

## LUCK OR LABOR

**I**T is not Luck, it is Labor, that makes men truly successful.

Luck waits the turn of a card or a chance event to place laurels upon its brow. Labor, intelligent, clear-visioned, pulsating with energy and nerved with righteous thought, gains the well-earned crown.

Luck has morning dreams of a legacy which the mail, perchance, will bring later in the day. Labor is up at sunrise, and with purposeful hands does what Love and Duty point out as worth while, thus laying up treasures in that Heaven of character and solid achievement which moth doth not destroy nor rust corrupt.


Luck, like a pendulum swinging between something and nothing, alternately titters and whines. Labor, governed by principle, and with the polar star of Eternal Hope and Justice straight in front of it, sings a joyful song of service in self-development and social progress.

Luck is Wilkins Micawber waiting for something to turn up. Labor is Cecil Rhodes who turns up something.

Luck is flabby from self-indulgence, the child of ignorance and ease. Labor is robust and iron-muscled from training in the gymnasium of wise endeavor.

Luck grows thistles of slavery, while Labor yields the bloom and fruitage of independence.

*Charles Mylert Carr.*

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. 

## WHEN YOU SEE

THE  GOOD  
SIGN OF CANDY

"DOUBLE A"

Remember it came from

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



When you SELL A WHOLE CONTAINER OF  **FRANKLIN CARTON SUGAR**

You make the profit on **EVERY CARTON** in it **AT ONE SALE**. You make **ONE DELIVERY** instead of a **DOZEN OR MORE**. You make the profit on all the sugar your customer will buy for some time and prevent her trading elsewhere as long as the sugar you've sold her lasts. You can sell **FRANKLIN CARTON SUGAR** by the container if you'll call customers' attention to the convenience of having a supply of it on hand, and remind them that they use sugar **EVERY DAY**. **FRANKLIN FINE GRANULATED** and **DESSERT AND TABLE**, the grades that are used most, are packed in containers that do not hold too much for the average family.

You can buy Franklin Sugar in the original containers of 24, 48, 60 and 120 lbs., according to grade.

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA, PA.

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

## Lean On "White House"



and let *ITS* success help *YOU* to success, for—

"White House" is a

Leader  
a Puller  
and a Pusher

is a  
GREAT BIG SUCCESS

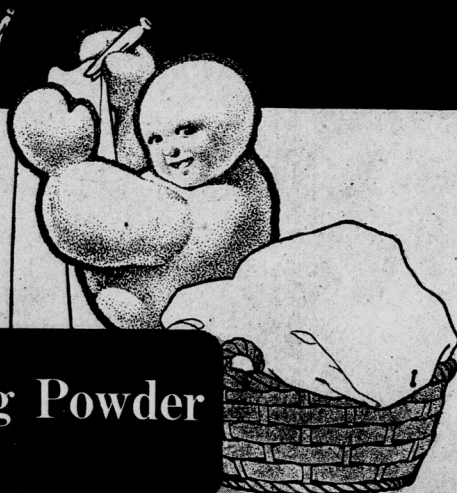
JUDSON GROCER CO.—Grand Rapids, Mich.

Wholesale Distributors of  
DWINELL-WRIGHT COMPANY PRODUCTS

**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 30, 1913

Number 1558

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## STRETCHING THE LAW.

Mature reflection on the recent proceedings of the Government against the Southern Wholesale Grocers' Association by men familiar with grocery trade association movements has sounded a new alarm. Even leaders who have been confident of the soundness of their practices are now apprehensive of prosecution; not because anything they have been doing was wrong, in the light of any ethical or legal principles of the past, but because the Government officials have commenced reading into the Sherman law meanings which even the best jurists had never imagined it intended.

Enquiry in legal circles, among men who have been active in association matters and in touch with the Department of Justice, shows that not only Prosecutor Street of Alabama, but practically the whole Department, believe that any trade movement, on the part of an association, which has for its purpose the application of united opinion as a controlling factor in shaping business policies, is restraint of trade. For instance, District Attorney Street is quoted, in the official stenographic record as saying in part:

We do not deny the right of a manufacturer to sell, or to refuse to sell, to anybody he pleases, for any reason, or for no reason at all. We do not question the right of a wholesaler to do the like, or of the retailer, or of any individual to refuse to sell for any reason, or no reason, that is sufficient to himself or anybody, whether he be manufacturer, wholesaler, retailer or consumer, or anybody else; but I do say that where two men, whether they be manufacturer, or wholesaler, or retailer, when they have entered into an agreement with one another, that I will not, and you shall not, sell to a certain class of purchasers, then I say this is a violation of the Sherman anti-trust law. We are not making war on the wholesaler, all we ask him is: Mr. Wholesaler, transact your business as you please, but don't you enter into any combination or agreement with anyone else by which you attempt to limit the other man's rights to run his business as he pleases. We do not claim that it comes within the second section of the law, which defines monopoly; there is nothing of the nature of monopoly in it.

However radical this appears, shrewd lawyers are not surprised in the light of recent legal evolution. Even the most eminent advisers of the country, who three or four years ago felt perfectly safe in advising their client associations of their

rights, have lately been startled at the change in front on the part of the courts. There is said to be strong evidence that the courts are gradually drifting into more and more Socialistic views of such questions and subordinating private rights of previous soundness to the welfare of the multitude. At any rate, good lawyers are beginning to be scared and very much in doubt in giving advice to clients.

As for some of the leading grocery organizations, they have been very cautious about doing things inimical to the supposed spirit of the Sherman law, but its recent wide extension, to cover all forms of moral suasion backed by an association, has undermined their security. Fortunately for the National Wholesalers, their counsel has been more than cautious for a long time past, advising away from courses which would lead to the brink of doubt, rather than as to how to safely approach it. Many lines of activity which most associations have pursued with confidence were long since abandoned and hardly an instance in the past two or three years, where the Association has sought to effect trade reforms, has been based on the desire of the trade but rather on purely educational considerations. It is well known that this Association was quietly investigated some three or four years ago by the Department of Justice—at its own insistence—and given a clean bill of health.

It is no secret that such associations as the National Retailers have long since condemned free deals and have maintained committees which worked among manufacturers in favor of fixed prices, uniform prices, confining trading to "legitimate channels," etc. These were not at all in the spirit of restraint but were presumed to be for the betterment of trade. Retailers have been feeling gratified that their influence was producing beneficial changes in trade practices, but if it turns out that that very effectiveness is to become evidence of criminality, their tune will probably be turned into a minor key. At any rate, the leaders are discovering in the attitude of the Government at Birmingham, cause for very grave attacks of nerves.

It is reported that the Government's position has encouraged the "irregulars" to renewed efforts looking toward the destruction of regulated channels of distribution, and if the Government wins, that a widespread campaign of suing manufacturers for refusing to sell certain retailers, chain stores, mail order houses and semi-jobbers on the wholesale basis will result. It is said that an effort is now being made to organize the semi-

jobbers and large retail buyers into an association for acquiring information as to where they can and cannot buy direct from manufacturers without the involvement of any jobber. Certain large Louisiana retailers are said to be leading the movement. Suggestions that such an association is no more legal than any other co-operated movement among competitors are met by the claim that the Sherman law would not apply, since it was in the interests of eliminating expense to the consumer. Even any listing manufacturers in this direction, it is claimed, would be legal although this practice is the whole crux of the suit against the Southern Wholesalers.

A large number of letters have been written by semi-jobbers and retailers as the result of the Southern Association prosecution, seeking light on the proper procedure to be followed in filing suit against the Southern Wholesale Grocers' Association, as well as against local associations of wholesalers, charging that it is due to their influences that they have been unable to buy direct from manufacturers. They intend to seek redress in the courts, as did Clabaugh when he failed in business. It will be remembered that he obtained a judgment for \$10,000 against the Southern Wholesale Grocers' Association.

Some of these letters also indicate that suit will be filed against those manufacturers who have refused to sell them on the same terms as the jobber. The clearly established fact that selling such "irregulars" on a wholesale basis results in discrimination and favoritism to big buyers as against small buyers, its fairness as a fundamental condition for competition may well be challenged. But the Government's attitude appears to be solely in behalf of the consumer and without the slightest disposition to regard the rights of merchants in uniformity of competitive opportunity.

The only redeeming phase of the situation, from the standpoint of the merchant, lies in the consoling information contained in Washington dispatches that at last Uncle Sam's lawyers have waked up to the fact that there is a conspiracy among the raisin growers of California. While the Government has been resorting to wide flights of constructive ingenuity to secure convictions of merchants under the Sherman law, raisin and other fruit growers of California have been forming selling combines openly, forcing reluctant growers into line, compelling them to pool their crops and not to sell below certain figures. Meetings have been held publicly in which market and crop

conditions were discussed and price agreements were made; all apparently without the slightest fear of molestation.

But now the Government is said to be about to proceed against the pool, and a California Congressman is quoted as explaining the whole thing as follows:

The raisin growers have been compelled to enter into the agreement for the purpose of protecting themselves and enabling their fields to pay a living return which would otherwise be impossible. Many raisin vines have been destroyed by their owners on account of low prices and other serious setbacks had been suffered by the industry. In consequence the growers had formed an association whose ultimate purpose it is to guarantee a price to the growers and will hold all surplus raisins above sale at that price.

Hardly a word of that explanation could not have been said by mercantile associations, but it did not relieve them from prosecution in the slightest. Farmers alliances and labor unions have done about as they pleased in promoting price pools. If, at last, the Government is to proceed against those "trusts," there will be at least measure of balm for the long suffering merchants. And the sooner all hands discover just what the Sherman law does mean, the easier every body will sleep at night.

## The Outcome of the Suit.

Birmingham, Ala., July 29—Federal Judge Grubb to-day fined the Southern Wholesale Grocers' Association \$25,000 for contempt of court in violating a decree issued in 1911, commanding the organization to abide by federal anti-trust laws.

President J. H. McLaurin of Jacksonville, Fla., was fined \$1,000.

H. Lacey Hunt, of Wilmington, N. C., and L. A. Melchers, of Charleston, S. C., were fined \$1,000 each and the costs were assessed against the corporation and the three individual defendants according to costs of their respective witnesses.

Judge Grubb held that President McLaurin, in issuing a circular in October, 1911, that the decree of the court would not affect practices of the Association, had committed a violation.

As to Hunt, his letter to a manufacturer and signed as a director in the Association, advising not to sell to a retailer, was a violation, it was held, and the same charge was made against Melchers.

If a man is punished for doing wrong he should know better next time and, if he is wise, there will never be a next time.

No wonder a big boss looks down upon a little one. The big one is a much better bluffer.

Every time a wise man makes a mistake he learns something.

## DETROIT DETONATIONS.

## Cogent Criticism From Michigan's Metropolis.

Detroit, July 29—I note with deep grief the disposition of the Tradesman to consign me to the everlasting howl because I occasionally depart from the path of rectitude and drop (down?) into poetry. John Stirling says: "There can be poetry in the writings of few men; but it ought to be in the hearts and lives of all." According to the editor of the Tradesman, Stirling is only partially right. To the editor's idea most of it should be in the waste basket or the furnace. In order to be a real poet such writings should come from the heart. This explains why traveling men are not poets. They cannot be real traveling men and have a heart at one and the same time.

Joseph Roux says: "Poetry is truth in its Sunday clothes;" if poetry and truth are to be connected in any way this alone should warn the travelers that poetry has no business in the life of a traveling salesman. Alleged poetry sometimes gets into a man's system and, like poor blood, must be gotten rid of, therefore we find the cause of the suffering caused through reading the salesman's imitations. We hope the systems of the contributors are cleansed with the last outbursts. Ours is.

Fred Raymond, who came to Detroit from Grand Rapids to act as manager of one of the departments for Farrand, Williams & Clark, after successfully filling that position, has been induced to return to his native city to accept a more lucrative position with the Hazeltine & Perkins Drug Co. Fred, who always (strange to relate) had a warm spot in his heart for Grand Rapids, is overjoyed at being able to return there again. That Fred will make a success of his new work, there is not the slightest doubt. Grand Rapids and Council No. 131 are to be congratulated at his acquisition.

Charlie Wright, who represents Burnham, Stoepel & Co. on the road and owns a dry goods store in the city, is taking his vacation this week. His vacation will consist of remodeling his store and taking charge of it while his manager is away on his vacation.

No one cares to strike out for Cloverland this week.

We hope Ura Donald won't get between the soldiers and the miners while the "pleasantries" are being hurled back and forth.

"Dapper Dick" Swanton, former Lozier automobile salesman and expert demonstrator, says it takes more than a pair of "police" suspenders to give a man authority.

Tom Burton, who represents the Lisk Manufacturing Co., of Canandaigua, N. Y., is now permanently located in Detroit and has transferred from Rochester (N. Y.) Council, U. C. T., to Detroit Council, No. 143. Tom is full of "pep" and is bound to be a valuable acquisition to the local Council. He is very well known in Grand Rapids and his many friends often wonder how he slipped through

without a fair one swiping his affections ere this. Few there are who have anything on him for good looks—unless, perhaps, it might be the writer.

G. E. Russeling, merchant of Deerfield, is well named as he is always russeling for business. He recently gave away a watch valued at \$(?) with every suit of clothes purchased at his store. He claims every father and his son has a watch in his locality.

Remember the date of the big night for Council No. 9—Saturday, Oct. 13. Seth Igram, department manager for Burnham, Stoepel & Co., was called to Columbus last Saturday, owing to the death of an uncle. Mr. Igram's wife was at the bedside when the uncle passed away.

A. B. Boyce, of the Boyce-Allen Co., the new, yet live concern handling ready-to-wear goods for misses and women, has returned to his duties after being laid up at home with a serious illness.

Born to Mr. and Mrs. Frank Ratigan, a lively, lusty lunged baby girl, who weighed in (ringside) at 9½ pounds. Mr. Ratigan is assistant department manager in the ready-to-wear department of Edson, Moore & Co.

One method of showing their respect for another house is one house trying to get the same lines of goods that are handled by their competitors.

The Veteran Travelers' Association are already beginning to make preparations for the annual banquet to be held in this city in December. In order to be eligible to membership in this Association one must have been a commercial traveler not less than fifteen years nor more than 160 years.

A Detroit merchant, new in the mercantile game, was desirous of subscribing for a good trade paper. He asked three or four different people to tell him which paper they thought it would be advisable for him to take. Without exception, they all recommended the Michigan Tradesman.

Some fellers are born lucky, others have luck thrust upon them, while Boisterous Bob Bradley, who is winning fame for Gold Mine flour and fortune for the makers, has a number of lady demonstrators under his supervision.

Which make our old friend, George Abbott, of Grand Rapids, unduly jealous of Bradley and his position.

In last week's issue of the Tradesman was a communication signed "Traveler," in which he states that he offered a tip to a porter in a hotel which was indignantly refused and, in explanation, said porter stated he received living wages and was above such business. Well, in Grand Rapids it is admitted living is cheap—such as it is.

On the other hand, some one could make a fortune exhibiting that porter in the principal cities of the country as a freak.

Louie Jenns, of Grand Rapids, was in the wreck given under the auspices of the G. R. & I. at Fuller Station last Saturday, the passenger train

running into an open switch and colliding with a string of box cars. Jenns, who is a giant, standing over 6 feet and weighing (week days) about 260 pounds, was thrown with great force against the side of the coach. Strange to relate, big Lou did not injure the coach in the least. Jenns is the State agent for the United States Cream Separator Co.

Some traveling men have made a mistake in their vocations. They should have been carpenters. They always carry a hammer with them.

Bill Trott, representative for the Fostoria Incandescent Lamp Works, of Fostoria, Ohio, was in Detroit last week on a business trip. Bill, who is a Grand Rapids resident, can discuss Detroit municipal affairs with more accuracy than many of the natives can.

Joe Brach, Standard Bros.' Western Michigan business getter, says he once heard that money talks, but he will be gosh dinged if it will stay with him long enough for him to understand what it says.

The Northern summer resorts have all taken a fling at the old advertising game of discovering sea serpents, horned snakes, wild sea lions, etc. Now from one of the resorts comes a new one. A few nights ago hideous noises were heard a short distance from the resort. As the wild and weird noises continued, they armed themselves with guns, revolvers, knives and other weapons and started in quest of their prey, which they thought would be a wild cat. After much maneuvering they crept up to where the sound issued forth and lo and behold! they found our old friend, Fred Richter, singing some of his favorite "melodies," such as "Good Night, Bill" and "Down Went McGinty." Fred was camping out on the spot—which was too close to civilization, so long as he persisted in trying the screech owl stuff.

The new union depot is an imposing sight. The roof is being put on and the remainder of the work is going forward with great rapidity.

Grand Rapids was all agog last Monday. There was a circus in town.

The committee appointed to take in charge the big blowout to be given Oct. 18 by U. C. T. Council, No. 9, met with Secretary Marx last Saturday and began to lay plans for the great event of U. C. T.ism in Detroit. Every member is earnestly requested to bring in at least one application. The committee is headed by Past Senior Counselor Herb Murray.

Guy Pfander winds up his column with "Read the Tradesman." Keep on writing, Guy, and we will.

J. H. Lee, of Muskegon, was off the job again last week.

Carl Brakeman, city salesman for the Otis Elevator Co., says sarcasm is illustrated when a ten dollar salesman carries a forty dollar grip.

Kind words wanted from Bill Pohlman, of Cloverland, wherever he is.

Column and a half from Bill Bosman last week—growing.

W. W. Pearson, the elongated merchant at Fremont, attended the races at Grand Rapids this week. Wesley's

horse came in first—thing after supper.

Chas. Mather, merchant of Cedar Springs, is teething. He has been in the city for a few days having his teeth filed, reset and polished. Charles, however, has never had his teeth in such condition that he couldn't chew a \$1.50 cut of porter house steak.

James M. Goldstein.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, July 28—Little has been done in spot coffee since last report. Sales are mostly of small lots, but there seems nevertheless to be a better feeling and the future is regarded with more confidence. At the close Rio No. 7 is worth in an invoice way, 9½¢@95¢c, and Santos 4s, 11¼¢@12¢c. In store and afloat there are 1,566,127 bags, against 2,325,565 bags at the same time a year ago. Milds are quiet and without particular change. Good Cucuta, 11½¢c.

Teas are quiet and the volume of business individually is small. Prices are well maintained and dealers are optimistic.

Withdrawals of sugar on previous contract have been fairly liberal, but the country seems to be pretty well stocked at the moment and there is something of a lull. Quotations are steady and there is still some time for a big consumption. The rate of 4.65 is made by all.

