

The Disappointed

There are songs enough for the hero,
Who dwells on the heights of fame;
I sing for the disappointed,
For those who missed their aim.

I sing with a tearful cadence
For one who stands in the dark,
And knows that his last, best arrow
Has bounded back from the mark.

I sing for the breathless runner,
The eager, anxious soul,
Who falls with his strength exhausted
Almost in sight of the goal;

For the hearts that break in silence
With a sorrow all unknown;
For those who need companions,
Yet walk their ways alone.

There are songs enough for the lovers
Who share love's tender pain;
I sing for the one whose passion
Is given and in vain.

For those whose spirit comrades
Have missed them on their way,
I sing with a heart o'erflowing
This minor strain to-day.

And I know the solar system
Must somewhere keep in space
A prize for that spent runner
Who barely lost the race.

For the plan would be imperfect
Unless it held some sphere
That paid for the toil and talent
And love that are wasted here.

Ella Wheeler Wilcox.


WHEN YOU SEE



"DOUBLE A"


Remember it came from

The PUTNAM FACTORY, National Candy Co., Inc.
Grand Rapids, Mich.

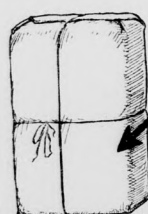
The successful grocer makes it a point to please his customers. Have you ever noticed that all of them sell FLEISCHMANN'S YEAST? They wouldn't do it unless it pleased their customers. They also consider the profit, which makes it worth their while. 

Handle It On Its Record



In all the years "White House" Coffee has been marketed, it has never been allowed to deteriorate in character or quality. If you have followed its rise to its present top-notch position as the leader, you know we're right. 

JUDSON GROCER CO.—Grand Rapids, Mich.
Wholesale Distributors of
DWINELL-WRIGHT COMPANY PRODUCTS



Nobody knows what's in a Paper Bag

BUT everybody who sees the **FRANKLIN CARTON**



KNOWS IT CONTAINS CLEAN SUGAR

THE SALES VALUE OF THE FRANKLIN CARTON

Paper bags filled with sugar have no sales value; you might as well have cans of peaches without labels. You wouldn't think of filling your shelves with peaches in plain, unlabeled tin cans. No. Not as long as you can have those cans put up with beautiful lithographed labels showing the fruit in its natural colors. Don't go to the trouble of putting sugar in paper bags, losing time, cost of bags, cost of twine, and over-weight, when you can buy FRANKLIN SUGAR in CARTONS, ready to sell, nothing to do but hand it out to customers.

You can buy FRANKLIN CARTON SUGAR in the original containers of 24, 48, 60 and 120 lbs.

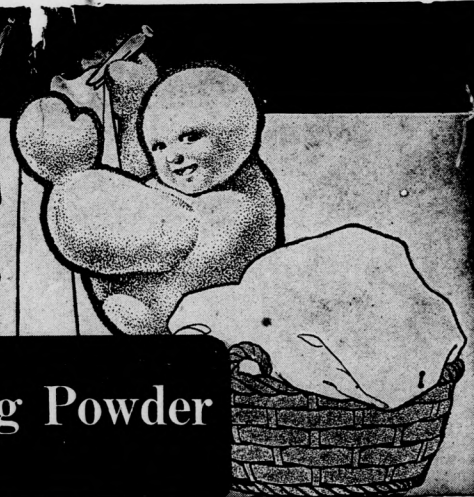
THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."

next time
Don't forget to include
a box in your next order

Lautz **Snow Boy** Washing Powder

Lautz Bros. & Co. Buffalo, N. Y.



MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, JULY 9, 1913

Number 1555

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FALSE FRIENDS OF LABOR.

Men Who Ignorantly Jump at Conclusions.

Evansville, Ind., July 7.—Your editorial entitled "Destroying Grand Rapids," which appeared in the July 2 issue of the Tradesman, is very interesting reading to the man "on the fence."

What's the matter with the editors, merchants and other business men of Grand Rapids getting together and help the union men to get the advance in wages they are asking for?

If the Wyoming shops pay out in wages \$60,000 monthly and the shop men are asking for an increase in wages, say 10 per cent., and if the editors, merchants and other business men would insist on the railroad paying the advance, you would get \$66,000 instead of only \$60,000.

Don't you know that these laboring men need an increase in wages? Their necessities have advanced 30 per cent., and if you don't advance their wages as much, they will have to do without many things, and the merchants' sales will fall off.

Stop fighting the poor devils who must have an increase in wages in order to live right.

The railroads can afford to pay more wages. If they can't, let them sell out to some one who can.

Who built the railroads? Why, laboring people, of course. If the laboring people built the roads, they ought to have living wages for doing the work.

Where do the railroads get their money? They get it from the fellows who got it from the laboring men. In other words, there never would have been any money if there would not have been those who labored.

Stop knocking the laboring men. If you want Grand Rapids to grow, co-operate with the laboring people and stop favoring the men who have money.

Life is too short and sweet to fool away with men who are rich while there are thousands upon thousands who are in need of better homes and other comforts. Edward Miller, Jr.

The Tradesman prints the above

solely to show how dead wrong a man can be when he writes about something he knows nothing about. It is very easy for a man in a distant city to say that railroad companies or other corporations should concede to the demands of arrogant walking delegates, but it is quite another thing to weigh the facts in the case and reach a conclusion just to all concerned. The Pere Marquette Railroad is not earning the interest on its bonds and is not in a position to advance wages. Furthermore, the striking workmen were entirely satisfied with their wages until they were unduly excited by the lies and misrepresentations of a venal and unscrupulous organizer. They were doing nicely until he put in an appearance, unannounced and unexpected. They were getting all their services were worth. They were meeting their obligations in man fashion and laying up something for a rainy day. Since the organizer came they have been out of work and the chances are they will be out of work for a long time to come. The Tradesman has had to do with laboring men for thirty years and has never seen a strike result from a real grievance. Union grievances exist only in the fertile brain and itching palm of the organizer or walking delegate, who seek to accomplish their purposes by lying, cajolery and the use of the club. Mr. Miller is a merchant in Evansville, Ind. He probably employs from thirty to fifty clerks in his five stores. Should some itinerant and unscrupulous organizer come along and inflame his clerks by telling them cock and bull stories about him and get them to strike without cause and without notice, the Tradesman believes Mr. Miller would do just what others have done in similar circumstances—insist on running his business himself, without the interference of outsiders whose only interest in the situation is the graft they can absorb and the ill gotten gains they can acquire.

The Tradesman broadly concedes the right of organization to all classes of people—bankers, manufacturers, merchants and workingmen. Organizations have their uses and are capable of being abused as well. With clean principles and able leadership, organizations can do much for any class, but both the theory and practice of unionism are contrary to law, decency and morality. Any man who defends the present propaganda and practices of unionism is either a knave or a fool—possibly both.

Writers seldom write the things they think. They simply write the things they think other folks think they think.

THE PITTSBURG FIASCO.

The Pittsburg First-Second National Bank has been closed by order of the Comptroller of Currency and as this is one of the biggest bank smashes in recent years it is but natural that it should attract widespread attention. The Bank had a capitalization of \$5,000,000 and, with two allied banks which have also been closed, had deposits aggregating something like \$100,000,000. The three banks were controlled by James S. and W. S. Kuhn and the cause of the trouble is said to be their use of the funds for the promotion of various water, power and gas enterprises. The full details will not be known until a formal investigation is made, but a very pertinent question might be what were the directors of the bank doing all the time that the Kuhns were drawing on the several banks for the money? They must have known, had they given any attention whatever to the affairs of the banks they were supposed to direct, that more money was being drawn out than sound policy would warrant, and yet they seem to have allowed this to go on until the banks had reached such a condition that their suspension was necessary as a matter of public safety. A full investigation into the responsibility of the directors might well be the very first step in the examination into the affairs of the banks, and then the country might well be given an illustration of how stern the Government can be toward directors who are negligent of their duties.

The failure of the three Kuhn banks is of large proportions, but it has been interesting to note that the catastrophe created little excitement outside of Pittsburg. It was but natural that Pittsburg people, and especially depositors, should feel nervous and make demands for their money, but the country at large has felt scarcely a tremor. There have been times when the failure of even a small country bank would send a chill over the country, but this hundred million dollar failure creates scarcely a ripple outside of the circle immediately affected. Business conditions in recent months have been far from ideal and money has been tight, but the impression seems to be that basic conditions are sound and it is this that prevents anything like a panic. Instead of scaring the country, the failure in reality is a reassurance as it is evidence that the Treasury Department is vigilant and that it has the courage to take prompt and efficient action when an examination shows that a bank is pursuing unsafe methods. If a big bank with all the wealth and influences back of it, such

as the Pittsburg concern, is ordered closed, it is certain that smaller banks, wherever they may be found, will be proceeded against with vigor if the necessity for it appears. That no action is taken is tolerably good evidence, or should be so regarded, that they are properly conducted and safe.

COURTESY DRAWS BUSINESS.

The effects of courtesy are often very great. A small merchant once entered a great wholesale house and asked to buy a certain kind of brush. It was not in stock. He said it was a special purchase for one of his customers and asked if it could be procured. The salesman thought of the trouble and turned the request aside with scant courtesy.

The merchant then tried another wholesale house. The brush was not in stock, neither did the salesman know where it was to be had, but he courteously offered to make the effort to procure it. Some days later the merchant received the brush. He was so pleased with the courteous manner in which his request had been cared for that he opened further business relations with the house and soon transferred his account from the other concern and gave his business where it was more noticeably appreciated. Years passed and the merchant prospered greatly until his purchases from that house amounted to hundreds of thousands of dollars a year.

We may not all have hundred-thousand-dollar customers in humble disguise making requests of us, but similar results, different only in degree, are a natural reward of unselfish courtesy. It is the old story of the sugar and the flies.

Forewarned.

A popular Cleveland doctor tells this story of a bright boy, his own, who had reached the mature age of 9 after an early career marked by many wild and mischievous pranks.

His restless nature had made him somewhat of a torment to his teacher at times, and one afternoon not long ago she kept him after the others were dismissed and had a serious talk with him. Perhaps she was a little afraid that her admonitions were falling on stony ground. Anyway, she finally said: "I certainly will have to ask your father to come and see me."

"Don't you do it," said the boy.

The teacher thought she had made an impression.

"Yes," she repeated, "I must send for your father."

"You better not," said the boy.

"Why not?" enquired the teacher.

"'Cause he charges \$2 a visit," said the scamp.

DETROIT DETONATIONS.

Cogent Criticisms From the Metropolitan of Michigan.

Detroit, July 8—If the habit of jesting lowers a man, it is to the level of humanity. Wit nourishes vanity; reason has a much stronger tincture of pride in it.—Hazlett.

The traveling men hope soon to see a bill passed compelling hotels to furnish each room with a safety rope to be used in case of fire. We hope the down hearted traveling men will not make any mistakes and put the ropes around their necks, should the law pass.

It behooves a writer to be careful whereof and how he expresses himself in public writing. Last week we eulogized "Bill" Mervin, who recently became a benedict, and we went so far as to say that with his marriage one of the best catches of the season passed by the boards. Now comes the announcement of the engagement of George Osterhous to Miss Viola Sommers, the nuptials to take place in the early part of August. Mr. Osterhous, who was a very successful salesman on the road for a number of years, is now Secretary of the Colonial Garment Co., which position he has held for the past few years. During Mr. Osterhous' career as a salesman he has made hosts of friends who helped him make the success that the Colonial Garment Co. has been since his connection with the concern. Its specialty is ladies and childrens' dresses. With the passing of George into the ranks of the benedicts, another great catch slides off into oblivion. The best wishes of the traveling men and friends are extended to the groom-to-be and his fiancée.

News reports say the old soldiers at Gettysburg last week fought over their old battles again. This was the first intimation we had that their wives accompanied them.

Detroit was alive with traveling men the past week, most of them preparing to get after the fall business in earnest—and, incidentally, taking a few days rest.

Milo Whims, manager of Edson, Moore & Co.'s Grand Rapids office, and his first lieutenant, R. Seewald, were among the prominent members of the "profesh" who were Detroit visitors last week.

Detroit is in the throes of a beer famine. Temporarily, at least, it will have to dispense with the slogan; "In Detroit life is worth living."

Louie Miller, Traverse City representative for Edson, Moore & Co., and who has been in Detroit the past few days, has been much concerned over the illness of his little boy. At last reports he was doing nicely.

Rollo Humiston, with the General Sales Co., not satisfied with taking one long chance, is going to take two chances. Rollo intends to go in business at an early date and, according to reliable rumors, intends becoming a benedict, also.

Detroit Council, No. 9, U. C. T., meets Saturday night, July 19, at St. Andrew's hall. Cadillac Council, No. 143, U. C. T. meets Saturday night,

July 12. Visiting members are cordially invited to attend these meetings. Both Councils intend initiating a number of candidates.

Now that we have had a safe and sane Fourth, we hope the next in order will be a safe and sane Christmas.

Henry Bassett, member of Cadillac Council, No. 143, who has been ill, is recovering rapidly.

Joe Reide, of the firm of Reide & Weickgenant, of Charlotte, has the reputation of being the champion broncho busting automobile driver in the State. Joe can tame the wildest auto that ever puffed a snort—and can also settle for the taming when the repairs are made. Last week Joe bumped into a new one. The fact that he had no license number attached to his machine was called to his attention and he immediately set about to rectify matters. He had "Buck" Murray, the well-known traveling man, manufacture a sign for him, giving Buck the privilege of using his own judgment as to the number he used. Buck used the number 77,340. Putting a small addition on the 4, turn this number upside down and get the startling results. (Write this out to get the result). This did not close the incident, either. Later Joe received a telephone call from the sheriff's office to appear at once. At the last writing Joe has a spick and span new license number. The call from the sheriff's office proved to be a put up job by his friends—and Joe is rather lucky that he lives in a dry county.

It Pays to Advertise.

Diogenes was a wise old man. This fact there's no disguising. If he couldn't find an honest man. He was sure of lots of advertising.

Carl Brakeman, city salesman for the Otis Elevator Co., says that some fellows are born lucky, while others have luck thrust on them. Carl's mother-in-law is in Detroit and intends spending from two weeks to five months with him. Carl is an optimist. He says he is lucky to get someone to help with the housework.

A promising salesman often falls down because he doesn't live up to his promises.

Archie McMillan, who has tripped the ties and highways of Southern Michigan for Burnham, Stoepel & Co. the past quarter of a century has been given charge of the domestic department of that firm. Archie, although serving twenty-five years as a dry goods salesman, imbues one with the idea that he must have started when he was six years old. He is to be congratulated on the promotion and his many friends among the trade are pleased to know they can see him whenever they wish—by calling on his house. Archie succeeds Jack Harvey, who purchased the stock of dry goods from Adam Lind, at Cadillac. A. Clark will cover McMillan's old territory, having become well acquainted through making special trips during the past few years.

Whisky is strengthening—it makes the breath stronger.

In last week's Tradesman: "The live wire concern takes advantage of

every advertising opportunity." Live wires often start fires, also.

"Ernie" Warner, department manager for Burnham, Stoepel & Co. and Senior Counselor of U. C. T. Council, No. 9, is doing wonders in reviving that Council. A great many of the boys have signified their intention of hurdling the bumps at an early date. "Ernie" wants to make a record during his administration.

Jess Simmons (Burnham, Stoepel & Co.) is one of the really successful salesmen, who go after business hammer and tongs. Jess' motto is, "Gettem big an' small. You can't tell by looking at a sausage what breed the dog was."

Joe Kain, A. Krolik & Co.'s Hibernian city salesman, is limping around on a bum peg this week. undoubtedly, it was pulled rather hard last Sunday.

Natural enough for some people to feel cheap when they give themselves away.

Sammy Cohn, who covers the territory called the Thumb for A. Krolik & Co., came to the conclusion some time ago that if he took a few boxing lessons he would be better fitted to fight for business, so he hied himself to an athletic instructor and made arrangements to take lessons in the manly art of self defense. According to Sammy, he received a price on a series of lessons, of which he took one. The remainder he was to take providing he could arrange to be in Detroit to do so conveniently. He found it inconvenient—and now, although he has taken but one lesson, Sammy has one fight on his hands. The instructor demands pay for the entire set of lessons.

We have often wondered who does the cooking for Mr. Pankhurst.

Sign in the Stearns Hotel at Ludington: "Honor thy father and thy mother, but not strangers' cheques."

You can lead a suffragette to jail, but you cannot make her drink.

In Ludington lives an old Frenchman by the name of Paige. A short time ago Paige went to Beaver Island to visit friends. On his return he met one of his friends in the depot and the following conversation ensued:

"Hello, Paige."

"Hello, Pete."

"Have a good time in Beaver Island, Paige?"

"Yep."

"By the way, Paige, what is the population of Beaver Island?"

"She no population at all. She all beech, mapal and hemlock," replied Paige.

Howard Bierwert, of Ludington, is known as a versatile writer. We should, indeed, be pleased to receive a few items from him. Lately Howard has been afflicted with writer's cramp.

We should be pleased to receive Wm. Pohlman's address. We've had two letters returned, all fagged out, chasing Bill around the country.

Some fellows have an idea it is necessary to have a ball bearing chin in order to be a successful salesman.

Far be it from the truth, our moth-

er-in-law couldn't sell a dozen fresh eggs for 5 cents.

Will get the same results.

Bill Bosman must have been tired last week. Only a quarter of a column!

Not much real news this week. Every one is healthy or vacationing, so we had to makeupalotofit.

All work and no play makes Jack a dull boy. Living in Grand Rapids under Mayor Ellis' regime will get the same results.

James M. Goldstein.

Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, July 7—With two days out of last week and not very much doing even Thursday, it is needless to say the markets have been "upsot." Spot coffees are moving, it is true, but in so small a way as to attract little attention. Buyers seem to take little if any interest and the whole situation seems to be of a holiday character. In an invoice way Rio No. 7 is quoted at 9½¢ and Santos 4s at 11½¢@12¢.

The demand for sugar is good and quotations are well sustained. The general rate for granulated is 4½¢.

Supplies of teas are moderate, but holders say the quantities seem ample to meet all requirements. Orders are for small lots and no one is taking stocks ahead of current requirements.

Rice is moderately active, but not much business is looked for until the new crop arrives. Reports of crop conditions from the South are very favorable. Prime to choice domestic, 5½¢@5½¢.

Midsummer quietness characterizes the spice trade. Supplies are not large and, with the tariff out of the way, dealers look for a good fall and winter trade. Singapore black pepper, 10½¢@10½¢.

Molasses is quiet and steady, with buyers taking only enough to do business with. Quotations are unchanged—good to prime centrifugal 35¢@40¢.

Canned goods are dull and the short week has accentuated this condition. Prices, however, are generally well sustained and tomatoes are looking quite a bit better. Threes, 80¢@82½¢. Corn is pretty well cleaned up and new stock will come to a market well prepared to take it. Beans are firm and other lines are meeting with fair enquiry.

Butter is in more than ample supply and rates have declined. Creamery specials, 27¢@27¼¢; firsts, 26¢@26½¢; imitation creamery, 24¢; factory, 23¢@24¢.

Cheese is steady with best full milk quoted at 14¼¢.

Top grade eggs are scarce, but the supply of off stock is large. Best Western are quoted at 23¢@25¢.

Brother Geo. O. Tooley is taking a two weeks' vacation in the vicinity of Belding, dividing his time between a pitch fork, fishing rod and the steering wheel of his automobile.

It is better to have customers complain of your prices than to have them gossiping about your failure.

BANKRUPTCY MATTERS.

Proceedings in Eastern District of Michigan.

Detroit, June 30—In the matter of Burton H. Gray, bankrupt, contractor, Adrian. First meeting of creditors held by Referee Joslyn at Adrian. The bankrupt present and was sworn and examined by the referee. James H. Corneliuss, Adrian, appointed trustee with bond of \$50.

July 1—In the matter of W. G. May-Morrison Co., bankrupt, Detroit. Final meeting of creditors. The trustee's final report showed certain accounts due and owing to the bankrupt which he recommended should be offered for sale at this meeting. He also reported a balance of \$2,015.44 on hand; the total receipts being \$3,051.29 and total disbursements being \$1,035.85. To the balance on hand will be added interest from the bank. The trustee received a bid of \$30 from A. Krolak & Co., which was accepted and confirmed. In all other respects the report of the trustee was approved and allowed. The trustee was allowed the maximum statutory fee. The attorneys for the trustee were allowed \$200. The balance remaining on hand, after payment of the foregoing amounts, will be disbursed as a final dividend, upon the payment of which the estate will be closed, the trustee discharged and his bond cancelled.

In the matter of Harry Disner, bankrupt, Detroit. Final meeting of creditors continued to July 15. Objections to claim of Dora Rivkin will be determined on or before July 3.

In the matter of Thomas F. Clancy and John V. Clancy, copartners as East Side Laundry Co., bankrupts Detroit. Final meeting of creditors held. The final account of the trustee showed total receipts of \$505.13 and total disbursements of \$215.10, leaving balance on hand of \$290.03. E. G. Wassey asked for an allowance of \$50 as attorney for the trustee, which amount was allowed. The trustee will be allowed the full statutory fee and, after payment of administration expenses, the balance will be paid as a final dividend, the estate closed, the trustee discharged and his bond cancelled.

In the matter of Margaret Hoover Co., bankrupt, Detroit. Final meeting of creditors held. The trustee reported total receipts of \$234 and disbursements of \$13.71, leaving a balance on hand of \$220.29 to which is to be added the sum of \$5 for the sale of uncollected accounts. Receiver allowed full statutory fees and also the trustee. Harvey S. Durand will be allowed \$20 as an attorney fee. After payment of the foregoing amounts and administration expenses, a first dividend

of 1 per cent. will be paid and the case continued to October 7, when the balance will be distributed as a second and final dividend without further notices to creditors.

July 3—William Layng, bankrupt, Detroit, engaged in the business of retailing cigars, tobaccos and confectionery, scheduled liabilities of \$1,151.67, as follows:

Beidan & Company, Toledo	.....\$127.51
Harnit & Hewitt, Toledo	..... 38.46
Gene Vall Cigar Co., N. Y. City	..... 26.55
E. L. Stahl & Co., Detroit	..... 10.50
Comus Cigar Co., Detroit	..... 34.00
W. E. Baker Co., N. Y. City	..... 211.25
I. Rosenthal, Detroit	..... 16.50
Cadillac Cigar Co., Detroit	..... 67.50
Payette Walsh Co., Detroit	..... 19.00
J. L. Marcero & Co., Detroit	..... 182.00
Lawrence Printing Co., Detroit	..... 20.00
Josephson Bros., N. Y. City	..... 67.50
Princess Confectionery Co., Milwaukee	..... 22.51
Best & Russell Co., Chicago	..... 46.17
John Stilwell, Detroit	..... 152.00
Lloyd Stradley, Detroit	..... 17.00
Almonte Cigar Co., Detroit	..... 65.00
John T. Woodhouse & Co., Detroit	..... 11.00
Harry W. Watson Co., Detroit	..... 16.18

B. J. Lincoln has been appointed custodian of the property and assets of the bankrupt. The first meeting of creditors will be held at the office of Referee Joslyn, July 15 and the property will be offered for sale on the same day, subject to the confirmation by the court at the first meeting of creditors. The assets scheduled are stock and fixtures of the value of \$1,550. The bankrupt claims exemptions of \$250.

In the matter of David L. Shenker, bankrupt, Detroit. The final distribution sheet has been forwarded to the trustee in this case and checks will be mailed in the near future to creditors. The total unsecured claims proven against the estate amount to \$3,157.82; the total assets realized, \$1,530, disbursed as follows: dividends to unsecured creditors, \$705.62; exemptions paid to bankrupt, \$175; deposit fees, \$30; fees of referee trustee and receiver, \$154.25; attorney fees, \$235; miscellaneous expenses, \$230.13.

W. S. Shaw Succeeds Wm. H. White.

Boyne City, July 8—At the last meeting of the Board of Directors of the First National Bank, the resignation of Mr. W. H. White as President and director of the Bank was accepted.

Mr. White has had his resignation in mind for some time and it was

with considerable difficulty that he was induced to take office for another year at the January election but, owing to the heavy duties he has in connection with lumbering interests, both here and in the West, and in the extension of his railroad to Alpena, he has found it necessary to cut off some of the many duties and feels that he should not stand at the head of an institution, either as President or director, when he cannot give it the personal attention that so important a position demands.

The board appointed a committee to draft suitable resolutions, and one and all feel deeply the loss of an official who has been with the bank since its beginning in 1902 with a capital of \$25,000 until its present resources of over \$500,000.

Mr. W. S. Shaw, who has been Vice-President of the Bank since its inception, now becomes its President, and the public can look for the same careful supervision in the future that it has enjoyed under the retiring President.

Running Down an Error

In talking with a successful business manager, the subject of correcting errors came up. I asked him: "How do you treat an employee when you find that he has made a mistake?"

"It depends on the employee," he said, "and on the nature of the mistake. I have a great deal more leniency for a mistake due to ignorance than for one due to carelessness. I do not believe in abusing an employee

for a mistake. I take the attitude that it is a serious thing and that doubtless he regrets it very much. I don't try to smooth it over, but let his own self-conviction be his punishment."

"And what about correcting it?"

"Usually I require him to look into the matter and report to me and show me just exactly how the mistake happened. He usually knows that point better than anyone else can tell him. I question him quietly until he admits that it was just because he let it go or because he assumed some point without investigation or some such reason. Nearly every mistake can be traced back to some lapse in thinking. When the real reason is brought to light we talk it over as the occasion warrants and I make sure that he corrects the underlying thoughts which gave occasion for the error. This gives fair assurance that a similar mistake will not occur again. That is better than mere scolding."

Frank Stowell.

A Versatile Father.

Little Tommy had a very smart father.

One day he was holding an argument with another boy about their fathers and he cried:

"My father can do almost anything. He's a notary public, and he's a 'pothecary, an' he can pull teeth, an' he's a horse doctor, an' he can mend chairs and wagons an' things, an' he can play the fiddle, an' he's a regular jackass at all trades."

RIGHT NOW IS THE TIME

More Dandelion Butter Color is being used right now than ever before.

Are you getting your share of this buying?

RIGHT NOW IS THE TIME TO STOCK UP ON DANDELION AND TAKE SOME PROFITS



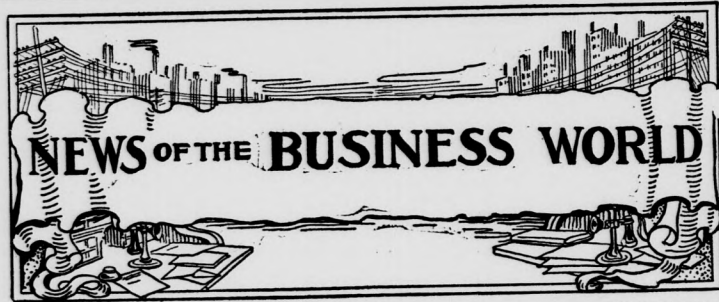
Dandelion Brand  **Butter Color**

THE BRAND WITH **THE GOLDEN SHADE**

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

WELLS & RICHARDSON CO., - BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color



Movements of Merchants.

Greenville—Leslie Perks has engaged in the meat business here.

Oakley—F. J. Doane has purchased the general stock of Fillinger & Gordon.

Wasepi—C. E. Rankert succeeds Charles A. Palmer in general trade here.

Grand Ledge—William Bair has opened a grocery store on South Bridge street.

East Lansing—C. Milton, recently of Perry, has engaged in the fish business here.

New Era—Peter Heykoop has sold his shoe stock to Frank Zandt, who has taken possession.

St. Johns—George F. Dimond & Co. succeed R. D. Bergin in the hay, grain and fuel business.

Otsego—Miss Blanche Wyckoff, recently of Greenville, has engaged in the millinery business here.

Cheboygan—Neil Melavey has opened a bazaar store at the corner of Main and Pine streets.

Haslett—Edward McClure has purchased the Mrs. Minnick meat stock and will continue the business.

Greenville—Miss Grace Prissall has opened a bazaar store here under the style of the Bargain Sales Co.

Saginaw—Miss A. M. Deibel has purchased the Rogers millinery stock and will continue the business at the same location.

Onkama—G. A. Barstow has opened an ice cream parlor and delicatessen department in the annex of his general store.

Saginaw—A. D. Phillippe, dealer in dry goods, meat and groceries, is building a two-story addition to his business block.

Mackinac Island—Patrick Mulcrone has sold his meat stock to McNally & Donnelly, who will consolidate it with their own.

St. Johns—Fred C. Buck has removed the Payne dry goods stock from Lowell to St. Johns and consolidated it with his stock here.

Constantine—Karl J. Flanders has sold his stock of jewelry to Glenn E. Walton, recently of Three Rivers, who will continue the business.

Howell—Satterla-Scully & Co., dealers in clothing and men's furnishing goods, have increased their capital stock from \$3,000 to \$10,000.

Freeport—The Miller & Harris Furniture Co., of Hastings, will open a branch store here August 1 under the management of D. H. Smith.

Frederic—W. T. Lewis has sold his general stock of merchandise to his son, T. E. Lewis, who will continue the business at the same location.

Jackson—Fire damaged the E. Pangman grocery stock to the extent of about \$700 and the William Bandemer meat stock about \$400 July 6.

Merritt—Jay T. Hoard, recently of Bowens Mills, has purchased the C. P. Sherman stock of general merchandise and will continue the business.

Houghton—Alex. Schumaker has begun the erection of a two-story brick building, 32x65, which he will occupy as a grocery store and meat market.

Pontiac—L. E. Stickler has sold his grocery stock to Charles Newton and Louis Doerr, who have formed a copartnership under the style of Newton & Doerr.

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

St. Joseph—C. Spear has purchased the interest of his partner, Louis Grahl, in the meat stock of Grahl & Spear and will continue the business at the same location.

Highland Park—The Highland Park Hardware Co. has been incorporated with an authorized capital stock of \$4,000, of which \$2,000 has been subscribed and paid in in cash.

Kalamazoo—J. W. Catherman, who conducts a grocery store at 2017 Portage street, has sold his stock to F. E. Elliott, who will continue the business at the same location.

Jackson—Mrs. J. T. Shehan, who conducts a millinery store at 315 West Trail street, has purchased the Mrs. Stoddard millinery stock, at 507 East Main street, and will close it out.

Mason—L. W. Mills, Jr., & Co. have closed out their stock of dry goods and removed to Lansing. The Mills dry goods store has been in existence here about twenty-five years.

