..... 11
23 oz. jars, 1 doz. .... 2 30
2 lb. tin pails, 1 doz. 3 00
7 oz. jars, 2 doz. .... 1 80
11 oz. jars, 2 doz. .... 1 35
PETROLEUM PRODUCTS
Iron Barrels
Perfection ..... 7.5
Red Crown Gasoline 17.
Gas Machine Gasoline 28.9
V M & P Naptha ..... 16.5
Capitol Cylinder ..... 33.4
Atlantic Red Engine ..... 19.4
Summer Black ..... 8.2
Polarine ..... 32.4
PICKLES
Medium
Barrels, 1,200 count ..... 9 25
Half bbls., 600 count 5 25
5 gallon kegs ..... 2 20
Small
Barrels ..... 10 50
Half barrels ..... 6 25
5 gallon kegs ..... 2 50
Gherkins
Barrels ..... 14 00
Half barrels ..... 6 75
5 gallon kegs ..... 2 75
Sweet Small
Barrels ..... 21 00
Half barrels ..... 11 50
5 gallon kegs ..... 4 20
PIPES
Clay, No. 216, per box 2 00
Clay, T. D. full count 80
Cob ..... 90
PLAYING CARDS
No. 90, Steamboat ..... 75
No. 15, Rival assorted 1 25
No. 20, Rover, enam'd 1 50
No. 572, Special ..... 1 75
No. 98 Golf, Satin fin. 2 00
No. 808, Bicycle ..... 2 00
No. 632 Tourn't whist 2 25
POTASH
Babbitt's, 2 doz. .... 1 75
PROVISIONS
Barreled Pork
Clear Back ..... 25 00 @ 27 00
Short Cut Clr 23 00 @ 24 00
Bean ..... 25 00 @ 26 00
Brisket, Clear 24 00 @ 25 00
Pig .....
Clear Family ..... 26 00
Dry Salt Meats
S P Bellies ..... 14 1/2 @ 15
Lard
Pure in tierces 14 @ 14 1/2
Compound Lard 11 1/2 @ 12
80 lb. tubs ..... advance 1/4
60 lb. tubs ..... advance 1/4
50 lb. tubs ..... advance 3/4
20 lb. pails ..... advance 3/4
10 lb. pails ..... advance 7/8
5 lb. pails ..... advance 1
3 lb. pails ..... advance 1

9

Smoked Meats
Hams, 14-16 lb. 18 1/2 @ 19
Hams, 16-18 lb. 18 @ 18 1/2
Hams, 18-20 lb. 17 @ 18
Ham, dried beef sets 29 @ 30
California Hams 14 @ 14 1/2
Picnic Boiled
Hams ..... 19 1/2 @ 20
Boiled Hams ..... 29 1/2 @ 30
Minced Ham ..... 13 @ 13 1/2
Bacon ..... 19 @ 24
Sausages
Bologna ..... 10 1/2 @ 11
Liver ..... 9 1/2 @ 10
Frankfort ..... 12 @ 12 1/2
Pork ..... 11 @ 12
Veal ..... 11
Tongue ..... 11
Headcheese ..... 10
Beef
Boneless ..... 20 00 @ 20 50
Rump, new ..... 24 50 @ 25 00
Pig's Feet
1/4 bbls. .... 1 05
3/4 bbls., 40 lbs. .... 2 10
1/2 bbls. .... 4 25
1 bbl. .... 8 50
Tripe
Kits, 15 lbs. .... 90
1/4 bbls., 40 lbs. .... 1 60
3/4 bbls., 80 lbs. .... 3 00
Casings
Hogs, per lb. .... 35
Beef, rounds, set ..... 19 @ 20
Beef, middles, set ..... 60 @ 70
Sheep ..... 1 15 @ 1 35
Uncolored Butterine
Solid Dairy ..... 13 1/2 @ 17 1/2
Country Rolls ..... 15 @ 21
Canned Meats
Corned Beef, 2 lb. .... 4 50
Corned Beef, 1 lb. .... 2 40
Roast Beef, 2 lb. .... 4 50
Roast Beef, 1 lb. .... 2 50
Potted Meat, Ham
Flavor, 1/4s ..... 48
Flavor, 1/2s ..... 90
Potted Meat, Ham
Flavor, 1/4s ..... 48
Flavor, 1/2s ..... 90
Potted Tongue, 1/4s ..... 48
Potted Tongue, 1/2s ..... 90
RICE
Fancy ..... 7 @ 7 1/2
Japan Style ..... 5 @ 5 1/2
Broken ..... 3 1/2 @ 4
ROLLED OATS
Rolled Avenna, bbls. 6 20
Steel Cut, 100 lb. sks. 3 15
Monarch, bbls. .... 5 95
Monarch, 90 lb. sks. 2 85
Quaker, 18 Regular ..... 1 45
Quaker, 20 Family ..... 4 50
SALAD DRESSING
Columbia, 1/2 pint ..... 2 25
Columbia, 1 pint ..... 4 00
Durkee's, large, 1 doz. 4 20
Durkee's, small, 2 doz. 5 00
Snider's, large, 1 doz. 2 35
Snider's, small, 2 doz. 1 35
SALERATUS
Packed 60 lbs. in box.
Arm and Hammer ..... 3 00
Wyandotte, 100 1/2s ..... 3 00
SAL SODA
Granulated, bbls. .... 1 40
Granulated, 100 lbs. cs. 1 50
Granulated, 36 pkgs. .... 1 40
SALT
Common Grades
100 3 lb. sacks ..... 2 60
70 4 lb. sacks ..... 2 50
60 5 lb. sacks ..... 2 50
28 10 lb. sacks ..... 2 35
56 lb. sacks ..... 20
28 lb. sacks ..... 20
Warsaw
56 lb. sacks ..... 26
28 lb. dairy in drill bags 20
Solar Rock
56 lb. sacks ..... 27
Common
Granulated, Fine ..... 1 15
Medium, Fine ..... 1 25
SALT FISH
Cod
Large, whole ..... @ 9
Small, whole ..... @ 8 1/2
Strips or bricks ..... 9 @ 13
Pollock ..... @ 5 1/2
Smoked Salmon
Strips .....
Halibut
Strips .....
Chunks .....
Holland Herring
Standard, bbls. .... 18 50
Y. M. wh. hoop 1/2 bbls.
Standard, kegs ..... 1 05
Y. M. wh. hoop Milchers kegs .....
Herring
Med. Fat Split, 200 lbs 8 00
Laborator Split 200 lb 10 00
Norway 4 K, 200 lbs. 16 50
Special, 8 lb. pails ..... 70
Scaled, in boxes ..... 15
Boned, 10 lb. boxes ..... 13
Trout
No. 1, 100 lbs. .... 7 50
No. 1, 40 lbs. .... 2 25
No. 1, 10 lbs. .... 90
No. 1, 2 lbs. .... 75