Nothing new to report of rice. The general situation seems to be fairly satisfactory and prices are firmly adhered to. Prime to choice domestic, 5½¢@5¾¢c.

Spices are firm and added strength is noticed almost every day, although actual quotations have not shown any advance as yet.

The market for molasses is rather quiet, as might be expected, but there is something doing all the time, and quotations are well maintained. Good to prime, 35¢@40¢c. Syrups are quiet and unchanged.

In canned goods 80c seems to be the lowest figure considered by packers for goods that are really standard 3s. Packers are not eager to part with stocks for this figure, as they seem to think there will be something better farther on. Choice peas are scarce and well held. Cheaper sorts, too, seem to be holding their own, to say the least. Corn is firm and the supply is not especially large. Other goods in the same old rut.

Top grades of butter are steady and fractionally higher. Fancy creamery, 26½¢@27¢c; firsts, 25¢@25½¢c; imitation creamery, 24¢c; factory, 22¢@23¢c; packing stock, 21¢@21½¢c.

Cheese is very quiet. N. Y. State full cream, 14¼¢@14¾¢c.

Best Western white eggs, 24¢@26¢c. Top grades are scarce and bring full prices, but there is more than an ample supply of stock a little off in quality which works out for what it will bring.

Opportunity knocks at every man's door, but if you, yourself, happen to be knocking when she calls, you'll never hear her.



## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Grand Rapids, July 22—In the matter of Edward J. Carroll, bankrupt, merchant at Manton, John F. Berner, of Cadillac, was elected trustee by the creditors. Bond fixed at \$4,000. Geo. M. Brook and Charles Ransom, of Manton, and C. J. Shoff, of Cadillac, were appointed appraisers. The meeting was then adjourned to Sept. 12, at which time the bankrupt was ordered to appear for further examination.

July 23—In the matter of Arthur W. Johnston, bankrupt, contractor and builder of Grand Rapids, the first meeting of creditors was held. By vote of creditors Earl W. Munshaw, of Grand Rapids, was elected trustee bond fixed at \$1,000. First meeting was then adjourned to Sept. 5, and bankrupt ordered to appear.

In the matter of Herbert F. Caswell, bankrupt, formerly merchant at Portland, the first report and account of Glenn S. Benjamin, trustee, was filed, showing a balance of cash on hand for distribution of \$3,951.90, and an order was made by the referee calling a special meeting of creditors to be held at his office on Sept. 4, for the purpose of declaring and ordering paid a first dividend for general creditors.

In the matter of G. W. Stevens & Son, bankrupt, formerly hardware dealers at Greenville, the second report and account of James Gracey, trustee, was filed, showing balance on hand of \$4,234.98, and an order was made by the referee calling a special meeting of creditors to be held at his office on Sept. 4, for the purpose of declaring and ordering paid a second dividend for general creditors. A first dividend of 10 per cent. has been paid general creditors of this estate.

July 24, In the matter of Cornelius Koeman, bankrupt, formerly of Holland, the final report and account of C. Vander Meulen, trustee, was filed, showing a balance of cash on hand \$108.20, and an order was made by the referee calling a final meeting of creditors to be held at his office on Sept. 5, for the purpose of declaring and ordering a final dividend, if any, for general creditors. Creditors are also directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

In the matter of Harry M. Hinshaw, bankrupt, formerly of Leland, the final report and account of Emil F. Nerlinger, trustee, was filed, showing a balance on hand for distribution of \$2,187.38. An order was made by the referee calling a final meeting of creditors to be held at his office on Sept. 15, for the purpose of considering such report, passing upon petitions for attorney fees and expenses, upon the secured mortgage claim of Elmer E. Chandler and for declaration of a final dividend, if any, for general creditors. Creditors have also been directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee.

July 25—In the matter of Grand Rapids Motor Truck Co., bankrupt, of Grand Rapids, the schedules of assets and liabilities were received and an order made by the referee calling a first meeting of creditors to be held at his office on Sept. 16, for the purpose of proving claims, election of a trustee, examination of the officers of the bankrupt, etc. An order has been made appointing the following appraisers: Dwight Smith, L. W. Coppock and Karl A. Myers, all of Grand Rapids.

The following assets are scheduled by the bankrupt:

Real estate, (encumbered by mortgage held by Michigan State Private Exchange Bank, Grand Rapids, dated April 1, 1912, for \$7,500) ..... \$15,000.00  
Cash on hand ..... 164.54  
Notes receivable ..... 2,472.27  
Stock in trade ..... \$4,713.92  
Accounts receivable ..... 15,156.08

The following creditors are listed:

Preferred or Secured.  
City of Grand Rapids, for taxes \$ 648.82  
Labor claims ..... 2,033.24  
Frank T. Hulswit, Grand Rapids, (secured by notes held as collateral aggregating \$4,065) ..... 31,694.00  
Old National Bank, Grand Rapids, (secured by notes held as collateral aggregating \$25,142.50) 38,990.00  
Unsecured Creditors.  
Barclay, Ayers & Bertsch Co. ..\$ 10.08  
Bixby Office Supply Co. .... 20.00  
Citizens Telephone Co. .... 15.50  
Chas. A. Coye Co. .... 123.35  
John Cummings ..... 792.35  
Dean-Hicks Printing Co. .... 30.00  
Evening Press Co. .... 139.83  
Foster, Stevens & Company ..... 568.04  
Grinnell-Row-Altouse Co. .... 72.00  
Grand Rapids News ..... 46.96  
G. R. Supply Company ..... 25.00  
G. R. Association of Commerce .. 433.34  
G. R. Furniture Record ..... 1,786.35  
G. R. Malleable Works ..... 24.00  
G. R. Water Works ..... 173.85  
Great Western Oil Co. .... 34.35  
G. R. Muskegon Power Co. .... 53.21  
W. C. Hopson Co. .... 37.33  
Leitelt Iron Works ..... 110.32  
C. J. Litscher Electric Co. .... 128.61

Michigan Lithograph Co. .... 34.00  
Michigan State Telephone Co. .... 44.10  
McMuller Machinery Co. .... 19.50  
R. G. Peters Manufacturing Co. .... 16.35  
F. Ranville Co. .... 32.15  
Serdling & Co. .... 50.64  
Sherwood Hall Co. .... 49.65  
W. H. Shults ..... 51.90  
Stanton Printing Co. .... 32.25  
Tisch-Hine Company ..... 48.10  
Tradesman Company ..... 141.75  
Valley City Ice & Coal Co. .... 484.14  
Valley City Chair Co. .... 18.00  
W. D. Vandecar ..... 151.50  
Wykes & Thornton ..... 15.00  
Wilson, Wilson & Rice ..... 123.24  
Western Union Telegraph Co. .... 15.09  
Postal Telegraph Company ..... 1,166.75  
William F. McKnight ..... 20.00  
Auto Review Pub. Co., St. Louis ..... 279.46  
Adrian Steel Casting Co., Adrian  
American Mason Safety Tread Co.,  
Boston ..... 32.00  
American Bronze Co., Berwyn ..... 17.18  
Auto Top Company, Fort Wayne ..... 207.50  
Automobile Journal Co., Pawtucket  
American Metal Hose Co., Water-  
bury ..... 24.38  
Biglow Varnish Co., Newark ..... 52.00  
Bimel Spoke & Auto Wheel Co.,  
Portland ..... 174.99  
Frank T. Bohen Co., Minneapolis ..... 72.88  
Bossert & Company, Utica ..... 45.00  
Buchanan Elec. Steel Co., Bu-  
chanan ..... 227.88  
H. Channon & Co., Chicago ..... 218.02  
Chilton Co., Philadelphia ..... 168.50  
Class Journal Co., New York City ..... 277.20  
Cleveland Hardware Co., Cleveland ..... 41.44  
Cramer, Adams & Co., Chicago ..... 27.00  
Chicago Varnish Co., Chicago ..... 181.99  
Commercial Vehicle Co., New York ..... 131.27  
City of Decatur, Indiana ..... 163.00  
Castle Lamp Co., Battle Creek ..... 38.10  
Dennison Mfg. Co., Chicago ..... 157.63  
Diamond Chain Co., Indianapolis  
Electric Storage Battery Co.,  
Philadelphia ..... 70.18  
Findeisen & Kopf Co., Chicago ..... 115.80  
L. P. Grammes & Sons, Allentown ..... 62.98  
Flint Varnish Works, Chicago ..... 400.00  
Wm. D. Gibson Co., Chicago ..... 71.40  
General Sales Co., Detroit ..... 12.90  
Goodyear Tire & Rubber Co.,  
Akron ..... 233.31  
Hazard Engineering Co., Rochester ..... 47.10  
Geo. A. Hebb, Newark ..... 16.80  
H. F. M. Mfg. Co., Akron ..... 75.00  
Horseless Age, New York ..... 180.00  
Import & Export Motor Co., N. Y. ..... 57.80  
Indiana Printing Co., Ft. Wayne ..... 46.89  
Jewell Steel & M. Co., Buffalo ..... 45.00  
Lavigne Gear Co., Racine ..... 129.91  
V. H. Lockwood, Indianapolis ..... 347.95  
Mayo Radiator Co., New Haven ..... 37.71  
Marion Gray Iron Foundry, Marion  
Mich. Brass & Iron Works, Lansing ..... 55.65  
Milburn Wagon Works, Toledo ..... 2,628.00  
The Motor, New York ..... 176.50  
Motor Age, Chicago ..... 226.80  
Muncie Wheel Co., Muncie ..... 87.75  
Murphy Potter Co., Detroit ..... 43.60  
J. G. Niblick, Decatur ..... 39.72  
Oldberg Mfg. Co., Detroit ..... 213.75  
Packard Electric Co., Warren ..... 37.00  
Parish Mfg. Co., Reading ..... 336.33  
Phoenix Oil Co., Cleveland ..... 28.88  
Power Wagon, Chicago ..... 444.20  
Ross Gear & Tool Co., Lafayette ..... 287.57  
Rushmore Dynamo Works, Plain-  
field ..... 81.75  
R. B. Ridgely, Detroit ..... 74.39  
Rutenber Motor Co., Marion ..... 1,116.65  
Jos. T. Ryerson & Son, Chicago ..... 50.03  
Saginaw Sheet Metal Works,  
Saginaw ..... 559.90  
Sheldon Axle Co., Wilkesbarre ..... 2,387.02  
Standard Tool Co., Cleveland ..... 49.68  
Stewart-Warner Speedometer, Chi-  
cago ..... 30.00  
U. S. Tire Company, Detroit ..... 174.92  
Valentine & Company, Chicago ..... 196.91  
Walker-Weiss Axle Co., Flint ..... 149.00  
Warner Gear Company, Muncie ..... 656.00  
Warner Instrument Co., Beloit ..... 99.60  
Wells Brothers, Greenfield ..... 24.53  
Hays Wheel Co., Jackson ..... 45.95  
Fred L. Pantlind ..... 65.00  
North American, Philadelphia ..... 169.75  
Philadelphia Record, Phila. .... 23.00  
Diehl Manufacturing Co., Elizabeth-  
port ..... 27.00  
Dahl Punctureless Tire Co.,  
Philadelphia ..... 165.00  
Grand Rapids & Indiana Ry. .... 365.44  
Auto Welding Co., Boston ..... 73.75  
Bay State Hardware Co., Boston ..... 281.34  
Bi-Motor Equipment Co., Boston ..... 179.18  
John C. Bagleoe, Boston ..... 29.86  
Duff Spring Co., Cambridge ..... 35.95  
Joseph Palmer, Boston ..... 82.00  
Stanhope Forge Co., Cambridge ..... 37.96  
Staples Coal Co., Boston ..... 281.45  
Washington Press, Boston ..... 112.25  
Lewis F. Weston, Boston ..... 45.00  
White Bagley Co., Worcester ..... 77.99  
H. Nash Wagon Co., Boston ..... 20.54  
Vacuum Oil Co., Boston ..... 32.97  
Winslow Warren, Boston ..... 1,020.02  
Coppock Motor Car Co., Decatur ..... 7,415.61  
Old Adams County Bk., Decatur ..... 12,500.00  
Arthur M. Butts, Oneonta ..... 300.00  
A. & J. Gould, Boston ..... 650.00  
G. R. Furniture Co., Boston ..... 200.00  
Lynn Motor Transfer Co., Lynn ..... 200.00  
W. E. Whipple, Boston ..... 200.00  
Hulton Dye & Furnishing Co.,  
Philadelphia ..... 716.00  
E. J. Nolan, Auburn ..... 100.00  
Rutan Auto Co., Port Jervis ..... 100.00  
M. Winer & Co., Boston ..... 1,200.00  
Dirigo Creamery Co., Boston ..... 100.00  
Drage Harris Motor Truck Sales  
Co., Fort Wayne ..... 400.00  
And numerous other small creditors.

## Summary of Liabilities.

Taxes, preferred claims ..... 648.82

Labor claims, preferred ..... 2,033.24  
Secured claims ..... 70,684.00  
Unsecured claims ..... 50,873.68  
\$124,239.74

## Jaunty Jottings From Jackson.

Jackson, July 28—The annual picnic of Jackson Council, No. 57, will be held at Vandercook's Lake next Saturday, Aug. 2. Harry Beal, S. W. Lewis and Nelson Eddy are the committee in charge of arrangements and this, of itself, ensures all who attend a big time. Fifty dollars has been appropriated for prizes. An old-fashioned pot luck picnic dinner is planned and, last but not least, a dance in the pavilion. E. D. Sickles, as usual, will have charge of the base ball exhibition, which he hopes to make a very peppery affair.

We are glad to announce that Mrs. George Elliott, who has been in the hospital since May 1 for operations, is able to be out with her family once more.

Mr. and Mrs. D. S. Fleming have been spending a few days in Detroit and up to the Flats.

The recital given by Miss Frederica Brown, soprano, assisted by Max Helmer, violinist, in our city last week was the most brilliant musical event of the season. Miss Brown is the daughter of Clark Brown, of the firm of Brown, Davis & Warner, wholesale grocers, and is connected with the Denver Symphony Orchestra. Mr. Helmer is the son of Fred Helmer, Cashier of the Peoples National Bank, and both Miss Brown and Max Helmer are artists in their respective lines. Spurgeon.

## How to Adjust a Claim.

When a customer enters your store and states that he is not satisfied with the wear of his shoes, adjust the claim as quickly and satisfactorily as possible, for many a good customer has been lost by haggling and arguing when the matter should be settled at once. The customer is either right or wrong, and if right, smilingly acknowledge the fact, and if wrong, stand up for your rights and do not make an adjustment after a hot argument.

When shoes have been worn for a period and the customer returns them and states that the soles have worn out or the uppers have cracked, why, in a confidential way enquire as to how long they have been worn, and if the customer states that they have been worn only a month or two months or three months, why, adjust the claim if it looks just, by charging the customer \$1.00 a month for the wear. That is fair to the manufacturer, if you charge the claim to him, and the customer has no complaint, for he cannot expect to wear shoes for months and not be charged for said wear.


A thirsty man on a desert three days from water finds no value in his gold and diamonds.

## Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

## Modern Plant Complete Stock Competent Organization Location

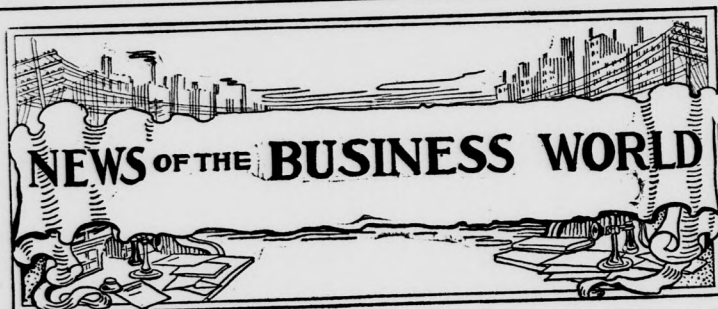
These advantages enable us to guarantee prompt and satisfactory shipment of all orders intrusted to our care. Special attention to mail and telephone orders. 

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers





### Movements of Merchants.

**Muskegon**—J. E. Marvin has engaged in the feed business at 21 Ottawa street.

**Kalamazoo**—Johnson & Sons have added a line of groceries to their stock of meats.

**Manistee**—Otto Firzlaiff, merchant tailor, died at his home July 26, as the result of an attack of heart disease.

**Reed City**—William E. Carrow has purchased the Densmore store building and will occupy it with his stock of furniture.

**Traverse City**—Fairbrother & Obershaw succeed L. R. Stickney in the grocery business at 411 South Union street.

**Holland**—John Rutgers, formerly of the Lokker-Rutgers Co., will open a clothing store at 21 East Eighth street, Aug. 1.

**Onaway**—O. Steele & Co. have taken over the hardware stock of Myron Gillett and will consolidate it with their own.

**Traverse City**—John Schlegel has sold his meat stock to Albert Hermrik, who will continue the business at the same location.

**Belding**—T. Will Peck, the shoe dealer, was married recently to Miss Grace F. Sly. The Tradesman extends congratulations.

**Centennial**—Fire, started by union labor incendiaries, destroyed the general store and meat market of Morgan & Grierson July 26.

**Kingsley**—D. L. Rogers has sold his stock of general merchandise to John Seabright, recently of Grawn, who will continue the business.

**Big Rapids**—Mrs. M. A. Rolison has sold her stock of confectionery and ice cream parlor to John Harpster who will continue the business.

**Lowell**—L. J. & J. B. McNaughton, shoe dealers, have purchased the McKay building and will remodel it into two stores, each with a 20 foot frontage.

**Onaway**—Myron Gillett has purchased the Saginaw Grain Co. grocery stock and the Mahoney Bros. grocery stock and will consolidate it with his own.

**Three Rivers**—P. B. Appeldoorn's Sons Co., shoe dealer at Kalamazoo, has opened a branch store here under the style of The 98c and \$1.98 Shoe Store.

**Plainwell**—Fire damaged the store building and crockery, bazaar and wall paper stock of Carl Williams July 28. The loss is partially covered by insurance.

**Portland**—R. H. Hill & Son have removed their stock of bazaar goods from Mendon here and will continue

the business under the style of Hill's Variety Store. They have added lines of hardware, crockery and drugs to the stock.

**Farwell**—E. W. Brown has removed his stock of general merchandise from Middleton here where he formerly conducted a store and owns considerable real estate.

**Hastings**—Forrest E. Jordan has sold his coffee business to J. W. Freeman, recently of Detroit. Mr. Jordan will engage in the same line of business in Bay City.