Kalamazoo—George Bruen, who sold his dry goods stock two years ago, has leased a store building at 109 West Main street and will occupy it with a stock of dry goods about August 1.

Laurium—Business men of the copper country have organized the Copper Country Commercial Club, the object of which is to bring Houghton, Keweenaw and Ontonagon counties industrial enterprises.

Saranac—C. W. Long has removed his stock of dry goods from Grand Rapids to this place and purchased the Adamson & McBain stock of general merchandise, which he will consolidate with his own and continue the business under the style of C. W. Long & Co.

Grand Haven—The Peoples Clothing & Tailoring Co. has been incorporated with an authorized capital stock of \$2,500, of which \$1,500 has been subscribed, \$500 being paid in in cash and \$1,000 in property.

Petoskey—J. E. Martin, whose grocery stock and store building were destroyed in the McManus mill fire, has purchased the E. L. Rose grocery stock and will continue the business under the style of J. E. Martin & Son.

Grand Ledge—While attempting to turn the water on in a tap in the cellar of his home, E. A. Turnbull, general manager of the Grand Ledge Chair Co., stumbled over a chair and broke his collar bone. A severe gash was also cut in his forehead. The shock of the fall may prove more serious than the injuries.

Holland—A. Steketee, who has been engaged in general trade here for nearly fifty years, recently celebrated the fifty-third anniversary of his marriage at his home on West Eleventh street. Mr. and Mrs. Steketee are each 73 years of age and have been residents of this city and vicinity since the organization of the Van Raalte Colony. The union has resulted in twelve children, ten of whom are living.

Battle Creek—Battle Creek merchants have decided to adopt Thursday afternoon as a holiday for the remainder of the season. Grocers, hardware men and butchers have done this for several years, but the others have held back. Now the dry goods men, clothiers, shoe stores, furniture and furnishing stores, music houses and others have joined in the movement. This means that the city will be practically dead Thursday, while the clerks and proprietors go picnicking or to ball games or elsewhere.

Saginaw—Charles E. Pendell, who was murdered in Los Angeles, willed \$20,000 to his son, Arthur C. Pendell, manager of the silverware department at Morley Bros.; \$10,000 to a sister, Mrs. Byron Emerson, of Saginaw, and \$5,000 to a brother, Joseph W. C. Pendell, grocer on Lapeer avenue. The finding of the will removes the possibilities of litigation and some of the Saginaw relatives who were provided for did not expect to be remembered. The son as the closest living relative, however, would probably have secured a larger amount had there been no will.

Sault Ste. Marie—Leaving the Soo, Joseph Miller, former collector for Joseph Fuoco, grocer and wholesale liquor dealer, has not been heard of since June 22. For several days he had been collecting for his employer and it is alleged he had \$700 at the time of his disappearance. Miller was traced to Chicago, but he could not be found there. He was a resident of Spokane, Wash., and had been in the Soo about two months. So far as is known he is single. A theory that foul play was met by Miller is not the opinion of Mr. Fuoco. Police officers have been notified of the man's escape and have been furnished with his description.

Weston—According to the final report of Charles L. Robertson, receiver for the Ephraim B. Lee interests, the creditors of the defunct Bank of Weston will receive 1 per cent. of their claims against the estate. The report of the receiver shows that he received from Dallas W. Knapp, the former receiver, stocks, notes, cash, etc., amounting to several thousands of dollars, but they were practically non-collectable, so that real value realized was \$495. The amount of the claims is \$37,751 and after the various fees and other costs are deducted, the creditors will have exactly one cent on the dollar. The court has set September 8 for a hearing on the matter. Mr. Lee went bankrupt five years ago and has lived in another state since then.

Manufacturing Matters.

Scofield—The Angerer Clay Product Co. has been incorporated with an authorized capital stock of \$15,000, of which \$10,000 has been subscribed and \$4,000 paid in in cash and \$5,000 in property.

Escanaba—The Manning-Peterson Shoe Co. has been incorporated to engage in the retail shoe business with an authorized capital stock of \$8,000, all of which has been subscribed and paid in in property.

Detroit—The De Meridor Cigar Manufacturing Co. has been organized with an authorized capital stock of \$2,000, of which \$1,220 has been subscribed and \$500 paid in in cash and \$500 in property.

Detroit—The Crary Co. has been organized to manufacture and deal in gas engines and supplies, with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,000 paid in in cash.

Reading—The Acme Chair Co. has merged its business into a stock company with an authorized capital stock of \$30,000, all of which has been subscribed, \$10,000 being paid in in cash and \$20,000 in property.

The California Olive Crop.

The 1913 olive crop of California will have an approximate total value of \$3,250,000, according to W. Winsor of the California Olive Producers' Association. This estimate is predicated upon figures obtained during Winsor's recent trip. through the olive-bearing sections of Northern and Southern California. In 1910 there were 800,000 gallons of oil extracted and 950,000 gallons of olives pickled in that State, the total value of the outputs being \$2,550,000. Winsor estimates the output of pickled olives this year at 1,125,000 gallons and the extraction of oil at 1,000,000 gallons. Figuring on that basis, the 1913 crop will have a value of \$700,000 in excess of the 1910 crop, with an increased production from the olive mills of 200,000 gallons of oil and 175,000 gallons of pickled olives.

The house can get along without you all right; but if you are really on to your job the house will never think so.

Perhaps if good advice cost more, more of it would be used.



The Grocery Market

Sugar—Sugar showed greater activity during last week than in months and what was more remarkable, considering the indifference of the country, advanced easily—raw gaining 3-25c and refined 10 to 20 points, according to the seller. It was a case of distributors realizing at the eleventh hour that they had overstayed their opportunity. Withdrawals of granulated had been hand to mouth in the face of the impending heavy summer consumption. Presumably, the grocer argued that conditions had changed and that the refiner would be able to fill the orders in case supplies run short. But a spell of hot weather caught them napping and now that there is urgency in the request for sugar, refiners, as a rule, are one to two weeks behind in delivery. The movement will keep refiners busy trying to catch up, for in addition to the preserving demand there is the manufacturing consumption to take care of. Meltings are large, 58,000 tons Atlantic ports, or 7,000 more than last year, which shows how big the consumption must be at this time. Refiners point out that prices of refined $\frac{1}{2}$ c are $\frac{1}{2}$ c less than the normal and should tend to increase the absorption by the country, even if general trade slackens on account of the tariff revision. In fact, sugar usually holds its own in times of business depression, being one of the necessities. It is interesting to note that the country is getting the benefit of a lower tariff before the bill goes into effect, as the Porto Rican and Cuban planter hastened the crop to market in anticipation of early action. The measure, so far as sugar goes, will probably not be put into effect until March 1, 1914, thus giving beet manufacturers and the Louisiana planter the benefit of protection for the growing crop. After that date Cuban raw sugar will pay about 1c per pound and in three years the duty will be abolished entirely. The market from now on will be under the control of normal influences. Cuba has sold most of its large crop of 2,375,000 tons and seems disposed to hold the remainder for higher prices. It is pointed out in this connection that Europe is a full half cent above our parity of 3.48c. The weather is generally favorable abroad and an average crop is indicated. Some sections of Germany, suffered from the cool, dry weather, but the outlook as a rule is good.

Tea—Stocks in this country are getting low and in good shape for the receipts of the new crop teas. New samples of Japans look good and the

quality is better than last year. Orange Pekoe Ceylons are very firm, with good demand for good liquoring teas. Ammon grades are easy. New Formosas are coming in and showing good quality. Prices are firm. The low grades of Ceylon, India and Congous growths are weak and neglected. Quality teas are in demand.

Coffee—Receipts so far at Rio and Santos are light, but this was due largely to rainy weather, and it is believed that the crop will reach 14,000,000 to 14,500,000 bags, or at least 1,000,000 more than consumptive requirements. Then there is the growing belief that after the small crops of recent years a bumper yield is in sight, and the flowering this August and September will be scanned with more than ordinary interest. With a big crop lower prices would be inevitable, for another valorization scheme is out of the question and the Brazil planter must take his medicine. There are those in the trade, however, who feel that, temporarily at least, the readjustment has proceeded far enough, weak accounts having been eliminated and a short interest built up. Invisible supplies, they point out, are very light the world over, as a result of the hand-to-mouth policy of roasters. Replenishment of stocks has been deferred until frequent recourse is necessary to the market to provide for ordinary requirements. Any unexpected happenings like a bad frost in Sao Paulo during the flowering time might scare the distributors into buying and put up prices. Then, too, it is suggested lower prices should increase the consumption, which suffered badly from the sharp advance two years ago. Unfortunately for this argument the roaster does not feel inclined to immediately hand over to the consumer the reduction and hence the demand will be so much the slower in picking up. Eventually, however, the trade will get to a normal basis, and while speculation may be quieter legitimate business should profit from the elimination of manipulation here and in Brazil. Mexican coffee has decreased on the market. That now available is not of uniform quality. Some of it is very good, and some is tough and of uneven grade. Mild grades are unchanged and quiet. Java and Mocha unchanged and dull.

Canned Fruits—Apples are very strong and general indications point to a light crop, as a rule, of all varieties. Prices for 1913 pack California fruits opened up in a general way during the past week and reports from primary points indicate a desire to advance these prices, as the gen-

eral belief is that they are entirely too low, based on the cost of production. Attempts to shade the list prices have met with no success, most of the well known packers have sold freely at list prices.

Canned Vegetables—Little interest is manifested in future tomatoes and indications point to a recession of prices to a basis that prevailed before the drought of a few weeks ago, which caused the slight advance in price. Cheap lots of corn have been fairly well cleaned up in the East, and reports from the West also indicate a similar condition, nothing of standard quality being obtainable in this section to-day under about 55c per dozen f. o. b. factory in a large way, which shows an advance of 5 @ $\frac{1}{2}$ c per dozen over previous quotation. Very light trading in peas except for the cheaper grades, price ranging from 85@90c per dozen, supplies of which are rather limited. Most of the trade seem to be awaiting developments as to crop conditions. The indications now are that the pack in this State will be large. String beans are firm based on crop conditions, though no very important business has been done recently. In the balance of the list the market was inactive, and no features of fresh interest were presented. The general tone was steady.

Dried Fruits—The prices put out last Thursday by the California Associated Raisin Company, representing the growers in the million-dollar corporation, guaranteed against decline by the sellers of Associated brands of April 1 next, were as follows: On loose for July shipment, $\frac{3}{4}$ c for 2 and $\frac{1}{2}$ c for either 3 or 4 crowns. For August shipment the prices were $\frac{1}{4}$ c higher, while September shipment was quoted at 4c for 2s and $\frac{1}{2}$ c for 3s and 4s. On seeded the prices named by the Associated Company were $\frac{5}{4}$ c for fancy and $\frac{5}{4}$ c for choice. August shipment being quoted at $\frac{1}{4}$ c and September shipment at $\frac{1}{2}$ c above these figures. No changes of any consequence in prunes, peaches and apricots. Prices on the new crop are being made from time to time, but jobbers are manifesting no interest, preferring to await developments.

Cheese—The market is steady at prices ranging about $\frac{1}{2}$ c per pound below a week ago. There is considerable of the make going into cold storage and the market is likely to remain steady at unchanged prices for a short time at least.

Nuts—Reports from primary sources tend to give an unfavorable turn to crop prospects. The supply and demand will obviously mean higher prices, according to wholesalers.

Syrup and Molasses—Glucose is unchanged and compound syrup dull and unchanged. Sugar syrup dull at ruling prices. Molasses not wanted and unchanged.

Salt Fish—The mackerel situation is steady, owing to comparatively light stocks. The consumptive demand is from hand to mouth owing to the heat. Cod, hake and haddock are unchanged and quiet.

Canned Fish—Domestic sardines are

scarce, speaking of the new pack, as the fish are running scarce. Prices are firm, but the run of fish may improve any day; several packers, however, have withdrawn prices.

Provisions—There is an active demand for everything in the smoked meat line and the market is firm at about $\frac{1}{2}$ c per pound higher than a week ago. There is likely to be a slight falling off in the consumptive demand after the holiday season and the future depends upon the supply, which is reported to be short at this time. Dried beef, canned meats and barreled pork are all having increased demand at prices ranging about the same as last week. The market on pure lard is firm, with a good consumptive demand at unchanged prices, while compound is showing an increased demand, with a short supply of oil. The market is firm at $\frac{1}{4}$ c per pound over last week.

John A. Higgins, Frank F. Watson and Edward Whalen have organized a stock company under the style of The Whalen Grain and Produce Co., with a capital stock of \$15,000, and purchased the elevator and business of the Sparta Grain Co., at Sparta. The business will be managed by Edward Whalen.

R. I. Parish and J. Reynolds have formed a copartnership under the style of the R. I. Parish Drug Co. and engaged in the drug business at the corner of North Burdick street and Kalamazoo avenue, Kalamazoo. Hazeltine & Perkins Drug Co. furnished the stock.

D. T. Patton has returned from Boston, where he spent ten days selecting spring samples for the Grand Rapids Shoe & Rubber Co. He was accompanied by his older son, Randall. This is the twenty-ninth trip Mr. Patton has made to the Boston market.

H. W. Chase, formerly engaged in the drug business at Muskegon under the style of Chase & Tuxbury, has engaged in the same business in the same city on his own account. The Hazeltine & Perkins Drug Co. furnished the stock.

When you find a man who is waiting for things to come his way, you find a man who is a standing invitation to the undertaker.

H. T. Stanton, trustee of the J. D. Van Sickle general stock, at Carson City, has sold it to the Morley Mercantile Co., of Morley.

M. McEachron has engaged in the drug business at Hudsonville. The Hazeltine & Perkins Drug Co. furnished the stock.

The man who cannot look after his employer's business properly will probably never have one of his own to look after.

Henry J. Vinkemulder and family left Monday for Estes Park, Colo., where they will spend the summer.

Experience will teach a man a lot if it doesn't kill him.



A bulletin issued by the State banking department shows that during the first six months of the year fourteen State banks and one trust company have been authorized and applications are now on file for nine more State banks, to begin business as soon as the formalities can be observed. There are now 453 State banks doing business and six trust companies. The consolidated statement of all the banks as of June 4 shows a gain of \$5,061,008 in business, as compared with the reports of April 4, a gain of \$4,184,457 in deposits and a gain of \$6,400,000 in loans and discounts. The total savings deposits are \$215,112,181; \$28,947,992 more than the requisite one-half of this total is carried in mortgages, bonds and other approved securities. The bulletin indicates a very healthy condition of the banks and reflects a condition of prosperity in the State. The large number of new banks being organized indicate that banks are being established in the smaller towns, giving them the facilities for doing business which the large cities enjoy.

The directory of the banks of the State which the Grand Rapids National City Bank has issued annually for several years past is out once more and in the same handy form of its predecessors. The directory has been compiled each year since the first edition appeared by Arthur T. Slaght and represents an immense amount of careful, painstaking work on his part. It covers not only the State and National banks of the State, but the private banks as well, and the data given includes when organized, capitalization, surplus and profits, deposits, loans, officers and directors and the names of correspondents. It is a very handy reference book and one that all who have bank dealings find convenient to have at hand.

With the standard securities anywhere from 10 to 20 or more points off it would be supposed there would be heavy withdrawals from the banks to make investments at what everybody familiar with stocks knows to be bargain prices, but, according to the banks, there has been comparatively little activity in this line. This is accounted for on the theory that a very large proportion of the bank depositors, especially the savings depositors, are unfamiliar with stocks and afraid of them or do not know where or how to buy. Those who do appreciate the investment opportunities and know the ropes are not, as a rule, savings depositors, or if they are it will be found that, as a class,

rule, savings depositors, or if they are it will be found that, as a class, they are already loaded up and are waiting for the turn of the market to take their profits. The banks are not encouraging loans for stock investments and this attitude is preventing those who have already reached their limit from going further. In the matter of stocks, it may be observed that some of the unlisted securities, like Commonwealth, United Light and Railway and American Light and Traction, in which Grand Rapids investors are largely interested, have behaved better than the stocks that are usually regarded as high grade. It is true they are off with the rest of the market, but not to such a degree as the listed stocks. Commonwealth, for instance, is now quoted around 77, as compared with 92 a few months ago, while New York Central, which a few months ago was above 120 is now below par. There are indications of a rising market, but it is unlikely that any marked bull movement can be looked for until Congress adjourns and the fall financing of the crops is over.

The bankers are staying by their jobs this summer. A roll call of the bank presidents will find all of them responding when their names are called except Henry Idema, who is taking a six weeks' automobile tour in Europe. The others may break away later, but just now they are working as usual. Hay fever time usually sends Dudley E. Waters away, and the call of the farm takes Wm. H. Anderson out into the country two or three times a week. Robert D. Graham gets his recreation picking fruit and Jas. R. Wylie has his ancestral home in Allegan county to visit when the city gets too much

American Public Utilities Company

Furnished its share of the \$266,000.00 disbursed July 1 by paying dividends on preferred and common stocks.

If purchased now, the preferred stock of the company will yield

8%

Dividend paid quarterly.

We consider it a CONSERVATIVE investment.

Write for earning statement and map.

Kelsey, Brewer & Co.

*Bankers
Engineers - Operators*

Fourth National Bank

**Savings
Deposits**

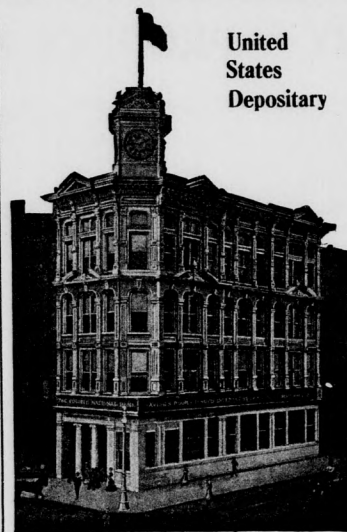
3

**Per Cent
Interest Paid
on
Savings
Deposits**

**Compounded
Semi-Annually**

**Wm. H. Anderson,
President
John W. Blodgett,
Vice President
L. Z. Caution,
Cashier
J. C. Bishop,
Assistant Cashier**

**United
States
Depositary**



**Commercial
Deposits**

3 1/2

**Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year**

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

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3 1/2 % if left a year.

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Resources \$8,500,000

Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

**Merchants, Treasurers, Trustees,
Administrators and Individuals**

who desire the best returns in interest consistent with safety, availability and strict confidence.

CORRESPONDENCE PROMPTLY REPLIED TO

on his nerve. Chas. W. Garfield has a favorite spot down on the seashore for the summer, but has not yet bought his ticket. Clay H. Hollister has a summer home in the White Mountains and has already sent his family there, but he is still in town except for occasional breaks away on business.

George M. Reynolds, President of the Continental & Commercial National Bank of Chicago, has returned from Washington, where conferences were held with the Administration concerning the Currency bill. Mr. Reynolds said: "I am confident that the Currency bill as it finally emerges from Congress will be a satisfactory one. It is expected that such changes as may be demonstrated to be reasonable will be made in the bill. I feel hopeful that some plan will be devised whereby the banks will be represented in the deliberations of the Federal board of control. I do not believe it has been intended that this board should exercise active and continuous authority in directing the affairs of the regional banks." Mr. Reynolds is rather pleased with the results of the Washington conferences. He added: "We found the Administration as a whole amenable to our arguments and conciliatory to the bankers' side of the question. Our discussions were several, prolonged and entirely amiable. President Wilson seemed to think them instructive and was good enough to say so. Whenever we were able to elucidate our points convincingly, the Administration yielded gracefully. Where we could not convince, we were unsuccessful naturally. But taking the matter in all, we did better than we had expected. We succeeded in having the power of the Federal body clearly defined in having the point brought out that the non-banking members will be regulators, not controllers, of the regional associations; in eliciting a promise that the board will be advised by an advisory body made up of bankers after the manner of the Reichsbank regulation in having the authority to fix rates transferred from the Federal men in Washington to the district associations.

"Certainly not less important to the country at large and to bankers in particular, was the modification of the section regarding Government bonds. When we showed how serious were the consequences of liquidating some \$730,000,000 of Government bonds owned by the National banks at a loss and at such a time, Mr. Glass and the Administration as a whole appreciated the demonstration. We did not hesitate to express the view that such forced dispositions would precipitate a panic, and Mr. Wilson and his aides were not slow to share our opinion. As it is we'll have twenty years to dispose of the bonds. This imperative demand, as it appeared in the original draft of the bill, terrorized the financial world, and well it might. The money market, National and international, could no more absorb \$730,000,000 of United States 2s than it could take care of that amount

of a European military loan. The bare possibility of having to sell the bonds gave bankers a shock from which they have not yet fully recovered.

"The modification of the reserves clause was also exceedingly gratifying to everybody, including all intelligent people outside of banking, so far as I have been able to ascertain. Regarding the stipulation of note issues we could do nothing. The Government, as represented by the Administration, insists that the Government guarantee the issue conjointly with the issuing bankers. Personally, I fail to see the necessity of involving Uncle Sam in the responsibility of a redundant currency; but as a member of Mr. Wilson's cabinet was determinedly hostile to our conception of the matter, we finally abandoned our efforts to dissuade the Administration."

J. B. Forgan, President of the First National Bank of Chicago, said that the changes already made in the bill were in the right direction and good as far as they went; but he was decidedly opposed to taking stock in, and turning over part of his reserve to, a Federal reserve bank, unless the makeup of the Federal reserve board were changed. "I am willing to go on record," said Mr. Forgan, "as saying that if the bill as it now stands becomes a law, I shall recommend to my board of directors that they give up the National charter. I would not ask them to put beyond their control so large a part of the bank's capital as the bill would require, to be handled by such an agency as the bill proposes. I don't see how any bank can do it without the consent of its stockholders. The bill may be amended in its provisions for the Federal reserve board, but as it stands it seems absolutely impossible to me."

The scientists in Paris are very much excited over the fact that the spots in the sun have disappeared. The economists have yet to be heard from. At first sight there may not seem to be much, if any, connection, between astronomy and finance except that certain financiers seem to have been born under a lucky star; but, as a matter of fact, sun spots, in the opinion of a number of famous economists, play a great part in the prosperity of countries. For one thing, the magnetic storms, which are said to be occasioned by them, sometimes play hob with the crops, and that's where they get into the books on political economy. For another—well, there are all sorts of theories about sun spots and most of them have yet to be proved correct. But there's something on which all the authorities seem to agree; which is, that the earth is very much better off when there are not any spots on the sun than when there are.

Quotations on Local Stocks and Bonds.		
Bid.	Asked.	
Am. Gas & Elec. Co., Com.	76	78
Am. Gas & Elec. Co., Pfd.	43½	44½
Am. Light & Trac. Co., Com.	368	372
Am. Light & Trac. Co., Pfd.	106½	108
Am. Public Utilities, Com.	51	55
Am. Public Utilities, Pfd.	72	74
Cities Service Co., Com.	92	94

Cities Service Co., Pfd.	76	78
Citizens' Telephone	80	90
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt. Com.	58	59
Comw'th Pr. Ry. & Lt. Pfd.	76	79
Elec. Bond Deposit, Pfd.	65	70
Fourth National Bank	212	
Furniture City Brewing Co.	55	65
Globe Knitting Works, Com.	135	140
Globe Knitting Works, Pfd.	100	
G. R. Brewing Co.	155	
G. R. National City Bank	180	181
G. R. Savings Bank	225	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	30	34
Macey Co., Com.	200	
Macey Company, Pfd.	95	97
Michigan Sugar Co., Com.	28	
Michigan State Tele. Co., Pfd.	97	100
National Grocer Co., Pfd.	83	86
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	40	41
Peoples Savings Bank	250	
Tennessee Ry. & Pr., Com.	11	13
Tennessee Ry. & Pr., Pfd.	70½	72½
Utilities Improvement Co., Com.	47	49
Utilities Improvement Co., Pfd.	68½	70½

United Light & Ry., Com.	65	68
United Light & Ry., 1st Pfd.	75	78
United Light & Ry., 2nd Pfd.	75	77
(old)		
United Light & Ry., 2nd Pfd.	71	73
(new)		
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95½ 96½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	99½ 100½
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Saginaw City Gas Co.	1916	99

July 9, 1913.
Ask for our Coupon Certificates of Deposit
Assets Over Three and One-half
Million

GRAND RAPIDS SAVINGS BANK

GRAND RAPIDS TRUST COMPANY

AUTHORIZED CAPITAL AND SURPLUS, \$450,000.00.

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E. A. STOWE, Editor.

July 9, 1913

FURNITURE MADE IN ORIENT.

Furniture made of reed, rattan, willow, grass, fiber and similar materials were a few years ago designed almost exclusively for summer use, for the porch or lawn and, possibly, for the bed room. This furniture was usually all of one material and, if its bareness was relieved in any way, it was by removable and loose cushions and pads. These goods are still popular for summer use, but in recent years they have become almost staple for all the year around sale as the furniture of mahogany or oak. This is in part due to the enterprise of the manufacturers in making the goods up in more attractive ways and partly to the changes in the methods of living. One of the modern developments in home architecture is the sun parlor. No modern home of any pretension is thought to be complete without its sun parlor. Old houses are being made over to afford such a room. The light easily handled, inexpensive and durable furniture of willow, reed and similar materials make the ideal furnishing for the sun parlor and this, it is stated, has added enormously to the annual sales. Another modern development of the home is the sleeping porch, which has become almost as much in demand as the sun parlor. The furnishing for the sleeping porch, when anything but the bed is desired, is usually of the summer materials. Instead of offering the plain goods in the natural colors, the manufacturers have discovered many attractive finishes and color effects for their product. The old goods used to be in the natural colors almost exclusively, but now we have them in many colors, and there has been a wide adoption of upholstery. The chairs, rockers and settees of reed, willow and similar materials are almost as elaborately upholstered now as the goods in wood. Different materials are used, however. Instead of tapestry, damask, plush, leather and similar materials that run rapidly into money, denims and cretonnes are popular. The denims and cretonnes are inexpensive, can be had in any desired color scheme and are exceedingly attractive. The summer furniture upholstered has been making rapid gains in popularity for the bed and

living room and also for the library. The bed room goods usually take the light colors, the living room furniture is in more sober hues and such chairs and rockers as are designed for the library are in dark colors and are sometimes upholstered in leather. These goods are fairly durable and, if they do wear out or the folks become tired of them, they are not so expensive as to prevent their discard. They have the further advantage of being very comfortable for every day use.

These goods used to be shown in chairs and rockers only, but now entire rooms can be furnished. A living room suite would include chairs, rockers and settee. The sun parlor suite would have chairs, rockers, settee, a table, tea wagon, tray, book case and magazine rack. The bed room suite would include bed and bureau, with body of wood covered with the material with such finish or color as might be desired. Not all the lines shown have the bed and bureau, but most of them include the table and other articles named.

The Orient is making substantial progress in the production of these soft material goods. Hong Kong is the center of the Oriental production and enormous quantities of the wares are being sold in this country with the trade rapidly growing. These Chinese goods are in three materials, the sea grass, the rattan peel and of hemp fiber and in quantity sold they rank about as named. These Chinese goods are made in the natural color, are fairly durable if not given too hard usage, and have the advantage of being remarkably cheap. They are quite up-to-date in design, with English patterns predominating, and are shown in large variety. They lack the style, finish and tone of the American goods, but the Chinese are steadily improving in this respect and with the growth of the industry will, no doubt, make still further progress. The Chinese industry is not a factory industry, but is done mostly by the Chinese workers at their homes. The American agencies secure samples and from these make their sales. The orders are then sent to agencies or contractors in Hong Kong, who furnish the raw materials and have the goods produced in as many different homes as they can get on their lists. What wages the Chinese workers may receive is not stated, but the pay can not be great, judging from the price at which the goods are sold in this country, after paying the freight half way around the world and the duty. The rattan peel goods are much more attractive than the grass and are growing in popularity. They are somewhat more expensive than the grass, but much more stylish and are often finished in colors and designs.

The Philippine Islands are not yet contributing to the American furniture market to any extent, but may do so in the future. One of the six Oriental lines shown in the market this season includes a large assortment of basketry made in the Philippines, with Manila as the center of the industry. The Government

schools have been teaching basket-making and children attending the schools have become experts in making baskets of the finest workmanship. The baskets are made of various palm and other native fibers and some of them are in beautiful design and of so fine weave as to rival cloth in closeness of mesh. The Philippine goods are shown here for the first time this season and are said to be meeting with ready sale.

Japan is also sending basketry to the American market and the furniture buyers are taking it freely with their other goods as an attractive sideline. Chinese and Japanese embroideries for lamp shades, table covers and similar uses are also finding a good market with the furniture trade.

PAID MORE THAN THEY EARN.

The Eastern railroads once more and for the third time in a year are facing a demand of organized railroad labor for more pay. First, the locomotive engineers demanded an increase of pay and the engineers won through an arbitration by a special commission. Then the firemen made their demands, and their demands were met with an arbitration under the Erdman law. Now the conductors and train men are putting in their demand for an increase of 20 per cent. in wages and, by a vote of 94 per cent. of their membership, have voted to strike if the demand is not conceded, or at least referred to arbitration. The increase in wages received by the engineers added \$2,000,000 to the railroad pay rolls and the firemen's demands further swelled the pay rolls by \$3,750,000. What the conductors and train men demand will pile \$17,000,000 more on the pay rolls, if it is conceded in full. The railroad managers are pursuing their usual tactics of refusing to grant the increase demanded, but former experiences seem to indicate that this refusal is merely a preliminary to an ungraceful surrender. The railroads, through the advertising columns of the newspapers, are endeavoring to inform the public that the demands are unreasonable, that the conductors and train men were given a 50 per cent. increase in pay only three years ago, that they are in many instances overpaid, that the railroads can not afford to add to their pay rolls at this time and that if the expenses of operating are increased the public will ultimately be compelled to pay. This is just what they did in the former instances, and in the former instances when it came to a show down they laid down, and it will be interesting to see if they do the same again this time. Conductors and brakemen are important to the safety and convenience of the traveling public, but these can scarcely be classed with skilled labor. Almost any man of ordinary good sense and who can read enough to learn the rules can fill the places made vacant if a strike should occur. The railroads ought to be in a position to make a stand against further extortion, but the question is, have they the nerve? One of the Eastern railroads has

shown that it has the nerve. This is the Erie, which has withdrawn from the association of railroad managers and will fight out its problem alone. The Erie's position is that it owes something to the public, that it must put money into improvements, safety appliances and good service and that this will be impossible if all the money the road earns is given to the employees. It holds also that the conductors and train men are already paid more than they earn, that the demand for more wages is unreasonable and that to concede such demands would be to place unnecessary and unreasonable burdens upon the people who must pay the bills. The Erie will fight, regardless of what the other roads may do. And the Erie is right. Its position will command public respect.