10

Mackerel
Mess, 100 lbs. .... 16 50
Mess, 40 lbs. .... 7 00
Mess, 10 lbs. .... 1 85
Mess, 8 lbs. .... 1 56
No. 1, 100 lbs. .... 15 50
No. 1, 40 lbs. .... 6 70
No. 1, 10 lbs. .... 1 75
Lake Herring
100 lbs. .... 4 00
40 lbs. .... 2 35
10 lbs. .... 58
8 lbs. .... 54
SEEDS
Anise ..... 18
Canary, Smyrna ..... 6
Caraway ..... 28
Cardomom, Malabar 1 20
Celery ..... 45
Hemp, Russian ..... 7
Mixed Bird ..... 9
Mustard, white ..... 2
Poppy ..... 36
Rape ..... 10
SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small ..... 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85
SNUFF
Scotch, in bladders ..... 37
Maccabov, in jars ..... 35
French Rapple in jars ..... 43
SODA
Boxes ..... 5 1/2
Kegs, English ..... 4 1/2
SPICES
Whole Spices
Allspice, Jamaica ..... 9 @ 10
Allspice, lg. Garden @ 11
Cloves, Zanzibar ..... @ 24
Cassia, Canton ..... 14 @ 15
Cassia, 5c pkg. doz. @ 35
Ginger African ..... @ 9 1/2
Ginger, Cochin ..... @ 14 1/2
Mace, Penang ..... @ 90
Mixed, No. 1 ..... @ 17
Mixed, No. 2 ..... @ 16
Mixed, 5c pkgs. dz. @ 45
Nutmegs, 70-80 ..... @ 35
Nutmegs, 105-110 ..... @ 30
Pepper, Black ..... @ 20
Pepper, White ..... @ 28
Pepper, Cayenne ..... @ 22
Paprika, Hungarian
Pure Ground in Bulk
Allspice, Jamaica ..... @ 12
Cloves, Zanzibar ..... @ 28
Cassia, Canton ..... @ 26
Ginger, African ..... @ 18
Mace, Penang ..... @ 1 00
Nutmegs ..... @ 30
Pepper, Black ..... @ 32
Pepper, White ..... @ 25
Paprika, Hungarian @ 45
STARCH
Corn
Kingsford, 40 lbs. .... 7 1/4
Muzzy, 48 lb. pkgs. 6
Kingsford
Silver Gloss, 40 lb. .... 7 1/4
Gloss
Argo, 24 5c pkgs. .... 90
Silver Gloss, 16 3lbs. .... 6 1/2
Silver Gloss, 12 6lbs. .... 8 1/4
Muzzy
48 lb. packages ..... 6
16 3lb. packages ..... 5 1/2
12 6lb. packages ..... 7 1/4
50lb. boxes ..... 3 1/2
SYRUPS
Corn
Barrels ..... 30
Half barrels ..... 32
Blue Karo, No. 1 1/2 ..... 1 80
2 doz. .... 2 10
Blue Karo, No. 2, 2 dz. 2 10
doz. .... 2 40
Blue Karo, No. 2 1/2, 2 doz. 2 40
Blue Karo, No. 5, 1 dz. 2 40
Blue Karo, No. 10, 1/2 doz. .... 2 30
Red Karo, No. 1 1/2, 4 doz. .... 4 10
Red Karo, No. 2, 2 dz. 2 40
Red Karo, No. 2 1/2 2dz. 2 90
Red Karo, No. 5, 1 dz. 2 80
Red Karo, No. 10 1/2 doz. .... 2 70
Pure Cane
Fair ..... 16
Good ..... 20
Choice ..... 25
Folger's Grape Punch
Quarts, doz. case ..... 6 00
TABLE SAUCES
Halfdort, large ..... 3 75
Halfdort, small ..... 2 26
TEA
Uncolored Japan
Medium ..... 20 @ 25
Choice ..... 28 @ 33
Fancy ..... 36 @ 45
Basket-fired Med'm 28 @ 30
Basket-fired Choice 35 @ 37
Basket-fired Fancy 38 @ 45
No. 1 Nibs ..... 30 @ 32
Siftings, bulk ..... 9 @ 10
Siftings, 1 lb. pkgs. 12 @ 14
Gunpowder
Moyune, Medium ..... 28 @ 33
Moyune, Choice ..... 35 @ 40
Moyune, Fancy ..... 50 @ 60
Ping Suey, Medium 25 @ 30
Ping Suey, Choice 35 @ 40
Ping Suey, Fancy ..... 45 @ 50
Young Hyson
Choice ..... 28 @ 30
Fancy ..... 45 @ 56