**Marquette**—Watson & Palmer, dealers in general merchandise, are closing out their stock of dry goods in order to have more room for the other departments of the store.

**St. Ignace**—Charles H. Fair, of the firm of Fair Bros., dealers in groceries and meats, died at his home July 29, as the result of an operation for appendicitis, aged 32 years.

**Fowlerville**—Mr. Griffin has sold his interest in the meat stock of Griffin & Johnson to C. W. Copeland and the business will be continued under the style of Copeland & Johnson.

**Litchfield**—Albert Hickok has purchased the interest of Mrs. Alice Parker Udell in the general stock of the Bert Hickok Co. and will continue the business under the same style.

**Hastings**—Grant Muir, proprietor of a picture treater, has purchased the bazaar and grocery stock of O. A. Miller, and will add other lines as fast as room can be made for them.

**Fowlerville**—M. C. Goodrich has purchased the interest of C. W. Copeland in the grocery and shoe stock of Copeland & Goodrich and will continue the business under his own name.

**Onaway**—Mahoney Bros. have purchased the hardware stock of the Julius E. Gumm department store, also the Merritt Chandler hardware stock and will consolidate them with their own.

**Pontiac**—J. Wade Hood and J. Kirk Campbell have formed a copartnership under the style of Hood & Campbell and purchased the Isaac E. Walter meat stock and will continue the business.

**St. Johns**—Fred Georgia and A. B. Bullard have formed a copartnership under the style of Georgia & Bullard and purchased the Karcher & Fishburn meat stock and will continue the business.

**Ionia**—W. J. Winchell and Frank Giddings have formed a copartnership under the style of Winchell & Giddings and will engage in the clothing and men's furnishing goods business Sept. 15.

**Kinde**—The Kinde Hardware Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$11,000, all of which has been subscribed and paid in in property.

**Petoskey**—George W. Beach, who conducts a grocery store on Grove street, has sold his stock to Glenn and Percival Henry, who will continue the business at the same location, having also purchased the store building.

**Alma**—W. A. Tuttle, druggist in this city for several years, died July 25 after an illness of two years. Mr. Tuttle was 65 years old and had been a pharmacist for forty-six years. The body was taken to Williamston for burial.

**Jackson**—The Great Western Bargain Store has been incorporated to deal in gent's furnishings and kindred lines of business, with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and paid in in property.

**Ironwood**—Maurice Geary, dealer in groceries and meats, has merged his business into a stock company under the style of The M. Geary Co., with an authorized capital stock of \$6,000, which has been subscribed, \$342.46 being paid in in cash and \$5,657.54 in property.

**Muskegon**—Wiseloge & Co., dealers in building material and building contractors, have merged their business into a stock company under the style of The Wiseloge Co., with an authorized capital stock of \$25,000, of which \$19,370 has been subscribed and \$2,500 paid in in cash.

**Vassar**—The controversy between Mrs. Ann Blackmore and E. G. Beckerson over the Columbiaville Hotel, of this place, has been finally adjusted to the satisfaction of both parties. Mr. Beckerson will retain the hotel until May 1 next at a rental of \$80 per month. He furnishes bonds in the sum of \$3,000 to Mrs. Blackmore that he will give her peaceable possession at the expiration of his lease.

**Hopkins**—Through the suggestion of the State authorities and a chain of damaging evidence, DeWitt Henning of Hopkinsburg was taken into custody last Tuesday on a charge of incendiarism. He subsequently confessed his guilt and will be sentenced Aug. 1. Henning burned out once before—at North Monterey about two years ago. His last fire occurred on July 12, between 6 and 7 o'clock in the evening, a couple of minutes after Henning was seen to leave the building by neighbors and drive away in a rig, presumably to meet his wife and baby at the station, who were coming in on the train. Henning had placed heavy insurance on his stock and building. At the time of the fire his patrons claim his stock was badly depleted. The officers found where he had taken a large amount of his goods to Shelbyville, and shipped them to himself under a fictitious name at Hopkins. Henning is a bright fellow, between 25 and 30 years of age, and was, apparently, conducting a profitable business.

**Ionia**—Thomas A. Carten writes the Tradesman that the statement that he has sold his clothing stock to Giddings & Winchell is untrue. He has closed out his clothing stock, intending to carry everything in the department except ready-to-wear clothing.

**Flint**—The New Hill Bros. Dry Goods Co. is the title under which the Hill Bros. store will conduct business hereafter. G. S. Cuthbertson, G. H. Artman and R. J. Osborn are the three members of the new firm. G. S. Cuthbertson who has been actively connected with the business for the last thirteen years, is one of the three owners of the new corporation. G. H. Artman and R. J. Osborn came to Flint from Bowling Green, Ohio, where they have been engaged in a similar line of business. The Hill Bros. Dry Goods Co. began business thirteen years ago at 405 South Saginaw street in a part of the store now occupied by Kresge. Two years later the business was moved to the present location in the Dryden block, at the corner of Second and Saginaw streets. Thirteen years ago eight persons were employed by this firm and to-day there are forty on the payroll. Since locating in the Dryden block the floor space has been increased one third. At first only the two corner stores were occupied with a small portion of the basement. J. L. Hill and W. F. Hill, who retire, have no plans for engaging in business in the immediate future but expect to take some much desired trips and enjoy a well earned rest. W. R. Gordon, who has had charge of the entire basement and has held an interest in the firm, also retires.

### Manufacturing Matters.

**Detroit**—The capital stock of the Jahn Sample Shoe Co. has been increased from \$3,000 to \$7,000.

**Shelby**—The C. L. Easley Milling Co. is erecting a new grist mill with about double the capacity of the old one.

**Greenville**—C. J. Morse, cigar manufacturer, has leased a store building and will open a retail cigar and tobacco store.

**Detroit**—The Wilcke-Armstrong Co., manufacturer of coin controlled machinery, has increased its capital stock from \$100,000 to \$150,000.

**Paw Paw**—S. M. Carpp has taken the management of the canning factory and will conduct it under the style of the Maple City Canning Co.

**Detroit**—The American Evaporating Co. has been organized with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

**Detroit**—The La Belle Funeral Motor Car Co. has engaged in business with an authorized capital stock of \$25,000, of which \$13,500 has been subscribed and paid in in property.

**Grand Haven**—The Kirkham-Mattson Co., manufacturer of tables, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which \$10,000 has been subscribed and \$4,500 paid in in cash.



### The Produce Market.

Apples—Duchess and Red Astrachans command \$1.50 per bu.

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

Blackberries—\$2.25 per 16 qt. crate. The crop promises to be large.

Butter—Receipts continue liberal and have been somewhat larger than last week. The consumptive demand is about normal for the season and does not consume all the receipts. The balance is still going into cold storage. The quality of the current supply is about as good as can be expected, in view of the heat. The outlook is for a steady market for some little time. Fancy creamery commands 27@28c in tubs and 29@30c in cartons. Local dealers pay 21c for No. 1 dairy and 18½c for packing stock.

Cabbage—\$2.50 per crate for Louisville, and \$3 per bbl. for home grown.

Carrots—25c per doz. bunches.

Celery—Home grown 20c per bunch.

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

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—60c per doz. for home grown.

Currants—\$1.40 per 16 qt. crate for either red or white; \$1.75 for blacks.

Eggs—Strictly fancy are in very light supply and the market is consequently firm. The bulk of the receipts show more or less heat effects and are pushed for sale below the market for fine stock. The average quality of the receipts will not improve while the heat continues, and fancy eggs are therefore likely to remain scarce and high. Local dealers pay 16½c, loss off.

Egg Plant—\$1.75 per box for South-ern.

Gooseberries—\$1.50 per 16 qt. crate.

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

Green Peppers—\$1.50 per bu.

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

Lemons—Messinas have declined to \$7 per box.

Lettuce—Home grown head, \$1 per bu.; home grown leaf, 75c per bu.

Musk Melons—Arizona Rockfords command \$3.50 per crate for 54s and \$4 for the other sizes.

Onions—Louisville in 70 lb. sacks, \$1.75.

Oranges—Late Valencias and Navels command \$5 per box.

Peas—\$1.75 per bu. for Telephones.

Pieplant—\$1.25 per bu. for home grown.

Parsley—30c per dozen.

Potatoes—White stock from Vir-

ginia is in good demand at \$3 per bbl. Home grown is coming in in a small way and finds ready sale at 85@90c.

Poultry—Local dealers pay 16c for broilers; 13c 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—\$2.50 per 16 qt. for red and \$2.25 for black.

Spinach—65c per bu.

Tomatoes—\$1.50 per crate of 4 baskets, Texas grown; 75c per 8 lb. basket of home grown.

Veal—Buyers pay 6@12c according to quality.

Watermelons—\$3 per bbl. for Georgia.

Whortleberries—\$2.25 per 16 qt. crate.

M. L. Elgin, who retires from the management of the local branch of the National Grocer Co. to-morrow, will identify himself with the Century Fuel Co., which will be re-organized by the election of Charles L. Phelps as President, Dudley E. Waters as Vice-President and Mr. Elgin as Secretary, Treasurer and General Manager. Mr. Elgin has purchased a substantial block of stock in the company and will devote his entire time to the building up of the business. His many friends in the grocery trade will join the Tradesman in wishing him the success of his energy and ability deserve.

Thirteen representatives of the wholesale grocery trade of Grand Rapids and three merchandise brokers tendered a dinner to Marshall L. Elgin at the Peninsular Club last evening, noting his retirement from the wholesale grocery business to engage in the wholesale and retail coal business. William Judson presided at the head of the table and each one of the hosts spoke feelingly in a manner appropriate to the occasion. Mr. Elgin responded to the sentiment of the evening in a fitting manner but made no official announcement of his new undertaking.

Caro—The Farmer's Milling & Elevator Co. has engaged in business with an authorized capitalization of \$5,000, of which \$2,750 has been subscribed, \$1,250 being paid in cash and \$1,500 in property.

The Empire Cloak & Suit Co. merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and paid in cash.

### The Grocery Market.

Sugar—The market remains about the same as it was a week ago. No advance has been quoted, although firmer prices are confidently expected, on account of the fact that the preserving season is at its height. The consumptive demand for sugar has been exceedingly large, owing to the coming in of many buyers who have been buying from hand to mouth in fear of tariff reductions. Since they heard that the tariff change would not take effect until next spring, they have had confidence to come in the market more largely.

Tea—Primary markets are reported firm and good quality teas are promptly picked up. The quality of new crop Japans is excellent. Local prices are well maintained in all lines, with a fair demand. Ceylons show a strong market and slight advance in tippy teas. The Ceylon Chamber of Commerce estimate of the 1913 crop is 189,000,000 pounds. Formosa Oolongs are coming in, with quality improved over last year at ½@1c advance. The average spring crop is 150,000 half chests of 40 pounds each. The Powchongs, or scented teas, are used for native consumption only. The new samples of summer crop Formosas (the best crop) show excellent quality. The average production of the four Formosa crops is between 20,000,000 and 22,000,000 pounds.

Coffee—Rio and Santos grades are now quoted about ¾c above the lowest point reached in the present slump. The situation seems a little more stable, but no radical advance is in sight. The demand is fair. Mild coffees show no change for the week, but the feeling is also a little steadier in those. Java and Mocha are unchanged and dull.

Canned Fruits—California canned goods are unchanged and in fair demand. Small Eastern staple canned goods are unchanged and dull.

Canned Vegetables—Tomatoes have declined 2½c, due to favorable weather conditions. The demand is dull. Future corn is in fair demand and prices on both spots and futures are unchanged. Peas are quiet and show no change. It looks now as if there would be plenty of 1913 peas and prices are weakening and will probably decline gradually. A large number of packers have a surplus to sell after filling all future orders.

Canned Fish—No prices are being made on the 1913 new pack of canned salmon with the exception of the Spring chinook. The demand is active, and the spot stocks are fairly heavy. Prices remain firm. Sardines, as was anticipated, have gone higher in price in the domestic oil lines, and are on an advancing market. Reports of the light pack continue to come from the Atlantic seaboard and the indications are that prices will go much higher than they are at present.

Salt Fish—Mackerel shows no change for the week. Norway mackerel is very scarce on this side, and the situation is firm. Prospects of tariff changes are responsible. There is some demand for Norway mackerel.

Dried Fruits—Apricots are firm at

the recent advance due to increased demand and a short crop. Prices are still irregular, however, although on the average ¼c above the figures at which recent low priced sales were made. Peaches are dull so far as the trade here is concerned. No orders are being put up to the Coast so far as can be learned. Spot prices are nominal. Raisins are dull. The Association has put out no prices on futures, but are expected to do so early next month. Meanwhile one or two of the independent packers are offering at 6¼c. f. o. b. Coast for fancy seeded for October shipment and this is expected to be the figure at which the Association will open. Crop for immediate or deferred shipment is dull on the basis of 5¼c for fancy f. o. b. Coast and 6½@6¾c on the spot here, as to quality. There is reported to be a fairly active demand for spot raisins at a shade under the quoted prices. Hereafter, according to advices received from the Coast, seedless muscatel will not be offered as such, but as 1-crown loose. More or less seeds are to be found in the so-called seedless muscatels, and it is probably to avoid complications under the pure food law that the designated "seedless" muscatels has been dropped. Currants on the spot are quiet and somewhat nominal, but advices from the primary market reflect an upward tendency to prices due to crop conditions and a better European demand. The trend of prices is upward. Citron and Peel are stronger and higher in the primary markets.

Cheese—The demand continues normal and the receipts are good. Considerable cheese is going into storage yet and the market is steady. No change seems in sight until the quality gets fancy, which will probably not be until September. At that time the market may show a slight advance.

Spices—Cloves are lower. Other lines are unchanged.

Rice—The market is firm, with a tendency toward stronger prices. It is probable that these conditions will exist until the new crop has arrived or begins to move toward market.

Syrup and Molasses—Glucose shows no change for the week. Compound syrup is unchanged and dull. Sugar syrup in small demand at unchanged prices. Molasses quiet and unchanged.

Provisions—The demand continues good for smoked meats. Pure lard is firm at ½c advance, due to short supply and good consumptive demand. Compound lard shows the same advance, due to the great scarcity of cottonseed oil. Stocks are reported very light and prices are higher than for several years. There can be no relief until the new crop is available in September. Barreled pork is in short supply and firm. Dried beef is very scarce and has advanced another cent. Canned meats have advanced about 10 per cent.

Detroit—The Wolverine Tire Co. has changed its name to The Automobile Supply Co.





W. F. MacKenzie, Cashier of the Old National Bank, left this week for a three months' trip abroad. He will visit the place of his birth in Scotland and other points of interest and will also tour England before returning. He is making the trip in the hope that it will be of benefit to his health. He has been troubled with rheumatism and bronchitis and ill health and close application to work have had their effect on his nerves. The Bank, appreciating the value of the faithful service he has rendered, gave him leave of absence with salary and also contributed liberally to his expenses. Handsome treatment of its employees is one of the characteristics of the Old National.

In Mr. MacKenzie's absence Assistant Cashier H. A. Woodruff will be Acting Cashier and Robert Y. Speir will be taken out of the Teller's cage to take Mr. Woodruff's place. There will be various other shifts so that the work of the Bank may go on as though nothing had happened.

Robert D. Graham, of the Commercial, Frank S. Coleman, of the Grand Rapids Savings, Heber A. Curtis, of the Kent State, and E. D. Conger, of the People's, have been appointed by President Clay H. Hollister, of the Grand Rapids Clearing House Association, as a committee to see that the industrial and investment securities of a local character in which the Grand Rapids banks and investors are interested are adequately represented in the manual of State stocks and bonds which the Detroit Stock Exchange is compiling for the new Michigan Securities Commission for its enforcement of the new blue sky law. The commission will accept as authoritative the statements concerning the security issuing corporations of a general character, and also the manual which the Detroit Stock Exchange will issue covering Michigan securities. The Detroit Exchange will look after the securities dealt in in Detroit and the Grand Rapids list will be incorporated with it to make it a State manual. Claude H. Corrigan, of Howe, Corrigan & Co., took the initiative in compiling the Grand Rapids list, and while the banks and trust companies do not admit his leadership in the matter, it is likely that they will find he has made such progress in the compilation that all that will remain for them to do will be to co-operate in the effort to make it as complete as possible. The statements required by the law for the Commission includes officers and directors of the corporation, place of

doing business and character of business, capitalization and amount of bonds issued, if any, and, when obtainable, financial statement and balance sheet. The list as compiled will be accepted by the Commission when the law goes into effect on August 15 and dealings in the securities listed can go on without further formalities and with no interruption in business. The securities not listed in the manual will have to be submitted to the Commission and the law prescribes a delay of thirty days before trading in them will be permissible. This delay is supposed to be to give the Commission the opportunity to make an investigation into the merits of the enterprise.

The blue sky law as it stands is of questionable validity, but the attitude of brokers, bankers and others interested is to accept it in good faith and try to observe its provisions. It is admittedly a very crude enactment, full of loop holes for those fraudulently inclined and of troublesome detail for those who try to be on the square, but two years' experience with it, it is believed, will show how to make a better law. The statute, however, is pretty certain to be tested in the courts before it is very old.

The Michigan Trust Company will soon return to its old and enlarged quarters on the Ottawa avenue side of the building. The company will have more than double its old floor space, occupying all the second floor on the Ottawa avenue side of the annex and also all the space over the inner court. Its vaults in the basement have also been expanded to more than double the old capacity. The quarters as enlarged and remodeled will be as attractive as any bank or trust company in the country can show, with everything in marble, bronze, steel or cement and absolutely fire proof. Even the chairs and desks will be of steel emaneled to imitate mahogany. The quarters will be one of the show places in town, with character, dignity and good taste as the impressive features of the fittings and furnishings. The enlarged vaults contain many new safety devices of an electrical and other nature and a trip through them with a guide to explain would be worth the time of any stranger in town.