Strikes are not desirable, but there are times when they are preferable to ignominious surrender. The organizations of the railroad employees have become arrogant in their strength and, in making their demands now, they do so not on a basis of what is right but rely on their strength and follow the tactics of the hold-up man. No longer do they claim that they earn the money they ask for, but, with brutal frankness, hold the club of their organization over the heads of the railroads and say they will plunge the country into distress if their demands are not conceded. It is only a question of time, so extortionate have these organizations become. When a pitched battle will have to be fought to determine the status of the employees toward the management and the public. Dealing with the conductors and train men would be a good time to start the fight. But have the railroad managers the nerve?

When you want to locate a sneak, point your finger at a union man. Some of the employees of the Commonwealth Power Co. were recently discharged for stealing wire. They retaliated by fomenting a strike among the employees who would not steal. Failing to seriously cripple the company by refusing to permit other men to work, they are now resorting to the usual union methods of cutting wires, short circuiting wires and other sneak methods peculiar to men of their ilk. No one can employ union men and retain his self respect. No workman can join a union without automatically becoming a sneak and a liar.

Can you think of any disadvantage a dirty store or an untidy salesman possesses over a neat store and a clean salesman?

If you do not know exactly what it costs you to do business, you may be sure that it is costing you more than you think.

Misrepresented goods will never prove satisfactory to the customer, no matter how excellent their quality may be.

Nothing is so pleasant as to air our worldly wisdom in epigrammatic nuggets.

THE TRAIL OF THE SERPENT.

The labor unions gained a victory when they persuaded President Wilson to sign the Sunday Civil Appropriations bill, containing the vicious class legislation vetoed by President Taft exempting labor unions from prosecution under the Sherman anti-trust law, but it is one of those victories which will prove very dear in the end, because it has opened the eyes of the people to the cowardly attitude of the labor leaders in seeking to protect themselves from the prison sentences they so richly deserve. President Wilson's abject apology to the country for signing the bill brings a blush of shame to the cheek of every true American. No President has been so humiliated since President Johnson was compelled to face impeachment proceedings. Mr. Wilson assures the country that there are other funds at the disposal of the Government for the prosecution of violations of the Sherman law by leaders or others, so that the signing of the bill embodying class legislation of this character will not hamper the officers of the law in doing their duty. Considering that the Democratic party now in power is pledged to this programme by the Baltimore platform and that this pledge has been made good by an overwhelming vote of the party in power in both houses of Congress, there is little chance for the legal representatives of the Government to do very much under existing conditions. The patriotic people of America, however, are so incensed over the President's action, which has been precipitated by the threats of the unscrupulous labor lobby maintained in Washington, that they will be heard from in no uncertain sound in the near future. Anarchy and unionism cannot be permitted to stalk unrebuked through the halls of Congress and the Executive Mansion without the people rising en masse and grinding the head of the serpent in the dust.

OPEN THE CHANNELS.

A wide-awake open-eyed force of employees is one of the greatest assets a business can have. Some business houses encourage employees to make suggestions in the interest of a business, both by making it known that such suggestions are always welcome and by offering money rewards for such ideas as may be accepted.

This is an excellent spirit and one which should, in some measure, permeate every business house. It allows the humblest worker to feel that he can have a voice in the conduct of the business if he can furnish an idea that is worth acting upon. If he thinks he would do such and such things if he were in authority, he has the privilege of having it done—if his idea is considered a good one. After all, it is the idea that really rules, and whoever furnishes an idea upon which any phase of a business is conducted may have the satisfaction of feeling that, in that degree, he has a part in the management of the business.

In those establishments where this rule is in force, where all employees are encouraged to express their thoughts

to the management in regard to any part of the business, it has been found that even the least of the employees may make valuable suggestions which the managers had not thought of.

DON'T JUSTIFY A DEFECT.

To excuse a fault to save the trouble of correcting it is always a dangerous policy. A salesman with this habit was the means of turning the entire tide of business away from his house. The concern he represented had a practical monopoly—at least a lion's share—of a certain kind of art work. A number of the largest customers were handled by this salesman. When the design was submitted for approval before finishing the work, the buyers would suggest changes and corrections to be made. The salesman found it easier to argue against the alterations and pretend that there were technical reasons for having the design as it was. The deference which men of good judgment usually pay to technical knowledge often caused the buyers to concede the claims of the salesman. His success in "talking them into it" caused the habit to grow upon him until he would oppose every suggestion for a change or correction. The buyers finally got tired of arguing with him and one by one they began to deal with a rival concern. Within three months after the first step was taken the original concern had lost practically all its large customers in that line and the rival house was serving them.

The patient correction and improvement of detail is the highway to perfection. To shirk the task will undermine success in any line.

Commercial-minded people will see a logical extension of the vocational idea in a school system lately introduced at Gary, Ind. Instead of getting a percentage mark, the students are given a check on the "vocational credit bank." When they have deposited \$80 in checks, they are entitled to credit for one full course. Something like this plan was once employed in the George Junior Republic. At Gary it is said to teach not merely the principles of economics, but to give the pupils an incentive to harder work, so that those who once studied in the thirty-cent-an-hour class are rapidly mounting to the sixty-cent class. The first part of this design will not please those who reflect upon what was halcyon in their childish career. The charm of the time is its separation from the hot, workaday world of the adults, the undissipated mistiness with which the child looks out upon the machinery and labor and wages. Upon this separation depends a part of its intellectual profit. To credit a boy \$80 for a course in Latin or Shakespeare sounds preposterous. For the competitive element in the system more can be said. Its rearrangement of the credit plan, whereby a youth who carried his courses with a grade of sixty would require a longer attendance than one who held his work at 90 per cent, would put a new valuation upon diplomas. But, of course, the principle here is not connected with its language of dollars and cents.

HUNTING BARGAINS.

Bargain hunting seems to be a part of human nature. While the feminine side of the house may be the victims of the joke column on this subject, the fact still remains that mankind, whose representative is man, has ever delighted and ever will delight in getting the best of a bargain, even if it be only a horse trade. The aim is a worthy one, too, not carried to excess—and what good thing in the world is not capable of being pressed to a culpable limit?—but the trouble with some of us is that we forget, when we have struck some rich purchase, that it is to our own interest to share it with our customers.

It may be that the ruling price of sugar is 6 cents and that it seems useless to cut rates below this, even if we did happen to get a few barrels at a better rate just before a rise. The remainder are selling at the higher price, and why not get the benefit of the deal to the fullest extent? Or if our good fortune was along the line of cotton or woolen goods, what's the use in giving away a part of our own reward for being a more shrewd buyer than a rival?

The logic along this line may sound all right, but there is a fallacy in it, the proof of which is best found by adopting the reverse method. You are catering to a certain patronage. You desire to hold this through your honorable treatment of customers. This may be done, in a measure, through the policy of doing as well by them as the other man does; but there are always outside influences stepping in to modify relations. Your rival may speak in a blander tone or be a little more glib with his speech or give a little more to the baseball nine. You are liable to lose prestige in one of many ways. But if you establish yourself as one who always wants to do the best possible with his customers—which includes sharing with them your bargains—the case is entirely different. And bargain hunting becomes doubly lucrative.

THE SALESMAN'S PLACE.

The salesman who comes to your office to do business with you sometimes has far less courtesy accorded him than is due his attainments. There is a feeling among some men that all salesmen are more or less bothersome fellows who try to sell you something you don't want. And there is an element of snobbery in the attitude of some buyers—a feeling that the salesman belongs to a lower order because he solicits business. This attitude is unjust. There may be salesmen who do not merit the highest measure of respect, but that is the fault of the individual and not of the profession. But there are salesmen who are worthy of the fullest measure of courtesy and respect, first because they are gentlemen and next because they are business men, and next because they are performing one of the most vital functions of society.

The most helpful invention ever made would hardly have its proper influence on civilization unless there were competent salesmen to champion its rights, expose the fallacies of old-

er methods and tear down the stone wall of prejudice with which the average buyer surrounds himself. Many of the most civilizing influences would fail to reach the people unless there were salesmen capable of clearing the way for them. The very channels of commercial progress are opened, not by inventors and not by manufacturers, but by salesmen. Give the salesman the honor due his place in the world's work.

TACTFUL DEALING.

A favor granted graciously is of double value. Many persons overlook this, and if they grant favors at all it is only after being beaten at haggling, so they get no credit for it and leave an unpleasant feeling in the mind of the other. If you intend eventually to grant a request, do so at once—and do it graciously.

A man bought a house coat at a furnishing goods store. When it was delivered at his home he noticed that the collar had in some way become soiled. He was very much wrought up and took it to the store, intending to demand his money back and vowing he would not trade there again. The salesman to whom the coat was returned saw instantly that it should not have been sent out that way and, instead of trying to convince the customer that it was all right—as others might have done—he said:

"We thank you very much, Mr. Smith, for calling our attention to this. It is certainly not as it should be and we are very sorry to have given you any trouble because of our oversight. We shall be glad to have you make another selection, or, if you prefer this one, we can have it nicely cleaned and returned to you today."

The customer was so completely taken by surprise that he quickly forgot his hostile feelings and the matter was soon adjusted to his entire satisfaction. The slightest reluctance of the salesman's part might have brought on an unpleasant experience for both.

If any one has any doubts as to antecedents and character of Samuel Gompers, he can be correctly grounded by reading Elbert Hubbard's description of him in the *Philistine* for July. Mr. Hubbard wields a trenchant pen, but even the Sage of East Aurora can hardly do justice to such a marplot as the head of the American federation of labor.

It is said that some insects reach maturity within thirty minutes after birth but some specimens of mankind do not mature in thirty years.

The sad expression often worn by old men is probably caused by their having forgotten the things they thought they knew when young.

It doesn't much matter how we start this game of getting along in the world—the thing that counts is where we land.

After a man has taken a chance it sometimes happens that he would be only too glad of a chance to put it back.



Seek Ideas in Other Places Than Your Own.

Written for the Tradesman.

The great trouble with many merchants who feel that they are slowly losing their grip is merely that they have attempted to grip their business just a bit too tight. A close grip is excellent in an emergency, but it does a merchant good to haul off to a little distance, and survey himself and his methods from a new point of view.

Try as we may to keep our minds fresh and receptive, our receptivity to new ideas is bound to be dulled by too long continuance of the daily grind. Hence it is that every year our souls unconsciously clamor for a change—a holiday trip or an outing of some sort. The merchant who, on the plea that the business can't spare him, refuses to answer the subconscious summons, is short sighted to a degree.

New ideas are the life of trade; but the time comes in the life of every business man when he needs a mental shaking up. He gets so close to his daily work that he can see nothing else. What such a man needs is a change.

Perhaps a full grown holiday in the woods or on the lakes is impossible. The next best thing is a trip of a few days to some other city. For this, the merchant need not wait until the holiday season comes. It will pay him at almost any time in the year to drop business for a day or two and take a flying trip to another town where he can saunter indolently about and study at his leisure the mercantile methods there employed.

A few years ago the writer was in a small Ontario lake town and was enjoying a walk down the quiet main street when he happened to overhear a bit of very significant conversation. Two gentlemen had paused to examine a store front.

"There's an idea for you!" exclaimed one. "And I think that the people in this place can show us how to do things."

Further conversation showed that the visitor was a merchant from a Michigan town of between 15,000 and 20,000 people. Yet, in a town of less than 5,000, he had found a store front idea which attracted him. The "idea" was one often met with in large cities—a large basement show window which gave the passer-by a clear view of a big display of tinware, china and other articles below the level of the sidewalk. Yet the idea was new to this man or, at least, it was worked out more satisfactorily than he had ever seen it.

The merchant thus leisurely study-

ing the mercantile methods of another town will often pick up ideas which are new and helpful. All good ideas are not the monopoly of any one place. Often the man who takes a day off for such a visit will pick up something of practical benefit where he never looked for it. Nor are all good ideas the monopoly of the large city. The retailer from a town of 5,000 or 10,000 will benefit by seeing with his own eyes what men in other places of the same size are doing and how they do it. The ideas picked up in such places are far more likely to be helpful to him because they will not involve an outlay that places them beyond his reach.

Nor is it merely for the sake of new ideas that such an outing is helpful. The merchant who sticks too closely to his business is apt to fall into a rut. His whole town is prone to do the same thing. Even where an individual merchant introduces something new and helpful, his fellows are likely to view his innovations with prejudiced eyes. In the home town a man can never get quite away from the tradesman's end of the telescope. In a strange place, as just one of a gazing crowd, he sees things from a different and less partial point of view.

The comment of passing strangers are a tonic. A casual criticism may point out a fault in window construction of which the listening merchant has a dozen times been guilty, yet which he has never noticed. If one of his own townsmen had called his attention to it, he would say: "Oh, what does that fellow know of window dressing, anyway?" But when the criticism comes from a stranger, the merchant realizes far more clearly that the window is made for the passer-by, and that by the standard of the passer-by it must be judged.

It pays to visit like this in other places—and when you are visiting, don't forget that the lesser places have things quite as interesting as the metropolis and far more practical for your purposes. In any event, the outing will be a change and a rest for you. William Edward Park.

It Pays to Advertise.

At the urgent request of the advertising department we reprint this bit of logic from an unknown source:

"When a duck lays an egg she just waddles off as if nothing had happened.

"When a hen lays an egg there's a whale of a noise.

"The hen advertises. Hence the demand for hens' eggs instead of ducks' eggs."

Novel Window Display in Manistee Meat Market.

Written for the Tradesman.

To a man, who, in strolling about the streets, notices with considerable interest the window displays, it seems strange that dealers do not more often have a fish display. Up in Manistee sometime ago the writer happened to see a window dressed entirely with sea food and yet it was in a meat market where sea food was not given any special place. It is handled along with the other goods, but that merchant had looked over his shop carefully and the number of articles which came from the sea which he had in that window was surprising. He did not content himself with simply stacking in a few bunches of those tough looking stock fish which look as if every drop of moisture had departed from them forever. He dressed up his window so that it looked and smelled and acted like the sea, for there were two or three big live lobsters lazily opening and shutting their claws. There were various kinds of fresh fish, some dressed and lying on clean platters and garnished with sea weed. There were heaps of oysters in the shell with the water from melting lumps of ice trickling down over the pyramids of rough shells. There were shrimps in glass jars and oysters in big sanitary receptacles and shrimps in cans and lobsters in cans and about everything that comes out of the water and tastes good was there. The center of attraction was a great snapping turtle tied by a thong around one of his forefeet and blinking with his cunning evil eyes at the crowds who stopped to look at him. Of course, giant turtles are not always at hand whenever a dealer wants to have a fish window, but most of the other things are in the stock of the up-to-date shopkeeper all of the time and it would pay him to use them. The person who eats only fish on Friday, would, probably, after stopping in front of a shop window like that, go in and carry home a lot of things that he had not intended buying when he started out. It is also likely that if he was on the way to the place at which he usually trades and happened to pass such a display, he would go in, because he would see there things that he did not know were in stock at the other place, although they probably are, only the dealer has them hidden away in the ice box where nobody sees them and where they never look so tempting that they really must be bought.

In handling sea food in window displays care must be taken to make it look tempting. Nothing looks more tempting when it is properly displayed and nothing so lacks that feature when it is thrown in any old way. A salt water fish thrown into the window with several of his fellows wallowing in a tin full of melted ice water is a far different thing from that same fish reposing restfully on a white napkin, covering a clean earthenware platter and garnished with bits of sea weed or other kind of greenery.

Of course, a fish display must be handled carefully. Because of its per-

ishable nature it cannot be left any length of time and the average dealer will probably be of the opinion that it is not worth the trouble for the short length of time that it can be left, but a trial will convince him that it is one of the best investments of time and labor that can be made.

Of course, timeliness must be considered. Try and have it ready for the shoppers on Friday. Many people are looking for sea food then and if you offer this interesting suggestion to them in the way of a window display, you will be surprised at the attention that it attracts because of its rarity.

Glenn A. Sovacool.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

July.

Michigan Billposter Association, Detroit.
Lutheran Bund, Grand Rapids.
The Michigan State Retail Jewelers Association, Saginaw, 16-17.
Michigan Bar Association, Lansing, 16-17.
Association of Probate Judges of Michigan, Grand Rapids, 22-23-24.
Grand Circuit Races, Grand Rapids, 28-31.
Swedish-Finnish Temperance Association of America, Dollar Bay, 31, Aug. 2.
State Golf League, Saginaw, 31, Aug. 2.

August.

Michigan Association of Commercial Secretaries, Ludington.
Michigan Abstractors' Association, Grand Rapids.
Michigan State Funeral Directors and Embalmers' Association, Grand Rapids, 5-6-7-8.
Michigan State Rural Letter Carriers' Association, Grand Rapids, 5-6-7.
Michigan Association of the National Association of Stationery Engineers, Grand Rapids, 6-7-8.
International Brotherhood of Electrical Workers, Saginaw, 9.
Central States Exhibitors' Association, Grand Rapids, 6-7-8.
Blue Ribbon Races, Detroit, 11-16.
Grand Chapter Royal Arch Masons, Ann Arbor, 18-22.
Michigan Christian Endeavor Union, Grand Rapids, 28-29-30-31.
Social Order of Moose, Detroit.

September.

Michigan State Medical Society, Flint.
Michigan Library Association, Muskegon.
Mid-West Association of Deaf Mutes, Grand Rapids, 1.
Central German Conference, Grand Rapids.
West Michigan State Fair, Grand Rapids, 1-6.
Grand Council Order Star of Bethlehem, Detroit, 2.
State Encampment Knights of Pythias, Kalamazoo, 2-3-4.
Grand Circuit Races, Kalamazoo, 4-8.
Michigan Retail Shoe Dealers' Association, Detroit, 9-11.
Michigan Bean Growers' Association, Grand Rapids, 10-11.
Michigan State Fair, Detroit, 15-20.
Grand Circuit Races, Detroit, 15-20.
Michigan Federation of Labor, Kalamazoo, 16-19.
Eastman Kodak Exposition, Grand Rapids, 29, Oct. 4.

October.

Michigan State Pharmaceutical Association, Grand Rapids, 1-2.
Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.
Grand Lodge Loyal Order of Moose.
Annual Conference on Vocational Guidance, Grand Rapids, 19-20.
Michigan State Federation of Art Association, Grand Rapids, 21.
Michigan Federation of Women's Clubs, 21-22.
Grand Council of the I. O. O. F., Kalamazoo, 21-22-23.
National Association for the Promotion of Industrial Education, Grand Rapids, 23-24-25.
Michigan Bee Keepers' Association, Detroit.
Michigan Society of Optometrists, Detroit.
Michigan State Teachers' Association, Ann Arbor, 30-31.

November.

Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids.
National Baptist Congress, Grand Rapids.

December.

Michigan Knights of the Grip, Grand Rapids.
Michigan Branch of the National Bee Keepers' Association, Detroit.

January.

Modern Macabees of the United States, Bay City, 11-15.
Retail Walk-Over Association, Grand Rapids.

February.

Retail Grocers and General Merchants Association, Grand Rapids.
Michigan Association of County Drain Commissioners, Grand Rapids.

Warm Weather Flour

Ought to be the kind that responds quickly to the yeast, or cream tartar, or sour milk or baking powder.

Lily White does.

In hot weather you don't want to do a baking over, and Lily White is always sure.

For shortcake and pie crust and cookies and all the light and dainty baked goods you make in summer, Lily White is especially adapted.

Picnic sandwiches, too, made of

LILY WHITE

"The Flour the Best Cooks Use"

have a daintiness and flavor hard to match. In fact, we don't believe the flavor of things made of Lily white can be matched.

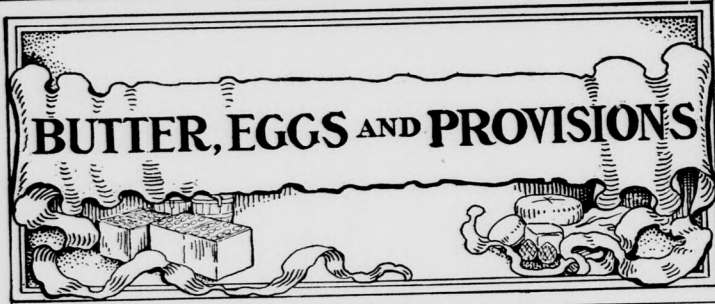
Layer cake needs to be light, moist and soft. No one wants dry cake. Lily White makes the tender, fine grained kind.

When you want cake to serve with ice cream, better make it of Lily White. You'll be delighted—so will the guests.

If you want hot bread biscuits to serve with honey or maple syrup, well, Lily White is "the flour the best cooks use."

Always comes in clean, sanitary sewed sacks.

VALLEY CITY MILLING CO.
GRAND RAPIDS, MICH.



Michigan Poultry, Butter and Egg Association.

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Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

Don't Laugh at Artificial Milk Discovery.

The discovery of a process for the artificial production of milk by Prof. Dr. Gustav Rigler, of the University of Klausenberg, Hungary, which was recently reported, was at first read with incredulity, and even if believed was not believed to be of importance. Whether it will ever become practicable in this country is not a pressing question, but it is interesting that in Europe the invention is taken seriously and in some parts hailed as a relief from oppressive conditions. It has been found impossible there to produce adequate supplies of milk and the use of milk and its products remains quite insignificant as compared to American conditions. It is reported that a butcher, Abram Wylar, of Zurich, Switzerland, has taken out patents in Germany, France and Switzerland on the process of preparing a substitute for milk, which he calls vegetable milk.

Dr. Rigler is a man of high standing as a scientist and enjoys the reputation of being an original worker and thinker. What he may say in regard to his discovery is therefore entitled at least to a respectful hearing. A writer in the Frankfurter Zeitung, the leading daily paper in Frankfurt, Germany, Erwin Partos, M. D., reports on the new discovery in about the following strain:

The search for artificial foods is not new, but goes hand in hand with the development of chemistry and technology. The great Liebig dreamt of this possibility when he prepared a soup for infants from malt, flour and salts. He failed to gain the assent of the medical profession, but the meat extracts made upon his recommendation has made his name known the world over. Many investigators are to-day working on problems of artificial food.

The chief substance of all living beings, the albumens, continue rather refractory to the attacks of chemistry. Emil Fischer succeeded in combining simpler cleavage products of albumen back into highly complex chemical structures, the so-called polypeptids, having many properties in common with the original albumens. They are split up by organic proteolytic ferments—pepsin and trypsin. Still there remains a long and arduous road for science to travel in order to

reach the synthesis of the true cell builders of animal and vegetable tissue. The less complex carbohydrates and fats have long yielded to chemical synthesis. These methods play no part in the preparation of artificial foods, the production of sugar and some fats from vegetable raw material being simplex and cheaper.

The discovery of an artificial substitute for an important food article would help greatly to stop the ever rising cost of animal foods which the poorer classes of Europe are consuming in ever diminishing quantities. The benefits of agricultural machinery, which have shown such tremendous results in North America, have not materialized in Europe. Many social conditions prevent the triumphal march of such machines and almost neutralize their price reducing effects. The dry farming method derived from the United States gave some relief from atmospheric damage, and the farmer is fairly safe, but the industrial masses, who also want to eat meat and bread, remain in the same condition of need. The production of our animal foods, albumen and, in the main, fat, has not been simplified or cheapened. The transformation of the vegetable albumen into the animal muscle is a biological process which we are unable to hasten. Stock raising is an adjunct of intensive soil culture. To raise stock as it is practised in sparsely populated regions of the Americas is no longer possible in Europe since the plains have been turned into fields of grain.

The aim is to transform vegetable into animal substances and avoid the biological processes. In Germany, the classical home of chemical industry, there are a number of preparations which undertake to replace certain animal foods. Lately a factory is selling a substance of vegetable origin that is said to be suitable for cutlets, roasts and stews. With regard to substitutes for milk, a German factory is producing an artificial milk from a soya bean which was recently recommended by the Beliner Klinische Wochenschrift as a valuable food.

Prof. Rigler is the first who aimed to produce an entire milk by a peculiar process of modifications and mixing, taking all his materials from the plant world. He says in regard to his invention:

"The basic material is not any new synthetic compound, nor does it require any essentially new method of liberation, for it is available in the plants in large quantities and very cheap. The process is not complicated and takes only two hours, or in-

cluding sterilization, two hours and a half.

"The albumens are of vegetable origin. I cannot at present discuss how they are introduced into the product. The process leaves no by-product, which I consider a great advantage of my method.

"In the many years of experimenting the most difficult part was the fine emulsion of the vegetable fat, which has now been reached to such an extent that my plant milk gives off as little or less fat than cow's milk when shaken, boiled or allowed to stand. The emulsion is to-day a simple mechanical process and it is only by

that means that the problem of an artificial milk seems to be solved.

"The artificial milk can be flavored with any kind of sugar. Saccharin can be used for diabetics, in which case the milk is not so thick.

"The ratios of albumen and fat may vary in wide limits, which is perhaps not inessential. In the clinical tests I am now using beet sugar because it is sweeter than milk sugar of which a larger amount would have to be used.

"The composition of the artificial milk in its present state is: Fat, 3.5 per cent.; albumen, 3.1 per cent.; sugar, 3.4 per cent.; salts, 0.4 per cent.,

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Car load lots or less. Write us what you have.

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We are now located in our own new building adjoining the new municipal wholesale city market

being chlorides and phosphates of the alkali and earth alkali metals.

"The artificial milk is capable of coagulation in open vessels. The process is accelerated if we add a trace of coagulated cow's milk. In that condition it tastes a little sweetish, rather tart on account of the carbonic acid. No lactic acid is formed. If kefir ferment is added the plant milk will ferment. The process takes longer than with cow's milk.

"We used the plant milk at home with complete success for a number of drinks and foods, including milk coffee, which requires very little coffee to keep the color and taste; cocoa, tea, milk bread, which is very savory; rice and potato puree.

"We have had sixteen people use the plant milk regularly. They drank one-half to one liter a day and asked for more. Tests with weak children in the asylum for children and with patients in the clinic are now in progress. No untoward results in nutrition has appeared as yet. The preparation seems to meet the general taste.

"Whether the plant milk can compete with cow's milk in price is a question which I think I can answer in the affirmative for certain conditions. It will probably also cause a reduction of the price of natural milk. The farmers will in that case be able to keep many products which they are now marketing in excessive quantities at the cost of the herds of young cattle. Large amounts of veal are used in Hungary which materially checks the increase of herds."

It is evident that Rigler expects more of his milk than he is willing at present to state. A chief advantage is that the taste is said to be pleasant, whereby an important objection to other artificial foods is avoided. It also seems that Rigler has reason to think that his plant milk will, like natural milk, be capable of almost complete assimilation in the human system. In natural milk an adult utilizes 83.5 per cent. of the nitrogen, 95 per cent. of the fats, and 99 per cent. of the carbohydrates. Two liters of milk supply practically one-half of the heat requirements of the human body.

Cold storage for perishable goods does not simply mean a low temperature. The low temperature must be evenly held and correctly applied to the work to be done. Delicate products like eggs should be stored in a room in which the air is in circulation and which is purified by supplying fresh outside air at intervals. The humidity or dryness of the air must be suitable for the product stored and the temperature maintained. Too often temperature is considered the only requisite, but many other points, some of which are mentioned above, must necessarily be taken into consideration. There are a lot of little things which must be attended to if the best and surest satisfactory results are to be insured.

Some men never make mistakes simply because they never do anything.

Get Rid of the Males.

The following on the importance of the removal of male birds after the breeding season is taken from Bulletin 208 of the Ontario Department of Agriculture:

"It is remarkable how few farmers appreciate the importance of infertility in market eggs. To make provision for the infertility of an egg does not necessarily guarantee the absolute preservation of its good quality; but such an egg, being free of the active germ cell, will not, under ordinary storage conditions, deteriorate seriously. The great bulk of eggs which are spoiled for purposes of consumption are the fertile eggs, which, having been subjected to heat above 70 degrees, undergo partial incubation. If the heat is continuous and strong enough, the development of the chick will continue, but if it ceases or is intermittent, putrefaction at once sets in and the eggs become bad. Such eggs are known to the trade as 'blood rings,' 'floats,' 'heavy floats,' or 'rots,' depending upon the degree of deterioration they have undergone. Few farmers have any knowledge of these facts, and consequently practically none have made any effort to ensure infertility. They seem to have the erroneous impression that the presence of the male bird is essential to the production of a maximum number of eggs; but it has been proved beyond all doubt that such an arrangement is not necessary, and, for the reasons set forth, is highly undesirable."

A Good Idea.

Mike came to the doctor about 9 o'clock with the information that their month-old baby would not sleep a wink. The doctor gave Mike sleeping powders for the baby. The next day he met Mike on the street.

"Well, how did the powders work?" asked the doctor.

"Them powders, Doc" answered Mike, "sure did the trick."

"Made the baby sleep, did they?"

"No, that they didn't, doc. We gave the darlint a dose just as you told me, but it wouldn't shleep at all, so we just took a dose o' thim powders oursils, we did, and went right off to shleep and niver heard the darlint cry one bit any more."

H. WEIDEN & SONS

Dealers in Hides, Pelts, Furs, Wool, Tallow Cracklings, Etc.

108 Michigan St. W. Grand Rapids, Mich.
Established 1862
Fifty-one year's record of Fair Dealing

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Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs more plenty and selling well at quotation.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

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

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Increasing Retail Sales

INTENSIVE retailing presupposes the elimination of waste sales-effort. It does away with the lost time and lost sales resulting from old-time erroneous ideas of selling something that customers do not want.

The modern idea—the efficiency selling-plan—is to sell customers just what they ask for. The public knows, has confidence in, asks for and buys advertised goods.

National Biscuit Company products have become the standard the country over. People have confidence in them—know them, like them, buy them by the millions of packages.

N. B. C. products increase retail-sales-efficiency—they simplify sales-effort—they make business good for every grocer who sells them.

NATIONAL BISCUIT COMPANY

News Items From the Soo.

Sault Ste. Marie, July 7—R. Wall, who has been conducting a grocer store in the Soo for the past year, has decided to sell out his stock and move to Detroit. Mr. Wall has been doing a nice business while here, but sickness has necessitated his giving up active business. We are sorry to see Mr. Wall leave us and hope the change will be beneficial to his health.

A. Richards, the ice man, who had a paralytic stroke a short time ago, is making rapid recovery and expects to be out again in the near future.