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Oolong
Formosa, Medium ..... 25 @ 28
Formosa, Choice ..... 32 @ 35
Formosa, Fancy ..... 50 @ 60
English Breakfast
Congou, Medium ..... 25 @ 30
Congou, Choice ..... 30 @ 35
Congou, Fancy ..... 40 @ 60
Congou, Ex. Fancy 60 @ 80
Ceylon
Pekoe, Medium ..... 28 @ 30
Dr. Pekoe, Choice ..... 30 @ 35
Flowery O. P. Fancy 40 @ 50
TOBACCO
Fine Cut
Blot ..... 1 45
Bugle, 16 oz. .... 3 84
Bugle, 10c ..... 11 00
Dan Patch, 8 and 16 oz. 33
Dan Patch, 4 oz. .... 11 52
Dan Patch, 2 oz. .... 5 76
Fast Mail, 16 oz. .... 7 80
Hiawatha, 16 oz. .... 60
Hiawatha, 5c ..... 5 40
May Flower, 16 oz. .... 9 36
No Limit, 8 oz. .... 1 86
No Limit, 16 oz. .... 3 72
Ojibwa, 8 and 16 oz. 4 00
Ojibwa, 10c ..... 11 10
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 2 00
Peach and Honey, 5c 5 76
Red Bell, 16 oz. .... 3 84
Red Bell, 8 foil ..... 1 92
Sterling, L & D, 5c ..... 5 76
Sweet Cuba, canister 9 16
Sweet Cuba, 5c ..... 5 76
Sweet Cuba, 10c ..... 9 50
Sweet Cuba, 1 lb. tin 4 50
Sweet Cuba, 1/2 lb. foil 2 25
Sweet Burley, 5c L&D 5 76
Sweet Burley, 8 oz. .... 2 45
Sweet Burley, 16 oz. 4 90
Sweet Mist, 1/2 gro. .... 5 76
Sweet Mist, 8 oz. .... 11 10
Telegram, 5c ..... 5 76
Tiger, 5c ..... 6 00
Tiger, 5c cans ..... 2 40
Uncle Daniel, 1 lb. .... 60
Uncle Daniel, 1 oz. .... 5 23
Plug
Am. Navy, 16 oz. .... 32
Apple, 10 lb. butt ..... 37
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 49
Climax, 14 1/2 oz. .... 44
Climax, 7 oz. .... 47
Climax, 5c tins ..... 6 00
Day's Work, 7 & 14 lb. 38
Creme de Menthe, lb. 65
Derby, 5 lb. boxes ..... 28
5 Bros., 4 lb. .... 66
Four Roses, 10c ..... 90
Gilt 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, 16 oz. .... 32
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 58
Parrot, 12 lb. .... 32
Patterson's Nat. Leaf 98
Peachey, 6, 12 & 24 lb. 43
Picnic Twist, 5 lb. .... 45
Piper Heldsteck, 4 & 7 lb 69
Piper Heldsteck, per dz. 96
Polo, 3 doz., per doz. 48
Red Cross ..... 30
Scrapple, 2 and 4 doz. 48
Sherry Cobbler, 8 oz. 33
Spear Head, 12 oz. .... 44
Spear Head, 14 1/2 oz. .... 44
Spear Head, 7 oz. .... 47
Sq. Deal, 7, 14 & 28 lb. 30
Star, 6, 12 and 24 lb. 43
Standard Navy, 7 1/2, 15 and 30 lb. .... 34
Ten Penny, 6 and 12 lb. 35
Town Talk, 14 oz. .... 32
Yankee Girl, 12 & 24 lb. 32
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 2 00
Old Songs, 5c ..... 5 76
Old Times, 1/2 gro. .... 5 50
Polar Bear, 5c, 1/2 gro. 5 76
Red Band, 5c, 1/2 gro. 6 00
Red Man Scrap, 5c ..... 1 42
Scrapple, 5c pkgs. .... 48
Sure Shot, 5c, 1/2 gro. 5 76
Yankee Girl Scrap 2oz 5 76
Pan Handle Scrp 1/4gr 6 00
Peachey Scrap, 5c ..... 5 76