A ten-million-dollar cash dividend, if the report is true, on the tenth anniversary of a great manufacturing business, the Ford Motor Company, is a feature of more than passing interest in both the financial and manu-

## GRAND RAPIDS NATIONAL CITY BANK

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**

## Fourth National Bank

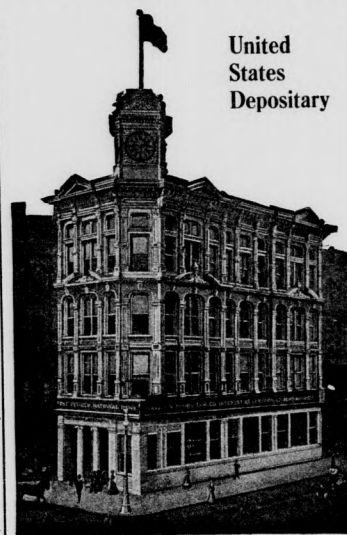
**Savings Deposits**

**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 Depository**

**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.



facturing world. It is true that the development of a new market has in part made such a stupendous business possible; but in the same time may other automobile manufacturers have come and gone; only a few, in fact, have prospered largely. Part of the success of the Ford company is also due to the making of a low-priced car; but others have made cheap cars too. But after all other factors have been considered and their respective importance weighed, it must be conceded that the personal equation is the greatest, and that Henry Ford is a genius in management, in concentration ad in perfecting a system of efficiency.

Vice-President Thomas R. Marshall has delivered himself of the following helpful utterance: "The American business man ought to forget the law-makers." Even if the American business man had no memory, he cannot forget what is obtruded upon his notice, in season and out, every day of the year. If the law-maker wishes the business man to forget him, one way to do it would be to refrain from throwing bricks through the window, setting fire to the barn or cutting off the water supply.

Vice-President Marshall does not realize that the politician nowadays—and he himself is no exception—approximates closely to the person who shouts "Fire" in a crowded moving picture show. There may be fire, or not, but in the worst event, the difficulty could be safely handled if he would only keep his mouth shut. Is Mr. Marshall's ideal that over-multiplication of laws which finally results in a dangerous public indifference to the law itself? In the State of New York alone 6,911 statutes were enacted in the past ten years, to which 597 were added in the current year. How, then, can the business man forget the lawmaker, unless he ignores the law?

With Government bonds selling below par for the first time in their history, with money stiffer than it has been this time of the year in a quarter century, with currency and banking legislation pending, which will throw not merely the regulation but the management of our National banks into the hands of politicians, with pending tariff changes governed by no well-defined principle, with a Congress more shamefully extravagant than any of its predecessors, searching for opportunities to scatter the American business man's hard-won savings, how can he forget the law-maker?

The banks, as a rule, are making excellent profits, several of them reporting for the six months ended June 30 larger earnings than in any previous half-year. However, the high rates for money that increase bank profits add to the expense of carrying bank shares, particularly for holders who have to borrow part of the purchase price. The dividend return on many of the principal bank stocks is less than 4 per cent. on the

market prices of the shares, and is closer to 3 per cent. in some instances. In such cases large earnings cut little figure with the speculative holder. Some selling of bank stocks has been necessary to protect other margin purchases.

#### An Apt Reply.

Cornelius Crawford was driving through a village when he saw a man amusing a crowd with the antics of his trick dog. Crawford pulled up and said: "My dear man, how do you manage to train your dog that way? I can't teach mine a single trick."

The man glanced up with a simple rustic look and replied: "Well, you see, it's this way: you have to know more'n the dog or you can't learn him nothin'."

#### Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	76	79
Am. Gas & Elec. Co., Pfd.	44	46
*Am. Light & Trac. Co., Com.	348	355
*Am. Light & Trac. Co., Pfd.	104	106
Am. Public Utilities, Com.	50	53
Am. Public Utilities, Pfd.	70	72
Cities Service Co., Com.	75	80
Cities Service Co., Pfd.	70	75
Citizens' Telephone	80	85
Commercial Savings Bank	215	
*Comw'th Pr. Ry. & Lt., Com.	55	57
*Comw'th Pr. Ry. & Lt., Pfd.	75	77
Elec. Bond Deposit, Pfd.	65	75
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.	90	95
Michigan State Tele. Co., Pfd.	90	95
National Grocer Co., Pfd.	83	86
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	41½	42½
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	14	15
Tennessee Ry. Lt. & Pr., Pfd.	70	72
Utilities Improvement Co., Com.	42	46
Utilities Improvement Co., Pfd.	65	68
United Light & Ry., Com.	68	70
United Light & Ry., 1st Pfd.	75	77
United Light & Ry., 2nd Pfd.		
(old)	73	75
United Light & Ry., 2nd Pfd.		
(new)	70	72
Bonds.		
Chattanooga Gas Co.	1927	95
Citizens Tele. Co., 6s	1923	100
Com. Power Ry. & Lt. Co. 6s	1924	97½
Flint Gas Co.	1924	96
G. R. Edison Co.	1916	98½
G. R. Gas Light Co.	1915	99
G. R. Railway Co.	1916	100
Kalamazoo Gas Co.	1920	95
	1920	100

July 30, 1913.

\*Ex-Dividend.

Ask for our Coupon Certificates of Deposit  
Assets Over Three and One-half  
Million

**GRAND RAPIDS SAVINGS BANK**

### 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

## GRAND RAPIDS TRUST COMPANY

AUTHORIZED CAPITAL AND SURPLUS, \$450,000.00.

#### OFFICERS AND DIRECTORS.

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Adolph H. Brandt, Treasurer.  
Hugh E. Wilson, Secretary.  
Melville R. Bissell, Jr.  
Harold C. Cornelius.  
Robert D. Graham, Vice President.  
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Joseph H. Brewer, Vice President.  
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Alexander W. Hompe.  
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Authorized to act as Administrator, Executor, Trustee under wills, Guardian, Trustee and Agent for individuals and corporations under private agreement, and Fiscal Agent for corporations and municipalities. No Charge for Examining Title. 123 Ottawa Ave., N. W. (Just north of Monroe Ave.) Both Phones 4391.

MONEY TO LOAN ON IMPROVED REAL ESTATE.

50 per cent. of all widows in this country are compelled to work  
**WILL YOURS?**

For an average cost of 30 cents a day we will guarantee to keep your widow from being compelled to earn her living.

The Preferred Life Insurance Company of America,

Grand Rapids, Mich.

## Ask to see our complete file of EARNING STATEMENTS OF United Light & Railways Co.

This corporation believes in publicity and in keeping its stockholders in close touch with its operation.

### HOWE, CORRIGAN & COMPANY

Citizens 1122

533-535 Michigan Trust Building  
Grand Rapids, Mich.

Bell M 229

## Michigan Trust Co.

Resources \$2,000,000.00.

#### OFFICERS.

Lewis H. Withey, President.  
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**3% Every Six Months**

Is what we pay at our office on the Bonds we sell.

**\$100.00 BONDS--6% A YEAR**

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000  
Surplus and Profits - \$300,000

Deposits

7 Million Dollars

**3½ Per Cent.**

Paid on Certificates

You can transact your banking business with us easily by mail. Write us about it if interested.

INVEST YOUR MONEY  
IN STOCK OF

## The National Automatic Music Company

42-50 Market Ave. N. W.  
Grand Rapids, Mich.

C. F. Sweet, President  
J. D. Farr, Sec'y-Treas.

Monthly dividends never  
less than 1%

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

July 30, 1913

**THE BLUE SKY LAW.**

The act passed by the last Legislature for the regulation and supervision of "investment companies" and "dealers" in stocks, bonds, or other securities, to protect purchasers of such securities and prevent fraud in their sale, commonly known as the Blue Sky Law, will go into effect August 15. This act is of special importance to all interested in selling or buying such securities in this State.

The act particularly describes and affects two classes connected with the sale of securities, namely, investment companies, so-called, and dealers. Every corporation, copartnership or company in this State which shall itself or through others, sell or negotiate for sale any securities issued by it in Michigan is designated as a "domestic investment company," and every such company organized in any other State as a "foreign investment company." Every such company, before it can lawfully sell or negotiate its securities in Michigan, must file certain statements and information relating thereto with the Michigan Securities Commission. If that Commission finds from such statement or otherwise that any such "investment company" is not solvent or its proposed plan not fair or its securities fraudulent or that their sale would probably work a fraud on the purchaser or that they are of such a character that their purchase would probably result in loss to the purchaser, the sale of such securities will be unlawful. It is further provided that no such investment company shall sell or offer for sale or negotiate any such securities within thirty days after the filing of the statements and information provided for, and otherwise complying with the Act.

Any person, firm or corporation, domestic or foreign, not the issuer, who shall sell or offer for sale in this State any securities of such investment companies is designated as a "dealer" and must comply with the requirements of the Act and shall not sell any such securities unless the company issuing them shall have complied with the provisions of the Act.

The Banking Commissioner, State Treasurer and Attorney General constitute the Michigan Securities Com-

mission, so-called, charged with the administration of this Act. This Commission is undertaking to formulate rules and regulations for the application of the law, and for this purpose is asking the co-operation of people interested in and affected by the provisions of the Act.

The Act is admittedly crude and cumbersome and those most familiar with its provisions recognize the difficulty of securing under it the protection designed against the purchase of fraudulent and unreliable securities without imposing an unjust embargo upon the sale and purchase of many legitimate securities.

The Commission, in anticipation of the possible injurious results of the immediate application of the Act and to guard against a demoralization of the sale of securities, is undertaking, with the co-operation of parties interested, to secure before the Act goes into operation, statements and information relating to various securities now on the market that will enable it to pass upon them, under the provisions of the law, so as to avoid or at least minimize the trouble that might otherwise ensue.

The Commission has secured standard manuals and statistics relating to various classes of securities, affording much of the information required and has suggested that a manual or list of the securities of Michigan investment companies be prepared and filed before August 15, for the purpose of giving additional information of the character required. Such a manual is being compiled by people in Detroit and other cities of the State for the purpose of assisting the Commission in evolving rules and regulations and taking such action as may be deemed for the best interests of those interested in the administration of the Blue Sky Act.

**THE COPPER STRIKE.**

Michigan's copper country, the district around Houghton and Calumet, is in a condition closely bordering on civil war. The Michigan National Guard is massed there to guard lives and property and arrayed against the force that stands for law and order is a horde of foreigners, Hungarians, Finlanders, Poles, Italians and various other nationalities, few of whom can speak English and even fewer of whom have any proper conception of American institutions. These foreigners, ignorant, reckless and fanatical, have had their greed aroused, their prejudices awakened and their passions stirred, and they are on strike with the Western Federation of Miners furnishing the inspiration and instigation. These foreigners, receiving wages which in their native lands would be regarded as fabulous and enjoying a degree of comfort and prosperity in their new homes which they would not even have dreamed of in their old, had no grievance until the Western Federation discovered it for them. They were contented until the venal and unscrupulous walking delegates from Montana and Arizona came to teach them discontent. They had no fault to find with their conditions until the

fault was found for them. The issues in the strike ostensibly are for more wages, shorter hours and various minor concessions in mine conditions which could easily have been arranged had the miners spoken for themselves. These issues, however, are only make believe. The real and only issue is whether the copper mines in Michigan shall be unionized as have been the copper mines of the West. The Federation is powerful in the Far West. It is able to collect tribute from every miner employed in the form of dues, with the penalty of unemployment if the tribute is not paid. It is able to levy blackmail upon the mine owners with the menace of strike or murder if payment is not made. These murderers want to add the Michigan copper mines to their kingdom. Dues from 15,000 workers in the Michigan mines would be a rich addition to the Federation revenues and to have the Michigan mine owners at their mercy would be worth while. Warned by the unbearable conditions in the Far West, the Michigan mine owners are determined that their properties shall not be unionized. They are willing to treat with their own men. They will consider grievances which the men themselves may bring forward. But they will not let men from Montana and Arizona and other Western States who have no interest in Michigan and nothing at stake here to dictate what shall be the wages paid or what shall be the conditions of work. They will not let these outsiders act as spokesmen for their own employees, nor will they recognize them as authorized to speak for their employees. It is the refusal of the mine owners to negotiate with these outsiders that has brought matters to an issue in the Upper Peninsula and plunged that district into a condition of war, with troops on guard to prevent that violence and the destruction which always accompanies the demonstrations of union labor.

Governor Ferris displayed a promptness of action and a good sense in meeting the condition that the Western Federation forced upon Michigan that is in every way commendable. At the first appearance of serious trouble he ordered out the troops, knowing that with the Federation managing the campaign that the troops would be needed. His instructions are to protect property at every hazard—to protect men who want to work from union intimidation and violence. The strikers need not themselves work, if not so disposed, but they must not interfere with those who do want the employment and the wages. This is law and justice and Governor Ferris is determined that the law shall be enforced at whatever hazard. His promptness and vigor in meeting the issue will go far toward restoring peace in the copper country.

The strike which the Western Federation in its greed for more revenue and power has imposed upon Michigan is an extremely expensive affair. Although less than 20 per cent. of the employees belong to the union,

the other 80 per cent. are prevented from working by intimidation. In all about 18,000 men are idle. The miners receive an average wage of \$2.50 per day, so the daily loss from this source is \$45,000. The suspension of operations probably means a loss to the mine owners equal to that of the miners. The cost to the State for the troops is around \$10,000 a day. The total cost is \$100,000 or more a day. And the only issue at stake is whether or not the Michigan mines shall be unionized and made subject to the Western Federation and its murderous and treasonable dictations.

**THE TELL-TALE CRACK.**

Especially at this season, the crack in the package is significant. You cannot afford to wink at it. It may mean defective contents. And the nature of this defect is always such that the good housewife is aggrieved. She may let you know of this in a manner not at all agreeable to yourself. Not long ago we heard of one little girl addressing the dealer before a whole storeful of people in something this manner: "Mamma says she won't have that flour; there's worms in it." Now not every one complains so publicly, yet the candid statement of the child thoroughly covered the matter. The woman might have kept it as a makeshift, openly avowing to her neighbors—and faithfully keeping her word—that "she'd never buy anything to eat of Blank again." How much better would you like this way?

Even with careful handling, food packages will sometimes show positive defects in the package, while if the reverse method is used, the damage is proportionally greater. In mid-summer the winged pest is sure to get in its work. The result is that cereals, raisins and other dried fruits are rendered unfit for food. Flour and meal should also be most carefully guarded and the tell-tale web at once investigated.

When you find a doubtful package among your goods, keep it in your own home. If this is not practicable, dispose of it to some one who is willing to prepare the contents for the table with extra caution; let her have it at a discount, with the understanding that if the interior proves only good for chicken feed, chicken feed prices will be made to her. Under no consideration pass by the crack without regard, hoping that others will do likewise. You cannot afford to take your chances of asking full price for damaged stuff. The cheat is in the end far greater against your self than the one who is bitten.

Right and wrong, like weeds in a garden, grow side by side. These never mix, yet only the good needs protection, the bad being able to take care of itself. The best system possible to formulate the safeguarding of the good is the one for which we are all looking. In brief this represents the difference between efficient service and the indolent sidestepper in business who, when not handing out promises, is putting forth excuses for his failures.



### THE CIGARETTE MENACE.

The terrible experience in California is another illustration of the dangers which beset the many because of the carelessness of the few. Homes have been destroyed, the loss of property almost beyond estimating and thousands of men have been out working to the limit of their strength, necessarily risking their lives in many instances, families have been terrified through the real or anticipated loss of all their earthly possessions—because some brainless person was reckless enough to toss his lighted cigarette in a brush thicket. Monarchs of the forest that it will take a lifetime to grow again have been sacrificed to a bit of tobacco and poisoned paper which had much better have been cast into the fire before it was made.

We hear much of the lives that are being burned out through the cigarette habit; but even those who will commit a prolonged suicide have no right to jeopardize the property or lives of others through the habit. Yet every year there is the same story, told and re-told from one end of the continent to the other, wherever there are woods—the forest fire. No one who has never seen one can have any idea of the terror which goes in its wake. The danger from burning trees falling, the fury with which the breeze self-created sweeps along, catching up the dry leaves and everything else in its path. Even when it seems to have been subdued, conquered, there are smouldering ashes on every side, ready to rekindle and again repeat their work if the utmost vigilance is not exercised.

At this season especially, every cigar or cigarette cast aside may mean a reign of terror for some community. Every camp fire may leave a trail of blood behind. It is the duty of every one who lights a match for any reason in the great out-doors to make it his first obligation to see that no fire remains.

### CATCHING THE POPULAR EYE.

It is only in recent years that manufacturers of furniture have advertised in the popular magazines in the hope of creating a wider demand for their wares. The advertising now, except in the case of such concerns as do a mail order business, is not direct to the consumer, but aims to interest the consumer in asking for the goods advertised from his own dealer and thus compel the latter to carry the line. This advertising, though of comparatively recent date, has been in vogue long enough to bring a change in the methods and style of advertising furniture. Originally the manufacturers were content to show a picture of the table, chair or sideboard made direct from the photograph and as it stands in the show room. This form of advertising illustration gave a good idea of the furniture architecturally, but it lacked that element of human interest which is so effective in catching the popular eye. The new style of advertising put in the human interest, and, perhaps, it is needless to say this is in the form of a pretty woman. The Jamestown Lounge Co.

was one of the first to show a woman seated in the chair that was being advertised and, of course, the woman was comely to look at. The Retting Furniture Co., of this city, is conducting a National advertising campaign and the pretty woman has become a feature in the advertising matter. The Hubbard, Eldredge & Miller Chair Co., of Rochester, is advertising an automatic chair and this company's displays are in both sexes, sometimes with the pretty woman and sometimes with a home loving man. The Hastings Cabinet Co., manufacturing kitchen cabinets, the Hastings Table Co., the Parkersburg Chair Co. and the Hoosier Cabinet Co. all make use of the good looking woman. The Grand Rapids Refrigerator Co. advertises both ways, with and without the girl. Not all the furniture manufacturers who advertise have adopted the feminine idea. Berkeley & Gay, the Limbert Furniture Co., the Gustav Stickley Co., the W. K. Cowan Co. and Karpens still abide by the old plan and show the furniture by itself.

The manufacturers who have adopted the feminine feature say that great care must be taken in the selection of the feminine figure. She must be good looking, as a matter of course, but it is equally important that she be modest, wholesome and homelike. She must be a woman the women of the land, as well as the men, will like or it would be better to show the furniture alone. Care is necessary, also, in arranging the setting so that the woman adorns instead of over-shadows the goods.

The whole world pays tribute to the modern three meals a day. Take the green stuff and fresh fruits now current in the market. We are getting lemons from Sicily, orange from California and bananas from Honduras and Porto Rico. The peaches now in market are from Texas, but the Oklahoma, Texas and Missouri crops will be in market before we have peaches of our own to eat. The market shows cantaloupe from California, Arizona and Illinois, water melons from Georgia and Tennessee. Home grown new potatoes are in market, but most of the potatoes now sold in the markets are from Virginia. Plums and pears are in from California and Northern Michigan is furnishing the cherries, as our own crop has passed by. At the present time, when we should best be able to depend upon our own resources, we are drawing on half a dozen or more states and from at least two foreign countries for supplies of green stuff and fresh fruit. Modern methods and modern transportation facilities have made a wonderful difference in our manners of living and in what we eat. To enjoy the luxuries in advance of the season may be enjoyable, but it might be suggested that it adds materially to the cost of living.