The Brimley Cheese Co., at Brimley, is operating full capacity at present and turning out some nice cheese. Most of the product is sold at the Soo.

Tobias, the Finn, who escaped about a month ago after murdering several deputy sheriffs, is still at large and his whereabouts has not been discovered. It may be possible that he will get away and escape punishment for his crime.

The tourist season is beginning to be quite evident at the Soo. The hotels are practically all filled and the parks are lined with pleasure seekers, where they have been escaping much of the heat of the past two weeks. Sunday the weather changed and it was no uncommon thing to see stoves burning at full blast and furnaces doing service in the residences throughout the city. The past two nights have been almost freezing. Somewhat of a change to what it has been for two weeks previous!

The Frankenmuth farmers from Lower Michigan are buying large quantities of land in the Upper Peninsula, Soo Junction is being quite numerously populated, while a large portion of Chippewa county is also filling up. This is, indeed, pleasing news to residents of the Upper Peninsula, as the Frankenmuth farmers need no introduction for progressiveness and they certainly have made a good selection in their choice of a future home where nature has added to the pleasure and convenience of the agriculturists. The soil is of the best, while the temperature in the summer is so that farmers can work to better advantage on account of not suffering from the intense heat, as they do in Lower Michigan. They can also enjoy fishing and boating, which will add much to encouraging farmers in the Upper Peninsula.

It is pleasing news to the merchants of the Soo to know that there are scarcely any bankrupts reported in Chippewa county, while in the lower part of the State they are so numerous at the present time. The business men in Chippewa county apparently have not felt the hard times or stringency near as much as they have in the Lower Peninsula and work is progressing without much inconvenience on account of money matters. While we are proud of the Upper Peninsula in that respect, it is hoped that there will be no failures to report around the Soo.

We are pleased to note that the Ohio egg law, which requires the candling of all eggs before being sold,

is now in effect. This is a good law and should be adopted in Michigan as well. We would like to see all eggs sold according to quality and age.

It might be interesting to readers of the Tradesman to know that Thomas Follis, whose writings are exhibited in the hall of fame regard-in Cloverland, started in the early days a poor man, with the humble occupation of manager of one of the large so-called meat trusts, so that he had much experience and gathered useful information during his daily toils. We are pleased to know that Mr. Follis is a writer of so great ability and trust that we will be able to help him as soon as he aspires to a seat in Congress, as we feel satisfied there would be no opposition should he consent to the nomination.

G. Hauptli, one of the knights of the grip, and an enthusiastic hustler on the road, proved himself quite a hero late last Saturday evening. When he, while walking down Ashmun street, discovered one of the doors of a leading business house ajar. He made it his business to report the matter in time, so that the firm did not sustain any loss by burglary, but it would be hard to state the large loss that might have been incurred had Mr. Hauptli failed to report the accident.

J. L. Lipsett, the implement man, has torn down his warehouse near the water power canal, opposite the Cornwell Beef Co., and is erecting instead a large stone building which will add much to the appearance of the property along the main street. It will be ready for occupancy this week.

The Owls gave a ball at the Armory July 4 and gave away a new auto. Geo. McCormick held the lucky number and it is needless to say that his numerous friends are getting checks so that they will all receive a ride in turn. He will, probably, have to work overtime for the rest of the summer to fill the requirements.

W. H. Peck, of Detroit, a former resident of the Soo, is back here superintending the remodeling of his brick block on Portage avenue, formerly occupied by the Troy laundry, which is now being turned into a resident flat and when completed will be one of the finest blocks in the city. Its location near the locks makes it an ideal place.

F. Allison, a new member of the knights of the grip, reports that there is a large scramble among the traveling men along the D., S. S. & A., bidding on the rebate coupons which have been issued by the D., S. S. & A. for the past year, as it looks now as if a refund will have to be made on account of the ruling of the Federal Superior Court on the 2c fare law. Many contemplated trips abroad are considered after the final cash-up is made and it will be a hard matter for some of the boys to figure out just how much of the firm's money is to be credited to expense account. There are a few, however, who are not losing much sleep over the matter as yet and will probably be able to figure out pro ratio when the time comes. W. G. Tapert.

News and Gossip of the Grand Rapids Boys.

Grand Rapids, July 8—There was a fairly good attendance at the regular meeting of Grand Rapids Council last Saturday evening. After the Senior Counselor called the meeting to order, B. J. Hills and Archie Fisher applied for protection and were initiated in regular form. Brother Tyler, of Detroit Council, was present and was called upon for a few remarks. The Senior Counselor appointed a picnic committee to make arrangements for a picnic to be held some time in August.

It is reported that Brother Harper is improving slowly. He is still at Butterworth Hospital. A call from any of the brothers will be appreciated.

It is surprising how some people get swelled up about themselves. Ludington and Detroit look all the same to us, for they both turn on the hub of Michigan—Grand Rapids.

Assessment No. 117 expired June 24, 1913. Those who have not paid must not forget to add 25 cents for the loan fund. Council dues expired July 1. Wm. D. Bosman.

The Size of Shoes for Her.

The girl at the hair goods counter was limping about her section the morning she started to break in her latest pair of shoes.

"These shoes hurt something terrible," she said, with a grimace. "It's their shape, I guess; I always wore two and a half dead easy, and yet these threes are just killing me."

Looked Penurious.

An old country-woman stepped into a drug store and laid on the counter a prescription for a mixture containing two decigrammes of morphia.

The druggist exercised the utmost care in weighing the dangerous drug. "What a shame!" she cried. "Don't be so stingy; it's for an orphan girl."

Method is the offspring of punctuality.

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MICHIGAN'S POET LAUREATE.

Jingles Prepared for the Celebrated Blue Goose Entertainment by
Chas. R. Foster.

A Toast to Grand Rapids.

I yearned, I yearned, I yearned to go,
With all the lads I love and know,
Up here to Old Grand Rapids.

'Tis the home of Council One Three One,
The finest bunch beneath the sun,
This crowd from Old Grand Rapids.

They all did join, this traveling clan,
To show the boys of Michigan,
A good time in Grand Rapids.

So here we are, a jolly crew,
I'm having lots of fun, are you?
Up here in Old Grand Rapids.

The City, Mayor, Council, Cops,
From all the Earth, they knock the socks,
Up here in Old Grand Rapids.

And Stowe lives here, of Tradesman fame,
Now sure, the man is not to blame,
For settling in Grand Rapids.

So let us toast the men and things,
'Til Heaven itself with chorus rings,
Up here in Old Grand Rapids.

There was a man named Hammell,
For work, he'd hump like a camel,
A Mayor, he was, and a traveler, My Laws!
This wonderful man named Hammell.

For houses, lots and farms and sich,
Just call on Hammell, Lansing, Mich.

Did you ever hear of a man named Brown,
Hailing, they say, from Saginaw town?
He should be a deacon, but he ain't, he's a clown,
This izzy, dizzy, busy man done brown.

Spolatro Joins the U. C. T.

I a travelin' man, I a sell da banan',
Een towns a much, not afew,
I a taka da pledge like do oder man,
I a do lika oder men do.

You theenka ma dumb, to mucha da dirt,
But I hav a heart an' a soul,
You maka da laugh so hard it hurt,
'Til ma feelins to you I unfol'.

Carlotta, ma wife, an' ma litla boy Jo,
Da to me, as dear as can be,
So I maka da vow, to keep 'em jes' so,
W'en axident takes 'em from me.

It might be da train, it jumpa da track,
Or a horse an' a cart run away,
It might be da stiletto stuck into ma back,
But they safe, so I feel anaway.

I tal a to you, how I join a da lodge,
Wan night away a longa las' spreeng,
An' den you can see, an' also can judge,
What you theenk of jus' such a theeng.

Da mak a heap questions, an' do lota theengs,
Da Boss Guild, he talka so gruff,
Da ride me aroun' in da coaches an' trains,
An' I promise 'em all kind a stuff.

Would I nevra get drunk, an' lika ma wife,
Nor sell a da rotta banan' to da trade,
An' den Past Boss Norm Riste, he taka da knife,
An' he tal me da promise I made.

Da Longman, da fal, who lead me aroun',
He laff lika fool all da while,
He treep me wid foot, an' jus' slip a me down,
An' mak old red head Ireland smile.

An' da Guy dat watch by da door eenside,
He slap by da back weef hees feest,
An' Masters, da Young Boss, he heet by da side,
An' Steele, he call da Polceest.

But da Minister Man, he read from da Book,
An' say da prayer bout da Boys,
He tal da Beeg Fater, in Heaven, to look,
An' senda da members all joys.

So, now I'm da brother to each man an' da wife,
An' I like Mrs. Riste, an' Mrs. Dye,
An' I lova Mrs. Adams, Ah! you bata ma life,
I love evra sister an' boy.

So I lika dees countra, an' I lika ma job,
An' I donta want to go to Eetla,
For I feel so happy without ana sob,
Since I join da lodge, U. C. T.

So lika da travlin' man, lets us fight,
An' be as gooda as we can,
An' sella da goods we know's all right,
An' work weeth a willin' hand.

I'd like to be, I'd like to be, I'd like to be a poet,
I'd like to be a writer like Goldstein, and just go it.
I'd fill the columns right and left, and left and right, I guess.
I'd fill all papers every day, the Tradesman, Herald, Press.

I'd tell the tricks of Follis and of Richter and of Brown,
Of Hoffman and of Adams and of every one in town.
I'd tell where Hoffman buys his fish and gets his shaving done—
I'd tell who made the plea for alms, then said it was in fun.

There'd be a column every day, about a base ball game,
With Traveler Nines from all around, competing there for fame,
I'd put Grand Rapids on the map, Kazoo and Lansing too,
Detroit, Jackson, Battle Creek, no matter how they'd do.

So let me be, so let me be, so let me be a poet,
Just let me be like Goldstein or like Richter and then go it.
Give me the dope I'll write her up in scary head-lines quick,
Of all the arts that men may ply, this really is my pick.

\$500

will purchase a portion of the same issue of

First Mortgage Bonds

which your bank or banker, or the large investor, buys.

Your savings, invested this way, will bring

6% Tax Exempt

and your only responsibility or care consists in clipping
your interest coupons twice a year.

Ask for circular on

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HOWE, CORRIGAN & CO.

533-535 Michigan Trust Bldg.

Grand Rapids, Mich.

HEADQUARTERS FOR CHERRIES

SHIP US—We have the outlet.

M. O. BAKER & CO.

:::

TOLEDO, OHIO



Live Customer Worth More Than Dead One.

Written for the Tradesman.

"Better let me slip you a case," says Sam Tenny. "Save you 5 cents a dozen, \$2.50 on the case. Just double your net profit. By the dozen it would cost you \$18. A full case will come to only \$15.50. Same as splitting a \$5 bill with you."

Nope. Saving money that way nearly put me in the sheriff's hands once and I decided right there I couldn't afford it. And I've stuck to it ever since. Unless I can see where I can sell a case every thirty days right along, I buy by the dozen. And if I can't sell a dozen in thirty days, I buy by the half dozen and quarter dozen.

"I couldn't accept your money," I says to Tenny; "the house will need it. I know what I can sell and if I should run out before you come round again, the mails will take a letter for 2 cents. I'll let the house carry them for me," says I. "I guess they'd as lief carry the goods as carry me, and if it costs me 5 cents a dozen extra, it's worth that much more to be safe."

Yes, sir, I was headed straight for the sheriff that time and never knew it. Gives me a cold chill now when I think of it. I'd been in business for myself about three years when Brusk came in from Dresser & Feeder. I didn't know what he did then, but I knew afterward he was their credit man.

"Good location you have," he says. "How's business?"

"Couldn't be better," says I; "50 per cent bigger than last year, and double two years ago."

He was pleased to hear that, because the money hadn't been coming quite as prompt as at first and he was afraid I was getting into trouble.

Well, hardly. And then I told him just how it was; had to enlarge my stock to keep up with demands and collections were not as good as they might be and I would have to ask a little time on some of my accounts, but I was doing a good business and things were coming all right.

"Glad to hear it," says Brusk, "let's look around a little."

We did. He did most of the looking. He looked behind some of the piles of new stock and found things I had forgotten about. He looked into broken lots and looked kind of pained at the remnants.

"What's your inventory?" he asked.

Well, I hadn't taken inventory for eight months, but I guessed it was ter thousand dollars; it was when I took it and I had kept it up since.

"Mr. Wright," says he, "I have bad news for you. You're insolvent. You're carrying your stock at ten thousand; it wouldn't bring six. At forced sale it wouldn't bring thirty-five hundred. You've got enough unsalable merchandise on hand to wipe out all your paper profits, and enough slow accounts on your books to eat up all your original capital. You've fooled yourself into thinking you were making money when you were going into the hole every day."

I just stood there pop-eyed, he took the wind out of me completely.

"Did you buy those figured gingham from us?" he asked. "How long ago? Selling pretty well? How long since you made the last sale from that bolt?"

He dived into the stock here and there and every time he landed on a sore spot. There were goods that had been there two years and I had only been going three. There were goods that I hadn't cracked the wrappings for six months, yes, and a year.

"Those foulards," says Brusk, "at the rate you've been selling them, they'll last you four years; as a matter of fact they will stick forever because you ain't selling any, are you?"

Well, it was like that way all the way through. I had bought just a little too much of everything. If I could sell ten pair I had bought a dozen. If I could sell twelve dozen I had bought fifteen dozen. And every time I shoved an odd pair or an extra dozen back on the shelves to make room for new goods, I had buried all the saving I made by buying quantity, and swallowed the profit besides.

The climax came when Brusk dug up an automobile horn. That was pretty near twelve years ago, you understand, and machines weren't as thick round Buffalo Hump as they are now.

"What in nation—" he says. "How many of these did you buy?"

"Two."

"How many did you sell?"

"I sold one; it was ordered before I bought them."

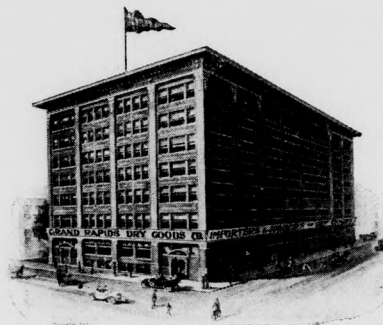
"How many machines are there in this section?"

"One; up at Jenkins' ranch."

"I suppose they offered a better price on two," he says.

I must have looked sheepish. I felt like a boy caught playing hooky, and I know just how that feels.

Well, Brusk and I had a long and serious session. I had to sign some papers before we got through which wasn't any too agreeable, I can tell you. I got them back a year later, and I've got them yet locked up in the



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We are showing a splendid line of Lawns, Dimities, Organdies, Gingham, Percales, Poplins, Piques, Voiles, Dress Linens, also a complete line of Plain and Fancy Whitegoods.

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sate for a souvenir of one unhappy time. He worked right with me sorting up stock and he gave me a lot of good advice about crowding some lines and throwing others in the discard and nursing others; he took off my hands some of the new goods, and I will say I never missed them. He even took some of the shop worn stuff at what I had to admit was a fair price, although it wasn't what the inventory showed.

He was on his way to Emporia, he explained, to conduct an autopsy on a store that was in the same trouble as mine, only more so, and he could work in some of my old goods with the bankrupt stock.

"I just dropped in here on the way," he said, "to see how things were going. Three months more and I'd 'a been here on the same errand that takes me to Emporia."

He told me he liked my get-up and go and if I would buy a little closer to my belt I'd come out all right.

Well, you notice I'm still doing business and I'm dealing with Dresser & Feeder yet. They treated me white. Last thing he said was, I remember:

"You're worth more to the house as a live customer than a dead one."

Since then I've seen four firms go under in Buffalo Hump just for the same fool trick of saving money on buying. Reminds me of Col Tarrant and the cocktails. He was in Chicago with two other fellows and they ordered cocktails; forty-five cents. They stopped in St. Paul and ordered cocktails; forty-five cents. They were in Detroit and ordered cocktails; gave the darkey half a dollar and he brought back a quarter.

"How's that?" asked Tarrant.

"Boss," says the darkey, "you see the ingrediums is so expensive we can't sell them less than three for a quarter."

"We saved twenty cents every round," says Tarrant, "and before morning we had saved almost four dollars."

I'm still buying as I need it and letting the other fellow speculate on wide margins. The only difference is, since I can get deliveries in two days, I buy a good many things to last a week instead of thirty days, and in case of doubt I order a single sample.

Sam Tenny sometimes kicks, but I notice he always takes my order.
John S. Pardee.

Subjugate Your Visions to Practical Use.

Written for the Tradesman.

One of the easiest things in the world is the giving of advice.

Almost any old fellow is ready with a word of advice to the young. Sometimes this advice is good, but not always. We have theoretical farmers as well as merchants. Like the everlasting tariff question which has bothered the wisest heads in America since the days of the Immortal Henry Clay, what is really beautiful in theory often proves most vicious in practice.

Everybody knows that free trade in theory is one of the most accept-

able ideas; practically, however, we Americans have demonstrated that it is no good for our Nation as a whole.

There are merchants who are way up in theory, often building castles that would easily rival those in Spain or any other country, yet when subject to the fusing force of practical demonstration fall into irretrievable ruin. The practical man we say is the one who wins out. This is not always true, since practicality uncombined with thought, theory if you please, often makes a grudge of its possessor, a mere machine that is forever grinding in the mud.

Don't be a muddill, my boy; nor is it proper to have your thoughts very far above your business. Practicality combined with a good bit of theory, seems to best weather the gale and make of its possessor a successful man.

One farmer that I knew was long on theory while very short on execution. He was forever planning, never executing. Now, in a business firm it might work very well to have one man for planning, another for carrying these plans into execution. However, when these two qualities of mind exist in the same person it is the most desirable combination conceivable.

One man says, "Sufficient for the day is the evil thereof." Perhaps this may be all right in certain directions and under certain conditions, but the merchant who acts wholly on this theory is sure to make a poor showing in the business world. He is apt to be one of the ninety failures in the hundred. Think as well as act.

Some men think in spurts. Such ones advertise in a spasmodic manner. The big screaming headlines, great reduction sales, ruinous cuts in prices, call the public attention one week or month to be followed by dead silence for another, the result being spasmodic trading on the part of the public. A steady, judicious pull all the time is what counts. Never let the public forget your name or that of your store. Keep pounding away, as did Abraham Lincoln in war days.

To a committee of anxious citizens who called on the great President to enquire as to his intentions did he fail to conquer the South in a certain time Lincoln merely said: "If we do not win this year I see nothing for me to do but keep pegging away." And that is what the merchant must do if he would win in the end.

The man who is always laying out grand things for the future and never putting any of his plans into execution is no worse than the man who plans nothing, simply sitting idly down, working for the present day only, never attempting to penetrate the future, agreeing that sufficient for the day, etc.

Not to plan for the future is to invite sloth and careless disregard of that which is to take place to-morrow. Usually the successful farmer is the one who carefully lays out his season's work in the spring, subordinating everything to that end. It

is the proper combination of theory and practice that makes the successful man in any calling under the sun.

The ability to execute is not always combined with that to plan. General Grant had both qualities to a high degree, hence his masterly success as a military man. McClellan, the idol of the army and people at the outset of the Civil War, was a splendid organizer; perhaps the world never saw his equal, and yet he was a dead failure when it became necessary to carry his plans into execution.

Our greatest men in the business world, our Rockefellers, Carnegies, Harrimans, Hills and the like are both theorists and men of giant executive ability. Now why should not the men in mercantile pursuits pattern after these? Of course it is not necessary to be a mere imitator to win success. Original ideas, if they are practical, hold the fort and drive the enemy to the wall.

People who sit around, Micawber like, waiting for something to turn up, never accomplish anything of importance. The man who refuses to work to earn an honest dollar when out of a job unless he can have the exact sort of a work he has always followed, is the man who is sure to make a failure in life. Once a man, and he had attained to middle age without making a success financially went into the lumber woods, accepting most menial employment. Many wondered why a man of seeming education and cleverness should thus waste his abilities as a common log-cutter.

That one winter in the woods, however, netted enough money for him to take out a patent on an invention which afterward brought the man a fortune. Had he been too proud to lay his hand at the first available job he might have failed to secure his patent in time to shut out some other inventor who was at work along the same lines.

Dream your dreams, young man!

Remember, however, that without an effort to make those dreams come true you will always be a dreamer, while your more practical neighbor runs away with the substance of your visions.

Old Timer.

One of the simplest things in the world is plain truth.

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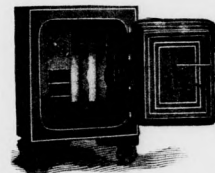
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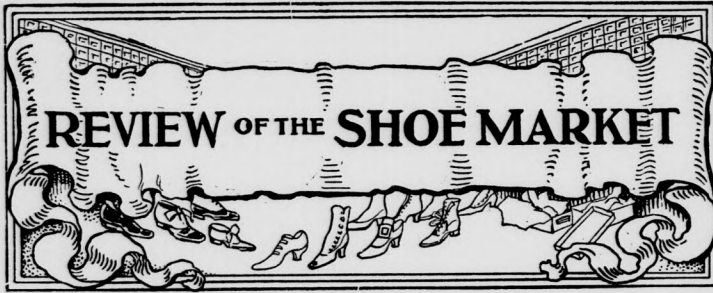
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The Perry Glove and Mitten Co. Perry, Mich.



Principle of Progress and American Shoemaking.

Written for the Tradesman.

Second Paper.

In a former article I referred somewhat at length to recent newspaper statements apropos the allegedly widespread adulteration of sole leather now being used by shoe manufacturers in this country, concluding the article by observing that it would be better for the shoe business if some people who have a penchant for writing on shoe topics were compelled to submit their screeds to somebody that knows shoes and shoemaking before their productions are given out to the public.

Certain kinds of writing, not unlike certain kinds of talk, is a cheap and easy thing under the sun, but often does a lot of mischief. Most of the readers of the Tradesman will recall the famous cabbage scare of recent memory. All of a sudden newspapers throughout the country were full of direful stories of cabbage poisoning, so called. After eating cabbage, so averred supposedly intelligent and truthful newspaper reporters, many people were seized with serious illness, while numerous cases were reported as terminating fatally. If anybody became suddenly ill, or died from a disease that everybody didn't understand, it was thereupon assumed that he died as a result of cabbage poisoning. Lurking amid leaves of the cabbage, there might be a little green worm no thicker than a thread, and it was the worm that was doing all the mischief. A doctor down South had made the discovery. One of his patients had died under mysterious circumstances. He had eaten cabbage just a while before being seized by his fatal illness. A few cabbage heads were examined, a tiny little green worm was discovered, therefore a tremendous, nationwide cabbage scare. Of course there was absolutely nothing in it, but it cost truck growers and commission merchants thousands of dollars.

The present agitation about adulterated sole leather is apt to cost shoe manufacturers and dealers thousands of dollars before we are done with it, for it is an unfortunate failing of the popular mind to accept without question rumors and reports of frauds and deceptions. It will require very little agitation to make people believe tanners, manufacturers and retailers of shoes have conspired to produce and palm off the poorest and shoddiest footwear they can possibly secure in exchange for real money. It is easy to foresee what a world of words these silly

newspaper stories will put into the mouths of people.

According to popular belief shoes rarely ever do last as long as they should, and it is commonly the soles that go first. After this the shoe dealer will probably have numerous complaints about unsatisfactory shoe soles. People who have read sensational newspaper accounts will persist to the end of the chapter that the shoes were doped with Epsom salts and glucose, or that the life of the leather was burnt out with solutions of soda and sulphuric acid. Though the leather may have been properly tanned in the best equipped tanneries by the most expert workmen, some people will find a subtle sense of satisfaction in protesting that the leather never was right. Shoes may be burnt on fenders and radiators and worn out in a perfectly natural way on concrete walks, but Epsom salts and glucose will get credit for abbreviating the usefulness of the shoes.

A Little Logic Would Help.

In a case of this kind, where extreme views are easily assumed and hard to outgrow, the application of a little logic would help materially. (The word logic sounds a little formal, but as I understand the term, there's nothing especially formidable about it; it just means clear thinking, or good, old-fashioned common sense.)

It is a well-known fact that nothing helps so much to keep an industry clean and free from deception and fraud as competition, and anybody that knows the first thing about the shoe industry of this country knows that competition is the most conspicuous fact about the American shoe industry. There is plenty of competition among tanners, while amongst shoe manufacturers competition is simply fierce.

Now it is of the nature of competition to weed out the unfit. To live and prosper in the modern shoe industry one must actually produce shoes that make good. Shoes have become standardized. A shoe going to the retail shoe dealer at such and such a price must have such and such a value. If it falls appreciably below the value, that shoe manufacturer doesn't hold the trade. It isn't a matter of sentiment; it's a matter of business. The shoe dealer naturally wants the best value he can get for his money; and, unlike dealers in some other lines, he isn't shut up to a limited market. There are literally hundreds of shoe manufacturers hot after his business.

In order to hold his trade, the re-

tail shoe dealer must satisfy his patrons. He may handle anything from the cheapest grade of footwear to the most exclusive and high priced footwear on the market; but it must represent the highest known value at the price he asks. If his footwear doesn't possess this known value at the price, the dealer understands perfectly well he must either grade up in

values, lower his prices, or go out of the business. Thus the pressure



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Leather Sole - - - \$2.00
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No. 3569—White strapless pique pump, C.....	1.60
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No. 357—Tan 5-button oxford, welt, B, C and D.....	1.90
No. 3553—Patent leather pump, 2-strap and bow, welt, C and D.....	1.50
No. 3554—Gun metal pump, 2-strap and bow, welt, D.....	1.60
No. 3548—Gun metal strapless pump, welt, D.....	1.60
No. 3511—Tan calf lace oxford, rubber sole and heel.....	2.09

MEN'S OXFORDS

No. 512—Tan calf blucher oxford, welt, D wide.....	1.90
No. 505—Gun metal button oxford, welt, D wide.....	1.90
No. 502—Gun metal blucher oxford, welt, D wide.....	1.90

HIRTH-KRAUSE CO.

Shoe Manufacturers and Jobbers
GRAND RAPIDS, MICH.

brought to bear on the retail shoe dealer is transmitted to the shoe manufacturer, and through him to the tanner. And to assume that a lot of intelligent, long-headed business men would deliberately conspire to defraud and deceive the public by debasing leather so as to make it wear out quicker than it would if it were properly tanned, is a colossal assumption.

Shoes Are Growing Better.

The simple truth is an era of better shoemaking is on. The principle of progress is nowhere more evidently at work than in the great American shoe industry.

New methods of tannage are more rapid than the old—and in many respects they are better. It is undoubtedly true, as I have elsewhere intimated, that tanners of to-day do not have the choice hides to select from that they used to have before the uses of leather in the arts and trades had grown to their present proportions; but they do accomplish wonderful results with the materials they have at hand. It is manifestly impossible to make firm, solid, heavy sole leather out of light, spongy, loose-textured hides without resorting to loading materials; but the fact should not be lost sight of that these loaded soles go into the popular priced and cheaper grades of shoes.

And in the matter of shoemaking the veterans of other days have been far outdistanced. Shoes to-day have more style, better fitting qualities, more comfort and more essential than they used to have in other days. It is true the price of shoes has advanced somewhat during the last two years; and the probabilities are that there will be still further advances in the asking price; but there are valid reasons for this. Materials are becoming scarcer and the cost of producing is increasing. But the advance in the retail price of shoes has not been anything like as perceptible as advances in many other articles of wear. All along the line the cost of living has gone up.

So it would be better for the average citizen's peace of mind if he were just to take all this adulterated shoe sole gossip with the proverbial pinch of salt. There isn't one-tenth as much in it as the sensational newspaper scribe would lead you to believe.

Cid McKay.

Don't Go to Sleep at the Switch. Written for the Tradesman.

The world to-day is filled with men who are failures—men who at one time or another have made hits, sat down on the strength of turning a big trick, leaned back against cushions and imaginary security—and got left.

Deceived by success and swelled up over a victory, these men made the mistake of their lives. They thought all they had to do was to arrive. They forgot that it takes nerve and muscle and a clear head to stick to the top of the ladder once you have reached it.

More men graduate from the top of the ladder and fall into mediocrity than go down while trying to climb to the heights. It is all right to

attain success but after you have done this, you must fight to stay on the top. There is no such thing as sitting down on the neck of business and holding it there while you smoke a cigarette or dream dreams.

In business there is something doing every minute. To be successful you must pound your way along, win your way forward, edge your way into the limelight of publicity and confidence. Once there, you are in plain view of the public and the people are going to take stock of you every minute, not only of your business life but your moral life as well. Once at the top where all eyes are directed toward you and the fight for a maintained supremacy begins with a vengeance. It doesn't matter how hard you hit the other fellows getting up, it doesn't matter how fast asleep you put your competitors by your clever punching; when you are up you are compelled to fight to stay up and if ever you fought in your life, if ever you used all your brains and your cool judgment, do it now. Do it now when you are on top. If you don't, remember the general that marched his army up the hill and then marched them down again?

That is exactly what you will do if you go to sleep and somebody catches you napping—and rest assured somebody will.

Therefore, I say, just simply getting on top doesn't insure your business career. Some of the biggest firms in the country go smash, firms that have been building for years, while men who have won the plaudits of a nation, get careless, lose their footing and come down with a thud that startles even the newspaper reporters and sets the entire country agog.

They fought their way to the top—and then went to sleep at the switch. Don't ever go to sleep while you are in business. The only time to get chesty over your ability and your success, is after you have sold out and have the money in the bank—enough to make you happy and economically free for the sunset days.

Then you can swell around a bit, but even this is dangerous for banks break and securities prove worthless. On the whole, I think it is wise for any man to keep his eyes open all the way along the road from the cradle to the grave. That's what eyes are for anyhow.

S. W. Williams.

How He Proved It.

They were trying an Irishman charged with a petty offense when the judge asked: 'Have you any one in court who will vouch for your good character?'

"Yis, your Honor," quickly responded the Celt; "there's the sheriff there."

Whereupon the sheriff evinced signs of great amazement.

"Why, your Honor," declared he, "I don't even know the man."

"Observe, your Honor," said the Irishman triumphantly—"observe that I've lived in the country for twelve years an' the sheriff doesn't know me! Ain't that a character for ye?"

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Get this **SOLID MULE SHOE** and give your trade a good
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REASONABLY low price.