SPECIAL PRICE CURRENT

Table with 12 columns: 12, 13, 14. Includes categories like Smoking, Rob Roy, Butter Plates, Wire End, Churns, Clothes Pins, Egg Crates and Fillers, Faucets, Mop Sticks, Pails, Toothpicks, Traps, Tubs, Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, Woodenware, Baskets, Wicking, and Charcoal.

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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

TELFER'S ROASTED COFFEE DETROIT USA

AXLE GREASE MICA GREASE

BAKING POWDER K. C.

ROYAL FITZPATRICK BROTHERS' SOAP CHIPS

KITCHEN KLENER ANTISEPTIC CLEANS-SCOURS SCRUBS-POLISHES

Roasted Dwinell-Wright Brands WHITE HOUSE COFFEE

White House, 1 lb. 16 White House, 2 lb. 32 Excelsior, Blend, 1 lb. 16 Excelsior, Blend, 2 lb. 32 Tip Top Blend, 1 lb. 16 Royal Blend 16 Royal High Grade 16 Superior Blend 16 Boston Combination 16

MORTON'S SALT NEVER CAKES OR HARDENS

SOAP Lautz Bros. & Co.

SEND FOR SAMPLES

The Only Five Cent Cleanser Guaranteed to Equal the Best 10c Kinds 80 Cans.....\$2.90 Per Case SHOWS A PROFIT OF 40% Handled by All Jobbers

Table with 12 columns: 12, 13, 14. Includes categories like Climax, Gloss, Big Master, Naptha, Oak Leaf, Queen Anne, Railroad, Saratoga, White Fleece, White Fleece, Proctor & Gamble Co., Lenox, Ivory, Star, Swift & Company, Swift's Pride, White Laundry, Wool, Tradesman Company, Black Hawk, Soap Compounds, Johnson's Fine, Johnson's XXX, Rub-No-More, Nine O'Clock, WASHING POWDERS, Gold Dust, Lautz Bros. & Co., Snow Boy, Naptha, Queen Anne, Oak Leaf, BBLs.

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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



# 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.

**Merchants Please Take Notice!** We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

**For Sale—Half interest in grocery doing \$45,000 business in college town of 8,000 population.** If you are looking for a good paying business investigate this. Address No. 499, care Tradesman. 499

**GOOD DRUG CLERK AT ONCE—**Experienced young man. Must be strictly honest, industrious and reliable. Good habits and references. State particulars and salary required. F. R. Skinner, St. Charles, Michigan. 512

**For Sale—Drug store in a Northern Michigan town of 500.** Wet county but no saloon in town. Good place for doctor who wishes to run store in connection with practice. Stock, fixtures and building \$3,800. Address Druggist, care Michigan Tradesman. 513

**For Sale—Bakery and grocery in good farming town of 500.** The only bakery in town. Stock and fixtures invoice about \$1,600. Owner must retire. You can buy this business right. E. J. Stanton, Caledonia, Michigan. 507

**For Sale Cheap—Grocery store, fixtures, stock and building with living apartments upstairs on corner of one of main streets in city of 15,000, located on Lake Michigan.** Three, railways, street car passes door. Price \$3,000, part cash and time on balance, if desired. Excellent opportunity for some one. C. M. Hansen, Manistee, Michigan. 508

**Excellent Opportunity—Clean stock of general merchandise, shoes, groceries, men's furnishings, salt and flour.** Inventory about \$18,000. Can reduce to any desired amount in a few weeks. Will sell at invoice. Most stock advance from 10 to 50 per cent. in valuation. Good, excellent German farming country. A good chance for any live party to clean up from \$1,000 to \$2,000 before the first of the year. Pay \$30 per month rent, \$24 per week for labor and do business from \$38,000 to \$45,000 a year. This is a bargain, better hurry. Lock Box 222, Bonduel, Wisconsin. 509

**For Sale—First-class restaurant.** Cheap for cash if sold at once. Money maker. Reasons, other business. W. E. Stem, Bangor, Michigan. 510

**For Sale—General merchandise stock in Southern Michigan.** Established about 25 years; good locality; good business. Address No. 511, care Tradesman. 511

**For Sale—One H. B. Smith moulder machine No. 1162, four inch head, four sides.** This machine is in good condition. Slater Construction Company, Pontiac, Michigan. 500

**For Sale—Elegant full modern brick boarding house, Illinois city, 40,000, central location; business established 25 years.** Price \$12,000. Union Sales Co., Galesburg, Illinois. 501