If a man marries for money it's a safe bet that his wife fails to get her money's worth.

He is a wise politician who knows when his usefulness is ended.

### Beware of the Tricks of Arrant Swindlers.

If the light-fingered gentry of our glorious land devoted their talents to legitimate business, they would in many cases, by their ingenuity, become brilliant successes. The get-rich-quick fever which has become so prevalent of late has evolved many elaborate schemes, the main feature being a method of inspiring confidence in the intended victim.

Several varieties of swindles which have come to the notice of the writer are here cited, because the victims were in all cases retail merchants. It is a notable fact that many swindlers make it a practice to follow a certain branch of trade and, through acquired knowledge of the trade, are able to talk convincingly to the members the more easily to further their schemes.

Some years ago a merchant was approached by a "reporter" and informed that three children were in a hospital, deathly sick as a result of candy purchased in his store. For a consideration the "reporter" would use his influence to keep it out of the papers. The scare which the merchant experienced can be better imagined than described, but fortunately he held on to his common sense and with a little reasoning it did not take long for him to become suspicious. He began to question the "reporter," whereupon the culprit fled. Some time later the paper with whom the "reporter" pretended to have been connected received complaints and the swindler was finally apprehended. When his case was called in court it was learned that a dozen or more merchants had been fleeced for sums ranging from fifty cents to a hundred dollars.

A clever trick played on another merchant was arranged as follows: After the evening rush this storekeeper was accustomed to sit in front of the store to enjoy the night air before retiring. A young man came and asked to use the telephone. After giving a number, which none of the clerks chanced to hear, he hung up the receiver and remarked that the party was busy, and the operator would call. Presently the bell rang and he spoke with his party for about seven minutes. Then he paid for two local calls and left. The bell rang presently and the merchant answering the call was astounded when the operator said: "I suppose you know the rate on that last call; Grand Rapids to Chicago, seven minutes, two dollars and eighty cents!" But the bird had flown.

The short-change artists have various ways of plying their nefarious operations, the main idea being to cause confusion and then get away with the cash. Two swindlers enter the store. One of them makes a purchase and tenders a bill of large denomination. When the person behind the counter has handed out the change to the purchaser the latter suddenly discovers that he had the right change to pay for his purchase and asks that his large bill be returned. In the meantime he has slipped two or three bills out of the little stack of change.

He is skillful and quick and the storekeeper does not discover his loss until the day's receipts are counted. Where there is no cash register the victim hardly ever discovers his loss.

The check forger has numerous schemes to create the impression with his intended victim that everything is all right. One such fellow went into a tailor shop to have a button sewed on his coat. As it was quite warm he removed his hat also and told the tailor he was going over to the candy store across the street to get a soda, while waiting. Instead of getting the soda, however, he asked the proprietor if he would kindly cash a check for Mr. A., the tailor opposite.

Having come from there, and being in his shirt sleeves and without a hat, the candy man took it for granted that he was employed there, and was convinced of it when the stranger went directly back to the tailor. The forgery was not discovered until the check came back from the bank marked N. G.

A bright young chap became a steady frequenter of a certain soda fountain, and through his conversation and personal appearance created the impression that he was the scion of a wealthy family. Others bore out this fact and it was not long before the proprietor was cashing checks for him, which were never discredited. Finally, the young man had "turned a deal," so he said, and presented another person's check which came back marked "insufficient funds."

Apparently much embarrassed, the young man apologized profusely, explaining that he had depended entirely on that check, which amounted to four hundred and ten dollars, and had himself drawn against it, so if the confectioner would give him a check for the amount, he—the young man—would give his personal check of five hundred dollars, the said check to be held for a week, when his allowance would arrive. The confectioner fell for it, but on reconsidering the matter decided to stop payment on the check which he had given. Then he placed in the care of his bank the check which he possessed, instructing the bank to draw against it as soon as the young man had deposited the money. He then released the check on which he had stopped payment, and had a profit of ninety dollars. He found later that the young man made a business of "swinging checks" by having accounts in two banks and borrowing one against the other. Had payment not been stopped, the confectioner would have been out nine hundred and ten dollars, and the scion of a wealthy family would have moved elsewhere to carry on further transactions of the sort. As it was, the banks learned the nature of his business and shut down on him.

Charles Henry Lewis.

### Puzzled.

Bess—Something that Jack said last night didn't sound just right.

Tess—What was that?

Bess—I told him if he called me pet names I wouldn't speak, and he replied that he would call me dear at any price.





### Sun Can Help Make Live Summer Background.

Here is a suitable background design for displaying fans, picnic goods, straw hats, summer wash goods or hot weather goods in general.

The background can be covered with light green or white crepe paper. The main feature is a large thermometer. This can be made by using a board about six feet long by one foot wide. Stain the board in oak or cover with cloth or suitable paper.

If you are handy with a paint brush you can paint the bulb and tube on the board. But a better effect can be secured by making up a dummy.

For this purpose fasten an old electric light bulb on the bottom and then use a long glass tube about one

fan apparently will be working in opposition to the sun's rays.

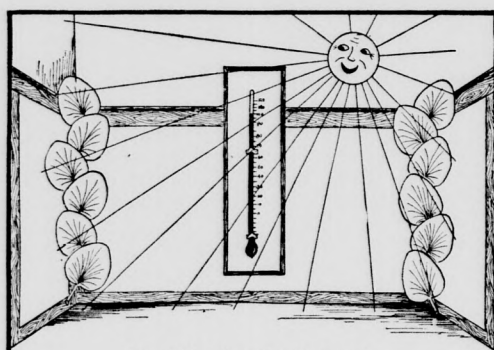
It's a joke on the heat when you can make it work for the store this way. Try it!—Butler Way.

### Stories of Success in Selling Bazaar Goods.

Written for the Tradesman.

Here is an instance of the small merchant with small capital making good through popular priced home goods. His store still is small, but it is growing. This is the man's letter, just as he wrote it to one of our sales managers:

I started here with a capital of \$500 on November 25, 1911. My stock now is worth \$2,800 and my business is more than doubled. The 5 and 10 cent goods get the people into the store, and then they buy everything I handle—shoes, dry goods, clothing, etc. I am preparing for one of the biggest holiday trades ever



Hot Weather Background.

inch in diameter which can be secured from the druggist.

Paint the bottom and most of the tube in red. Paint it up as high as you want the thermometer to go and then paint on the board in large figures the scale such as 90 degrees, 95 degrees, 100 degrees and so on.

You can fill the tube with red liquid by corking up the bottom.

For the sun cut a circle of heavy cardboard and cover it with bright gold paper or paint. You can either paint in the face or leave it plain just as you desire.

A gold cord such as is used in tying confectionery packages can be stretched from in back of the sun to all parts of the window to represent the sun's rays. As a starter for the merchandise part of the trim place rows of palm leaf fans in the corners. This also will add force to the decorative scheme. Other merchandise units can be brought out on slabs and boxes in front.

Force will be added to this trim by having an electric fan in action in the lower part of the window. Put some bright streamers on the fan and turn them toward the sun. Then the

known here and am going to sell your goods.

A Wisconsin man started a 5, 10 and 25 cent department two years ago. He invested only \$350. He knew little about merchandise, but had a great desire to learn. How well he succeeded is shown in this financial statement of his store made after his late inventory.

Merchandise on hand ..	\$2,360.47	
Cash in bank .....	281.89	
Cash on hand .....	54.50	
Accounts receivable ...	18.98	
	\$2,715.84	\$2,715.84
Bills payable and not due ....		512.66
Net worth .....		\$2,203.18

Feature 5, 10 and 25 cent merchandise under the right kind of plan and you will not need to worry much over what retail mail order does or does not do. A Western merchant friend of ours found this advice good. Here is the letter:

I wondered for a long time how I could get some of the cash trade the farmers were giving right along to the retail mail order houses. One man suggested a 5 and 10 cent department. I did not think much of it at the time, but later put it in as an experiment. The first month I had the new department I did \$400 more business than for the corresponding month the year before. I took in \$250 more cash than for the same month the year before. I am convinced the main credit for this increase belongs to the 5 and 10 cent goods. I am going to add a line of 25 cent goods at once.

A Mississippi merchant has written us a letter giving the various steps in his success. Here it is:

We started in this business with \$550 and not a day's experience in business of any kind. We don't think we have made any unusual success, but are still ahead of the hounds. Such as it is, however, we attribute our success to the following: Location, minimum stock of every item, quick turns, courtesy, display, show windows, leaders. At first our turnover was about twenty times a year—now it is about ten. Our stock is \$1,800. Our last year's sales reached \$16,000.

I started business about five years ago in a small town in Northern Vermont on a capital of \$250. My store was small, only 35 feet long by 18 wide, but I kept my store clean and got in a small quantity of new merchandise each week. I had a small rest room and the farmers' wives would make it their headquarters. I got much trade that way. I sold my store last September to come West. This brought me \$3,800 cash. The \$250 originally invested had grown to this, as well as paying all expenses, which for the whole time were at least \$2,500. We came to California October 9, 1911, and started business December 9 in this city of 6,000 population. We started with a stock of \$1,300. The first two weeks my sales were \$1,030, and my sales since then have averaged \$35.00 a day. My store is 80 feet long and about 20 feet wide with a rest room in the rear 10x20.

I am going to give you the history of my experience in the hope that it may help some fellow who is trying to make a start where it seems almost certain he is going up against a stone wall. My wife and I thought we saw a chance for an opening here. All we had was \$215 cash, and the only building we could get was 100 yards from the main business section. When we decided to try to borrow money we ran into a snag. My father is worth \$55,000, but he declared we could not possibly last more than six months. So he would not help us in any way. I went to a friend and, after talking myself black in the face, managed to borrow \$800 from him for a year at 10 per cent. He made the rate high in an effort to discourage us. He didn't believe in our venture, either. We opened our store on September 19 last with a stock of groceries. Then, seeing the margin on groceries was too close for comfort, I stretched our credit and ordered \$700 worth of popular priced and Christmas merchandise. The goods came and with them a new era of success. We made good from that hour. We have been specializing on this class of merchandise since, with the result that our cash sales up to July 20 were \$6,500. We have set our mark at \$15,000 business for the next twelve months. We are going to get it, too.

Merchants desiring the names of these successful retailers or information about other successes may have them upon demand.

Anderson Pace.

### Cultivate the Habit of Decisiveness.

The man of all others who is the successful man to-day, is the man of decision. Brains are all right, it is a good thing to be smart, it is a fine thing to be able to discern between that which is good and that which is bad for business. But after all the deciding mind is the successful mind. When you come across a business man who always hesitates and is uncertain as to what course of action he is going to pursue upon any certain subject, you can find the man who is unsuccessful. On the other hand, when you meet that one who is ready to say yes or no, and assume the responsibility for the outcome, you find one who jumps to the front and becomes a leader in his business. He may make mistakes, but he does not lose opportunities. Cultivate the habit of decisiveness. It pays.

### Substantial Reason.

Student—Surgeon, what did you operate on Mr. Mann for?

Surgeon—Three hundred dollars.

Student—No, I mean what did he have?

Surgeon—Three hundred dollars.

### COMING CONVENTIONS TO BE HELD IN MICHIGAN.

July.

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.  
Electrical Workers of Michigan, Saginaw, 22-23.  
Michigan Blacksmiths' and Horseshoers' Association, Saginaw, 25-26.  
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.  
Michigan Postmasters' Association, Traverse City, 3-5.  
Grand Circuit Races, Kalamazoo, 4-8.  
Michigan Retail Shoe Dealers' Association, Detroit, 9-11.  
Michigan Bee 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.  
Michigan Association of Local Fire Insurance Agents, Detroit, 17-18.  
League of Michigan Municipalities, Jackson, 17-19.  
Re-union Ninth Regiment Michigan Veterans, Detroit, 19-20.  
American Portland Cement Manufacturers' Association, Detroit, 23-25.  
American Road Congress, Detroit, 29-Oct. 4.  
American Automobile Association, Detroit, 30-Oct. 3.  
Eastman Kodak Exposition, Grand Rapids, 29, Oct. 4.

October.

Michigan Association of Builders and Traders' Exchanges, Grand Rapids.  
Michigan State Pharmaceutical Association, Grand Rapids, 1-2.  
Michigan Pharmaceutical Travelers' Association, Grand Rapids, 1-2.  
Michigan Good Roads Association, Detroit, 1-3.  
Grand Lodge Loyal Order of Moose.  
Annual Conference of 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 Maccabees 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.  
Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.

March.

Michigan Association of Master Plumbers, Grand Rapids.

July.

Michigan State Barbers' Association, Flint.  
Michigan Retail Jewelers' Association, Grand Rapids.

Lazy people ought to be transformed into rivers; then they could stay in their beds.



## Eleven Turns in Seven Months

A department of 5, 10 and 25 cent goods turned its stock eleven time in seven months for one of our customers.

And paid him **\$80 net profit monthly** on an initial investment of \$500.

Can you afford to be without a money-maker like this?

Mention this ad and this magazine and particulars will be sent.

---

## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

CHICAGO

NEW YORK

ST. LOUIS

MINNEAPOLIS

DALLAS

SAMPLE  
HOUSES

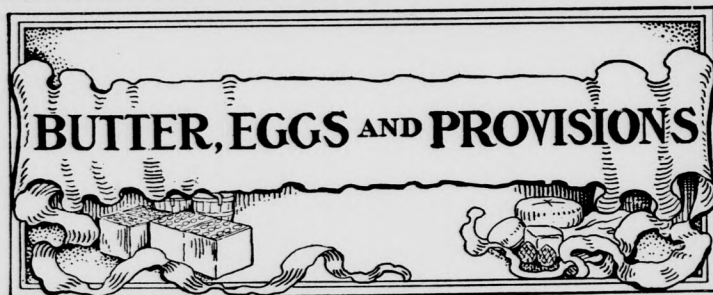
Cincinnati  
Omaha

Cleveland  
Portland

Kansas City  
Philadelphia

Milwaukee  
Seattle





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

President—B. L. Howes, Detroit.  
Vice-President—H. L. Williams, Howell.  
Secretary and Treasurer—J. E. Waggoner, Mason.  
Executive Committee—F. A. Johnson, Detroit; E. J. Lee, Midland; D. A. Bentley, Saginaw.

#### Sanitary Precautions in Killing Poultry.

When preparing birds for killing they should be starved twenty-four hours before being killed. During this time they should be given plenty of fresh water to drink. The water helps to rid the body of waste feed and also helps to improve the meat and the appearance of the birds.

A bird must be well bled, carefully picked and thoroughly cooled if it is to be kept for any length of time in good condition. Only a simple equipment is required to kill birds properly. A heavy cord is fastened to a beam overhead; to the end of this cord is fastened a piece of wood which is circular in shape and has a small hole in the center. It is put on the cord and kept there by a knot tied at the end of the string.

The piece of wood is taken in the right hand and the bird's legs are put against the string; it is then put up over the legs and to the right side of the string. The weight of the bird on the string holds the wood securely against the bird's legs, and in this way the bird is securely fastened. After the bird is killed, the string can be taken off quickly by lifting the bird and bringing the piece of wood toward the operator. This is a convenient equipment for killing poultry. There is no danger of bruising the body, the bird is in position to bleed out well, and a cumbersome, expensive equipment is unnecessary.

A barrel can be used to collect the feathers, for when chickens are killed in large numbers it is important to save the feathers. Washed white feathers will bring about 20 cents per pound, while the colored feathers are worth from 3 to 5 cents a pound. If the feathers are saved, the quill feathers or those in the tail and wings, should be kept separate from the body feathers.

The usual methods of killing poultry are very insanitary; even the method of killing while suspended by the legs is insanitary, because there is no means of collecting the blood. Cleanliness is important in dressing fowls for the market. The writer uses a blood can to hang on the bird's head, which will collect the blood and keep the place sanitary. The can is 6 inches high and 3½ inches in diameter. It is weighted with lead, so that it will weigh one pound. The birds that weigh more than four

pounds should have a blood can that will weigh about one and one-half to two pounds. A hook made of steel wire, so that it can be sharpened, is soldered inside the can one and one-half inches from the top and fastens the can to the bird's head.

There are two things necessary in the dry picking of poultry: First, the brain must be pierced in the proper place, so the muscles which hold the feathers will relax and allow them to be pulled out easily; second, the blood vessels in the neck must be cut in order to get good bleeding.

When the bird is hung up, the head is taken in the left hand and held between the thumb and forefinger. This hold must not be back of the head on the neck, or it will hinder good bleeding of the bird. The blood vessels of the wings will be empty in a well-bled bird. It takes practise to be able to hold the bird in this way without cutting the hand. The cut for bleeding is made just back of the bony part of the head. The knife is thrust into the bird's mouth to the left side of the neck and a downward diagonal cut is made, which severs the two main blood vessels in the neck. This causes the blood to flow freely. Then the brain is pierced by starting the knife at the corner of the mouth on the left side of the head, at such an angle that the point will pierce the brain about the center of the head and a little back of the eyes. This causes the muscles to relax and the feathers can be pulled out easily. A great deal of care must be used so that the bird will not be killed "too dead." If the stick is made too hard the feathers will not loosen. When the stick is made just right the feathers will come off without tearing the skin.

The blood can is fastened to the bird's head as soon as the brain is pierced. The feathers will not loosen before the bird is insensible. In removing the feathers, those from the breast are removed first; then from the thighs; next those on the back, and the tail and wing feathers last.

Scalded poultry is killed in the same manner as the dry-picked, except that it is unnecessary to stick the brain so carefully. Scalded poultry will not keep so long, nor is it of as good quality and appearance as the dry-picked. However, there is a great deal of scalded poultry on the market, a small part of which is in fairly good condition, but most of it is not. The objections to scalded poultry are:

The skin is easily broken and makes an unattractive carcass; the carcass will deteriorate rapidly; the skin is

**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

## HART BRAND CANNED GOODS

Packed by  
**W. R. Roach & Co., Hart, Mich.**

Michigan People Want Michigan Products

### Satisfy and Multiply

Flour Trade with

### "Purity Patent" Flour

Grand Rapids Grain & Milling Co.  
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### G. J. Johnson Cigar Co.