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No. 2380 at \$1.50—Less 10% in 10 days.
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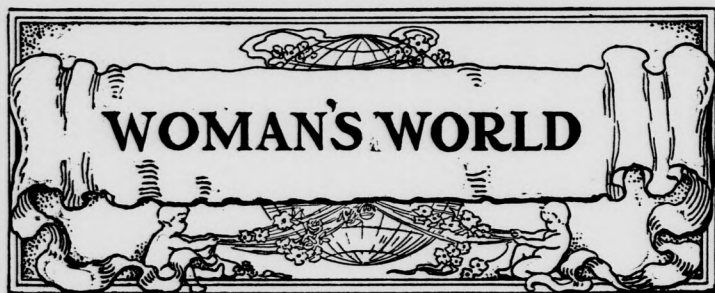


Back Up Your Reputation as a Shoe Dealer with Our Reputation as Shoemakers

With a varied assortment of our goods. For holding the best patronage in your town and surrounding country and gaining customers our line is a most valuable asset.

Our trade mark is an assured guarantee of shoe satisfaction that is backed by forty-nine years of successful shoe production.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.



Mr. Smith's and Mr. Jones' Twenty Dollars.

Written for the Tradesman.

Mr. Smith and Mr. Jones are two plain, common men, unknown beyond their little circles of friends and acquaintances and the customers upon whom they call on their daily rounds. Both are now driving delivery wagons for the same large bakery. Both are good, kind, free-hearted men, domestic in their tastes and very devoted to their families. Both successful if it is counted success to be respected by all who know one and dearly loved by a few with whom one stands in close relations. Both failures if measured by present-day financial standards alone, for, while both are bright, capable fellows and steady, industrious, willing workers, the pay which each receives in his envelope Saturday afternoon as recompense for his week's efforts is exactly twenty dollars.

A comparison of the circumstances of the Smith family with those of the Jones family is chosen as the subject of this little sketch, not only because the Smiths and the Joneses are so thoroughly representative of a very large class of American citizens, but also because the two men are exactly equal in earning capacity, and because the two families being alike in number of members and very similar as to ages and social position, it would seem that the cost of living in the two households would be almost identical.

Both men are just about 45—old enough, by the way, that not many years will pass before their services will not be in as good demand as now, and their earning power will begin to go down. Mr. Smith and Mr. Jones were married within a few days of each other twenty years ago. Both were practically penniless at the time—"Had to borrow the money to pay the preacher," Mr. Smith laughingly declares. There are two children in each family—the Smiths have a girl of 18 and a boy of 15, the Joneses a boy of 17 and a girl a little past 14.

When Mr. Smith and Mr. Jones get their pay, each takes his money home. Neither squanders his earnings at the saloons; their families receive the full benefit of all their toil.

With the exception of house rent which his landlord insists must be paid in advance, Mr. Jones' twenty dollars is practically all spent before it is earned. What is wanted for the house is ordered, generally by telephone. No close attention is given to prices or values. On Saturday nights and Monday mornings Mrs.

Jones squares up her bills. She is scrupulously honest and the storekeepers regard her as an excellent customer. On the weeks when she does not have to pay rent, she puts aside three or four dollars so that on the first of the month she may have on hand the fifteen dollars for the landlord. Apart from this, when her accounts are settled she rarely has more than a little change left in her purse. Often every cent is used to pay what she owes.

The Joneses buy not only their meat and groceries on credit but their dry goods and clothing as well. When Mr. Jones or the son Max must have a new suit of clothes, an arrangement is made with the dealer to pay so much a week on it. Buying in this way they pay the long price for everything they use. Even the ice cream sodas in which Max and Celia Jones indulge far too frequently for young people in their circumstances, are generally charged. On Saturday night a request like this—"Mamma, let me have fifty cents; I want to step into Parker's and pay that little bill I owe"—is not uncommon.

The long and short of it is that Mr. Jones' twenty dollars is entirely lived up from week to week. Mr. Jones carries a thousand dollars life insurance. It is a straight policy—nothing can be realized on it until he dies. He also has a little sickness and accident benefit. Aside from these and their household furniture, wardrobes, and small personal effects, the Jones family haven't a dollar in the world.

It is only fair to say of Mrs. Jones that she always has been a most affectionate and devoted wife and mother. She is industrious and a very neat, tidy housekeeper. She often feels like complaining a little because Mr. Jones and she have had to work so hard and "never have anything." Very unfortunately she has the kind of mind that never sees the necessity for frugality.

Now what becomes of Mr. Smith's twenty dollars? First let us make a little showing of results. While Mr. Smith when he married was just as poor as Mr. Jones, and the total of his earnings since has not been any greater than that of his friend and neighbor, he has far more to show for his years' toil. The Smiths have just finished paying for their home, which consists of a good house and two lots well located in a fair-sized city. Yesterday they were offered \$3,700 cash for the property. They have \$157 in the bank, better things in the house than the Joneses, and rather better clothing. Mr. Smith carries a sickness and accident benefit

about the same as Mr. Jones'. He also has a thousand dollar twenty-year endowment policy half paid up. When Mr. and Mrs. Smith has been married five years they had managed to save up \$350. They then bought their home, paying \$300 down and engaging to pay \$2,700 more in monthly payments of \$15. A place like theirs could then have been bought for \$2,000 or even less in cash, but receiving only \$300 down and giving them a long time on the remainder, the man who sold naturally figured a large portion of their early payments as interest on his investment.

During the fifteen years they have been paying for the property they have had various other expenses to meet on it. Taxes have totaled \$400, insurance \$60. Street pavement, cement walks, sewer connection, paint, an added porch, and a new roof have amounted to very close to \$740 more. The place has been well kept up and still looks and is like new. Mr. Smith has painted it about every other fall, working nights and mornings. He has also always put on any small repairs that were needed.

The property has steadily increased in value, not alone because of the improvements mentioned, but also because of its desirable location in a

growing city, and general advance in the cost of labor and building materials, and also on account of the fine row of shade trees along the sidewalk, and well-kept lawn and shrubbery, the vine-clad porches, and the thrifty fruit trees and strawberry vines that have been planted and cared for. The Smiths are considering whether they had better sell for \$3,700 and invest the money in a five-acre farm near the city, or put up a house on their vacant lot and have it for renting property.

When you consider that during the last fifteen years the Joneses have spent over \$2,000 in rent, for which they now have absolutely nothing to show, the foresight and economy of the Smiths loom up larger by comparison.

Now how has it been done? How have the Smiths managed to make each month a payment as large as the Joneses ever have paid for rent (when they began, much larger, for Mr. Jones then could get as good a house for \$8.50 as now costs \$15); spend on an average \$80 a year to improve and keep up their property; pay heavier insurance premiums than Mr. Jones, and all the time have a little money in the bank? Strictly speaking it would be how has Mrs. Smith managed to do all this, for Smith him-

Don't Be Deceived on Salt

SEVERAL grocers have recently told us that they have bought another brand of salt, under the impression that they were getting Diamond Crystal Salt put up under another name.

In this they were fooled. No Diamond Crystal is sold under any name but Shaker or Diamond Crystal. All *Diamond Crystal* salt has our name as manufacturers on the original package or container.

Diamond Crystal Salt Co.
St. Clair, Mich.

self is naturally a very free-hearted man, letting go of his money far too easily. He says that their owning their own home is "all Milly's work."

Mrs. Smith is very shrewd and level-headed. Soon after she married she made up her mind that her husband, with all his good qualities, never would be a great money-maker; that if they were to have proper provision for their old age, it must be by the most careful and systematic saving of such small amounts as could be spared from their daily living. During the first five years she laid by the \$350 heretofore alluded to. It took heroic effort to do this, for they had to pay rent, and Mr. Smith's wages at no time during this period were more than \$15. When he got a raise to \$17 and assurance of a steady position, and they decided to buy a home, both realized that they were tackling a stiff proposition.

Each Saturday night she counted out \$3.75 which she called Payment Money, and also \$3 which she termed Emergency Fund. These amounts were religiously put in the bank Monday morning. She calculated that she must not only have ready the \$15 to apply on the house the first of each month, but that she must have some ready cash always at hand so that in case of sickness or lack of work the payments need not be interrupted. The first year she did not have to draw on her Emergency Fund. From it since have been met taxes, insurance, all improvements on the property, and all the doctor bills found needful for an extremely healthy family. It has seldom run lower than \$150. When it has gotten above \$200, occasionally enough has been drawn from it to buy Mr. Smith a new suit of clothes, or to purchase a piece of furniture for the house or to meet some other rather unusual expense.

Putting by a certain amount every week was of course only a method of financing; Mrs. Smith's great problem was really to make what was left to cover the expense of a comfortable living for a family of four. To this problem Mrs. Smith has applied her powers of brain and muscle with diligence.

She never has run accounts. She always had the cash to pay down, was not restricted to any place or places, and could take hold of a bargain whenever or wherever she saw it. She soon became an expert judge of values. At the present time instead of ordering supplies sent up from the places that deliver goods, she usually buys at the basket groceries and meat markets because of the slightly lower prices. It is through her saving a quarter on this, a dime on that, a nickel or even two or three cents on something else, that the Smiths own their home.

It would be impossible to enumerate here all of Mrs. Smith's careful, homely economies. The Smith clothing is mended and cared for so that it lasts far longer than the Jones clothing. When Mary Smith finds a thin place or a tiny hole in her stocking, she has been taught to darn it neatly. When Celia Jones finds a hole in hers, she goes and gets a new pair

Mrs. Jones buys all her bread. Mrs. Smith bakes hers. By so doing she says she saves in two ways—the bread costs only about half as much and affords far more nourishment. Indeed Mrs. Smith has made a close study of providing good palatable food at the lowest possible cost.

The Smiths always raise a good garden, the fruit and vegetables from their own land materially reducing their living expenses. The Joneses always feel that "it doesn't pay to bother with a garden—it's cheaper to buy one's garden stuff;" just as fifteen years ago they thought they might better go on paying rent than to make payments on a home and meet the additional expenses for taxes and repairs. With their two lots the Smiths have more land than they need for their own garden, so the boy and girl have been encouraged to raise fruit and vegetables to sell. From the income thus derived the boy is now buying all his own clothing and has nearly \$40 in the bank. The girl has bought her own hats and dresses for the last four years, and has a nearly equal amount laid by. Not the least noteworthy result of the frugality of the Smith household is the habit of thrift in which the son and daughter have been trained. While pleasures and small luxuries have not been denied them, they have not gotten into the way of spending small amounts thoughtlessly for whatever pleases the fancy for the moment—a habit which proves so serious a handicap to the fortunes of many of our young people.

Mrs. Jones means just as well as Mrs. Smith, and has the interests of those nearest to her just as much at heart. It is only because Mrs. Smith has a clearer head, a better grasp of the real financial necessities of people in their circumstances, that Mr. Smith's \$20 is made to yield so much more richly of present comfort and future competence than Mr. Jones' \$20. Quillo.

Mighty Problem of the Cost of Distribution.

Commenting on the suggestion of a correspondent relative to the wide disparity between the wholesale and retail price of bananas, the Boston News Letter remarks:

It is the old story of the cost of distribution all over again. The United Fruit Co. lands green bunches of bananas on the dock at New York for example. Those bananas are sold to the wholesaler, perhaps 1,000 bunches in a lot. The wholesaler takes them, puts them in specially constructed (and in winter heated) ripening stalls, where the green banana gradually turns to the yellow fruit with which the consumer is familiar. That may mean a few days or it may mean two weeks according to varying conditions. The wholesaler sells a few bunches of his 1,000 to a retailer, who pays freight from the city to the country, hangs up his one or two bunches and takes the chance of handling a highly perishable tropical fruit under generally adverse climatic conditions.

What that means in dollars and

cents is that what the United Fruit Co. sold for \$1 costs the consumer, the man at whose stomach the whole process of growing and selling food products is directed, about \$2.25 to \$2.50. That is a profit of say 125 per cent. and it has been divided between at least two and perhaps a large number of people and it is not all profit either, because a certain number of bananas will not ripen, others will drop off and others will be crushed in transit, while a varying percentage will spoil before they get to the consumer's table.

When some economic genius arises who can solve this mighty problem of the cost of distribution, the whole agitation over the high cost of living will disappear as the mists before the noon-day sun. It is the problem of coming down from doing things in a big way to doing them in a petty, individual way. The shoe manufacturer makes an average profit of five cents per pair of shoes, but your shoe-man and ours are making 10 to

20 times that profit per pair, only our shoe-man is only selling one pair at the same time the factory is manufacturing 100 or 500 pairs.

So many factors enter into the cost of distribution that the relative importance of each is easily neglected. The retailer must pay rent, light, heat, clerk hire and interest and depreciation on his investment, besides running all the risk of the business. Then there is the problem of the unnecessary duplication of retail stores throughout the country. Have you ever stopped to consider how large a factor of cost it is to have four or five different milk-men call on a single street? Suppose towns were arbitrarily apportioned by sections to different retailers. The cost of distribution could easily be cut 20 per cent. to 25 per cent. and the public vastly better served, but to accomplish such a theoretical desideratum it would be necessary to standardize human nature to a degree which only our socialist friend could approve.

For Savings Investment

WE OFFER THE UNSOLD PORTION OF \$400,000.00

Citizens Telephone Co.

FIRST MORTGAGE 6% TAX EXEMPT BONDS.

Approved by the Michigan State Railroad Commission.

These Bonds are secured by a first mortgage lien on all the property, real and personal, of the Citizens Telephone Company, which is valued by the Company in excess of \$4,000,000.00.

The net earnings of the Company for the year 1912 were \$360,000.00, or nearly the total amount of the bonds now issued, and more than

15 Times the Interest Charge

PARTICULARS

Demoninations, \$1,000 and \$500.

Bonds authorized, \$750,000.00.

Bonds issued, \$400,000.00.

Bonds reserved in the hands of the Trustee, \$350,000.00.

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Bonds due August 1st, 1923.

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THE MICHIGAN TRUST COMPANY.

WE RECOMMEND THESE BONDS FOR INVESTMENT

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Resources \$2,000,000.00.

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Michigan Retail Hardware Association.
President—F. A. Rechlin, Bay City.
Vice-President—C. E. Dickinson, St. Joseph.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Push the Sale of Summer Goods.

Written for the Tradesman.

Time and again the hardware salesman, in the middle of the latter part of the season, will hear the exclamation from a customer:

"If I'd only thought of it earlier in the season, I'd have bought one; but it seems a waste of money to buy now and only get the benefit of it for a couple of weeks. I guess I'll wait until next year."

Such incidents, quite frequent at all seasons of the year, are particularly frequent in connection with summer

that we're sure to have a long, hot fall.

Hence, it behooves the hardwareman to start pushing his summer goods early in the season. As a matter of fact, it takes quite a little while to work the general public up to the buying point; and, as a rule, a little, educative plan is necessary before actual sales will be made. A man has to hear his wife mention screen doors three or four times before he will condescend to hand over the money; and similarly the hardware dealer must talk screen doors through his newspaper and other publicity before the wife will do her share.

There are benefits in buying early which only the early buyers fully appreciate. There is a great soul-satis-



The above is an excellent illustration of the new hardware store of A. J. Rankin, at Shelby. The lines shown in the windows are paints and varnish, automobile and bicycle supplies, china and lamps, fishing tackle and sporting goods. Mr. Rankin is a progressive merchant and is to be congratulated on the possession of so commodious and convenient a store building.

goods. The woman who has worried along with a by no means cool cellar or has struggled through several weeks with the aid of the primitive bucket-and-cistern method of keeping her butter hard and her milk fresh, will appreciate the need of a refrigerator when a particularly hot spell comes in the latter part of August or early in September, but her lips will "draw down" to the "thin line" made familiar by the magazine story when it comes to the point of buying. "No—for the remaining two or three weeks of summer, it's not worth while to buy. Why didn't you mention it earlier, Mr. Hardware Dealer?"

To which the merchant cheerfully but vainly replies that it is better late than never and that Hicks and the Weather Bureau agree for this once

faction in doing things ahead of time and having the house ready and shipshape for the summer months before the summer months with their sweltering heat and consequent exhaustion are actually upon us. The wise hardware dealer who wants to start his summer goods moving out will tell his customers, through his usual advertising mediums and otherwise, something of the advantage and the satisfaction to be found in preparing ahead of time for the inevitable hot spell, which demands refrigerators, ice-cream freezers, screen doors, oil stoves and ovens, fireless cookers, electric irons, electric fans and electric devices of all kinds. As stated, it takes quite a while for the average man to get his mind limbered up to the point of actually buying, therefore

Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

BLUE PLASTER BOARD AND
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Order Hay Tools Now

AND BE SUPPLIED, AS
THE SEASON IS SHORT

We Carry

Meyers Hay Tools
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Other Seasonable Goods

Michigan Oil Cooks
Continental Line Window and Door Screens
White Mountain and Arctic Freezers

Garden Hose

Revero, Moose—Half and three-quarter inch.
Sphinx, Elk—Half and three-quarter inch.
Gulf, Clipper—Half and three-quarter inch.

Michigan Hardware Company

Exclusively Wholesale

Ellsworth Ave. and Oakes St. GRAND RAPIDS, MICH.

Use Tradesman Coupons

the educational campaign should commence early to produce the best results.

A good selling argument is the fact that the customer who purchases before the hot season really sets in gets the fullest possible benefit of the articles purchased. It is easier to argue now, "Mr. Blank, you'll get better value from this refrigerator if you buy it now than you will if you wait until August," than it is to say in August, "You need a refrigerator, Mr. Blank, and you'll find it worth the money, even if you use it only a few weeks this year." This argument—getting the most use in return for the money—can be urged strongly and effectively in the earlier part of the selling season.

Meanwhile, the selling staff should prepare for the campaign in summer goods. The goods themselves should be displayed before the demand sets in, rather than to wait until the customers commence to ask for them. A display does much to stimulate demand.

The clerks themselves should closely study the strongest selling points of each article. It is not enough to wait until you are actually talking to a customer and then break off abruptly to ask the proprietor if the article under discussion will do this or that particular stunt. The salesman should know all that beforehand—before he ever tries to make a single sale. He should know the leading selling points of every summer line, should study the mechanism of the various contrivances and should be able to lucidly impart his knowledge to the most obtuse customer.

The well-posted salesman can always talk more clearly and more convincingly than the chap whose knowledge of the goods is merely superficial, and the man who knows—and says he knows in a tone which throws no doubt upon his knowledge—carries far more weight than the fellow who merely "guesses" or "believes" or "thinks" regarding the goods. Guessing is a poor commodity at best and where salesmanship is concerned it is always a drug on the market.

Anyway, the enterprising merchant will aim to make his strong selling campaign in connection with summer goods right now, at the outset of the season, instead of waiting until a later day. An aggressive campaign now will mean that at the end of the season there will be less unsold stock to hold over and larger gross and net profits realized on the summer goods.

William Edward Park.

Department Store Cuts Price on Razors.

The decision of the United States Supreme Court, taking away from manufacturers the right to control the prices on patented articles except when expressly agreed by contract, has already been taken advantage of by some of the department stores in the large cities. Following the announcement of the decision the Boston store in Chicago cut the price on a \$5 safety razor to \$3.69.

Honks From Auto City Council.

Lansing, July 7—Brother M. L. Moody was present at our Council meeting last Saturday night and gave us a very complete and interesting report of the Grand Council meeting, to which he was a delegate.

The children of Brother L. J. Colard are confined within the bounds of the house and lawn because of measles.

Brother James F. Hammell has received his appointment as Chief Clerk of the State Labor Commission and has assumed the duties of that office. Yes, it pays to be a good Democrat.

Brother F. H. Hastings has christened his car Theodore Roosevelt, because of its rough riding qualities. Brother Hastings has just returned from a fishing trip to Long Lake and reports the bites few and far between.

Mrs. Potter, wife of Brother S. B. Potter, was called to New York last Monday by the sudden death of her father.

Preliminary arrangements have been started for the fourth annual picnic of our Council, which will be held sometime during the month of August. Brother Hastings is chairman of the committee on arrangements, with Brothers Riordan and Bosworth as his associates. This ensures the success of the venture, provided the weather does not interfere.

Brother Findley, of Howell, came over to our Council meeting last Saturday night, bringing with him Brothers Geo. E. Dailey and Henry Beumann, who were duly initiated into the mysteries of our order. After the smoke had cleared away, each expressed himself as well pleased with the general behavior of our goat. Brother Buermann says that had he known, what good things were in store for him, he would have given his application to Brother Findley a long time ago.

Brother M. L. Moody is now taking his semi-annual vacation, after which he leaves for an extended trip through the upper part of the State. Marquette Council is hereby warned that our genial pill peddler will arrive in their village sometime during the month of August. Better have the padded cell ready.

Each of the three sons of Brother C. S. Watters has secured a prominent position with the Buick Motor Co., of Flint. The report that he will soon move to Flint, however, is erroneous and without foundation.

Some criticising remarks have been made because the writer of this column may be seen every Sunday afternoon with his two little boys at the Blue Jay swimming hole on Cedar River. Well, at any rate there's a heap of satisfaction in knowing that we have taught our motherless offspring how to take care of themselves in deep water and we will put them up against any others, large or small, who have had an equal number of lessons. H. D. Bullen.

It is just as hard to stay at the top as it is to get there.

Enjoying Life As You Go.

Once in a while we find a business man who takes a decidedly refreshing view of business life. Such men give us an idea of what the general business life might be if we had better standards.

"You seem inclined to surround yourself with beautiful things," I remarked to a business man, as I stood in his charming office-studio and cast an appreciative glance at the exquisite pictures, odd pottery, oriental rugs, dull mahogany and artistic lighting effects.

"Well, I try to," he said. "Years ago I came to the conclusion that I should probably have to spend the best part of my life in an office and I made up my mind that I would make my office a livable place. If I am

ever going to get any enjoyment out of the beautiful things of life it will have to be when I am awake, and that usually means while I am working right here in this office."

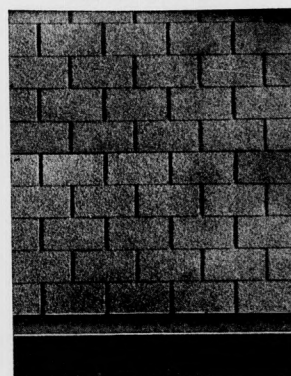
"Do you get much time to enjoy these treasures?" I asked, as I examined in detail some rare bindings, Japanese prints and cabinet pieces.

"Not as much as I should like," he said, "but enough to make it worth while. The mere fact of having them at hand gives me some pleasure and helps to keep my working standards up, whether I have much time to look at them or not." Thomas Y. Small.

Do not lose faith in humanity; there are over ninety million people in America who never played you a single nasty trick.

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Reynolds Slate Shingles After Five Years Wear



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Beware of Imitations. Ask for Sample and Booklet.
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Original Manufacturer, GRAND RAPIDS, MICH.

Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
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Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment as though you were here personally.

Corner Ionia, Fountain and Division Sts.
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Summer is here, and travel is at its highest. Now then, do you not think it would be to your advantage to consider the excellent line of SUN-BEAM Luggage?

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Jaunty Jottings From Jackson.

Jackson, July 8—The meeting of the Supreme Council, U. C. T. of A., came to an end Saturday, June 28. In many ways it was an important meeting. Being the twenty-fifth anniversary would naturally make it interesting, especially to those who have been associated with it from the start. But there was much important legislation. January 1 every member of the organization will receive a policy with all the benefits and conditions fully enumerated. There will be mentioned in the constitution no more social members, but the word member only. The list of preferred occupations has been increased, the fraternal and insurance features will not be separated and the organization starts away from the twenty-fifth anniversary, giving more for the money than ever before. The Jurisprudence Committee of which Mike Howarn, of Detroit, was a member, perhaps had more important matters to consider this year than ever came before the Supreme body before. Fred C. Richter, our Grand Secretary, was called upon to address the meeting on a matter upon which he was considered authority. One very interesting feature of the meeting was an address delivered by A. P. Fleckenstein, of Fargo, N. D., but formerly of Ionia, Mich. It was upon the subject of excess baggage rates. He had already appeared before the Interstate Commerce Commission in Washington, and he proved himself to know his subject in a remarkable way. In many instances trunks and baggage could be sent by the express companies for less money than by

checking as baggage, after taking into consideration the drayage. Some long hauls are less than shorter ones, etc., the figures all being given without referring to notes and illustrated by a map he had prepared himself. The Supreme Council turned this matter over to him fully after hearing his address. Spurgeon.

John D. Martin Has Got 'Em Bad.

Grand Rapids, July 8—It is some time since I sent any matter for the Tradesman, but the other day after reading of "The Dramatic Passing of Charles Wheeler," I had another "spasm," and enclose it to you hoping it will meet favor with you.

John D. Martin.

It's a rule a man's a fool
 When it's hot he wants it cool
 When it's cool he wants it hot
 Always wanting what is not.

Memoirs of the Blue Goose.

"Tell me, ye winged winds that round my pathway roar," Can it be true, we'll see Charley Wheeler no more? Is it a fact his spirit has gone "ker-plunk?" And that no more the "Blue Goose" will flap its wings and cry "Honk—Honk?" Did the "Great MacEachron" really see violets "galore?" And did Mark Brown catch speckled trout from the barren floor? Was John Martin really dry, when he sang that song so loud? And was it part of the play, when Art Borden's song did not catch the crowd? When "Freddy" Clark was calling to his friends to come down did he want to fight? Is it part of Follis' nature, to always sing something like "lead kindly light?" Was the "Poet Foster, the peerless Melvin and the unapproachable Shumacher," all under the mystic spell? Or was it just another case of the Marquette fellows, trying to put it over everyone, and doing it mighty well? What about the deep interest seemingly manifested by Hammell, Hoffman and Stowe! For they remained transfixed in their seats, thro' to the end of the show. The loud winds dwindled to a whisper low, and sighed with pity, as it answered, I don't know.

(Ask Wilbur Burns)

Phthisology.

Breaking the New Man In.

When a new man begins work in an office or a department he is often left to shirk for himself without an outline of his duties or an introduction to those around him. It is good to hear what a young man told me. "When I began here," he said, "the manager of this department talked things over with me for nearly an hour. He told me the names of all the officers of the firm and what they

did; the names of all of the heads of the departments I would come in contact with; the names of the other people here in the office; the names of the leading houses we did business with and gave me a good general idea of the work of the whole office and a special outline of my duties and possibilities here. Then he took me around and introduced me to many of these people. The result was that I quickly got my bearings and felt at home from the first and soon settled down to hard work. In my previous position with another firm my experience was very different. There were no introductions, and no outline and no general information. My first three months were practically spent learning what the manager could have told me in an hour if he had taken the trouble to do it. The work here is twice as complicated as it was there, but I got the general plan of it well in mind the first day."

Every manager should, for the moment, put himself in the place of the new employee and realize what a confused sense he must have of a large and unfamiliar business, and how easily that confusion could be taken away by a good talk about the work in general. James K. Brown.

The Goods Behind the Man.

A man once made the remark to me that he could always tell a proposition by its salesman. In talking with an experienced buyer in a mercantile establishment I mentioned this point to him and asked him if that had been his experience.

"No, indeed," he answered. "My observation has often been the reverse. I have seen a very poor salesman with a splendid proposition and an exceptionally good salesman with a poor proposition."

"How do you account for it?" I asked.

"Well," he said, "in my business I am always on the lookout for new things. I find that a great many good things are first put on the market in a small way and often necessarily in a most economical way. A small manufacturer can seldom afford an expert salesman—he must either go himself or send a man he can afford to employ. That frequently means a man who has never sold goods before. So if I should judge the proposition by the salesman I would often turn down a good thing. I'd rather examine thirty things I don't want than to miss one I do."

"Don't you think a good many buyers make a mistake there?" I asked.

"Yes, indeed," he said. "One of the best lines I control was turned down by a rival without proper investigation, obviously because the old man who invented it came in himself to sell it." Benj. J. Fry.

Value of Ideals.

Ideals are like stars; you will not succeed in touching them with your hands. But, like a seafaring man on deserts of water, you choose them as your guides and, following them, you reach your destiny. Carl Schurz.

Happy is the young man who loses the first game he gambles.

"Some an Hundredfold."

It is a matter of continual interest to see how big things often grow from small beginnings. A salesman in a store went to a great deal of trouble to get a certain kind of button I wanted, an item worth only five cents. I was much impressed with the spirit in which he took the trouble to satisfy such a small demand and I said to him, "You are certainly very kind."

"Not at all," he said, "That's what I am here for."

"I'm afraid your business doesn't grow very fast from orders like that," I said.

"Perhaps not," he said, "if you count only the profit on the first transaction. But I have seen a great deal of business grow out of smaller things than that. I can count ten good customers who came on the recommendation of one man I once went to a little extra trouble for. I found two of my best friends among the newcomers. It is often that way. A man drops in here and is well treated and mentions it to his friends and they mention it to theirs and so business grows. It is like planting a grain of wheat. It may bring forth a whole head, and that planted again will bring forth a head for every grain, and so on. You can never tell where it will stop. I like to think that every little transaction is a grain of wheat that I am planting and that it is worth all the trouble it costs, for it may bring in a big harvest some day." Frank Stowell.

His Platform.

A prominent Chicago politician, related the following story of his campaign.

"Once I told three negroes that I'd give a big turkey to the one who'd give the best reason for his being a Republican."

"The first one said: 'I'se a 'publican kase de 'publican set us niggers 'free.'"

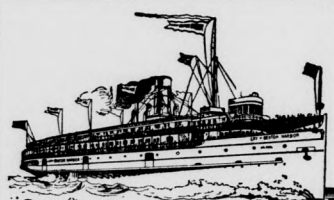
"'Very good, Pete,' said I, 'Now, Bill, let me hear from you.'"

"'Well, I'se a 'publican kase dey gone gib us a pertective tariff.'"

"'Fine!' I exclaimed, 'Now, Sam, what have you to say?'"

"'Bos,' said Sam, scratching his head, 'boss, I'se a 'publican kase I wants dat turkey.'"

"And he got it."



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BOATS**

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CLOVERLAND.

Zephyrs From the Upper Peninsula of Michigan.