**For Sale—360 acres of virgin hardwood timber in Northern Michigan.** Estimates furnished on application. Quality of soil A. 1. Might exchange for other desirable property. Mulholland Bros., Reed City, Michigan. 503

**For Sale—Clean, staple, well assorted stock general merchandise.** Discount for cash. Would consider small farm as part payment. Good reasons. W. F. Beatty, New Lothrop, Michigan. 506

**For Sale—Cash grocery and crockery business.** Always leading store in live Southern Michigan town. Established 35 years. Wish to retire. Exceptional opportunity. Address No. 476, care Tradesman. 476

**Gall Stones—Your bilious colic is the result; your physician can not cure you; only one remedy known on earth, positively cures.** Free Booklet. Brazilian Remedy Co., Box 3021, Boston, Massachusetts. 478

**Business Chance For Sale—Half interest in good going real estate business in good field in which to do business; also half interest in 395 acres of land; all for \$2,500.** Address Box 287, Eldon, Missouri. 479

**For Sale—A stock of ladies' ready-to-wear furnishings located in a thriving Michigan city.** Address No. 489, care Michigan Tradesman. 489

**For Sale—200-acre stock and grain farm in Southern Michigan.** Will take some property in part payment. W. Wallace, 1419 Forres Ave., St. Joseph, Michigan. 480

**Wanted—Stock of hardware not over \$4,000, showing good business in a good small town.** E. C. Lindsey, Litchfield, Michigan. 490

**For Sale—Drug stock, consisting of drugs, paints, and oils, wall paper, books and stationery, school supplies.** Only store of its kind in small but prosperous town, in best farming and dairying section in Central Michigan. One sideline alone paying \$85 per month. Owner wishes to retire. Snap for a live wire druggist. Price including one-story brick building 22 x 85 \$4,500. \$3,000 down, balance easy. For information address all enquiries to J. D. G., care Michigan Tradesman or J. D. Gilleo, Pompeii, Michigan. 491

**Placer mining in tested ground is a mathematically safe proposition; the right proposition pays big dividends to shareholders.** I can let a few men into a tested proposition "below the market" on a syndicate or "underwriting" basis. Don't invest until you are satisfied, but write to M. E. Eastman, Weaverville, California. 492

**For Sale Cheap—One V. & K. No. D A 6 water motor.** Used less than year. Address E. J. M., care Tradesman. 494

**For Sale—Meat market in prospering town of 5,000.** Good business, good location in business section. Price reasonable if taken at once. Address No. 497, care Tradesman. 497

**For Sale—Machinery, formula and patent for an absolutely fire and acid proof paint.** A paint which can be heated white hot without injury. Can be made cheap. There is an unlimited field and no competition. Would consider removal of plant to Southern Michigan or to Ohio or Indiana. For particulars address Box 87, Oden, Michigan. 498

**A Partner Wanted—To conduct and have charge of a large manufacturing business; 100 employees; working capital \$100,000; will be able to pay 50 cents dividend or more upon working capital each year.** 22,000,000 customers (a patent). Partner can own one-fourth interest if desired. A youngish man preferred, but must be a thorough business person. Write for full particulars. Address P. O. Box No. 155, Howell, Michigan. 485

**For Sale—120-acre farm twelve miles from Alpena.** Ninety acres cleared; 350 fruit trees. Small house and barn, also cattle, horses and machinery. Owner dead. Address Lock Box 232, Onaway, Michigan. 475

**For Sale Or Trade—Small new stock hardware and groceries.** Very little competition. Cash trade. No. 472, care Tradesman. 472

**Safes Opened—W. L. Stocum, safe expert and locksmith.** 128 Ann St., N. E., Grand Rapids, Michigan. 104

**The Merchant's Auction Co. The most reliable and successful sale concern.** For closing out, cleaning or reducing, address Reedsburg, Wisconsin. 289

**Stocks Wanted—Write me if you want to sell or buy grocery or general stock.** E. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 304

**Will pay cash for whole or part stocks of merchandise.** Louis Levinsohn, Saginaw, Michigan. 757

**For Sale—Old established furniture and rug business.** City 10,000. A1 trade. Will sell part or all of stock. Must sell account ill health. F. S. Gutschow, Mt. Clemens, Michigan. 410

**For Sale—Meat market in Kalamazoo.** Good location. Owner wishes to retire after 12 years successful business. Doing good business. Well equipped market. Address No. 398, care Tradesman. 398

**The Detroit Mercantile Adjusters, counselors and executors of high grade special sales and buyers of entire stocks.** Room 1, Vhay Block, 91 Grand River Ave., Detroit, Michigan. 32

**For Sale—Best grocery and meat market in Northern Michigan.** Will sell below inventory about \$6,000 stock. Located at one of the finest summer resorts in the United States. Doing \$70,000 business a year. Good reasons for selling. Apply owner, Box 84, Charlevoix, Michigan. 338

**Wanted—To buy, an undertaking business that can show good business.** Michigan location preferred. Box 282, Man-ton, Michigan. 469