S. C. W. El Portana  
Evening Press Exemplar  
These Be Our Leaders

## Huckleberries and Blueberries

Want Regular Shippers  
Good Prices Guaranteed for Fancy Berries

**M. O. BAKER & CO.** :: **TOLEDO, OHIO**

## The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

## FRUITS AND PRODUCE

Grand Rapids, Mich.

## NEW VIRGINIA POTATOES

LET US HAVE YOUR ORDERS

### MOSELEY BROTHERS

Both Phones 1217 Established 1876 GRAND RAPIDS, MICH.

## M. Piowaty & Sons

Receivers and Shippers of all Kinds of

## Fruits and Vegetables

GRAND RAPIDS, MICHIGAN

Branch House: Muskegon, Mich.

Western Michigan's Leading Fruit House

Come in and see us and be convinced



leathery and absorbs some of the scalding water; the usual practice is to scald a number of birds in the same water, which makes it filthy and some of it will be absorbed by the skin.

Persons who admire the nice, yellow scalded birds which are on the market should visit some of the rooms in which poultry is scalded in small towns as well as those in large cities. Such places are usually filthy, several hundred birds being often scalded without changing the water. These conditions are not known by the consumers, or they would refuse to buy much of the scalded poultry that is sold on the open market.

If the birds are scalded the water should be a little below boiling, and should be changed often. The legs and head should not be put into the water. In scalding birds, the head is held in the left hand and the legs in the right, the body of the bird is passed through the water to the left (this is the way the feathers lie). This keeps the water from coming in contact with the skin, but it will loosen the feathers. After passing the bird through the water it is given a quick shake, which allows the air to get next to the body and aids in loosening the feathers. The length of time to keep the bird in the water will depend on the age of the bird and the temperature of the weather. The birds are then dipped in cold water, which helps to keep the skin from tearing so easily, and the feathers can be taken off without burning the hands.

If the scalding and picking are carefully done the birds can be made to look attractive. The feathers should be picked off and not rubbed off. This applies especially to removing the pin feathers. The head and feet should be washed and the clotted blood removed from the mouth. This is necessary both with scalded and dry-picked birds.

#### Deer as a Future Meat Supply.

There has been advocated the scheme of raising deer as a source of meat supply in this country. It is believed by many experts that deer-farming could be made as profitable as any other live-stock industry. It has been pointed out that the Virginia deer and the Rocky Mountain elk are best suited for this purpose. Elk have been acclimatized in many parts of the world and everywhere they show the same vigor and hardiness. They adapt themselves to almost any environment, and their increase under domestication is equal to that of ordinary cattle.

It is contended that there are large areas of rough land in the United States, like the Ozark and Allegheny regions, where elk could be profitably raised. The Virginia deer is adaptable to almost all parts of this country and thrives on land unsuited to horses.

It isn't what you think they think, but what they really think, that may punch a hole in your cosmos.

An ugly truth is less welcome than a good looking lie.

#### Selling Eggs in Holland.

The Dutchmen are not slow in adopting new methods and inventions when they see the necessity of them. The noise and confusion of the egg market on sales day did not accord with their love of peace and quiet, and so an electrical system was tried. The eggs are sold in lots of 2,500 and each lot is numbered. Each intending purchaser is given a numbered seat. The presiding official stands before a large dial on which are placed figures ranging from a very high number to one that is correspondingly low. Beside the dial is an annunciator, which is connected with push buttons on the seats. The official announces the number of a lot of eggs with the statement of their weight, and so on, and then sounds a bell. A pointer begins moving slowly around the dial, commencing at the high figures. When the pointer reaches the price that a prospective buyer desires to offer he presses the button on his chair, the pointer stops, a bell rings and the purchaser's number flashes on the annunciator. Instead of increasing bids as in most auctions the price here keeps going down. The first man to punch the button gets the eggs.

#### Too Much Squeamishness in Collecting Accounts.

There is altogether too much squeamishness evident in the matter of collecting accounts. Politeness is a virtue greatly to be cultivated, and the more you have of it, the better you will get along, but there is a line between politeness and timorousness which many persons are unable to see. When you grant credit to a customer and he fails to pay you in a reasonably extended period, there should be no hesitation about going after him. Of course, it is not necessary to use a club, but neither is it right to get down on your knees and kowtow to him as though you were beseeching some great favor. It should be understood, when an account is opened that payment is expected promptly at such and such a date. At that time, if the bill has been properly rendered and payment is not forthcoming, there is no reason in the world why you should not either by letter or by personal approach, ask the debtor to make settlement. The money he owes you is yours and whatever is yours you have a right to get. The more timidity you show in trying to collect it, the more time will the debtor take in paying it. If he thinks you are afraid to ask for it, he always plays upon that fear and uses it by making a great show of his own importance. The bluff game is one of the big assets of the slow payer, and he never loses an opportunity of working it, if he thinks he can do so to advantage because of your evident anxiety. So in this, as in everything else, stand upon your rights. Go after the money in a gentlemanly fashion, and let the customers who owe it to you, know that you expect it. If you do this at the very beginning, your method will quickly become understood and you are likely to have less trouble in the

future on that account. Men learn to respect the business methods of the business man and will fall in line with him when they find that he intends to run his store in accordance with his own regulations.

Every man owes himself a living and it's up to him to discard his coat and display the busy signal.

#### We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM  
Successors to F. E. Stroup, Grand Rapids, Mich.



#### We Advertise Mapleine

constantly in the leading women's magazines.

Don't risk losing a customer by not having it in stock.

Order from your jobber or  
Louis Hilfer Co.  
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

#### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

## IMPORTANT

### Retail Grocers



who wish to please their customers should be sure to supply them with the genuine

### Baker's Cocoa and Chocolate

with the trade-mark on the packages.

They are staple goods, the standards of the world for purity and excellence.

MADE ONLY BY

Walter Baker & Co. Limited  
DORCHESTER, MASS.  
Established 1780

### Hammond Dairy Feed

"The World's Most Famous Milk Producer"

LIVE DEALERS WRITE

WYKES & CO., Grand Rapids, Mich.  
Michigan Sales Agents

## A Good Michigan Wheat Crop

Wheat in Michigan is now all harvested and much of it marketed, thus insuring an excellent crop of extraordinary quality this year. This means that—

## New Perfection Flour

will continue its old standard of *High Quality*, and that more *Moderate Prices* will prevail than during the past year. This will be good news for all grocers.

## Watson-Higgins Milling Company

### Potato Bags

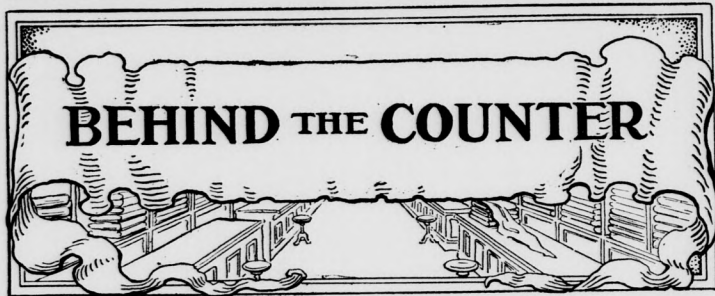
New and second-hand, also bean bags, flour bags, etc.

Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.



### Various Kinds of Customers Met By Clerks.

Salesmanship does not begin and end with the traveling salesman. Because a man goes out into the world and hunts up customers there is no reason for saying that all sales are made in that way. There is always something to be done at home and there are problems to work out behind the counter as well as in the store or office of the customer.

A prophet is "not without honor save in his own country," and a salesman who stays in the store and waits for the trade to come to him is too often considered as being nothing more nor less than an order-taker. This is not true,—at least it need not be the case. There are slovenly store people, just as there are slovenly and careless persons in any line of business, but there is always room for the man with energy and ability.

Let us liken the two branches of salesmanship to the two kinds of warfare. There is invasion and defense. The army of invasion marches into the enemy's country and captures what it wants, if it can. The army of defense stays at home and wards off invasion. In the latter illustration the invader is not the salesman, but the buyer—the customer who comes along bargain hunting, or seeking to spend so as to allow the merchant as little profit as possible on the sale.

It takes a trained salesman to successfully combat all the stratagem of the buyer. He must be constantly on the alert, or he will be tricked into surrender. The mental attitude of each customer must be watched as alertly as an army scrutinizes its opponent.

#### Gentle Leading.

Having discovered what the campaign of the purchaser is the good salesman immediately takes the lead in suggestiveness. He commences to gently guide the mind of the buyer away from some profitless article for which he first shows an inclination, to something else which is better—better both for the buyer and the seller, as it is likely more serviceable or more attractive or more tasty, and in any of these events more profitable to the merchant. Of course these suggestions must not be made boldly and offensively, but in such a manner as either to make the customer believe he is himself responsible for the various turns the transaction takes, or else is flattered into thinking that he is understood and his desire for the best always is apparent to the salesman. Then he commences to admire the latter and to have a better opinion of himself.

It is unnecessary to go over the trite ground of truism by saying that important prerequisites are for the salesman to have a cheerful disposition and a thorough knowledge of his goods. He must know what might be a substitute for the article requested, and where to find it, as well as to be able to enlarge upon its superiority. Too often a customer goes into a store to buy something, has the merchandise shown him in a quality inferior to his desire, asks for something better, and is then offered a higher priced specimen, and that is all the clerk knows about it—that it is higher priced.

There must be a reason for everything. Why is it higher in price? What is it that makes it worth the difference? Go into a hat store. Look at the hats. Unless you are experienced in that line of merchandise you will be unable to see the superiority of the five-dollar derby over that which sells for half the price or less.

#### Recognizing the Character.

Knowing the goods and having a cheerful and courteous disposition, get busy with the mental characteristics of the buyer. First of all what kind of a man is he? Would he naturally be interested in the coarse or refined? Is he loud or quiet in his tastes? Does he "sport up" in Bulgarian colors or does he favor the less showy? Anthropologists will tell you that these people may be recognized by coarseness or fineness of skin, hair, ears, nose and facial features, and this may be true as to the real underlying qualities, but in our advanced state of civilization cannot be taken as a safe guide for commercial purposes. Association and observation change real tastes, or make them subservient to what the purchaser has learned to be good form among the best people. But dress and manner are almost infallible signs. If there is coarseness and loudness be sure the character is showing through.

#### Those Who Love Gain.

Having studied this feature of the person's makeup, you have a cue as to what general line of goods to show. Then other component parts cut a figure. Some persons are acquisitive. They have a great love for gain. They will sacrifice something just to feel they are getting the best of a bargain. They will be satisfied with something they did not intend to purchase just because they believe they are "putting one over" on the salesman. People of this kind will go to any amount of trouble to be able to chuckle to themselves afterward

about how they succeeded in jewing the seller down below the profit line. Customers of this class are so mean that there is little compunction to be felt in making them spend more money than they intended to spend. They are legitimate game. Not that they should be cheated, but if they can be induced to purchase better quality at higher prices they have been benefited and the store has made a profit while giving value received.

#### This Kind Will Stick.

Another kind is the prudent or cautious purchaser. He knows he must be careful, he cannot afford to be cheated, and must therefore cultivate the inquisitive and investigating habit. He is suspicious, especially when he knows he is on dangerous ground—in a position with which he is unacquainted—buying goods of which he knows little and knows that he knows little. Here is where the salesman must be very careful. He must show that he knows what he is talking about emphatically enough to win the confidence of the customer. But woe to him if he is bluffing and makes a mistake. Your cautious buyer seems to scent an error from afar, and if the salesman tells him something that is not true, he seems to know it, by some sixth sense of suspicion, and will thereafter believe nothing he is told. Once get his confidence by always telling him the truth, and giving him fair treatment, and he will stick. Such customers once secured are hard to beguile away.

Then there is the egotist buyer. He loves to be jollied. He has the bump of approbateness well developed. The only way to treat him is by making him believe he is some great person, and praising everything about him that can legitimately come in for laudation. Praise his taste and his liberality. Of course you cannot admire him, but you must make use of him. If you did not treat him in this way he would go to your competitor where he could hear pleasant things about himself. And he will stand for an awful lot of soft soap. He revels in it. The more thickly

it is plastered on the better he likes it, unless you go so far as to praise something about him he knows he is not worthy of it, and then he gets up a mighty anger, for he does not really know he is being played with all the time.

#### Beware of This Kind.

Comes now the self-reliant buyer. This one is haughty. He knows it all, and defies anyone to dispute his knowledge. The best way to treat him is to simply let him have his own way, and make no suggestions. Very often he is well informed, and will resent any interference. He may ask your opinion on some occasion, and then you can give it. But don't take this as an opening for offering your advice in the future unless it is requested. If he wants your opinion again he will ask for it. Let it go at that. Don't flatter him. Simply treat him politely and afford him every opportunity for making his own selection. He cannot be driven, and he will not be led. He just goes it alone.

There are many dispositions, and there are many ways to handle them. But the house salesman, and that means the salesman in the retail store as well as wholesale, can prove his mettle and his worth by the way he studies these differing classes and cares for them. It is a constant problem and an interesting one. It is like winning a victory to find that you have gotten beneath the shell of a new customer.

But be careful not to make a mistake. Better let the buyer come into the store several times under your watchful notice before you make any decided approach. There is time enough to study each one while courteously serving him. But go at all as though they were cautious, prudent buyers until you have learned that they belong in some other class.

The masculine pronoun has been used for convenience in describing these varieties. Everything said is just as true of the feminine buyers, and they are often an easier study.

Frank Stowell.

# Ramona

L. T. DeLamarter—Park Manager



All  
This  
Week

One of the Best Shows of the Season

TWO PERFORMANCES DAILY

Matinees at 3:00 10c and 20c.

Evenings at 8:30 10c, 25c, 35c, 50c

## "THE LAWN PARTY"

A Miniature Musical Comedy, presenting imitations of successful stage people of the day.

**LUNATIC BAKERS**  
Comedy Acrobats

**AL CARLTON**  
"The Original Skinny Guy"

**THREE BOHEMIANS**  
Italian Street Musicians

**JEANIE FLETCHER**  
The Scottish Nightingale

**BOUTON & CO.**  
In Straight and Crooked Magic

**VALMONT & REYMEN**  
Artistic Poses and Songs

SEATS ON SALE AT PECK'S DRUG STORE



### News Items From the Soo.

Sault Ste. Marie, Mich., July 28—Bruce Walker, of Grand Rapids, has accepted a position as clerk in A. H. Eddy's grocery store here.

Chas. H. Fair, a member of the firm of Fair Bros., butchers at St. Ignace, died last week. He was operated on May 8 for appendicitis and his death is mourned by a large circle of friends and business associates. Mr. Fair leaves a wife and two children to mourn their loss.

A. Hauper, formerly with Hammond, Standish & Company, of Saginaw, has accepted a position with Armour & Company on the Gladstone division in the Upper Peninsula.

Orr Bros., of Manistique, are getting in large shipments of country cattle and at present are supplying most of the beef trade at Manistique.

Rapid River is now without a meat market. Geo. Brich, the last butcher, has quit, making a good opening for some live butcher. Rapid River is a good town, but needs a good man to make a success.

C. P. Hearle, formerly chief clerk for A. H. Eddy here, has moved to Spokane, Wash., and accepted a position in a wholesale grocery house there.

A. Kniskern, for the past year employed by the Cornwell Beef Co., has returned to his home at Rapid River. Mr. Kniskern has not as yet decided what he is going to do.

The telegraph and electric light companies are replacing their poles with underground wiring and it is

expected that the Main street pavement will soon be widened beyond the bridge, which will add much to the beauty of the city.

The lake breezes of Lake Superior made life worth living here on Sunday while the extreme heat was excessive in some parts of the State. There was a cool breeze blowing here all day and all the launches were taking advantage of the pleasure grounds along the river. The revenue cutter was doing duty all day inspecting launches as they left and also met them coming back. Where they were not equipped according to regulations—lights burning at sundown—there were doings which will long be remembered by the parties violating the rules. William G. Tapert.

### Plans For the New Peninsular Club House.

The general details of the plans for the new club house of the Peninsular Club have been agreed upon and it is expected the wrecking of the old club to clear the site for the new will begin in August. The building will be five stories high, of steel construction and as near fire proof as possible, with an ornamental front of red brick and grey terra cotta. The entrance will be on the Ottawa avenue side, so placed that a room 40 by 100 feet will be left on the corner to be leased for business purposes. The first club floor, which will be the second in the building, will be for office, reading and lounging room, cloak and toilet room and similar attachments. The

billiard and card rooms will be on the second club floor, and also a hand ball court with shower attached. The main dining room, 40 by 60 feet, and several private dining rooms and the kitchens will be on the third floor and the top floor will be made up into fifteen sleeping rooms with baths attached for the use of members or guests. The interior finish will be in enamels and walnut, with some rooms, perhaps, in Hungarian ash panels and oak. The ash panels, if used, will be taken from those in the old club. Robinson & Campau are the architects. Some of the club members wanted gymnasium, swimming pool and other features, but President A. W. Hompe and the building committee cut them out, not as undesirable, but as unlikely to be enough used to warrant the cost. The hand ball courts will give those who feel that they need the exercise all the limbering up they want. The first floor tenant will be of a character to be worthy of the building and that the Club will not be ashamed of. Until the new club house is completed, which will be about a year hence, the Club will occupy temporary quarters in the Keller building, first floor and basement.

When you get angry it is Righteous Indignation; when the other fellow gets angry it is an exhibition of Beastly Temper.

It isn't so much what your competitors as what your customers say about you that counts.

### How Time Is Wasted in the Store.

Many a man who is at the head of a business or department loses much valuable time because other people bring to him matters that might readily be cared for by his assistants. A store manager was leaving his office when he was informed that a man was waiting to see him. He looked at the man and then walked off.

"I know that man," he said, "and I know what he wants. He is from one of the other departments. He always asks for me every time he brings a matter that belongs to the stock clerk or the book-keeper. If I am not there they will attend to it just as well as I can. But when I am there they wait for me to take the initiative. I am trying to teach them to take some responsibility about their work and keeping out of the office is one way to put them on their own resources."

While this is a rule which should be applied only in dealing with certain types of assistants, it contains a wholesome measure of general common sense. Many department managers allow their time to be taken up with unnecessary interviews of matters which they might teach their assistants to attend to at first hand. Many persons in every large business take to the heads of the departments matters that are too commonplace to need their personal attention. This lessens the producing time of the most highly paid workers in the business—a significant loss.

Frank Metz.