Marquette, July 7—Martin Behner, the veteran traveling man, representing the American Candy Co., has proved again that he was born under a lucky star. He has traveled the Upper Peninsula for nearly forty years and never was in a railroad or any other kind of an accident until this week, when an Overland touring car, owned and driven by his son-in-law, Frank Palermo, of Chicago, turned turtle after going over an embankment two miles south of Carlshend, between Escanaba and Marquette. The party left Escanaba from the residence of Mr. Behner, 254 Michigan avenue, on Sunday and all went well, as they were making the trip by easy stages, until they started to climb the hill at the place named, where there is a heavy grade, when suddenly the engine of the car stopped. Mr. Palermo had not time to apply the brakes before the machine started to back down the hill and the brakes were ineffectual, and it seemed that nothing could prevent the car going over the embankment and entrapping its occupants beneath it. Fortune smiled and the body of the machine struck several logs and a heavy growth of willows and birches in a clump between the logs. This broke the fall and, probably, saved at least some of the party from serious injury, if not death. As it was, no one was injured, except Mr. Behner, and his injury was only to his vocal cords because, it is said, that he prayed in German so loud that the villagers at Carlshend, two miles distant, thought that a Free Methodist camp meeting was in progress and hastened to the spot, attracted by the fervid appeal of Martin for deliverance. He was wedged between two logs in a swamp, safe, but not either high or dry. When he was extricated and found that his prayer was answered and found that he was knocked out of his candy samples and that his safety razor and his tooth brush were found sticking in the muck, Martin ceased praying and said a few things about a "humprick peeshness" that wouldn't look good in print. He is on the job to-day at Marquette selling candy, as usual, and telling us all about it, and it is said that his orders are so heavy, in the absence of his samples, that he is considering abandoning the use of samples in the future. The family will return to Escanaba by rail and Mr. Behner will continue his trip to the Copper Country.

A. E. Boswell, who for twenty-three years has ably filled various positions in the commercial department of the Marquette Mining Journal, has resigned to take over the ownership of the Muskegon Times, at Muskegon, the only morning paper published in that city. This is an excellent opportunity for Mr. Boswell, as Muskegon is a growing and progressive city, and Mr. Boswell enters the game at Muskegon under the most favorable auspices. The people of Marquette wish him the largest and

the fullest measure of success and we feel confident that a bright future awaits him, because of his long years of experience in almost every department of one of Michigan's greatest daily papers, together with a keen business ability he has demonstrated since his connection with the Mining Journal. He is connected here with many business, social and fraternal organizations who will miss him much. He is an ardent member of U. P. Council, No. 186, and we give notice to Muskegon Council to keep hands off, as we hope to retain his membership for many years to come. He's some scrapper, too.

Mrs. Mary A. Hallam, a pioneer resident of this city and, perhaps, its most successful business woman, departed this life on Friday evening at the good round age of 86 years. Funeral services were held to-day from the residence, 722 Pine street, Rev. Bates, G. Burt, of the Episcopal church officiating. She is survived by two sons, Henry and John, of this city, and a daughter living in Wisconsin, and two other sons residing at distant points.

Marquette is to lose this week one of its most eminent citizens in the person of W. W. Osband. We hate to think of W. W. leaving us, as he is a man of such sterling qualities, high ideals and kindly motives that we can ill afford to lose a man of his type of manhood. Mr. Osband is to go to Detroit as an attache of the United States customs department in the central office of the customs district of Michigan. Mr. Osband has for years been Deputy Collector of Customs for the Port of Superior, located at Marquette, but by an order of President Taft a few days before his retirement, that office was abolished and its activities moved to Detroit. Marquette is genuinely sorry to lose Mr. Osband and wish him every success in his new field of labor. Marquette's loss is Detroit's gain.

I. E. Bissell, of Bissell & Stebbins, of Munising, is still ill with typhoid fever. We sincerely hope to be soon able to report his complete recovery.

Lee Lindstrom, son of Jno. Lindstrom, of the Marquette Hardware Co., is in the city visiting his parents. He expects to return to his home in Detroit during the present week.

Mrs. James E. Burtless and her daughter, Miss Leila, left here on Saturday morning for Toledo, Ohio, to visit friends during the summer months.

We regret to announce that E. A. McPherran, who for many years has been Land Commissioner for the D., S. S. & A. Railway, and who for the past year has also been the most efficient head of the D., S. S. & A. colonization department, has resigned to resume the practice of law at Duluth. In view of the fact that his work in the colonization department has been so eminently successful that it has attracted almost Nation wide attention, we particularly regret his resignation, as Cloverland loses one of its most successful and most prominent boosters. He has been succeeded by J. A. Jaffrey, Professor of Soils at Michigan Agricultural College.

Jefferson Alexander, Superintendent of Houghton County Electric Light and Traction Co., one of the Stone & Webster interests, has been notified by that company of his promotion to the position of General Superintendent of the Stone & Webster electric light and traction plants at Savannah, Ga. Mr. Alexander will depart for his new field of action as soon as he can close up some unfinished business at the plant in the Copper country. Houghton county people rejoice in Mr. Alexander's advancement and his leaving will be with general regret. Mr. Alexander is yet a young man and his selection to this important position is a tribute to his ability, as such an important post could not be offered to anybody but a man of tested and tried value.

Ura Donald Laird.

Labor Unionism Responsible for Stamford Disaster.

The New York, New Haven & Hartford Railroad has been very unfortunate in the number of accidents to passenger trains on its lines within the last two years. The newspapers and the public have demanded greater care and better discipline. Indignation reached the boiling point when the terrible disaster at Stamford Conn., was added to the list last week. Investigations by the coroner and the Interstate Commerce Commission have thrown new lights on the causes of railroad wrecks that should open the eyes of the people of this country even if it does not still the tongues of demagogues.

Labor unions, including the Brotherhood of Locomotive Engineers, are primarily responsible. They have been able to force the railroads to give important and dangerous assignments to green men. Because his name happened to stand that day at the head of the waiting list, young Doherty was given the most hazardous duty a locomotive driver is ever called upon to perform, namely, to drive the second section of a fast express. He had practically no experience in the passenger service. For one short year he had handled light switching and local freight engines. He did not understand the mechanism of the giant express engines. The one he drove on that fatal day was of a new type on which it appears he had not even worked as a fireman. He had reported having trouble with the air brakes of this particular engine. He did not know that he should not have tried to reverse an engine of this type after setting the emergency brake. He was incompetent through youth and lack of experience.

Yet the rule of the labor union compelled the railroad's engine dispatcher to send him out on this trip because his name stood at the head of the list and his brief record of service was clean. The railroad could not choose. It had to obey the union. The union does not permit the railroad to assign men to the tasks they are best fitted to perform. Yet temperament counts for almost as much as skill and experience where lives are at stake. Given the right temperament, experience endows a loco-

motive driver with instinct to do the right thing almost without thinking. In an emergency he may have no time to think whether he should throw on the emergency brake or reverse his engine. He must do it instinctively. The personal equation is the great thing, yet the labor union says it must be disregarded if the man is of good character and pays his dues.

Public opinion must prevail in the end. The public would not submit to a law that gave surgeons the right to perform operations in turn, so that the beginner would have as much work as the most experienced practitioner. Yet the labor unions are compelling the traveling public to risk life and limb at the hands of the man at the head of the waiting list. This Stamford wreck appears to have been caused by union rules.

In justice to young Doherty, the unfortunate engineer, it must be said that he did his best. He readily assumed responsibility which was wrongly thrust upon him. The man who shirks responsibility never amounts to much. Readiness to assume it gives the world its Napoleons, its Bismarks and its Morgans. The blame rests on other shoulders, in this case on the Brotherhood of Locomotive Engineers.—New York Commercial.

Lost, Strayed or Stolen?

The Tradesman will pay a suitable reward for the discovery of four of its correspondents who have been invisible for two weeks, as follows:

Fred Richter, Traverse City.
J. H. Lee, Muskegon.
Guy Pfander, Battle Creek.
R. S. Hopkins, Kalamazoo.

Kalamazoo Telegraph-Press: Carl Keiser, who has been Michigan representative for the Phoenix Chair Co., of Sheboygan, Wis., for the past two years, has resigned to engage as salesman for the Hoover-Bond Co., of Kalamazoo. Mr. Keiser is a graduate of the Western State Normal. He will assume his duties with the local company immediately.

Dwight A. Harrison, Western Michigan representative for Farrand, Williams & Clark, Detroit, is ill with a nervous breakdown at his home at Kalamazoo; ditto D. O. Gladding, Western Michigan representative for the Fuller & Fuller Co., Chicago.

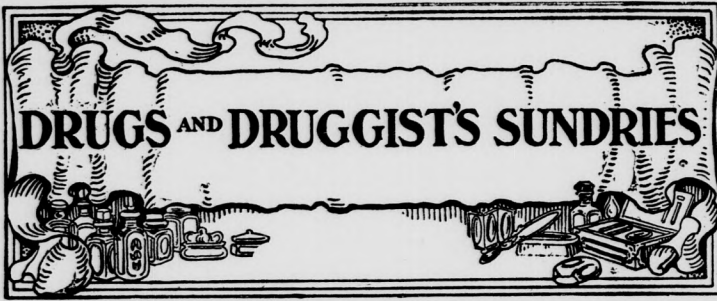
Cornelius Crawford (Hazeltine & Perkins Drug Co.) has purchased the Hunter cottage, at Ottawa Beach. Mrs. Crawford has already taken possession.

S. E. Burns writes the Tradesman that the Hotel Burns, at Sunfield, will close July 12.

Troubles are not really troubles unless you quit work and incubate them—otherwise they are only incidental diversions.

lying awake half the night planning how to get even with the other fellow.

The great mistake you can make in this life is to be continually fearing you will make one.



Michigan Board of Pharmacy.
 President—John J. Campbell, Pigeon.
 Secretary—W. E. Collins, Owosso.
 Treasurer—Edwin T. Boden, Bay City.
 Other Members—E. E. Faulkner, Delton; Charles S. Koon, Muskegon.

Michigan State Pharmaceutical Association.

President—Henry Riechel, Grand Rapids.
 First Vice-President—F. E. Thatcher, Ravenna.
 Second Vice-President—E. E. Miller, Traverse City.
 Secretary—Von W. Furniss, Nashville.
 Treasurer—Ed. Varnum, Jonesville.
 Executive Committee—D. D. Alton, Fremont; Ed. W. Austin, Midland; C. S. Koon, Muskegon; R. W. Cochran, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.

President—F. W. Kerr, Detroit.
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

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

Suggestions of Value to Druggists.

The druggist has many ways of getting his advertising matter into the homes, and I believe most of those who have tried various ways will agree that "personal" letters receive a great deal more attention than any circular they can distribute, though, of course, they are a little expensive, costing about two or three cents each, at least when they are sent out under full postage, which, of course, will always get the best attention. In large cities, however, where the territory of the average store is probably not over four blocks in each direction, one might use the system the writer has seen used to good advantage. Instead of a regular circular on thin paper, have the matter you want printed on cardboard and a cord run through the card near the top. Then have reliable boys slip these cords over each door knob in the territory you want covered. These generally get into the house. In the first place, they can't blow away, and after one takes this card off the knob he is almost bound to read what is on it.

These cards will probably cost \$1.50 a thousand, which is more than circulars cost, but I believe you will find them, as others have, well worth the difference.

Quite a number of druggists in large cities are now handling magazines, though in small towns comparatively few have taken up this line. The city store realizes a good profit from this source, and we see no reason why it should not pay the small-town druggist as well. Many of the small towns haven't a news-stand that handles anything like a complete line, and the country or small-town population does considerably more

reading than the city people, all of which is in favor of the country drug stores.

This line will pay from 20 to 25 per cent. profit, and is mostly cash business, which enables the druggist to turn money over in a few days, with no chances of loss, since almost all the regular sellers are returnable, and of those that are not he need buy only what he is sure of selling. Then, too, there is a fair percentage to be made on taking yearly subscriptions. It occasions little trouble and no outlay whatever, and almost always you get cash in advance. And, of course, magazine business will bring other business.

Aim to Attract the Floating Business.

It is no easy matter to drop a new store into neighborhood; as the boys say, "butt in." Drug stores cover the field very thoroughly in this country, and the young man who contemplates starting a new store outright should spend many thoughtful days. After you have tramped over a large city or visited a number of smaller towns, and found a neighborhood into which you think you can successfully insert a drug store, the battle has only begun. It stands to reason that every dollar's worth of trade you pick up must be taken bodily away from other stores. There is no use in being squeamish about it. Business is a battle and must be fought along such lines.

A young man just starting out should by all means make a careful study of the other stores in the locality before he opens his own doors. He can easily drop in, buy a cigar or a glass of soda, and get a line on the situation. Now, to make a start, it is well to handle any line that the other man ignores. On drugs and prescriptions he has the advantage, and he has doubly the advantage if his stock is larger than yours.

Does he sell magazines? If not, there is your chance.

A line of magazines is found to get you some business, and there is an opening wedge. Laundry agencies, express agencies and such things are troublesome, and the old established druggist often refuses to bother with them. In case he does, they offer opportunities to the new man. The new man usually has plenty of spare time, and if he is wise he will expend it on just such propositions.

Many a prosperous druggist feels above the soda-water business. If the old druggist has a big line of drugs and a small soda fountain, the new druggist will often find it to his advantage to reverse matters, put

in a smaller stock of drugs and a big soda fountain. His drug business is apt to come along slowly, but his soda-water business may boom from the start. Hundreds of young druggists have broken into the business by way of the soda fountain. The writer does not blame the druggist who can make a living without selling soda water, rather he congratulates him; but neither should the ethical druggist blame the young druggist who "butts in" and opens a soda fountain in his bailiwick.

Business is a battle, but one man's success need not necessarily mean another man's failure. If the old druggist is onto his job, he perks up, does some advertising, puts in some new features, and maybe by the end of a year both druggists have increased their business. This is the way it often works. If another man is getting business away from you, maybe it is because you are too independent or too well satisfied. It may be for your own good to get a jolt. Thousands of druggists have been jolted under such circumstances, and have admitted it gracefully afterwards. The natural tendency of mankind is to get into a rut, and we need a new man in the field occasionally to wake us up and bring out our latent fighting qualities.

Remember, in opening a new store, to look after the floating business, the cigar trade, the soda-water trade, the stamp custom. If you attract these people, their prescription business will come along later.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Southern Michigan Odd Fellows will hold their annual picnic August 6 in Jackson. Several thousand visitors are expected.

Bay City now has a meat inspection ordinance, which provides for an inspector at \$100 a month.

Lansing has accepted the Potter Park property and the city agrees to expend \$2,250 annually in improving and beautifying the grounds.

The lighting committee of the Bay City Common Council has recommended the adoption of the luminous or flaming arc system of street lighting. The cost of installation is estimated at \$27,000.

"Greater Grand Ledge" is the slogan in this pretty city on Grand River and the citizens are boosting for 10,000 population in 1920. The electric road to Lansing, which is under construction, will help.

The Copper Country Commercial Club, made up of business and professional men of Houghton, Keweenaw, Baraga and Ontonagon counties, has been formed at Houghton to develop the resources of that country.

Hillsdale will have a milk condensary, the contract having been awarded for a building to cost \$15,000.

Three public playgrounds have been opened at Lansing for the summer.

Kalamazoo has adopted a new traffic ordinance and the crossings squad use whistles as signals.

Jackson is seeking information from other cities with reference to city markets and how they are operated.

The Menominee Commercial Club is boosting its membership. The enrollment now is close to 300.

The efforts of the newly-organized Transportation Club at Flint are bearing fruit in the way of better freight service for merchants and manufacturers.

The Kalamazoo Loose Leaf Binder Co. will build a \$20,000 addition to its plant in that city and will add to its working force.

August 14 will be Home Coming and Farmers' Day at Bellevue.

Business men of Imlay City have petitioned the D. U. R. to extend its Romeo branch to Imlay City, thus providing a direct route to Detroit.

Bay City will spend \$8,000 in improving Carroll park.

A plan of systematic collection of garbage has been adopted at Pontiac and lowest bidders for the work must cover the city at least twice a week with tight, metal-clad wagons.

The cannery at Menominee has begun operations and will put up a million and a half cans of peas, also over 20,000 cans of jellies and apple butter.

Contracts have been let for a large addition to the wire mill at Dollar Bay. This plant will be made a central point for the western business of Roebeling & Sons.

Excavation is in progress for the new Federal building at Petoskey.

The recent school census at Flint shows more than 9,000 children in that city, or an increase of 1,333 over last year.

Fishing in an important industry at Frankfort, giving steady employment to sixty-two men. Half a dozen steam tugs and a dozen gasoline-driven boats carry fishermen out of that port every morning and during the winter from three to six additional steam tugs, with crews of thirty-five to fifty men, go to that harbor to engage in fishing.

Battle Creek may put on another "battle for rain," if the present drouth hangs on. Farmers whose crops are suffering have been communicating with Secretary Johnson, of the Chamber of Commerce, offering to contribute to the dynamite battle. C. W. Post contributed the explosives last year and a heavy rain followed.

The assessed valuation of Bay City property has been increased 35 per cent. by the state tax commission.

The Cadillac Council very wisely declines the proposition to put on a street carnival there for a week, deciding that carnivals bring little to a city but disorder and that much money is unwisely diverted.

Kalamazoo will install five new sanitary drinking fountains.

Lansing has dreams of a municipal fuel yard and the City Clerk has been instructed by the Council to get prices on coal and coke.

The Women's Civic Improvement League of Kalamazoo is waging war on weeds in vacant lots, and unsightly dump heaps. Almond Griffen.

WHOLESALE DRUG PRICE CURRENT

Acids		Cubeb		Digitalis	
Acetic	6 @ 8	Brigerson	@ 4 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 95
Carbolic	23 @ 27	Hemlock, pure	@ 1 00	Gualac	@ 1 05
Citric	52 @ 60	Juniper Berries	@ 1 25	Gualac Ammon.	@ 80
Muriatic	1 1/4 @ 5	Juniper Wood	40 @ 50	Iodine	@ 1 25
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 1 25
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5	Lavender Flowers	@ 4 00	Iron, clo.	@ 60
Tartaric	38 @ 42	Lavender, Garden	85 @ 1 00	Kino	@ 80
Ammonia		Lemon	50 @ 60	Myrrh	@ 1 05
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled bbl	@ 50	Nux Vomica	@ 70
Water, 18 deg.	4 1/2 @ 8	Linseed, bld. less	55 @ 60	Opium	@ 2 00
Water 14 deg.	3 1/2 @ 6	Linseed, raw bbls	@ 49	Opium Camph.	@ 2 25
Carbonate	13 @ 16	Linseed, raw less	54 @ 59	Opium, Deodor'd	@ 2 50
Chloride	12 @ 15	Mustard, true	4 50 @ 6 00	Rhubarb	@ 70
Balsams		Mustard, artif'l	2 75 @ 3 00	Paints	
Copaiba	75 @ 1 00	Neatsfoot	80 @ 85	Lead, red dry	7 @ 10
Fir (Canada)	1 75 @ 2 00	Olive, pure	2 50 @ 3 50	Lead, white dry	7 @ 10
Fir (Oregon)	40 @ 50	Olive, Malaga	1 60 @ 1 75	Lead, white oil	7 @ 10
Peru	2 25 @ 2 50	Olive, Malaga, green	1 50 @ 1 65	Ochre, yellow bbl. 1	@ 1 1/4
Tolu	1 25 @ 1 40	Orange, sweet	4 75 @ 5 00	Ochre, yellow less 2	@ 5
Berries		Organum, pure	1 25 @ 1 50	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Organum, com'l	75 @ 75	Red Venetian bbl. 1	@ 1 1/4
Fish	15 @ 20	Pennyroyal	2 25 @ 2 50	Red Venet'n, less 2	@ 5
Juniper	6 @ 10	Peppermint	@ 3 75	Shaker, Prepared 1	40 @ 1 50
Prickly Ash	@ 50	Rose, pure	16 00 @ 18 00	Vermillion, Eng.	90 @ 1 00
Barks		Rosemary Flowers	90 @ 1 00	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Sandalwood, E. I.	6 25 @ 6 50	Whiting, bbl.	1 @ 1 1/4
Cassia (Saigon)	65 @ 75	Sassafras, true	80 @ 90	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Sassafras, artif'l	45 @ 50	Insecticides	
Sassafras (pow. 30c)	@ 25	Spearmint	6 00 @ 6 50	Arsenic	6 @ 10
Soap (powd. 25c)	@ 15	Sperm	90 @ 1 00	Blue Vitrol, bbl.	@ 6 1/4
Extracts		Tansy	4 75 @ 5 00	Blue Vitrol less	7 @ 10
Licorice	24 @ 28	Tar, USP	25 @ 35	Bordeaux Mix Pst	8 @ 15
Licorice powdered	25 @ 30	Turpentine, bbls.	@ 49 1/2	Hellebore, White	15 @ 20
Flowers		Turpentine, less	55 @ 60	powdered	20 @ 35
Arnica	18 @ 25	Wintergreen, true	@ 5 00	Insect Powder	8 @ 16
Chamomile (Ger.)	25 @ 35	Wintergreen, sweet	2 00 @ 2 25	Lead Arsenate	15 @ 20
Chamomile (Rom.)	40 @ 50	Wintergreen, art'l	50 @ 60	Lime & Sulphur	15 @ 25
Gums		Wormseed	@ 6 00	Solution, gal.	15 @ 25
Acacia, 1st	40 @ 50	Wormseed	@ 8 00	Paris Green	15 @ 20
Acacia, 2nd	35 @ 40	Potassium		Miscellaneous	
Acacia, 3d	30 @ 35	Bicarbonate	15 @ 18	Acetanalid	30 @ 35
Acacia, Sorts	@ 20	Bichromate	13 @ 16	Alum	@ 3 5
Acacia Powdered	35 @ 40	Bromide	45 @ 55	Alum, powdered and	5 @ 7
Aloes (Barb. Pow)	22 @ 25	Carbonate	12 @ 15	Bismuth, Subni-	2 10 @ 2 25
Aloes (Cape Pow)	20 @ 25	Chlorate, xtal and	12 @ 16	Borax xtal or	6 @ 12
Aloes (Soc. Powd.)	40 @ 50	powdered	12 @ 16	powdered	6 @ 12
Asafoetida	1 00 @ 1 25	Cyanide	30 @ 40	Cantharadics po. 1	30 @ 1 50
Asafoetida, Powd.	@ 1 00	Iodide	2 85 @ 2 90	Calomel	1 20 @ 1 30
Pure		Permanganate	15 @ 30	Capsicum	20 @ 25
U. S. P. Powd.	@ 1 50	Prussiate yellow	30 @ 35	Carmine	@ 3 50
Camphor	55 @ 60	Prussiate, red	50 @ 60	Cassia Buds	@ 40
Gualac	35 @ 40	Sulphate	15 @ 20	Cloves	30 @ 35
Gualac, Powdered	40 @ 50	Roots		Chalk Prepared	6 @ 8 1/2
Kino	@ 40	Alkanet	15 @ 20	Chalk Precipitated	7 @ 10
Kino, Powdered	@ 45	Blood, powdered	20 @ 25	Chloroform	38 @ 48
Myrrh	@ 40	Calamus	35 @ 40	Chloral Hydrate	1 00 @ 1 15
Myrrh, Powdered	@ 50	Elecampane, pwd.	15 @ 20	Cocaine	3 70 @ 3 90
Opium	7 25 @ 7 50	Gentian, powd.	12 @ 16	Cocoa Butter	50 @ 60
Opium, Powd.	9 15 @ 9 35	Ginger, African,	15 @ 20	Corks, list, less 70%	@ 85
Opium, Gran.	9 25 @ 9 50	powdered	20 @ 25	Copperas bbls, cwt	2 @ 5
Shellac	25 @ 30	Ginger, Jamaica,	22 @ 28	Copperas, less	4 @ 8
Shellac, Bleached	30 @ 35	powdered	22 @ 28	Copperas, Powd.	4 @ 8
Tragacanth No. 1	40 @ 1 50	Goldenseal, powd.	@ 6 00	Corrosive Sublim.	1 20 @ 1 30
Tragacanth, Pow	60 @ 75	Ipecac, powd.	2 75 @ 3 00	Cream Tartar	28 @ 35
Turpentine	10 @ 15	Licorice	14 @ 16	Cuttlebone	25 @ 35
Leaves		Licorice, powd.	12 @ 15	Dextrine	7 @ 10
Buchu	1 85 @ 2 00	Orris, powdered	25 @ 30	Dover's Powder	2 00 @ 2 25
Buchu, Powd.	2 00 @ 2 25	Poke, powdered	20 @ 25	Emery, all Nos.	6 @ 10
Sage, bulk	18 @ 25	Rhubarb	75 @ 1 00	Emery, powdered	5 @ 8
Sage, 1/2s Loose	20 @ 25	Rhubarb, powd.	75 @ 1 25	Epsom Salts, bbls	@ 1 1/2
Sage, Powdered	25 @ 30	Rosinweed, powd.	25 @ 30	Epsom Salts, less 2 1/2	@ 5
Senna, Alex	25 @ 30	Sarsaparilla, Hond.	@ 50	Ergot	1 50 @ 1 75
Senna, Tinn.	15 @ 20	ground	@ 50	Ergot, powdered	1 80 @ 2 00
Senna, Tinn, Pow.	20 @ 25	Sarsaparilla Mexican,	25 @ 30	Flake White	12 @ 15
Uva Ursi	10 @ 15	ground	25 @ 30	Formaldehyde lb.	10 @ 15
Oils		Squills	20 @ 35	Gambier	6 @ 10
Almonds, Bitter,		Squills, powdered	40 @ 60	Gelatine	35 @ 45
true	6 00 @ 6 50	Turmeric, powd.	12 @ 15	Glassware, full cases	80%
Almond, Bitter,		Valerian, powd.	25 @ 30	Glassware, less 70 & 10%	
artificial	@ 1 00	Seeds		Glauber Salts bbl.	@ 1
Almonds, Sweet,		Anise	15 @ 20	Glauber Salts less	2 @ 5
true	90 @ 1 00	Anise, powdered	22 @ 25	Glue, brown	11 @ 15
Almond, Sweet,		Bird, is	7 @ 8	Glue, brown grd	10 @ 15
imitation	40 @ 50	Canary	7 @ 10	Glue, white	15 @ 25
Amber, crude	25 @ 30	Caraway	12 @ 18	Glue, white grd	15 @ 20
Amber, rectified	40 @ 50	Cardamon	1 75 @ 2 00	Glycerine	23 @ 30
Anise	2 25 @ 2 50	Celery	55 @ 60	Hops	50 @ 60
Bergamont	@ 8 00	Coriander	10 @ 15	Iodine	85 @ 1 00
Cajuput	75 @ 85	Dill	18 @ 20	Iodoform	3 75 @ 4 00
Cassia	1 50 @ 1 75	Fennel	15 @ 20	Lead Acetate	12 @ 18
Castor, bbls. and		Flax	4 @ 8	Lycopodium	60 @ 75
cans	12 1/2 @ 15	Flax, ground	4 @ 8	Mace	80 @ 90
Cedar Leaf	@ 85	Foenugreek, pow.	6 @ 10	Mace, powdered	90 @ 1 00
Citronella	@ 60	Hemp	5 @ 7	Menthol	9 75 @ 10 00
Cloves	1 75 @ 2 00	Lobelia	@ 50	Mercury	75 @ 85
Cocanut	18 @ 20	Mustard, yellow	9 @ 12	Morphine, all brd	4 55 @ 4 80
Cod Liver	1 25 @ 1 50	Mustard, black	20 @ 25	Nux Vomica	@ 10
Cotton Seed	70 @ 85	Poppy	15 @ 20	Nux Vomica pow	@ 15
Croton	@ 1 60	Quince	@ 1 00	Pepper, black pow	20 @ 25
Tinctures		Rape	6 @ 10	Pepper, white	25 @ 35
Aconite	@ 75	Sabadilla	25 @ 30	Pitch, Burgundy	10 @ 15
Aloes	@ 65	Sabadilla, powd.	35 @ 45	Quassia	10 @ 15
Arnica	@ 60	Sunflower	6 @ 8	Quinine, all brds	23 1/2 @ 35
Asafoetida	@ 1 00	Worm American	15 @ 20	Rachella Salts	20 @ 26
Belladonna	@ 90	Worm Levant	40 @ 50	Saccharine	2 00 @ 2 20
Benzoil	@ 90	Tinctures		Salt Peter	7 1/2 @ 12
Benzoil Compound	@ 90	Aconite	@ 75	Selditz Mixture	20 @ 25
Buchu	@ 1 00	Aloes	@ 65	Soap, green	15 @ 20
Cantharadics	@ 1 00	Arnica	@ 60	Soap, mott castile	10 @ 15
Capsicum	@ 90	Asafoetida	@ 1 00	Soap, white castile	@ 6 25
Cardamon	@ 95	Belladonna	@ 90	less, per bar	@ 68
Cardamon, Comp.	@ 65	Benzoil	@ 90	Soda Ash	1 1/4 @ 5
Catechu	@ 60	Benzoil Compound	@ 90	Soda Bicarbonate	1 1/4 @ 5
Cinchona	@ 60	Buchu	@ 1 00	Soda, Sal	1 @ 4
Colchicum	@ 60	Cantharadics	@ 1 00	Spirits Camphor	@ 75
Cubebs	@ 1 20	Capsicum	@ 90	Sulphur roll	2 1/2 @ 5

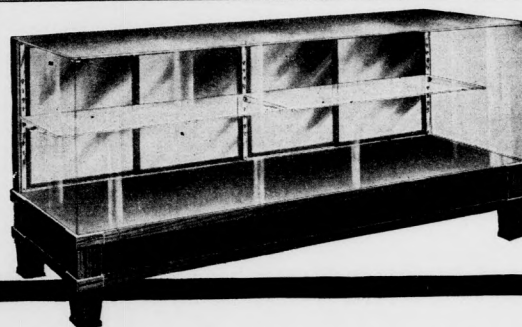


Our Home—Corner Oakes and Commerce

We are distributors of the Walrus soda fountain made at Decatur, Ill. We have five complete fountains on exhibition in our store, and we invite the inspection and consideration of all prospective buyers.

Grand Rapids.

HAZELTINE & PERKINS DRUG CO.