**Hotel—Lease and furniture, 65 guest rooms, American plan; rates \$2 to \$2.50.** Four-story brick building, lobby on ground floor with good cigar trade. Best location in busy city 14,000. Will trade for fruit farm or residence; part cash. Must sacrifice on account sickness. Price \$6,000. Money maker. Address H. Luplow, Laporte, Indiana. 488

**For Sale—Spring wagon with top, wood sides, driver's seat, brake, pole, shafts, condition good, price \$65.** One 7 1/2 H. P., A. C. Motor, 3 phase, 60 cycle, price \$120. One 3 H. P. second-hand gasoline engine, in good condition, price \$55. One 4 H. P., oil engine, new, price \$145. One 7 H. P., new, gasoline engine price \$155. One 20 H. P. Callahan gasoline engine, good condition, price \$260. "M" Engineer, Box 4, Station "U" Cincinnati, Ohio. 462

**For Rent—Very reasonable, two story brick stores, 20x118 and 40x118.** Best location in a good live town of two thousand inhabitants. Located in the heart of the best farming section in the State of Michigan. Great opportunity for moving picture, furniture or five and ten cent stores. Long lease if desired. For further particulars write to D. Seitner, Canton, Ohio. 466

**For Sale—Restaurant, confectionery and ice cream.** Michigan town of 6,000. Good business; up-to-date place. Have other business. Address No. 464, care Michigan Tradesman. 464

**Wanted—Want to correspond with merchant who has good clean running stock and willing to sell right.** 1037 E. Main St., Galesburg, Illinois. 446

**THE WORLD'S GREATEST SALES CONDUCTORS—Offer you the services of men who have had extraordinary success, in handling both large and small stocks in the United States and Canada.** There is no sales promoter operating in the world to-day can furnish you with the references we can. We not only sell your stock—but we sell it at a profit during one of our personally conducted sales. We handle Department Stores, Clothing Stores, Shoe Stores, Furniture Stores and General Stores, and no town or stock is too large or small for us to handle successfully. You pay us absolutely nothing until we have sold your stock at a profit. Write to-day for free plans and information. LYNCH BROS., 28 So. Ionia Ave., (Wm. Alden Smith Bldg.) Grand Rapids, Michigan.

**For Sale—\$7,000 stock dry goods, shoes, groceries and crockery.** Well assorted. A 1 condition, best location in town. Good farming country. Good trade. Liberal terms or will consider real estate. Address N. B., care Tradesman. 418

**For Sale—National cash register and paper baler nearly new, office safe, twelve iron couch trucks, six wood, nine iron Eureka table racks, lace curtain rack, glass and wood caster cups, one hair picker.** Furniture wagon and horse. Address No. 447, care Michigan Tradesman. 447

**Merchants Relief—This little book is a volume of information, and will be sent free to any merchant who desires to reduce stock, clean up odds and ends or sell his stock complete.** W. D. Hamilton, Galesburg, Illinois. 452

**For Sale—At a bargain, stock of merchandise, store and house.** Wm. Sweet, Cedar, Michigan. 416

## POSITION WANTED.

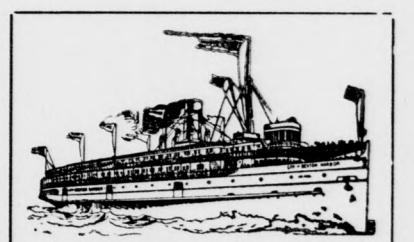
**Wanted—Position by experienced sales-lady either in general store or department.** References furnished. Address No. 504, care Tradesman. 504

**Wanted—Position as book-keeper by woman of experience.** References. Address 623 E. Chestnut St., Denison, Iowa. 505

## HELP WANTED.

**Wanted—Girls and Women.** Steady work; \$1 a day to beginners with advancement. Room and board with all modern conveniences, including the use of the laundry, at the company's boarding house at \$3 a week. For information write Western Knitting Mills, Rochester, Michigan. 502

**Wanted—A butcher and meat cutter.** Married man preferred. 119 Bell Phone or write J. K. Jackson, Otsego, Michigan. 474



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Graham & Morton Line

Every Night

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They save time and expense. They prevent disputes. They put credit transactions on cash basis. Free samples on application.

Tradesman Company Grand Rapids, Mich.

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To buy or sell store fixtures. BARGAINS in "USED" Cases, Scales, Coffee Mills, Safes and Office Desks.

We also deal in New Fixtures and our prices are the lowest in Western Michigan.

We buy merchandise stocks complete.

Get in touch with us if you want to sell.

Grand Rapids Store Fixture Co. 7 Ionia Ave., N.W.



## BANKRUPTCY MATTERS.

### Proceedings in the Western District of Michigan.

Grand Rapids August 29—In the matter of John W. Cruse, the trustee has reported an offer of \$200 for all of the assets of this estate. An order to show cause has been made why the same should not be accepted the return day, which is Sept. 8.