**Schnell Says:—"With Your Plan Our Business Increased \$10,000.00 Over Same Period of Last Year.—Duplicate Our Previous Order for Another Plan.—Refer to Us at Any Time."**

**Merchants from practically every State in the Union are writing of the big business they are getting as a result of using our plan.**

### OUR BUSINESS GETTING METHODS

get hundreds of people directly interested in your store—it has this army of people hustling for you—it has them urging their friends and neighbors to trade at your store. And it keeps them hustling for you six solid months or more.

With our plan you can make dull Wednesday a bigger day than busy Saturday. You can make ordinary slow months the biggest months in the year—and do this without cutting and slashing prices. You can work off slow sellers and old goods at full selling price.

In other words, our plan eliminates the necessity of putting on a cut-price sale and throwing your profits away.

And you need not hold a cut-price sale even though your competitor does—even though he cuts the very life out of prices. Our plan will get you the business. You will sell all your goods at regular prices for cash while your competitor carries the absolutely-necessary-charge accounts at cut-prices.

**WARNING:—Brenard Mfg. Co. is not operating under any other name. We have no branches. Other firms claiming connection with us misstate facts. We have a few imitators but no competitors.**

### You Can Use This Plan to the Exclusion of Competitors.

If this plan appeals to you and you want to use it to reduce your stock without cutting prices, write us right away, or better still, telegraph us, as we will close a deal with the first merchant who wishes it in your town. If you do arrange to use our plan, we will agree not to sell it to any of your competitors so long as you remain our customer. Address

### Read Schnell's Letter

#### J. C. SCHNELL & CO.

Brenard Mfg. Co.,  
Iowa City, Iowa.

Gentlemen: We are so well pleased with the results of our first order for your trade booster system that we have given your Mr. Eastman a duplicate order for immediate shipment.

Just here we wish to say that we are mighty glad you found us, as we have reaped a great benefit with your system. The exact per cent. we are unable to give at this writing.

Our sales for the past six months, while using your plan, show an increase of \$10,000.00 or more over corresponding period of last year. We have all our old customers and a large number of new customers that we never could have gotten with any other system.

You are at liberty to refer to us at any time, as it is a pleasure to retail merchants to speak a good word for firms who treat their customers right and who give them something that is worth a whole lot more than they charge for it, as you do.

Yours truly,

J. C. SCHNELL & CO.

**BRENARD MFG. CO., IOWA CITY, IOWA**



#### Status of the Principal Dry Goods Staples.

Cotton goods are holding very steady in the face of a light demand for future delivery. The call for spot goods of various kinds continues in a moderate way. Several buyers have been unable to get spot goods added to their August delivery cloths during the month and sellers are able to get very close to spot values for anything deliverable in the next few weeks. It is expected now that leading lines of dress ginghams will be formally opened in the next two weeks instead of late in August or early in September. Buyers for jobbing houses are requesting that goods be shown early by sample, even if prices cannot be named.

Prints rule quiet, but the printers of staples are carefully restricting their output to actual orders. Wide printed goods are selling relatively better than the narrow cloths. The job printers are getting duplicate fall orders on dark styles. Bleached cottons are comfortably sold ahead, but the spot trade has been small. Brown cottons hold without special change. Denims are firm and tickings are well under order into September in several houses.

Reports of a shortage in the crop of Italian raw silk have been confirmed and there has been a rapid price increase in all grades. In the best known grades advances of 5 per cent. were scored in two days. One well balanced estimate declares that the shortage will amount to 25 per cent.

Manufacturers and importers of woolen and worsted piece goods and other woolen products have been greatly disturbed for months because of the lack of information concerning the time the tariff law now in the hands of the Senate is to become operative. Owing to this uncertainty and the fact that drastic reductions are to be made in existing duties, trading in the products of wool has been restricted greatly. Importers as well as domestic manufacturers are being affected. Import orders placed for fall delivery are being held in bond on shipments are being postponed because of the desire of purchasers to take advantage of the lower rates of duty that it is proposed to levy under the new measure. Duplicate orders are not being placed by manufacturers of clothing, cloth jobbers or book houses. These factors expect that prices may be reduced by the mills in the near future. So long as there is a possibility of such action being taken, they naturally hesitate to make commitments.

The mills, which have been curtail-

ing production for some time on account of poor business, will cut down production still further unless the demand quickens. The tariff is responsible for the closing down of more than one-half of the woolen and worsted machinery already, and an army of idle operatives is walking the streets of Lawrence and other large producing centers. Unless those who have the tariff bill in charge announce the date on which the bill is likely to become a law and act quickly, mill owners and importers say the situation will become more acute. So many looms have been allowed to run down, and it will take so long to start them up again, that even under the most favorable conditions it will take months to bring about a normal state of affairs, in the opinion of trade authorities. In the first place it will be no easy task to bring the operatives that have been laid off together again. Many have left woolen manufacturing centers to find employment in other fields. Then it requires weeks of preliminary work from wool scouring to mounting the looms before weaving can actually begin. Matters look anything but promising for the industry just now, but conditions would be bettered if it were announced officially when all concerned would expect the tariff bill to become effective. The prevalent opinion in the trade is that the woolen goods industry is facing a crisis.

Heavy woven poplins were in good demand for fall delivery and two of the largest producers announced they were practically sold up for the season. Cutters-up re-ordered velours and the other high grade dress fabrics that have sold well all season in a substantial way. A moderate amount of fancy woolen suitings and coatings was called for by the jobbers for the fall season. These distributors also bought some fair-sized lots of corporation goods. Such coatings as chinchillas, wool astrachans and eponge in high colors were in good request for prompt shipment.

Some good-sized lots of Bradford spun worsted yarns were sold to weavers of men's wear at low prices. Lowgrade tops were called for by spinners in a way that compelled wool combers to start up machinery that was stopped a couple of weeks ago.

#### Rough Suiting Effects.

Among the new styles shown in samples for the coming spring the converters and leading cotton goods commission houses are featuring the rough faced materials. They are not of the heavy astrachan type, but they include many cloths that just fall

## WE HAVE THEM

Plenty of Misses' tan fine ribbed hose to sell at 15 cents. Also plenty of children's heavy I & I ribbed black hose to sell at 15 cents. These items have been very scarce.

### Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

# Ha-Ka-Rac

The Standard Line of Gloves and Mittens which you will want to see before you buy.

WRITE FOR SAMPLES

WE WILL SEND THEM BY PREPAID EXPRESS

The Perry Glove and Mitten Co. Perry, Mich.



Twelve Ordinary Elastic Suspender Backs will not last as long as one Metal Spring Back

"Empire" bib overalls have the metal spring back. It is not affected by heat, perspiration or age, therefore is of special value to both wearer and merchant. All "Empire" overalls are warranted to be satisfactory or money refunded. Let's book your next order.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



short of towel weights. The novelty effects now obtainable in cotton yarns from coarse combings and slubbings make it possible to offer in a larger way many of the cloths that were hitherto thought impossible in this country for large distribution.

The crepe offers the rough effect in the finer yarn cloths and the variety of this cloth shown in the new season's samples is simply illimitable. On a single counter 124 varieties of crepe samples were spread out a short time ago and that did not include a great many cloths that are regarded as more or less above competition. Crepe, ratine, voile and poplin effects are common, and these four weaves are used in a bewildering way to bring out effects of novelty and occasionally of real beauty and utility. Many of the crepes that are coming forward will surely hold a staple place for many seasons. The demand for wide crepes is very insistent. It takes a forty-inch loom to weave a thirty-one-inch crepe, and the cutters would be very well pleased to use only forty-inch crepes, which would have to be woven in a fifty-inch loom or wider.

Some of the yarn dyed mills have succeeded in bringing out rough black and white check in imitation of a soft woven worsted fabric that has been very popular this year, the white yarns standing up above the black and making a rough effect in a cloth that will drape as well as any worsted. The fact that seventy-five cents a yard is asked for the fabric in cotton does not deter buyers any.

Rough bordered effects are shown more in the foreign goods than in the domestic lines. The leading stylists think that borders will be good for another season and they are showing them on their widest goods. On the narrow cloths they are not attempting them. The dressmakers also believe in borders and have suggested them on many cloths of cotton for another year. Many of the borders are embroidered, others are woven in jacquard figures and some are still plain stain stripe weaves.

#### Novelty Woolens:

The demand for chinchillas, wool astrachans and eponge coatings in high colors, which became manifest several weeks ago, continues of the primary women's wear market. These cloths are wanted for immediate delivery, as they are being used for sport coats and beach coats almost exclusively. Manufacturers are well enough supplied with these fabrics to make fairly good deliveries, so that there are no complaints being heard in the market because of a scarcity of merchandise. The most popular shades are cream, white, coral, kings blue, green and copper.

Manufacturers of ready-to-wear garments and dress goods jobbers are placing a fair amount of duplicate orders on fancy woolen suitings and cloakings for fall delivery. Requests are still being received to defer shipments pending a settlement of the tariff question, but as the opinion is growing that it will be some time before a new tariff bill is adopted such requests are not quite as numer-

ous as they were a month or two ago.

#### White Goods.

White goods for the spring season of 1914 were formally shown a few days ago. Many orders have been placed already on some high novelties by large Western distributors, but the large houses have been loath to open until the jobbers as a whole were ready to buy. It is now clear that many goods cannot be duplicated abroad at the prices they will be offered from domestic mills even if the worst in tariff revision occurs. What will happen in another season is another matter.

Crepes, ratines, voiles and fancy poplins are the leading fabrics shown for the coming year, but they do not mean all that will be offered. Moires, jacquard novelties, dotted fancies and a wide variety of rough yarn and novelty yarn goods will be offered in samples in the leading lines.

Crinkled striped crepes, ratines, poplins and voiles comprise one choice lot offered in new fabrics. There is a larger showing than usual of basket weaves in suitings and waistings, some of them being conspicuously good examples of lustrous course combed yarns in cotton dress fabrics that are not only very serviceable, but they are exceedingly pretty. The usual lines of plain poplins are offered, of course.

White eoliennes, white dotted fancies, some beautiful white cotton moires, and a host of fancy silk effects in white are some of the other cloths seen. In this house the usual wide assortment of colored and printed fancies for spring will be seen, but the attention paid to the beautiful ratine and crepe effects in white suggests that white goods are likely to hold in strong favor next season.

#### Underwear and Hosiery.

The surprising feature of the knit goods trade for spring 1914 continues to be the volume of orders being placed on lightweight union suits. Two or three of the largest concerns in the country prepared for the new season with substantial additions of machinery, yet none of the selling agents will say he anticipated anything like the purchases that have been made.

Many of the new goods are a distinct improvement on the lightweight union suits hitherto produced, and it was expected that jobbers would order them freely. But many of the staples of other seasons are on the market, and they have been favored with as good orders relatively as any of the new garments. If it were true that this large business was being done at the expense of orders for two-piece suits, agents would not be surprised. But there are more orders being placed on two-piece suits in many houses than ever before, and it is a question with some agents whether jobbers are not actually overbuying.

Of the two-piece goods the twenty-five cent garments of quality are wanted most, as there appeared to be shortage in quality balbriggans in some quarters this spring. This is seen in demands for current ship-

ments that cannot be met owing to the absence of stocks and the need for every case now being made at the mills.

General jobbers were slow to take up the union suit business, and that led many of them to lose business to the knit goods jobbers, who are growing more numerous every year. But this season many of the jobbers have decided to take up the new unions that are offered to sell under \$1.50 a suit at retail. Some few jobbers have bought large quantities of the highest priced union suits made in domestic mills and have no fear of not being able to sell them profitably. The union suit demand is broadening every season, and a great stimulus to it is certain to result when many of the new goods now being ordered are seen on the retail counters.

On two-piece goods the large share of the demand is for knee lengths and athletic shirts. At the same time it would astonish dealers generally to know that the call for full long sleeve goods and full length drawers in lightweight in two-piece garments is still very sizable. The dress reform idea has not hit the men hard as yet.

Staple hosiery has sold remarkably well for spring. It is said that the month of June saw some of the largest individual orders booked that have ever been received in this market. This was particularly true of many of the ten cent and fifteen cent retailers. The demand for sheer staple hosiery is still growing, and every new line that has been shown this spring has received encouragement from buyers. The silk and cotton goods are finding a permanent place, yet the demand for the best grades of sheer lisle hosiery is not to be passed by lightly. Many gentlemen furnishing houses are asking for finer gauge cotton goods because of the dissatisfaction with some of the poorer grades of silk hosiery.

In the matter of prices, agents say they are not able to advance their figures much. On a few lines of staple hosiery it has been possible to shut off selling at the opening figures. One or two underwear houses tried to advance their lines and failed. The large hosiery mills that have already sold two-thirds of their possible output for some months to come are in a position where they can decline further business at old figures. This does not seem to be true of the underwear men as a rule. At the same time while costs are higher than last year, if orders come in freely, the mills may be able to keep running steadily and at least make a show of profit by so doing.

#### Marvels of Creation.

"A Scotch preacher had been abroad and when he came back he was preaching to his congregation on the marvels he had seen. He wound up with this: 'And the same Creator who made the vast ocean made the dewdrop. The same Creator who made the mountain, made the pebble. Yes, the same Creator who made me, made a daisy!'"

## A. T. KNOWLSON COMPANY

Wholesale Gas and Electric Supplies

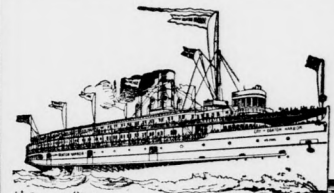
Michigan Distributors for

Welsbach Company

99-103 Congress St. East, Detroit

Telephone, Main 5846

Catalogue or quotations on request

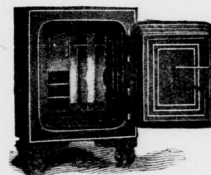


## CHICAGO BOATS

Graham & Morton Line

Every Night

## Safes That Are Safe



#### SIMPLY ASK US

"Why do your safes save their contents where others fail?"

SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building

We are manufacturers of

## Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

Corner Commerce Ave. and Island St.

Grand Rapids, Mich.

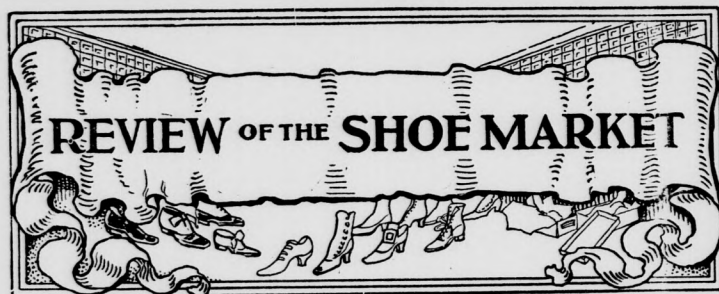
Established in 1873

BEST EQUIPPED FIRM IN THE STATE

Steam and Water Heating  
Iron Pipe  
Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.



### The New Science of Shoe Retailing.

Written for the Tradesman.

Third Paper.

Stock, store equipment and service are the three main divisions of the subject of shoe retailing.

Thus far we have focused our attention on the buying end of the business, and have sought to show that a more intimate knowledge of footwear is required by present-day merchandising conditions.

This article is to deal with equipment.

Since successful shoe retailing—particularly in our cities—is almost impossible without adequate store equipment, it is worth our while to have a look at the furniture, accessories and conveniences wherewith the progressive shoe store is at present equipped.

If I am right in my contention that we have a new science of shoe retailing, then the mastery of the science assuredly includes a knowledge of equipment. What to buy, and where to get it; and how to use it when one has it—are matters that should be carefully studied by the man who goes seriously into the shoe business.

Truly the subject of shoe store equipment is a big and broad one, and all I can do in this cursory survey is to hit a few of the high spots.

There are two substantial reasons why the shoe store should be equipped just as handsomely, artistically and conveniently as we are able to equip it: first, because patrons nowadays are accustomed to shopping in big well-equipped department stores and sumptuous specialty shops, and have thus acquired a liking for rich and elegant interior arrangements and appointments; and second, because shoes are not in themselves very interesting commodities, and should therefore be made interesting by virtue of interesting environments.

Windows, illumination and display cases are elements of equipment that figure so large in the representative shoe store of to-day, it seems best to reserve these topics for subsequent treatment, devoting an entire article to each of them, and perhaps then little more than touching the rim of each of these big subjects.

Equipment may be divided into necessities, conveniences and luxuries.

Under the first heading I would place furniture, appliances and accessories that are really necessary to the proper furnishing of a modern shoe store—furnishings that equip the store with things that are needful for the comfort and well being of patrons; and devices and arrangements

whereby salespeople may attend the wants of customers with the least inconvenience and the maximum of efficiency.

Obviously some of these conveniences are designed and installed primarily for the benefit of customers while others are intended specifically for the merchant and his salesforce. Office appliances such as filing cabinets, duplicating machines, the cash register etc., are used not because they are directly beneficial to the patron but because they are accredited business tools that work well in a modern shoe shop.

While the telephone is a necessity for the shoe merchant and his salespeople, it is, of course, a convenience for patrons who may have occasion to use it. But the rest room or its equivalent, the repair department, ink and stationery, fans and a water cooler in summer, and the like, are conveniences specially designed for the patron—and the benefits to be had from them by way of increased popularity for the store that has them, are out of all proportion to their cost.

Under the head of luxuries I would place all purely decorative features whether applied to the furniture or to the walls and the ceiling; also flowers and pictures and vases and other artistic and elegant furnishings whose function is decorative rather than utilitarian. And I am strongly of the opinion that equipment of this sort is exceedingly profitable equipment in the modern shoe store.

Cid McKay.

### Hide and Leather Trade in Healthy Condition.

There is probably no line of business in the country to-day which has been more thoroughly liquidated than the shoe and leather industry. Stocks of leather, hides and shoes are abnormally low; in fact, a big sole leather tanner states that shelves are almost bare of some kinds of leather. To be sure, high prices prevail, but it is upon depleted stocks and sound underlying conditions that are based expectations of a good business for the balance of 1913.

Even now tanners claim leather has not advanced to a point commensurate with hide prices. The later are as high as they have been at any time this year. Texas steers, for instance, are 18 and 18½ cents, and native steers are quoted 18¼ and 18½ cents. Practically all kinds of sole leather are selling about 1 cent a pound higher than two weeks ago, and indications are that upper leather will be higher.

Buying of shoes as well as of leath-



## Our Corn Cure

Goodyear Welt made from the best Vici Kid, goes on like a glove and fits all over.

Makes your customers forget all the foot troubles they ever had.

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



## Here is a Good Shoe for the Price

SECOND QUALITY Elk Blucher

Made from rough uneven stock not suitable for 1st quality shoe.  
Indestructible Chrome Outsole.