"AMERICAN BEAUTY" Display Case No. 412—one of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
The Largest Show Case and Store Equipment Plant in the World
Show Rooms and Factories: New York, Grand Rapids, Chicago, Boston, Portland

FOOTE & JENKS' COLEMAN'S (BRAND)
Terpeneless Lemon and High Class Vanilla
Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to
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Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

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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

Citric Acid
Compound Lard
Smoked Meats

DECLINED

Pickles

Index to Markets

By Columns

		1	2
		AMMONIA	Beans
		12 oz. ovals 2 doz. box 75	Baked 85@1 30
		AXLE GREASE	Red Kidney 85@2 35
		Frazier's	String 70@1 15
		11lb. wood boxes, 4 doz. 3 00	Wax 75@1 25
		11lb. tin boxes, 3 doz. 2 35	Blueberries
		3 1/2 lb. tin boxes, 2 doz. 4 25	Standard 1 80
		10lb. pails, per doz. 6 00	Gallon 6 75
		15lb. pails, per doz. 7 20	Clams
		25lb. pails, per doz. 12 00	Little Neck, 1lb @1 00
		BAKED BEANS	Little Neck, 2lb @1 50
		No. 1, per doz. 45@ 90	Clam Bouillon
		No. 2, per doz. 75@1 40	Burnham's 1/2 pt. 2 25
		No. 3, per doz. 85@1 75	Burnham's, pts. 3 75
		BATH BRICK	Burnham's qts. 7 50
		English 95	Corn
		BLUING	Fair 60@ 65
		Jennings'	Good 90@1 00
		Condensed Pearl Bluing	Fancy @1 30
		Small C P Bluing, doz. 45	French Peas
		Large C P Bluing, doz. 75	Monbadon (Natural)
		BREAKFAST FOODS	per doz. 2 45
		Apetizo, Biscuits 3 00	Gooseberries
		Bear Food, Pettijohns 1 95	No. 2, Fair 1 50
		Cracked Wheat, 24-2 2 50	No. 2, Fancy 2 35
		Cream of Wheat, 35-2 4 50	Hominy
		Cream of Rye, 24-2 3 00	Standard 85
		Posts Toasties, T. 2 80	Lobster
		No. 2 2 80	1/4 lb. 1 85
		Posts Toasties, T. 2 80	1/2 lb. 3 15
		No. 3 2 80	Mackerel
		Farinose, 24-2 2 70	Mustard, 1lb. 1 80
		Grape Nuts 2 80	Mustard, 2lb. 2 80
		Grape Sugar Flakes 2 50	Soused, 1 1/2 lb. 1 75
		Sugar Corn Flakes 2 50	Soused, 2 lb. 1 75
		Hardy Wheat Food 2 25	Tomato, 1lb. 1 50
		Postma's Dutch Cook 2 75	Tomato, 2lb. 2 80
		Holland Rusk 3 20	Mushrooms
		Kellogg's Toasted Rice	Hotels @ 15
		Biscuit 3 30	Buttons, 1/2 @ 14
		Kellogg's Toasted Rice	Buttons, 1s @ 25
		Flakes 2 80	Oysters
		Kellogg's Toasted Wheat	Cove 1lb. 90@
		Biscuit 3 30	Cove, 2lb. 1 60@
		Krinkle Corn Flake 1 75	Plums
		Maple-Wheat Flakes, 2 doz. 2 70	Plums 90@1 35
		Maple-Wheat Flakes, 3 doz. 2 80	Pears in Syrup
		Maple-Corn Flakes 2 80	No. 3 cans, per doz. 1 50
		Minn. Wheat Cereal 3 75	Peas
		Algrain Food 4 25	Marrowfat @1 15
		Ralston Wheat Food 10c 1 45	Early June @1 25
		Ralston Wheat Food 10c 1 45	Early June sifted 1 45@1 55
		Saxon Wheat Food 2 50	Peaches
		Shred Wheat Biscuit 3 60	Ple 90@1 25
		Threelust, 1s 1 80	No. 10 size can ple @3 25
		Pillsbury's Best Cer'l 4 25	Pineapple
		Post Tavern Special 2 80	Grated 1 75@2 10
		Quaker Puffed Rice 4 25	Sliced 90@2 60
		Quaker Puffed Wheat 1 90	Pumpkin
		Quaker Brist Biscuit 1 90	Fair 80
		Quaker Corn Flakes 1 75	Good 90
		Victor Corn Flakes 2 20	Fancy 1 00
		Washington Crisps 1 85	Gallon 2 15
		Wheat Hearts 1 90	Raspberries
		Wheatena 4 50	Standard @
		Evapor'd. Sugar Corn 90	Salmon
		BRUSHES	Warrens, 1 lb. Tall 2 30
		Scrub	Warrens, 1 lb. Flat 1 40
		Solid Back, 8 in. 75	Red Alaska 1 65@1 75
		Solid Back, 11 in. 95	Med. Red Alaska 1 35@1 45
		Pointed Ends 85	Pink Alaska @ 90
		Stove	Sardines
		No. 3 90	Domestic, 1/4 2 75
		No. 2 1 25	Domestic, 1/2 2 75
		No. 1 1 75	Domestic, 3/4 2 75
		Shoe	French, 1/4 7@14
		No. 3 1 00	French, 1/2 18@23
		No. 7 1 30	Shrimps
		No. 4 1 70	Dunbar, 1st doz. 1 30
		No. 3 1 90	Dunbar, 1st doz. 2 35
		BUTTER COLOR	Succotash
		Dandelion, 25c size 2 00	Fair 80
		CANDLES	Good 1 20
		Paraffine, 6s 10	Fancy 1 25@1 40
		Paraffine, 12s 10	Strawberries
		Wicking 20	Standard 95
		CANNED GOODS	Fancy 2 25
		Apples	Tomatoes
		3 lb. Standards @ 90	Good 1 15
		Gallon 2 50@2 75	Fancy 1 35
		Blueberries	No. 10 3 50
		2 lb. 1 50@1 90	Carbon Oils
		Standards gallons @5 00	Barrels
			Perfection @11 1/2
			D. S. Gasoline @19 1/2
			Gas Machine @27 1/2
			Deodor'd Nap'a @19
			Cylinder 29 @34 1/2
			Engine 16 @22
			Black, winter 8 @20
			CATSUP
			Snider's pints 2 35
			Snider's 1/2 pints 1 35

CHEESE

Ace	@15 1/2
Bloomington	@16
Carson City	@15 1/2
Hopkins	@15 1/2
Brick	@16 1/2
Leiden	@15
Limburger	@17 1/2
Pineapple	40 @60
Edam	@85
Sap Sago	@22
Swiss, domestic	@20

CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Juicy Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs, \$2.20)	55
Spearmint, Wrigleys	55
Spearmint, 5 box jars	2 75
Spearmint, 3 box jars	1 65
Trunk Spruce	55
Yucatan	55
Zeno	55

CHICORY

Bulk	5
Red	7
Eagle	7
Frank's	6
Scheuer's	1 60
Red Standards	1 60
White	1 60

CHOCOLATE

Walter Baker & Co.	22
German's Sweet	22
Premium	22
Caracas	22
Hershey's, 1/2 lb.	85
Hershey's Milk, 5c	85
Walter M. Lowmyer Co.	29
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE

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

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	33
Lowmyer, 1/4s	33
Lowmyer, 1/2s	33
Lowmyer, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Van Houten, 1s	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32

COCOANUT

Dunham's per lb.	
1/4s, 5lb. case	29
1/4s, 5lb. case	29
1/4s, 15lb. case	29
1/4s, 15lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	13 1/2
Bulk, barrels	12 1/2

COFFEES, ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

Maracalbo

Fair	24
Choice	25
Choice	25
Fancy	26
Guatemala	25
Fair	25
Fancy	28

Java

Private Growth	26@30
Mandling	31@35
Aukola	30@32

4

Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28

Bogota

Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	

Package

New York Basis	
Arbuckle	21 50
Lion	23 50

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

Extract

Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY

Stick Candy	
Horehound	8
Standard	8
Standard, small	8 1/2
Twist, small	9
Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13

Mixed Candy

Broken	8
Cameo	12
Cut Loaf	9
Fancy	10 1/2
French Cream	9
Kindergarten	11
Leader	8 1/2
Majestic	9
Monarch	8 1/2
Novelty	10
Paris Creams	10
Premio Creams	14
Royal	7 1/2
Special	8 1/2
Valley Creams	12
X L O	7

Specialties

Auto Kisses (baskets)	13
Bonnie Butter Bites	16
Butter Cream Corn	16
Candy Crackers (bskt)	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coco Macaroons	16
Coffy Toffy	14
Cream, Marshmallows	19
Dainty Mints 7 lb. tin	15
Empire Fudge	14
Fudge, Pineapple	13
Fudge, Walnut	13
Fudge, Filbert	13
Fudge, Choco. Peanut	12
Fudge, Honey Moon	13
Fudge, Toasted Cocoa	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokas	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Manchus	15
Molasses Kisses, 10	13
1 lb. box	13
Nut Butter Puffs	13
Saltsed Peanuts	15

Chocolates

Assorted Choc.	15
Amazon Caramels	15
Champion	11
Choc. Chips, Eureka	18
Climax	13
Eclipse, Assorted	15
Eureka Chocolates	16
Favorite	16
Ideal Chocolates	13
Klondike Chocolates	18
Nabobs	17
Nibble Sticks	25
Nut Wafers	17
Ocoro Choc. Caramels	17
Peanut Clusters	20
Pyramids	14
Quintette	16
Regina	10
Star Chocolates	13
Superior Choc. (light)	18

6	7	8	9	10	11
Graham Crackers Red Label 10c size 1 00 Lemon Snaps 50 Oysterettes 50 Premium Sodas 1 00 Royal Toast 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 S. S. Butter Crackers 1 50 Unedea Biscuit 50 Unedea Ginger Wafer 50 Vanilla Wafers 1 00 Water Thin Biscuit 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 Other Package Goods Barnum's Animals 50 Chocolate Tokens 2 50 Butter Crackers NBC 2 50 Family Package 2 50 Soda Crackers NBC 2 50 Family Package 2 50 Fruit Cake 3 00 In Special Tin Packages Festino per doz. 2 50 Nabisco 25c 2 50 Nabisco 10c 1 00 Nabisco in bulk per tin 1 75 Festino 1 50 Bent's Water Crackers 1 40 CREAM TARTAR Barrels or drums 33 Boxes 34 Square Cans 36 Fancy caddies 41 DRIED FRUITS Apples Evaporated, Choice bulk 6 1/2 Evaporated, Fancy pkg. 7 1/2 Apricots California 12@14 Citron Corsican 15 Currents Imported 1 lb pkg 8 1/2 Imported, bulk 8 1/2 Peaches Muirs—Choice, 25lb. 9 Muirs—Fancy, 25lb. 10 Fancy, peeled, 25lb. 18 Pearl Lemon, American 12 1/2 Orange, American 12 1/2 Raisins Cluster, 20 cartons 2 25 Loose Muscatels 3 Cr 5 1/2 Loose Muscatels 4 Cr 6 L. M. Seeded, 1 lb. 7@7 1/2 California Prunes 90-100 25lb. boxes. @ 4 80-90 25lb. boxes. @ 6 1/2 70-80 25lb. boxes. @ 6 1/2 60-70 25lb. boxes. @ 7 50-60 25lb. boxes. @ 8 1/2 40-50 25lb. boxes. @ 10 FARINACEOUS GOODS Beans California Lima 7 1/2 Michigan Lima 6 Med. Hand Picked 2 40 Brown Holland 1 65 Farina 25 1 lb packages 1 50 Bulk, per 100 lbs. 4 00 Original Holland Rusks Packed 12 rolls to container 3 containers (40) rolls 3 20 Hominy Pearl, 100 lb. sack 2 00 Macaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Chester 2 75 Empire Peas Green, Wisconsin, bu. 2 00 Green, Scotch, bu. 2 00 Split, lb. 5 Sago East India 4 1/2 German, sacks 4 1/2 German, broken pkg. Tapoca Flake, 100 lb. sacks 4 1/2 Pearl, 130 lb. sacks 4 1/2 Pearl, 36 pkgs. 2 25 Minute, 36 pkgs. 2 75 FISHING TACKLE 1/4 to 1 in. 6 1 1/2 to 2 in. 7 1 1/2 to 2 in. 9 1 1/2 to 2 in. 11 2 in. 15 3 in. 20 Cotton Lines No. 1, 10 feet 5 No. 2, 15 feet 7 No. 3, 15 feet 9 No. 4, 15 feet 10 No. 5, 15 feet 11 No. 6, 15 feet 12 No. 7, 15 feet 15 No. 8, 15 feet 18 No. 9, 15 feet 20 Linen Lines Small 20 Medium 25 Large 34 Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80	FLAVORING EXTRACTS Jennings D C Brand Terpeneless Extract Lemon No. 1 F Box, per doz. 75 No. 2 F Box, per doz. 90 No. 4 F Box, per doz. 1 75 No. 3 Taper, per doz. 1 75 2 oz. Flat, F M per dz. 1 50 Jennings D C Brand Extract Mexican Vanilla No. 1 F Box, per doz. 90 No. 2 F Box, per doz. 1 25 No. 4 F Box, per doz. 2 25 No. 3 Taper, per doz. 2 00 2 oz. Flat F M per dz. 2 00 FLOUR AND FEED Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 5 40 Seal of Minnesota 5 00 Sunburst 5 00 Wizard Flour 5 20 Wizard Graham 5 20 Wizard Grain Meal 4 00 Wizard Buckwheat 6 00 Rye 4 40 Valley City Milling Co. Lily White 5 60 Light Loaf 5 10 Graham 2 30 Granena Health 2 40 Gran. Meal 1 75 Bolted Med. 1 65 Voigt Milling Co. Graham 4 60 Voigt's Crescent 5 40 Voigt's Flourloft 5 40 Voigt's Hygienic 4 60 Voigt's Royal 5 80 Watson-Higgins Milling Co. Perfection Flour 5 40 Tip Top Flour 5 00 Golden Sheaf Flour 4 60 Marshall's Best Flour 5 00 Worden Grocer Co. Quaker, paper 5 30 Quaker, cloth 5 40 Quaker Buckwheat bbl 5 50 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s 5 35 American Eagle, 1/4s 5 25 American Eagle, 1/4s 5 15 Spring Wheat Roy Baker Golden Horn, family 5 20 Golden Horn, bakers 5 10 Wisconsin Rye 3 80 Judson Grocer Co. Ceresota, 1/4s 5 90 Ceresota, 1/4s 6 00 Ceresota, 1/4s 6 10 Worden Grocer Co. Wingold, 1/4s cloth 5 80 Wingold, 1/4s cloth 5 70 Wingold, 1/4s cloth 5 60 Wingold, 1/4s paper 5 65 Wingold, 1/4s paper 5 80 Bakers' Patent 5 45 Wykes & Co. Sleepy Eye, 1/4s cloth 5 60 Sleepy Eye, 1/4s cloth 5 50 Sleepy Eye, 1/4s cloth 5 40 Sleepy Eye, 1/4s paper 5 40 Sleepy Eye, 1/4s paper 5 40 Meal Bolted 3 80@4 00 Golden Granul'd 3 80@4 00 Wheat Red 1 07 White 1 07 Oats Michigan carlots 45 Less than carlots 47 Corn Carlots 68 Less than carlots 70 Hay Carlots 16 00 Less than carlots 17 00 Feed Street Car Feed 33 No. 1 Corn & Oat Feed 33 Cracked corn 32 Coarse corn meal 32 FRUIT JARS Mason, pts., per gro. 4 55 Mason, qts., per gro. 4 95 Mason, 1/2 gal. per gro. 7 30 Mason, can tops, gro. 1 65 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 Nelson's 1 50 Oxford 1 25 Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90 GRAIN BAGS Broad Gauge 18 Amoskeag 19 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tubs advance 1/2 20 lb. pails advance 1/2 15 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2 2 1/2 lb. pails advance 1/2 Herbs Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25	HIDES AND PELTS Hides Green, No. 1 11 1/2 Green, No. 2 10 1/2 Cured, No. 1 13 Cured, No. 2 12 Calfskin, green, No. 1 15 Calfskin, green, No. 2 13 1/2 Calfskin, cured, No. 1 16 Calfskin, cured, No. 2 14 1/2 Pelts Old Wool 60@1 25 Lambs 10@25 Shearlings 10@20 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 13 Unwashed, fine @ 13 HORSE RADISH Per doz. 90 Jelly 5lb pails, per doz. 2 20 15 1/2 pails, per pail 48 30lb pail, per pail 90 JELLY GLASSES 1/2 pt. in bbls., per doz. 15 8 oz. capped in bbls. 16 per doz. 18 MAPLEINE 2 oz. bottles, per doz. 3 00 MINC MEAT Per case 2 85 MOLASSES New Orleans Fancy Open Kettle 42 Choice 35 Good 22 Fair 20 Half barrels 2c extra Red Hen, No. 2 1 75 Red Hen, No. 5 1 75 Red Hen, No. 10 1 65 MUSTARD 1/2 lb 6 lb. box 16 OLIVES Bulk, 1 gal. kegs 15@1 25 Bulk, 2 gal. kegs 10@1 15 Bulk, 5 gal. kegs 1 00@1 15 Stuffed, 8 oz. 90 Stuffed, 5 oz. 1 25 Stuffed, 14 oz. 2 25 Pitted (not stuffed) 2 25 14 oz. 2 25 90 Manzanilla, 8 oz. 90 Lunch, 10 oz. 2 25 Lunch, 16 oz. 2 25 Queen, Mammoth, 19 4 25 oz. 5 75 Queen, Mammoth, 28 5 75 Olive Chow, 2 doz. cs. 2 25 per doz. 2 25 PICKLES Medium Barrels, 1,200 count 7 75 Half bbls., 600 count 4 38 5 gallon kegs 1 90 Small Barrels 9 50 Half Barrels 5 25 5 gallon kegs 2 25 Gherkins Barrels 14 50 Half barrels 7 75 5 gallon kegs Sweet Small Barrels 15 00 Half barrels 8 00 5 gallon kegs 3 25 PIPES Clay, No. 216, per box 1 75 Clay, T. D., full count 60 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, Tourist whist 2 25 POTASH Babbitt's, 2 doz. 1 75 PROVISIONS Barreled Pork Clear Back 22 00@23 00 Short Cut Clear 20 50@21 00 Bean 18 00@18 50 Brisket, Clear 23 50@24 00 Pig 23 00 Clear Family 26 00 Dry Salt Meats S P Bellies 14 1/2@15 Lard Pure in tierces 12 @12 1/2 Compound Lard 9 1/2@10 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tubs advance 1/2 20 lb. pails advance 1/2 15 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2 2 1/2 lb. pails advance 1/2	Smoked Meats Hams, 12 lb. av. 17 @17 1/2 Hams, 12 lb. av. 19 @19 1/2 Hams, 16 lb. av. 17 1/2 @18 Hams, 18 lb. av. 18 @18 1/2 Ham, dried beef 23 @24 California Hams 12 @12 1/2 Picnic Balled Hams 19 1/2@20 Balled Hams 27 1/2@28 Minced Ham 13 @13 1/2 Bacon 17 1/2@25 Sausages Bologna 10 @10 1/2 Liver 7 1/2@8 Frankfort 12 @12 1/2 Pork 13 @14 Veal 11 Tongue 11 Headcheese 9 Beef Boneless 20 00@20 50 Rump, new 21 00@22 00 Pig's Feet 1/4 bbls. 1 05 1/2 bbls., 40 lbs. 2 10 3/4 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 1/2 35 Beef, rounds, set 18@20 Beef, middles, set 80@85 Sheep, per bundle 85 Uncolored Butterline Solid Dairy 12 @16 Country Rolls 12 1/2@18 Canned Meats Corned beef, 2 lb. 4 20 Corned beef, 1 lb. 2 20 Roast beef, 2 lb. 4 20 Roast beef, 1 lb. 2 20 Potted Ham, 1/4s 50 Potted Ham, 1/2s 90 Deviled Ham, 1/4s 50 Deviled Ham, 1/2s 90 Potted Tongue, 1/4s 50 Potted Tongue, 1/2s 90 RICE Fancy 6 @6 1/2 Japan Style 5 @5 1/2 Broken 4 @4 1/2 ROLLED OATS Rolled Avena, bbls. 5 25 Steel Cut, 100 lb. sks. 2 50 Monarch, bbls. 4 95 Monarch, 90 lb. sacks 2 35 Quaker, 18 Regular 1 45 Quaker, 20 Family 4 00 SALAD DRESSING Columbia, 1/2 pt. 2 25 Columbia, 1 pint 4 00 Durkee's, large 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 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 1/4s 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. 1 25 SALT Common Grades 100 3 lb. sacks 2 60 70 4 lb. sacks 2 40 60 5 lb. sacks 2 40 28 10 lb. sacks 2 25 56 lb. sacks 40 28 lb. sacks 20 Warsaw 56 & dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 25 Common Granulated, Fine 1 05 Medium, Fine 1 10 SALT FISH Cod Large, whole @7 1/2 Small, whole @7 Strips or bricks 7 1/2@10 1/2 Pollock @4 1/2 Hallbut Strips 15 Chunks 16 Holland Herring Y. M. wh. hoop bbls. 12 00 Y. M. wh. hoop 1/2 bbl. 6 50 Y. M. wh. hoop kegs 72 Y. M. wh. hoop Milchers 73 Queen, bbls. 11 00 Queen, 1/2 bbls. 5 75 Queen kegs 62 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 2 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75	Mackerel Mess, 100 lbs. 16 50 Mess, 40 lbs. 7 00 Mess, 10 lbs. 1 85 Mess, 8 lbs. 1 50 No. 1, 100 lbs. 10 00 No. 1, 40 lbs. 6 00 No. 1, 10 lbs. 1 25 Whitefish 100 lbs. 9 75 50 lbs. 5 25 10 lbs. 1 12 8 lbs. 92 100 lbs. 4 65 40 lbs. 2 10 10 lbs. 75 8 lbs. 65 SEEDS Anise 14 Canary, Smyrna 6 1/2 Caraway 10 Cardomom, Malabar 1 20 Celery 50 Hemp, Russian 5 Mixed Bird 5 Mustard, white 8 Poppy 11 Rape 5 1/2 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 87 Maccaboy, in jars 35 French Rapple in jars 43 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, Jamaica 9 Allspice, large Garden 11 Cloves, Zanzibar 27 Cassia, Canton 14 Cassia, 5c pkg. doz. 25 Ginger, African 9 1/2 Ginger, Cochon 14 1/2 Mace, Penang 70 Mixed, No. 1 16 1/2 Mixed, No. 2 10 Mixed, 5c pkgs. doz. 45 Nutmegs, 70-80 30 Nutmegs, 105-110 22 Pepper, Black 13 Pepper, White 25 Pepper, Cayenne 22 Paprika, Hungarian 45 Pure Ground in Bulk Allspice, Jamaica 12 Cloves, Zanzibar 30 Cassia, Canton 12 Ginger, African 18 Mace, Penang 75 Nutmegs, 75-80 35 Pepper, Black 15 Pepper, White 15 Pepper, Cayenne 24 Paprika, Hungarian 45 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 1lb. pkgs. 5 1/2 Muzzy, 40 1lb. pkgs. 5 Gloss Kingsford 7 1/2 Silver Gloss, 40 1lb. 7 1/2 Silver Gloss, 16 3lbs. 8 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 1lb. packages 5 16 3lb. packages 4 1/2 12 6lb. packages 3 1/2 50lb. boxes 3 1/2 SYRUPS Corn Barrels 26 1/2 Half barrels 28 1/2 Blue Karo, No. 2 1 80 Blue Karo, No. 2 1/2 2 06 Blue Karo, No. 5 2 10 Blue Karo, No. 10 2 08 Red Karo, No. 2 1 98 Red Karo, No. 2 1/2 2 40 Red Karo, No. 5 2 35 Red Karo, No. 10 2 25 Pure Cane Fair 16 Good 20 Choice 25 TABLE SAUCES Halford, large 3 75 Halford, small 2 25 TEA Japan Sundried, medium 24@26 Sundried, choice 30@33 Basket-fired, medium 30 Basket-fired, choice 35@37 Basket-fired, fancy 40@43 Nibs 30@32 Siftings 10@12 Fannings 14@15 Gunpowder Moyune, medium 35 Moyune, choice 33 Moyune, fancy 50@60 Pingsuey, medium 33 Pingsuey, choice 35 Pingsuey, fancy 50@55	Young Hyson Choice 30 Fancy 40@50 Oolong Formosa, Fancy 50@60 Formosa, Medium 23 Formosa, Choice 35 English Breakfast Medium 25 Choice 30@35 Fancy 40@60 India Ceylon, choice 30@35 Fancy 45@50 TOBACCO Fine Cut Blot 1 45 Bugle, 16 oz. 3 34 Bugle, 10c 11 00 Dan Patch, 8 and 16 oz. 32 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 35 No Limit, 8 oz. 1 80 No Limit, 16 oz. 3 60 Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c 11 10 Ojibwa, 5c 1 85 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 3 70 Peach and Honey, 5c 5 76 Red Bell, 16 oz. 3 86 Red Bell, 8 foil 1 98 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 40 Sweet Cuba, 1/2 lb. foil 2 25 Sweet Burley, 5c L&D 25 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 Sweet Mist, 8 oz. 35 Telegram, 5c 5 76 Tiger, 5c 6 00 Tiger, 25c cans 2 35 Uncle Daniel, 1 lb. 60 Uncle Daniel, 1 oz. 5 22 Plug Am. Navy, 16 oz. 32 Apple, 10 lb. butt 38 Drummond Nat. Leaf, 2 and 5 lb. 60 Drummond Nat. Leaf, per doz. 90 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. 90 Bullion, 16 oz. 46 Climax, Golden Twins 48 Climax, 14 1/2 oz. 44 Climax, 7 oz. 41 Days' Work, 7 & 14 lb. 31 Creme de Menthe, lb 62 Derby, 5 lb. boxes 29 Muzzy, 20 1lb. pkgs. 65 Muzzy, 40 1lb. pkgs. 65 Four Roses, 10c 90 Fount Edge, 2 lb 50 Gold Rope, 6 & 12 lb. 58 Gold Rope, 4 & 8 lb. 58 G. O. P., 12 & 24 lb. 40 Granger Twist, 6 lb. 46 G. T. W., 10lb & 21 lb 36 Horse Shoe, 6 & 12 lb. 43 Honey Dip Twist, 5&10 45 Jolly Tar, 5 & 8 lb. 35 J. T., 5 1/2 & 11 lb. 35 Kentucky Navy, 12lb. 32 Keystone Twist, 6lb. 48 Kismet, 6 lb. 48 Maple Dip, 20 oz. 25 Merry Widow, 12lb. 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. 25 Patterson's Nat. Leaf 35 Peachey, 6-12 & 24 lb. 40 Picnic Twist, 5 lb. 45 Piper Heldsick, 4 & 7 lb. 69 Piper Heldsick, per doz. 96 Polo, 3 doz., per doz. 48 Redcut, 1 1/2 oz. 38 Scrapple, 2 & 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 44 Spear Head, 7 oz. 47 Sq. Deal, 7, 14 and 28lb 30 Star, 6, 12 & 24 lb. 43 Standard Navy, 7 1/2, 15 & 30 lb. 24 Ten Penny, 6 & 12 lb. 35 Town Talk, 14 oz. 30 Yankee Girl, 6, 12 & 24 30 Scrap All Red, 5c 5 76 Am. Union Scrap 5 40 Bag Pipe, 5c 5 88 Cutlars, 2 1/2 oz. 30 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. 5 76 Red Man Scrap 5c 1 43

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs.	48
Sure Shot, 5c 1-6 gro.	5 76
Yankee Girl Scrap, 2 oz	5 76
Pan Handle Scrp 1/4 gr.	5 76
Peachy Scrap, 5c	5 76
Union Workman, 2 1/2	6 00
Smoking	
All Leaf, 2 1/2 & 7 oz.	30
BB, 3 1/2 oz.	6 00
BB, 7 oz.	12 00
BB, 14 oz.	24 00
Bagdad, 10c tins	11 52
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 20c	1 60
Banner, 40c	3 20
Belwood, Mixture, 10c	94
Big Chief, 2 1/2 oz.	6 00
Big Chief, 16 oz.	85
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	7 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	5 85
Brotherhood, 10c	11 00
Brotherhood, 16 oz.	5 70
Carnival, 5c	39
Carnival, 1/2 oz.	40
Carnival, 16 oz.	30
Cigar Clip Johnson	30
Cigar Clip Seymour	30
Identity, 3 & 16 oz.	40
Darby Cigar Cuttings	40
Continental Cubes, 10c	90
Corn Cake, 14 oz.	1 45
Corn Cake, 7 oz.	5 76
Corn Cake, 5c	4 70
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 20
Dills Best, 1 1/2 oz.	73
Dills Best, 3 1/2 oz.	73
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A. 4 oz.	5 04
F. F. A. 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 20
Five cent Plug	29
F. O. E. 10c	11 50
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	11 88
Gold Star, 50c pail	4 70
Gall & Ax Navy, 5c	42
Growler, 5c	94
Growler, 10c	85
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	39
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 1 1/2 oz.	40
Hunting, 5c	38
I X L, 5c	6 10
I X L, 16 in pails	22
Just Suits, 5c	6 00
Just Suits, 10c	11 88
Klin Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 1 1/2 oz.	94
Lucky Strike, 1 1/2 oz.	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	1 44
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz	5 76
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. cs.	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76

13

Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Roy Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per doz.	4 35
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	1 00
Sweet Tip top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 5c paper	6 24
Standard, 10c paper	7 0
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 3 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers and	2 25
Pipe combination	3 60
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	5 95
Trout Line, 5c	10 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	96
Union Leader, 50c	5 06
Union Leader, 25c	2 25
Union Leader, 10c	11 60
Union Leader, 5c	5 95
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 80
Uncle Sam, 8 oz.	2 20
U. S. Marine, 5c	6 00
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	48
Velvet, 10c tin	96
Velvet, 8 oz.	3 84
Velvet, 16 oz. can	7 68
Velvet combination cs.	5 75
War Path, 5c	5 95
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	51
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80
TWINE	
Cotton, 3 ply	22
Cotton, 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	6
VINEGAR	
White Wine, 40 grain 8 1/2	
White Wine, 80 grain 11 1/2	
White Wine, 100 grain 13	
Oakland Vinegar & Pickle	
Co.'s Brands.	
Highland apple cider	18
Oakland apple cider	13
State Seal sugar	11
Oakland white pickling	10
Packages free.	
WICKING	
No. 0, per gross	30
No. 1, per gross	40
No. 2, per gross	50
No. 3, per gross	75
WOODENWARE	
Baskets	
Bushels	1 00
Bushels, wide band	1 15
Market	40
Splint, large	3 50
Splint, medium	3 00
Splint, small	2 75
Willow, Clothes, large	8 25
Willow, Clothes, small	6 75
Willow, Clothes, me'm	7 50
Butter Plates	
Ovals	
1/4 lb., 250 in crate	30
1/2 lb., 250 in crate	30
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 250 in crate	85
Wire End	
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 250 in crate	85
Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
Clothes Pins	
Round Head	

14

4 1/2 inch, 5 gross	65
Cartons, 20 2 1/2 doz bxs	70
Egg Crates and Fillers	
Empty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets	1 15
Faucets	
Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45
Pails	
2-hoop Standard	2 00
2-hoop Standard	2 25
3-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 40
10 qt. Galvanized	1 70
12 qt. Galvanized	1 90
14 qt. Galvanized	2 10
Toothpicks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
16-in. Standard, No. 3	5 50
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	10 25
No. 2 Fibre	9 25
No. 3 Fibre	8 25
Large Galvanized	5 75
Medium Galvanized	5 00
Small Galvanized	4 25
Washboards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	3 75
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 15
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
13 in. Butter	1 50
15 in. Butter	2 00
17 in. Butter	3 75
19 in. Butter	6 00
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25
WRAPPING PAPER	
Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't	13
Wax Butter, full count	20
Wax Butter, rolls	19
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, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	58
AXLE GREASE	
MICA	
GREASE	
BAKING POWDER	
Royal	
10c size	90
1/4 lb cans	1 35
6 oz. cans	1 90
1/2 lb. cans	2 50
3/4 lb cans	3 75
1 lb cans	4 80
3 lb cans	13 00
5 lb cans	21 50

15

CIGARS
Johnson Cigar Co.'s Brand

S. C. W., 1,000 lots 31
 El Portana 33
 Evening Press 32
 Exemplar 32

Worden Grocer Co. Brand
 Ben Hur

Perfection 35
 Perfection Extras 35
 Londres 35
 Londres Grand 35
 Standard 35
 Puritanos 35
 Panatellas, Finas 35
 Panatellas, Bock 35
 Jockey Club 35

Old Master Coffee

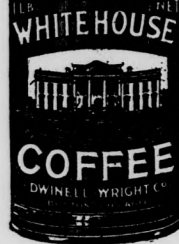


Old Master 6 33
 San Marto —
 Pilot

TEA
 Royal Garden, 1/2, 1/4
 and 1 lb. 40

THE BOUR CO.,
 TOLEDO, O.