August 30—In the matter of Edward Van Eenenaam, the final meeting of creditors was held this day. Claims were allowed. The final report and account of the trustee, showing total receipts of \$384.16, total disbursements of \$243.90 and a balance on hand of \$140.26 was considered and the same appearing proper for allowance and there being no objections thereto, was approved and allowed. Certain administration expenses were allowed and a final dividend of 4 per cent. was declared and ordered paid.

August 30—In the matter of L. L. Winslow, hearing on the trustee's offer for the assets was held, no further bids were received, and the bid of Grand Rapids Fixtures Co. at 50 per cent. of the inventory price was accepted. The purchase price is approximately \$2,500. The sale has been confirmed. The trustee has been directed to file his first report and account and a dividend may soon be paid to creditors in this matter.

August 31—In the matter of Adrian Klaver, the final meeting of creditors was held this day. Final report and account of the trustee, showing total receipts of \$596.82 and total disbursements of \$356.98 and a balance on hand of \$239.84 was considered and the same appearing proper for allowance, and there being no objections thereto, was approved and allowed. There will be a final dividend to creditors. The matter has been delayed pending the filing of a supplement to the final report and account.

Sept. 2—In the matter of Michael S. Razzoog, bankrupt, the trustee has filed a report of an offer for the assets in the sum of 51 per cent. of the inventory value and an order to show cause has been issued returnable September 14. If no cause is shown on or before that time, the sale will be confirmed.

September 2—In the matter of the Fair, bankrupt, a hearing was held this day on the trustee's petition to determine title to the lease of the building occupied by the bankrupt. Testimony was taken and the matter was submitted. The decision of the referee has not yet been rendered. It is the contention of the trustee that John W. Kingsbury held this lease for the Fair store and that the lease now belongs to this bankrupt.

In the matter of Denis McGrath, special meeting of creditors was held this day. The first report and account of the trustee, showing total receipts of \$2,318.47 and total disbursements of \$142.40 and a balance on hand of \$2,176.07 was considered, and the same appearing proper for allowance, and there being no objection thereto, was approved and allowed. Certain administration expenses were allowed and a first dividend of 20 per cent. was declared and ordered paid to creditors herein.

Sept. 5—In the matter of Thomas B. Curry, first meeting of creditors was held this day. It appeared from an examination of the schedules and the examination of the bankrupt at the first meeting that the estate contained no assets and it was accordingly ordered that no trustee be appointed. The estate will be closed in twenty days.

Sept. 5—In the matter of George W. Roup, the final meeting of creditors was held this day. The trustee's final report and account, showing total receipts of \$271.09, total disbursements of \$197.49 and a balance on hand of \$73.60, was considered and allowed. There will be a small final dividend for creditors. This

estate has heretofore paid a dividend of 5 per cent.

Sept. 7—In the matter of Constantine Golembiewski, final meeting of creditors was held this day. Final order for distribution was entered and final dividend of 3½ per cent. declared and ordered paid.

In the matter of William Dieters & Sons, final meeting of creditors was held this day. Trustee's final report and account showing total receipts of \$548.20 was considered and the same appearing proper for allowance was approved and allowed. Certain administration expenses were ordered paid and a first and final dividend of 8½ per cent. declared and ordered paid.

Sept. 11—In the matter of the Fair, a hearing was held this day on the trustee's petition for determination of the ownership of the lease to the store building. The matter was submitted but has not yet been decided.

Sept. 13—In the matter of Louis Goldman, a hearing was this day held on the trustee's petition, and Ben Goldman, a brother of the bankrupt, examined. The trustee is endeavoring to locate funds alleged to have been fraudulently transferred prior to the bankruptcy proceedings.

Sept. 14—In the matter of Michael Razzoog, trustee has this day made a sale of all of the assets of this bankrupt estate to M. Davy & Co., of Ewart, for \$2,465. The trustee has now filed his first report and account and a meeting will be called at an early date for the payment of a first dividend.

Sept. 18—In the matter of Thomas A. McGee, the first meeting of creditors was held this day. The estate contains no assets and there will be no dividend for creditors.

In the matter of the Fair, a hearing was held this day on the petition of the Merchants Gold Stamp Co. to reclaim certain property in the hands of the trustee. The matter was submitted on the testimony of various witnesses but has not yet been decided.

### From Sugar to Cellulose.

There are certain combinations of carbon and hydrogen known as sugars—many of them, but all alike in that they are made up of carbon atoms strung together as in a chain, with hydrogen atoms stuck on along the side of the chain. Now, suppose you take a number of these sugar molecules, as the smallest particles imaginable are called, and bunch them together so that a lot of these units are combined into one big complex one. Then you have a series of resins or gums. This is what chemists call polymerization. Now let us take these resins and by chemical chicanery and tricks cause them to bunch their molecules again, to polymerize, and if we carry it far enough we get cellulose. That is, we should if we could.

But trees and plants do this as easy as you please: they start with water and carbonic acid gas, from the air, and this they transmogrify into sugar, the sugar into starch, the starch into gums and other things and finally into cellulose, of which they are made. Cellulose is the frame-work of cells and everything that has life is made up of it, with juices and sap and solutions of one sort or another wandering around within them. Cotton is nearly pure cellulose. Paper is cellulose, little filaments of it, matted or felted together.

It takes more than sunlight to illuminate a shady reputation.

## Manufacturing Matters.

Marine City—The Wolverine Sugar Co. has been organized with an authorized capital stock of \$300,000 common and \$265,000 preferred, of which amounts \$427,500 has been subscribed and paid in in property.

Detroit—The Randolph-Pennington-Davis Machine Co. has been incorporated with an authorized capital stock of \$1,000, of which amount \$680 has been subscribed, \$300 paid in in cash and \$380 paid in property.

Carson City—C. R. Mallory, manufacturer of cheese boxes at Akron, has decided to erect a plant at Carson City. The material as well as the boxes will be made. He also operates plants at Gaylord and Akron.

Detroit—The Standard Cabinet & Construction Co. has engaged in business with an authorized capital stock of \$20,000, of which amount \$10,500 has been subscribed, \$1,200 paid in in cash and \$4,800 paid in in property.

Detroit—The Howard & Way Co. will engage in the manufacture of men's furnishings at 401 Fisher Arcade, with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$500 paid in in cash.

Kalamazoo—The Silo Feeding & Investment Co. has engaged in business to manufacture glazed tile silos and equipment with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Montgomery—The Montgomery Co-operative Shipping Association have decided to establish a co-operative creamery at this place. A committee appointed to subscribe the stock reports fine progress and a creamery assured.

Northville—The Globe Motor Truck Co. has been organized to manufacture gasoline motor trucks, parts and accessories with an authorized capitalization of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Detroit—The Michigan Steel Exchange, Inc., has been organized to manufacture steel, steel tools, iron and other metals with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Perfection Devices Manufacturing Co. has been organized to manufacture patented articles and other useful commodities with an authorized capitalization of \$50,000, of which amount \$28,000 has been subscribed and \$5,000 paid in in cash.

Escanaba—The Chatfield Machine & Foundry Co. has been organized to repair and manufacture all kinds of machinery and conduct a general foundry business with an authorized capital stock of \$25,000, all of which has been subscribed and \$12,500 paid in in cash.

Holland—The Holland Pattern Works has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed, \$3,000 paid in in cash and \$2,000 paid in in property. The company will manufacture wood and metal patterns, models, castings and specialties.

Blanchard—E. S. Powers who owns

the Hart creamery, has purchased the creamery at Blanchard, which he will conduct in connection with the Hart plant. New machinery will be installed to make it a model up-to-date plant. This creamery has traveled a rocky road, having been put in by creamery promoters several years ago at high cost and after two attempts to operate it the stock holders let it be sold to the bank for the indebtedness. Mr. Powers has made a decided success in the creamery business and the success of this plant is practically assured.

Provisions—The market on smoked meats is very firm, with prices about the same as last week. The hog market is very high and provisions are scarce. There is a good demand. Pure lard is firm, at an advance of ¼ @½c per pound, due to the short killing of hogs. Prices will likely remain high until the end of October. Demand is good. Compound lard is very firm, showing an advance of ¼ @½c per pound, due to a heavy consumptive demand. This, in turn, is due to the extreme high prices of pure hog lard. Canned meats are firm and unchanged, with a good consumptive demand. Barreled pork is firm at unchanged prices. Receipts are light, with a fair consumptive demand. The market on dried beef is very firm, with an advance of 2@3c per pound. There is a big scarcity in dried beef and not much relief is looked for before the middle of next week.

Salt Fish—This year's catch of shore mackerel is very fine quality and the receipts to date have shown up very well. There is no change to report either in the Irish or Norway mackerel situation. It now looks as if there might not be any Norway fish sold in this country during the coming season, as Norway has placed an embargo on the importation of salt mackerel and it is not likely that it will be lifted. Mackerel is in good demand, even at the high prices. Cod continues very high in price, and this has resulted in an active demand for hake, which is the nearest good substitute for codfish. Hake and haddock are both above normal, in sympathy with cod.

John Stellard has sold his interest in the firm of Dertin & Stellard, meat dealers at 822 South Division avenue, to John Kawstra. The business will be continued under the style of Dertin & Kawstra. Mr. Stellard will re-engage in the meat business on his own account at 417 South Division avenue.

### BUSINESS CHANCES.

For Sale—Wholesale paper and notions business in good town in Michigan. Excellent territory. Established twenty years. Address Paper, care Tradesman. 514

For Sale Or Trade—Park View Hotel, Bloomingdale, Michigan for farm. Wm. Bensinger, Proprietor. 515

### SITUATIONS WANTED.

Position Wanted—As grocery clerk by experienced young man. Best references. Address Floyd W. Kniskern, Elkhorn, Wisconsin, Box 224. 516

### HELP WANTED.

Wanted—Experienced young man for general store. Must be well recommended. Married man preferred. Geo. M. Brooks, Mantion, Michigan. 517