COFFEE
 Roasted
 Dwinell-Wright Co.'s B'ds

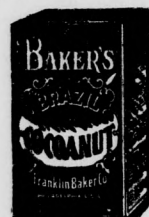


White House, 1 lb.
 White House, 2lb
 Excelsior, Blend, 1lb
 Excelsior, Blend, 2lb
 Tip Top, Blend, 1lb
 Royal Blend
 Superior Blend

16

Boston Combination
 Distributed by Judson
 Grocer Co., Grand Rapids;
 Lee & Cady, Detroit; Sym-
 mons Bros. & Co., Sagin-
 aw; Brown Davis & War-
 ner, Jackson; Godsmark,
 Durand & Co., Battle
 Creek; Fielbach Co., To-
 ledo.

COCOANUT
 Baker's Brazil Shredded

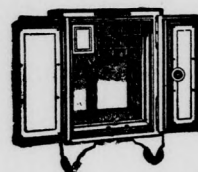


10 5c pkgs., per case 2 60
 26 10c pkg., per case 2 60
 16 10c and 33 5c pkgs.,
 per case 2 60



Apex Hams
 Opex Bacon
 Apex Lard
 Excelsior Hams
 Excelsior Bacon
 Silver Star Lard
 Silver Star Lard
 Family Pork
 Fat Back Pork
 Prices quoted upon appli-
 cation, Hammond, Standish
 & Co., Detroit, Mich.

SAFES



Full line of fire and bur-
 glar proof safes kept in

17

stock by the Tradesman
 Company. Thirty-five sizes
 and styles on hand at all
 times—twice as many safes
 as are carried by any other
 house in the State. If you
 are unable to visit Grand
 Rapids and inspect the
 line personally, write for
 quotations.



The only
 5c
 Cleanser
 Guaranteed to
 equal the
 best 10c kinds
 80 - CANS - \$2.80

SOAP

Lautz Bros' & Co.
 Acme, 30 bars, 75 lbs. 4 00
 Acme, 25 bars, 75 lbs. 4 00
 Acme, 25 bars, 75 lbs. 3 80
 Acme, 100 cakes 3 00
 Big Master, 100 blocks 4 00
 German Mottled 3 15
 German Mottled, 5 bx. 3 15
 German Mottled 10 bx. 3 10
 German Mottled 25 bx. 3 05
 Marseilles, 100 cakes 6 00
 Marseilles, 100 cks. 5c 4 00
 Marseilles, 100 ck toll 4 00
 Marseilles 1/2 box toll 2 10

Proctor & Gamble Co.

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

Tradesman Co.'s Brand

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

A. B. Whisley

Good Cheer 4 00
 Old Country 2 40

Soap Powders

Snow Boy, 24s family
 size 3 75
 Snow Boy, 60 5s 2 40
 Snow Boy, 100 5c 3 75
 Gold Dust, 24 large 4 50
 Gold Dust, 100 5c 4 00
 Kirkoline, 24 4lb. 2 80
 Pearlina 3 00
 Soapine 4 00
 Baubitt's 1776 3 75
 Roseline 3 50
 Armour's 3 70
 Wisdom 3 30

Soap Compounds

Johnson's Fine 5 10
 Johnson's XXX 4 25
 Rub-No-More 3 85
 Nine O'clock 3 30

Scouring

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—Clerk, general store, town 20 miles from Grand Rapids. Must have experience selling clothing. References required. State salary. 266, care Tradesman. 266

Wanted—Registered or assistant druggist. Must be hustler and not afraid of work, for store in Muskegon. Address Box 34, Muskegon, Mich. 265

Entire cost is \$25 to sell your farm or business. Get proposition, or list of properties with owner's names. Pardee Business Exchange, Traverse City, Mich. 256

For Sale or Exchange—3,000 acre timber tract in Southern Kentucky. This is one of the best investment propositions there is on the market. Will pay 50 per cent. on the investment. Will exchange for good stock of goods, or improved farm. Now if you wish to retire and put your money into something that is increasing in value every minute for further information, address A. H. Stout, Campbellsville, Ky. Don't write unless you have something good and mean business. 257

For Sale—Restaurant in Ann Arbor, Mich., a small, well equipped paying restaurant. Good location; growing business; a money-maker for a worker. A. A. Hathaway, 331 S. Main, Ann Arbor, Mich. 258

For Sale—A live growing manufacturing business; sell throughout the country to drug and department stores; salesmen on the road; net profits from 15 per cent. to 25 per cent.; a good chance for a man to get a money making proposition; \$3,000 to \$5,000 cash will handle; owner has other interests and cannot properly look after same. Call or address J. S. Swain, 819 Broadway, Kansas City, Mo. 259

Best restaurant in Pontiac, old establishment to go West for my health. G. P. Granger, Pontiac, Mich. 260

For Sale—In order to close up an estate, am offering for sale 1008 thirty-two inch flower trellises to the highest bidder up to and including July 21, 1913. Free sample to interested parties. Address Box 184, Portland, Mich. 261

For Sale—\$1,500 stock general merchandise (mostly new) in inland town in fine farming section. Sales \$10,000. No trades. L. E. Quivey, Fulton, Mich. 262

For Sale—Shoe stock at less than invoice. Inventory about two hundred and fifty dollars. Address Box 347, Saranac, Mich. 263

Wanted—To purchase an established drug business, or information as to desirable location for new and mill drug store. J. P. Holden, 1309 Johnson St., Saginaw, Mich. 264

Drug stock and building for sale or exchange for residence. Stock invoices about \$2,000, building and lot about \$800. Located in Millburg, one of the best fruit shipping towns in Michigan. Address Dr. O. A. Eaton, Benton Harbor, Mich. 263

Corner store; wholesale-retail news, paper, magazine agency. Candles, tobacco, music. Will divide wholesale from retail, if desired. Best location, best city Northern Indiana. Address S, care Tradesman. 254

Wanted—Dry goods store at Lowell, first-class opening in live town of 2,000 people, surrounded by prosperous farming country. Fine stand ready and business waiting. Address Lock Box 650, Lowell, Mich. 255

For Sale—On account of prolonged trip to Germany, best strictly cash grocery in Central Kentucky, also general store in Owenton, Ky. Both big money makers, will reduce stocks if necessary to suit purchasers. Don't overlook this. Address, Spot Cash Grocery Co., Mt. Sterling, Ky. 270

For Sale—A new Buick automobile, model 25, 1913 car. Bought new July 1. I paid \$1,050. If sold soon will take \$900. Has not been run 300 miles. Warranted to be perfect. Reason for selling, sickness. M. J. Gillett, Marshall, Mich. 269

A rare opportunity for quick and large profits to the small investor with \$50 to \$500. Particulars on request. Dr. Thatcher, Republic, Washington. 267

For Sale—First-class \$1,500 grocery stock. Best town Southern Michigan, 1,500 population. Fine paying business. Might exchange for small farm home in western Northern Michigan and pay difference. Lock Box 147, Union City, Mich. 248

Wanted—Young man wishes position as clerk in grocery store, limited experience, but willing to learn. Small town preferred. Address R. B., care Tradesman. 268

Bargain For Cash—Bazaar and dry goods stock, invoice about \$4,000. Population 10,000. Poor health. Address No. 195, care Tradesman. 195

For Sale or Rent—A country store, located in Missaukee county, Holland settlement. All good farmers. Stock about \$4,000. Deal with owner. G. DeBree, Vogel Center, Mich. 239

Wanted—Grocery or general stock. Give full particulars. Address V. C. Wolcott, Union City, Mich. 247

For Sale—Bakery, restaurant and confectionery. Enquire or write. Star Bakery, Marion, Mich. 246

One good investment is worth a lifetime of labor. That opportunity is now presented to you in the development of an immense ledge of silver-lead ore; located in western ore zone that has produced the richest silver-lead mines in the world. Managed by honest and practical men. Engineer says: "Greatest lead I ever saw; will make a great mine." This is your chance to invest at bottom price and reap the immense profits of a developed mine. Full particulars, Edwin B. Gillespie, 2717C Warren Ave., Chicago, Ill. 245

Building—For rent, good building; fine location for small, clean business in one of the best towns in Kansas. L. L. Humphrey, Independence, Kan. 244

Wanted—Specialties for local catalogue business. Can use any article of merit. Let us know what you manufacture and, if practical, we offer big output. Address Box 112, Alpena, Mich. 242

Bottling Works—Oldest established in Okmulgee, Okla.; town of 8,000; located in center oil and gas fields; paying business and a good proposition, \$3,000. If interested, address O. Gorpel, Okmulgee, Okla. 241

For Sale—Tin, plumbing and pump business in a small town in Central Illinois. Address C. W. DeForest, Cerro Gordo, Ill. 240

For Sale—Racket store, new stock, cheap rent. Good trade and location. County seat. H. C. Austin, Wray, Colo. 225

If you want to pass any state pharmacy examination, write me. I am prepared to give you just the kind of help you need. Robert L. Wright, No. 2306 E. Broad St., Richmond, Va. 223

We buy for cash merchandise stocks of all kinds; discontinued lines, salesmen's samples, mill ends, seconds, miscellaneous lots. We buy anything you are willing to sacrifice for spot cash. What have you to offer? Western Salvage Co., 229 S. Canal St., Chicago. 221

For Sale—Up-to-date grocery, fine fixtures, in heart of business district of Kalamazoo. Fine trade. Reason, going into wholesale business. Address A. W. Walsh, Kalamazoo, Mich. 190

ATTENTION MERCHANT! Do you require financial help? Are your creditors pushing you? If so, we would advise that you see us. We may be able to help you. We charge nothing for interview. Everything strictly confidential. C. W. Moore & Co., 803-805 Monroe Ave., Grand Rapids, Mich. 250

Wanted—To correspond with party or parties desiring to embark in the dry goods and ladies' furnishings business, in the best city in Michigan, with excellent opportunity for success. Address John S. Walker, Muskegon, Mich. 251

For Sale—A small drug stock and soda fountain, well located in Muskegon. No time for it. Address Dr. J. O. Bates, 13 First St. 252

Drug store for sale at less than invoice. Would sell half interest to druggist who would take management of store. The Sun Drug Co., Colorado Springs, Colo. 192

For Sale—Nice clean stock of dry goods, ladies' shoes and ready-to-wear. Located in one of the best towns in Montana. Might consider Minneapolis property or good automobile in trade for part. Address L. T. Moon, Livingston, Mont. 191

SPECIAL SALES. Let us do a season's business at a profit for you in a ten days' sale. Write for date and terms. A. E. Greene, 116 Dwight Bldg., Jackson, Mich. 217

For Sale—Furniture and undertaking business; good reasons for selling. Address W. 80, care Tradesman. 205

For Exchange—Ten room residence, finely located, Frankfort, Mich. Bath, electric light, city water. Exchange for merchandise. Address B, care Tradesman 186

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

We offer for sale, farms and business property in nearly all counties of Michigan and also in other states of the Union. We buy, sell and exchange farms for business property and invite your correspondence. J. E. Thom & Co., 7th Floor Kirby Bldg., Saginaw, Mich. 658

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

\$30,259 stock of clothing, shoes, men's furnishings and notions, also two-story solid brick building, worth \$9,000. All clear, to exchange for a good farm or timber lands. Please do not answer unless you have farms that are clear. Address P. O. Box 493, New London, Wis., where stock is located. 206

Cash for your business or property. I bring buyers and sellers together. Business places, and real estate bought, sold and exchanged. If you want to get into or out of business, write me. I have farms that can be exchanged for stores and stores that can be traded for real estate. I have cash buyers looking for openings and business places for sale. Let me know your requirements. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 198

For Rent—At Elmira, Mich., large light double store, \$15 month, with gas, furnace, shelving, tables, living rooms. A. W. Stein, Fenton, Mich. 214

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 235

Sale or Exchange—Clothing, shoes and furnishings, doing a good business, long established in a city of 5,500, Southern Michigan. Will exchange value for value for a general merchandise stock in a smaller town, with a good farming trade. Address No. 233, care Tradesman. 233

To Exchange—Fine 160 acre Noble county, Oklahoma farm; this is extra good land; price \$50 per acre; \$3,000 incumbrance. What have you to offer in exchange for the equity? Will give you a good bargain. Address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 203

For Sale—Confectionery, ice cream, business lunch and bakery. Located opposite union depot and boat landing, in town of 35,000 inhabitants on Lake Michigan. Have other business to attend to and will sell very reasonable. Sales average \$50 per day, 75 per cent. transient trade. Address No. 941, care Tradesman. 941

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 235

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

Proposition in Wisconsin, Iron county, 9,600 acres timber and land, \$6,480,000 feet saw timber. A. W. Trickey, Springvale, Maine. 222

Grocery and ice cream parlor, doing cash business. Will sell reasonable for cash. Reason for selling, too old to attend to business. Good location. 321 Kansas Ave., Kansas City, Kan. 146

If you wish to buy, sell or exchange any legitimate business of any kind, anywhere, consult our Business Chance Department. Its operation is national in scope and offers unexcelled services to the seller, as well as the buyer. Advantageous exchanges for other properties are often arranged. In writing, state fully your wants. The Varland System, Capital Bank, St. Paul, Minn. 814

Furniture Business For Sale—Will invoice at about \$12,000. Located in Turlock, in the famous Turlock Irrigation district. Over 175,000 acres in the district. Population 3,000. Growing every day. Good reasons for selling. Sales last year, \$30,000. Address Box 217, Turlock, Cal. 20

Merchandise of all kinds bought for cash. Sales strictly confidential. Detroit Mercantile Co., 345 Gratiot Ave., Detroit, Mich. 215

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

For Sale—Double brick block. The clothing and furnishing store is stocked with about \$8,000. The dry goods store is ready for stock. Shelving, fixtures, everything needed. Business established 27 years. Always prosperous. Reason for selling, wish to retire. Address A. J. Wilhelm, Traverse City, Mich. 130

HELP WANTED.

Wanted—Good salesman for city trade. Also man to carry sideline in Michigan, Indiana, Ohio and Wisconsin. Do not reply unless you mean business. National Liquid Soap Co., 702 Bridge St., Grand Rapids, Mich. 232

Wanted—Subscription solicitors who have had actual experience in securing subscribers for trade journals. State experience, length of time employed and names of former employers. Address No. 597, care Michigan Tradesman. 897

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

AUCTIONEERS.

Auction Sale—Expert services guaranteed closing out or reducing stocks of merchandise. For dates and information write to Henry Noring, Auctioneer, Reedsburg, Wis. 115

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Use Tradesman Coupons

Creating Confidence

Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

Tell the people of Michigan about your goods—how they are made and sold and how to recognize them. Tell it to them through a medium in which they have confidence. When they know who you are, and what you offer them, they'll buy.

The medium which has the confidence of its readers in the Michigan field is the

Michigan Tradesman

THE GOOD OLD DAYS.

They Have Forever Passed Into the Discard.

Colonel Pike blew into Hay Center the other day to see the boys. He used to live there and kept the Spangled Banner Hotel fifteen or twenty years ago. Then he moved away to Oklahoma and returned for a brief visit because he was homesick.

"I hardly recognize the doggone town," said the Colonel, as he viewed the paved main street, and the concrete walks, and the handsome store windows with fronts of real plate glass. He didn't seem pleased over it. He shook his head wearily, and said a number of times, as he conversed with the old timers:

"I allow this old planet is getting too swift for me. This here town ain't no town no longer. It's a pocket city."

After a while he strayed into Holman's Mammoth Grocery Store. This trade palace is personally conducted by John K. Holman. In the Colonel's time it was operated by Ike Holman, John's father, who was gathered in several years ago. The Colonel and Ike were great cronies in the grand old days before modern foolishness was inaugurated. John escorted the visitor over to the store and then into the office, where the Colonel took a chair and sighed heavily.

"Well, what do you think of this emporium?" enquired John, who takes a great deal of pride in his establishment.

"I wish I could be enthusiastic," said the Colonel, "but I don't admire this sort of a store. A man doesn't feel at home in it. Everybody's dressed up in purple and fine linen, and everything shines, and a plain plug citizen feels out of place in a store like this. It was different when your father ran it. Then there was some pleasure in dropping in to pass the time o'day."

"Your father was a fine man. He was one of the plain people. He didn't wear a biled shirt and a celluloid collar or part his hair in the middle. No, sir. There wasn't any false pride about him. I can see him now just as plain as though he stood before me. He always wore a hickory shirt fastened at the throat with a red bone collar button and he never wore but one suspender. There was method in that. He did it to show the farmers and laboring men that he was on an equal footing with them, and they appreciated it. The horny handed toilers the world over appreciate a man who wears but one suspender. Your father had a little ornery bunch of chin whiskers and smoked a clay pipe, and so he enjoyed the confidence of the people."

"There was a big stove in the back end of the store in those days, and your father always saw that there were boxes of sawdust around it, for the convenience of his customers. Then he kept a cigar box full of smoking tobacco on the counter, and every man might help himself. So his store was popular. We used to sit around the stove on winter days,

and smoke and tell stories and have a good time."

"It must have been pleasant for the ladies when they came in," suggested John.

"The ladies made no kick whatever, sir. The ladies in these days weren't so fussy and finicky as they are now. Most of them smoked, as well as their husbands. They didn't expect men to be archangels, and so they were good wives and mothers. Your father knew every man in the country by his first name, and on Saturdays, when the farmers came to town, it was worth while seeing him greet them as they came into his store."

"And they all came into the store, every man jack of them. The women and the kids came, too, and the place would be so crowded the clerks climbed over each other to get anywhere, and everybody made himself at home."

"It doesn't seem possible that this is the same building your father used to do business in. It seems to me it would pay you to get back to the old fashioned methods."

"I'm afraid it wouldn't, Colonel. I make more money in a year than father made in ten. The people wouldn't stand for such a store as he ran. They have outgrown that sort of thing. When a man comes in to buy something nowadays, he wants to get what he's after and go away. The idea of sitting down by the stove and telling about the Irishman who came to this country to get a job as bricklayer never occurs to him. And the merchant who wears a hickory shirt and one suspender in these busy times won't go far. That's a poor sort of bid for public confidence. If a woman came in and found me rigged out that way she'd read a paper about it at her culture club, and I'd be boycotted."

"It's all foolishness," said the Colonel. "The blamed world is running away from me. I thought I knew all about the hotel business, as I've been at it for forty years, but the state is teaching me things. The state has a lot of doggone inspectors with noses as long as your arm, and they go around pushing said noses into everything, so that a man can't run his own hotel in peace and comfort."

"Every once in a while I'm hauled up before the grand vizier and fined anywhere from \$10 to \$25 because my bed clothes are too short or because some milk had soured on my hands or because my refrigerators need washing. The day I left home our village butcher was run in and fined a lot of money because he was selling a cow that died a natural death. That butcher is a poor man with a large family and two crippled aunts dependent upon him, and I consider it an outrage."

"You don't look at it right, Colonel," remarked John. "The inspectors come here, too, and examine everything from the codfish to the prunes and I'm glad to have them do it. When they come and find everything shipshape it's a first class advertisement for the store. I couldn't ask a better one. I let the

people know the inspectors turned the place inside out and couldn't find a thing wrong. That's what you ought to do in your hotel."

"I think I see myself re-organizing my hotel to please a lot of wapper-jawed inspectors with corns on their gall," said the Colonel, indignantly. "These modern wrinkles make me sore. If a man pays his taxes he ought to be allowed to run his own business as he sees fit. It doesn't make any difference to the state administration whether the ketchup on my tables is made of tomatoes or old rags. But this planet is getting too swift for me and I'm glad that I'll drop off before long."

"You may think this store all right, young man, and I expect it is, according to modern notions. But I'd give a good deal to see your father sitting on the counter there, eating an onion and telling a funny story, as he used to do in the good old days."—Walt Mason in Butler Way.

The Produce Market.

Butter—Receipts are at their height, and the quality is running the best of the season. The market is ruling about the same as a week ago. Considerable of the receipts are being taken by speculators and placed in cold storage for future sales. The outlook is for a continued market with prices ranging about the same that they are now for the coming week. The consumptive demand is better than it has been for some time past. Fancy creamery demands 27@28c in tubs and 29½@30½c in cartons. Local dealers pay 20c for No. 1 dairy and 19c for packing stock.

Cabbage—\$3 per crate for Louisville, and \$1.25 per bu. for home grown.

Beans—\$2.50 per bu. for either wax or string.

Carrots—25c per doz. bunches.

Celery—Home grown 25c per bunch.

Cherries—\$1.50 per crate of 16 qts. for sour; \$1.75 for sweet.

Cocoonuts—\$4.75 per sack containing 100.

Cucumbers—75c per doz. for home grown.

Currants—\$1.40 per 16 qt. crate for either red, white or black.

Eggs—The egg market is steady at prices ranging the same as last week. The bulk of the receipts are showing some effects of the heat and have to be sold at slight concessions according to the quality. The consumptive demand is good and the market is not likely to change in the very near future. Local dealers pay 17c, loss off.

Egg Plant—\$1.75 per box for Florida.

Gooseberries—\$1.25 per 16 qt. crate.

Green Onions—25c per dozen for large and 20c for small.

Green Peppers—50c per basket.

Honey—20c per lb. for white clover, and 18c for dark.

Lemons—Messinas have declined to \$9.50 per box.

Lettuce—Home grown head, 80c per bu.; home grown leaf, 75c per bu.

Musk Melons—California Rockfords command \$2.50 per crate for

54s and \$3 for the other sizes; Georgia, \$2.25 for 54s and \$2.75 for 45s.

Onions—Texas Bermudas, \$1.25 per crate; Louisville in 70 lb. sacks, \$1.50.

Oranges—Late Valencias and Navels command \$5.50@6 per box.

Peas—\$1.50 per bu. for Telephones.

Pieplant—75c per bu. for home grown.

Parsley—30c per dozen.

Potatoes—White stock from Virginia has declined to \$2.25 per bbl., while red Triumphs from Texas fetch 70c per bu.

Poultry—Local dealers pay 20c for broilers; 12c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight.

Radishes—10c per dozen.

Raspberries—\$2.75 per 16 qt. crate for red and \$2.60 for black.

Spinach—65c per bu.

Tomatoes \$1.15 per crate of 4 baskets, Texas grown; 75c per 8 lb. basket of home grown.

Veal—Buyers pay 6@11½c according to quality.

Watermelons—\$3 per bbl. for Georgia.

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

Buffalo, July 9—Creamery butter, fresh, 25@27½c; dairy, 23@25c; poor to good, all kinds, 19@21c.

Cheese—Fancy, old 17@18c; choice, 15@16c; new fancy 15@15½; poor to common, 6@13c.

Eggs—Choice, fresh candled, 21@22c; at mark 19@20½c.

Poultry (live)—Turkeys, 13@14c; cox, 12@12½c; fowls, 16@17½c; springs 18@21c; ducks, 14@16c.

Beans—Red Kidney, \$2@2.35; white kidney, new \$3@3.25; medium, \$2.40; narrow, new \$3@3.25; medium, \$2.40; narrow, new \$3@3.40; pea, new \$2.30 @2.35.

Potatoes—New \$1.75@2 per bbl. Rea & Witzing.

Don't stop with being friendly to your friends. Be friendly to everyone if you want everyone to be friendly to your business.

If there is anything that will stunt a man's business and mental growth, it is patting himself on the back too much.

Good enough is not good enough if you can do it better.

BUSINESS CHANCES.

Cheapest irrigated alfalfa farms and truck lands in Arizona. Finest climate, excellent markets. For immediate sale, forty acres, with water, adjoining town. Price \$1,800; also oldest general store in county; business over \$80,000 annually; will invoice \$30,000. Can also loan \$60,000 at 6 per cent. on first-class security. Gila Valley Realty & Loan Co., Duncan, Ariz. 271

For Sale—Small stock of dry goods, groceries and shoes. An exceptionally good opening. Stock in fine condition. Address W. H. Soule, Scotts, Mich. 272

Wanted—Position by man with general store experience. Shoes and gent's furnishings a specialty. No. 273, Tradesman. 273

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 274

For Sale—Shoe stock. Inventories about \$4,000. Or will trade for real estate, city or country. Address, No. 275, care Michigan Tradesman. 275

For Sale—Drug store doing good business in the best city in Michigan. Splendid chance for young man. Address, Kazoo, care Tradesman. 179

**Modern Plant
Complete Stock
Competent Organization
Location**

These advantages enable us to guarantee prompt and satisfactory shipment of all orders intrusted to our care. Special attention to mail and telephone orders. *• • • • •*

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers

**SUMMER TIME
IS TEA TIME
TETLEY'S
INDIA
CEYLON
TEAS**

Are good for that tired feeling



Fragrant
Delicious
Invigorating

Hot or Iced

Call and see our Tea Tree growing from a seed from the Imperial Gardens.

THE TEA HOUSE

Judson Grocer Co.

The Pure Foods House
GRAND RAPIDS, MICHIGAN



**The Karo Demand is Increasing
Everywhere**

Karo sales are jumping. Effective advertising in the magazines, newspapers, bill-boards and street cars is proving a powerful sales maker. It is influencing millions of housewives to use more Karo than ever—telling them about the great food value of Karo, its purity, its nourishment, the energy it supplies and what's all important, its economy.

With the cost of living so high, these Karo facts strike home with double force, they are increasing sales quickly.

Karo is the great household syrup—the syrup of known quality and purity—specially wholesome and delicious, and of highest food value.

Your customers know it—they know that the Karo label stands for highest quality, best flavor, and full net weight. Stock generously with Karo. It sells quickly, is easy to handle and pays a good profit.

Corn Products Refining Company

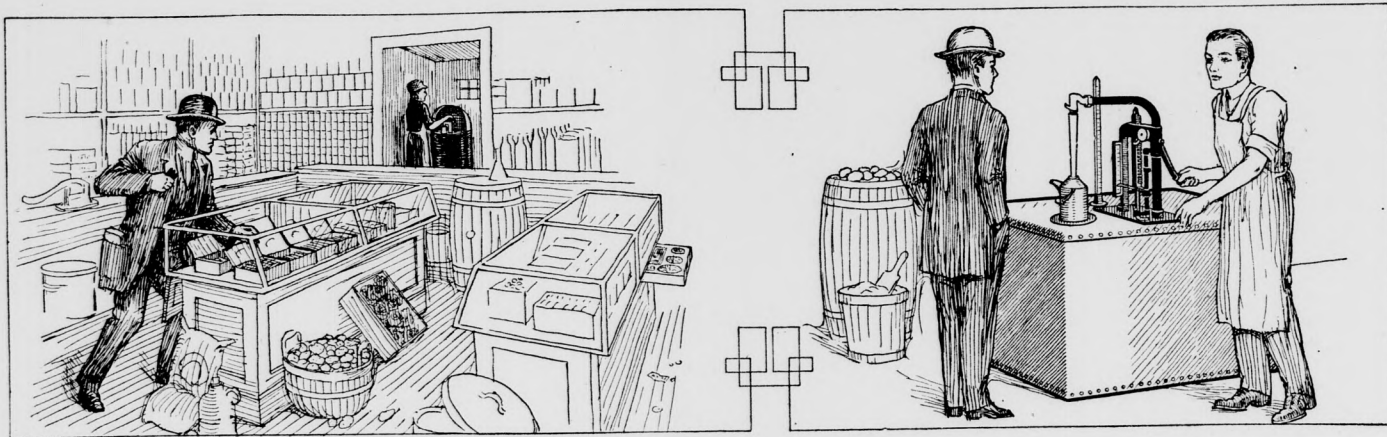
New York

FAIRY SOAP



It's a pleasure to *use* FAIRY SOAP because it's such *good* soap; it's a pleasure to *sell* it because it always pleases and repeats.

Match its constant use and our constant advertising with a constant display. The 5-cent price makes it an easy seller—a 25-cent price couldn't buy a better soap.



THE BOWSER SAFE SELF-MEASURING OIL TANK CAN BE KEPT IN A CONVENIENT PART OF THE STORE

because it is clean and there is no dripping of oil to stain the floor or spoil other articles of food. The old style oil tank must be kept in the shed or cellar, which necessitates leaving the store to draw oil. The BOWSER is equipped with an automatic cut-off that checks the flow of oil as soon as pumping ceases and prevents dripping; it does away with the nasty, oily measure and funnel. The Computer shows how much to charge for and the Float Gauge shows how much oil is left in your tank. In fact, to sell oil in a cleanly and profitable way you need a BOWSER. Write for FREE BOOK full of information about handling and selling oil.

S. F. BOWSER & CO., Inc.

Home Plant and General Offices, Box 2089, Ft. Wayne, Ind., U. S. A.

Sales Offices in all Centers and Representatives Everywhere

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage and distributing systems, self-registering pipe line measures, oil filtering and circulating systems, dry cleaner's systems, etc.

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