Sole  
Leather  
Counter

Full  
Vamp

Price \$1.80 Less 10% in 10 days.

Net 10 day price of \$1.62.

Don't expect a good looking shoe, but you can expect a solid shoe that will make a good work shoe.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



er is rather of a hand-to-mouth variety, but demand is steady and the volume of sales large in the aggregate. It is understood that the shoe buyers who are on their semi-annual visit to the Boston market have not bought individually in such quantities as in other years, but have placed altogether a large volume of business.

Tanners continue curtailment and on the average are probably not operating over 60 per cent. or 65 per cent. of capacity. There is no speculation in hides or leather such as has been often seen in the past, and the industry in this respect is on a rock-bottom basis. With hides commanding the prices they do, it is but natural that tanners are loth to extend their operations.

One of the leading sole leather tanners of the country says:

"The shoe and leather industry has never been in a stronger position. Hides are high everywhere, due to world-wide scarcity. The United States has as cheap leather as any country in the world, and there is bound to be a continued big demand for our leather from foreigners.

"Collections in our business were never better than they are to-day. This is quite contrary to general belief and is not true of most lines of industry. While the slight improvement in the money markets has helped the shoe and leather business to some extent, money is still hard to obtain at the banks. Manufacturers, tanners and retailers are therefore not carrying large stocks, as they cannot afford to do so. In sixty days, however, I anticipate that money will be easier to get. As soon as the Balkan difficulties are settled finally it will help matters wonderfully in the world's markets.

"With good crops, of which there is now every indication, we should have a fairly good healthy business in the fall, not only in shoes, and leather but in most other lines. With the tariff finally disposed of and currency legislation passed there should be a return of confidence."

#### Effect of Free Lands in the West.

There is no mistake, the questions that have ruled our spirits as a Nation during the present century—the public land question, the tariff question and the question of slavery—dominate from first to last. It was the West that made each one of these the question that it was. Without the free lands to which every man who chose might go, there would not have been that easy prosperity of life and that high standard of abundance which seemed to render it necessary that if we were to have manufactures and a diversified industry at all we should foster new undertakings by a system of protection which would make the profits of the factory as certain and as abundant as the profits of the farm. Woodrow Wilson.

#### The Fashion.

The gowns they wear are now so tight  
That women scarce can hobble;  
Their walk is oftentimes a fright,  
Half scuffle and half wobble.  
Who was it started such a style  
Which women seized with passion?  
We find—on looking back a while—  
A mermaid set the fashion!

#### BANKRUPTCY MATTERS.

##### Proceedings in Eastern District of Michigan.

Detroit, July 22.—In the matter of Joseph N. Nowicki, Jr., bankrupt. First meeting of creditors held at the office of Referee Joslyn. Bankrupt sworn and examined by the referee. Custodian made a verbal report of sale, which was approved. Frederick T. Witmire, elected trustee, with bond of \$300. Case adjourned to Friday, July 25th, 2 p. m.

In the matter of Lennuel S. Siliphant, bankrupt, Detroit. Hearing on offer of composition adjourned to July 29. In the matter of William Koenen, bankrupt, Detroit. Hearing on offer of composition. The hearing and voting on same duly adjourned to August 5.

In the matter of Harrison Fairchild, bankrupt, merchant, Ypsilanti. Voluntary petition and schedules filed with the District Clerk and, in the absence of the Judge, referred to Referee Joslyn for action. Order of adjudication entered by the referee on July 23 and an order made appointing Wm. S. Putnam, attorney, Ypsilanti, custodian of the assets of the bankrupt, with authority to dispose of any perishable property for the best price obtainable and to proceed to take an inventory and appraisal of the assets, pending the election of a trustee. The bankrupt schedules no secured or priority claims, his debts consisting of unsecured liabilities as follows:

Sulsberger & Sons Co., Chicago	\$ 565.95
Saginaw Beef Co., Saginaw	385.05
Hammond Standish Co., Detroit	298.02
Parker Webb & Co., Detroit	31.50
Armour & Co., Chicago	95.35
Toledo Merchandise Co., Toledo	51.17
Miller & Hart, Chicago	15.41
Wolf Sayer & Heller, Chicago	8.50
Michigan Produce Co., Detroit	6.60
Michigan Produce Co., Chicago	6.60
Hammond Beef Co., Ann Arbor	221.72
Estate George Moorman, Ypsilanti	688.11
Ypsilanti Savings Bank, Ypsilanti	2,400.00
M. Read, Ypsilanti	105.00
Consolidated Adjustment Co., Chicago	60.00
Morris & Co., Chicago	109.61
Detroit Fish Co., Detroit	139.73
Isaac LeFurge, Ypsilanti	25.00
Groce Spencer, Ypsilanti	180.85
Harvey James, Ypsilanti	24.11
Ypsilanti Savings Bank with Insley LeFurge	80.00
<b>Total</b>	<b>\$5,491.17</b>

The bankrupt schedules two parcels of real estate, both held by the entireties with his wife, Margaret Fairchild. One is stated to be worth \$250 and the other about \$2,500, subject to a mortgage of \$2,100. The personal property, scheduled consists of cash on hand of \$242.96; household goods of \$150; machinery, fixtures, etc., \$1,500; open accounts, \$400. The bankrupt claims household and business exemptions and paid to his attorney on account of these proceedings the sum of \$105.

July 24.—In the matter of Moses Wohlgemuth and Mortimer Wohlgemuth, co-partners as M. Wohlgemuth & Son, Voluntary petition and schedules filed with the District Clerk and, in the absence of the Judge, duly referred to Referee Joslyn for action. Order of adjudication duly entered on the same day. On the petition of S. Geismar & Company, of New York City, Irving Kerr, Detroit, appointed receiver, with bond of \$900. The bankrupts schedule no secured or priority claims. The unsecured indebtedness being as follows:

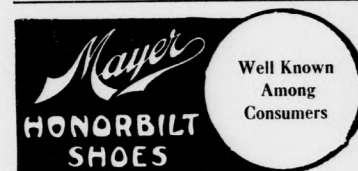
American Still Alarm, Detroit	\$ 75.00
A. W. Brookes, Detroit	17.25
Burroughs Adding Machine Co., Detroit	30.00
Chope Stevens Paper Co., Detroit	31.00
D. W. Davis, Detroit	26.88
Detroit Window Cleaners, Detroit	14.00
Evening News Ass'n, Detroit	100.18
Eaton & Sons, Detroit	13.16
Elliott & Co., Detroit	8.15
A. Gach, Detroit	15.23
Illustrated Milliner, New York	30.60
Holyoke Wire Co., Holyoke, Mass	7.27
Kurtz Paper Box Co., Detroit	17.92
E. A. Klein, Detroit	101.30
N. Moshkow, New York	33.00
S. Meyer & Co., Lowell, Mass.	6.44
Miller Electric Co., Detroit	53.24
Miles Detroit Theater, Detroit	48.00
A. L. Quinker, Detroit	16.23
Pollock Pettibone & Co., Detroit	3.21
Schermerhorn Pub. Co., Detroit	34.62
Twin City Scenic Co., Minneapolis	50.00
Van Wie Curtain Co., Minneapolis	19.50
Underwood Type Co., Minneapolis	10.00
Walker & Co., Minneapolis	745.40
German American Bank, Minneapolis	300.00
Michigan Street Car, Minneapolis	213.90
S. E. Schulein, Chicago	1,500.00
Kellogg, Detroit	72.88
J. Lefkow, New York	189.00
S. Geismar & Co., New York	1,867.00
S. Sandberg, New York	273.00
Teschner Fishel Co., New York	474.38
Carlton Fisher Wills Co., Detroit	500.58
Selz & Lewine, New York	25.00
Frederick M. Fasbender, Detroit	505.00
Federal Sign Co., Detroit	2.50
L. A. Schapiro, Detroit	200.00
<b>Total</b>	<b>\$7,731.33</b>

In the matter of the Michigan Magneto Company, bankrupt, Detroit. The final distribution sheet has been made up and forwarded to the trustee to issue checks thereon. The total liabilities were

as follows: Secured priority or lien claims, \$176.87; unsecured claims, \$32,127.05. The total assets realized were \$6,632, disbursed as follows: Dividends to unsecured creditors, \$5,165.60; to secured creditors, \$176.87; deposit fees, \$30; fees and commissions of receiver, trustee and referee, \$383.60; attorney fees, \$250; miscellaneous expense, \$625.83.

The strongest argument to bring to bear in any contention is Truth. The best trait to display is to make allowance for the infirmities of others.

If the good die young life is a survival of the unit.



## A Rouge Rex Winner

No. 449



An ideal shoe for the farmer. Made from our chocolate colored "re-tanned" stock. Full and roomy, full vamp under toe cap two full soles, standard screw—a long service shoe in every particular. You will want the agency for the entire line if you try a case of this number.

HIRTH-KRAUSE CO.

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

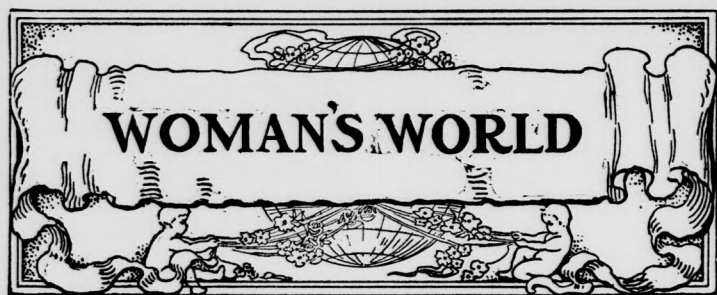
## The "Bertsch" Shoes Are the Rightly Made Medium Priced Shoes for Men

The BERTSCH shoe is so honestly made and so sensible and practical in design and character, that it insures the dealer against loss. IT IS A SELLER, and when sold its qualities so impress the wearer that he will want no other.

Have you seen the line lately? If not, send card for salesman with samples. BECOME A BERTSCH DEALER THIS YEAR.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.  
GRAND RAPIDS, MICH.



### Common Mistakes in the Government of Children.

Written for the Tradesman.

"Oh dear! I dread to see school close," sighed Mrs. Hilton in early June. "The children will be home with all their noise and confusion, their constant quarreling among themselves and with other children, their disorder and disobedience, and—yes"—(here her lip quivered) "I may as well say it, disrespect for their father and myself. I confess that I can't do anything with them, and Mr. Hilton has little if any more influence over them than I have. When they are in school steadily, I have peace from a quarter to nine in the morning until a little after three in the afternoon, interrupted only by the luncheon hour. The older children are required to study some lessons at home. These keep them partially quiet the greater part of the evening. But during vacation, when they all are without regular occupation and are on my hands all the time, they drive me nearly crazy. I know how it was last summer, and they are older and more wilful now than they were a year ago. I don't know how I ever shall stand it."

Her frank admission reminds one of the old newspaper quip that "A teacher is a person hired to give parents five hours rest a day." It is needless to say that the children have fulfilled their mother's prediction, and during these vacation weeks have made life all but unbearable to those about them; and also needless to say that a like state of affairs exists in many other homes.

Here are Mr. and Mrs. Hilton, two young middle-aged persons, both bright, intelligent, capable, and seemingly not lacking in force of character, but nevertheless permitting their three children, a boy aged thirteen, a girl of eleven, and another boy of eight, to run over them completely, oftentimes rendering the home anything but a place of rest and comfort. The "Hilton kids" are the dread of the neighborhood, and as they daily are growing larger and more headstrong, they are becoming a source of constant anxiety to both their parents.

Now what is the trouble? What have been the causes that have led up to this lamentable situation? The unruliness of the young Hiltons has been forming all their lives. It would be impossible for the best disciplinarian in the world to make them over into good and fairly agreeable children in a week or even in a year. The wrong tendencies have gotten too firm a hold.

Mr. Hilton always has shirked any responsibility regarding the government of the children. Mrs. Hilton must attend to all that. His line of reasoning is that she is on the ground—he is not. He does not ask her to manage his salespeople or office force; why should he bother with the children? Then he feels that he is too busy, his mind too much engrossed with weighty matters, to give attention to whether his older boy Theron is scrapping daily with the neighbor boys, or his daughter Clara becoming saucy and impertinent and disobedient to her mother. Of course he frequently admonishes the children to "Be good and mind Mamma," but he never sees to it that Mamma's wishes are carried into effect. Mr. Hilton's mistake has been simply a big sin of omission—complete neglect of a plain duty.

As to Mrs. Hilton, from their earliest infancy she has made the very common mistake with her children of getting along as seemed easiest for the time being. She has a great dread of scenes and always has tried to keep things smooth. The children soon learned to take advantage of this weakness.

It is not only unkind but unwise to make a practice of administering reproof or correction in the presence of outsiders, and a good governor rarely finds it necessary to do so; but on the other hand children fully understand that a good governor has no fears of a little disturbance, and if necessary will stop anything in order to deal properly with refractoriness.

Mrs. Hilton never has seemed to have any preception of the wrong tendencies that need nipping in the bud, the little beginnings that do not seem so very bad at first but which if allowed to grow and develop cause a child to become a terror later on. Good behavior is largely a matter of habit. A small child ought not to be punished severely or even punished at all for being noisy at any improper time or place, or for being a little rude. A gentle spoken correction should be sufficient. A well-behaved boy or girl is the product, not of many reprimands and much flagellation, but of quiet, skillful, unremitting training.

Mrs. Hilton has fallen into the error, very common with mothers who are weak in control, of resorting to threats. "If you do so and so, I shall punish you severely." The children usually go and do so and so, the threat not having the deterrent effect she hoped for. It is perhaps inconvenient at the time to administer the promised punishment, or the culprit

makes out that what he or she did was not actual disobedience of the rule laid down, but some slight variation from direct disobedience. The Hilton children have become very expert at this kind of argument, and make minute distinctions and hair-breadth discriminations equal to a flaunting quibbling lawyer. Commonly they manage to beg off. Their mother's "Well, I'll let it go for this time, but if you do so again I surely shall punish you," has been heard so often that it produces no effect whatever. This process is repeated over and over, and still she wonders at their insubordination.

The good governor does not depend upon threats. The children learn from experience in dealing with him or her that for every serious misdemeanor there are unpleasant consequences following promptly upon the misdeed. Just what these are depends upon circumstances and conditions. The mistakes mentioned have been enough to make the Hilton children what they are. There are other mistakes which parents who simply ought to know better are making every day.

One is that of continually reproving and reproaching and nagging at a child for wrongdoing, and never compelling him to do differently. Another closely allied to this last is that of refusing at first almost every request of child makes, and then, as he coaxes or becomes insistent, yielding to his demands.

The people who do not understand children, who never really were chil-

dren themselves or who have forgotten how it seems to be a child, always are unsuccessful in dealing with youngsters. Some very superior persons are poor hands with children. They don't know what motives to appeal to. They try to work on feelings and sensibilities that are as yet undeveloped in the child's heart. They use lines of reasoning that might be cogent to the ripened saint fully prepared to pass over to the better country and enter into his final reward, but which do not take hold of the growing boy in the least. These good people are utterly unable ever to see things from the child's point of view.

In many homes there is what may be termed a divided administration. If Father says James and Laura may go to the picnic, Mother opposes it. Mother wants Carl to take violin lessons; Father "doesn't care to have a fiddler in the family." And so on and so on. If one refuses a request, the other matches the refusal with consent. The children soon learn to go from one parent to the other, and naturally try to stand in with whichever one is likely to carry the day. It goes without saying that this practice is ruinous to the character of the children as well as to the happiness of the home.

It is a mistake to have the processes of government always in evidence, to be continually in a rumpus with children. Peace with himself and with the powers that be should be the usual condition of the child's mind. The really good governor, while never



## Paragon Gold Eye Needles



Large oval eyes, grooved so the thread does not project, and passes easily through cloth.

### Stewart's GUARDIAN Protected Coil Safety Pins

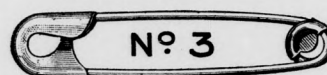
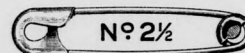
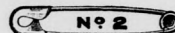
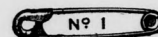
Handsomely Carded and Boxed.

Superior Quality  
Nickel and Black.

Protected Coil Prevents Fabrics  
Catching.

All Sizes Retail @ 5c the Card.

Superfine Quality  
Attractive Wrappers  
Excellent Profit



SAMPLES AND PRICES ON REQUEST FROM  
YOUR OWN JOBBER

PRATT & FARMER CO.  
48-50-52 East 21 St. NEW YORK



afraid of a collision with a child's will and never weakly avoiding an occasion of discipline, rarely finds it necessary to make occasions of discipline frequent. Where there is constant antagonism between parent and child, and disobedience and the transgression of necessary rules are everyday occurrences, you may be sure that something is wrong, and that generally the parent is more to blame than the child.

It always should be remembered that prompt, implicit obedience, conductive as that may be to parental complacency, is not the only nor even the chief object of family government. The great aim should be to teach the child to govern himself. To this end he should be instructed carefully in ethics—the great science of right conduct—the methods of instruction being adapted to the child's mental capacity. The parental attempt to correct a stubborn, angry, rebellious child by reasoning upon abstractions is one of the absurdities of moral suasion. The moral suasionists are strong in this, however, that at suitable times and when they are in a proper mood to take it, children ought to be taught the grounds that underlie the rules and restrictions they are made to obey. The self-respecting father or mother does not allow a child to demand an explanation of every request or injunction; but, on the other hand, with the right kind of parent the child feels that there is a just and sufficient reason for every requirement that is made. Quillo.

#### Changes Precipitated by a New Desk.

The disregard which some men have for the appearances of their offices is often hard to explain.

"Isn't it strange," I said to a furniture salesman, "that some men who have well furnished homes are content to spend the best part of their lives in offices that are crude and ill kept?"

"Yes, it is," he replied. "I have never been able to see how they can stand it. But I suppose it is just a matter of habit. They get so used to it that they can't realize how it looks to other people. I had an interesting experience about a month ago. A new man connected with the management of a large manufacturing concern came and bought a ninety-dollar mahogany desk. I went out to his office to see what else I might sell. You should have seen that office! The president of the concern, although he had a prosperous business and is said to be worth nearly a million, sat at an old battered up desk that wouldn't have brought three dollars at a second-hand store. Another officer of the company actually had for a desk a kitchen table covered with wrapping paper. Everything was on that scale. But when the new desk was put in it opened their eyes—it caused a perfect revolution. They had all their rubbish cleaned out, built partitions, had new floors put in and bought a number of mahogany desks and other pieces to match. They are proud of their offices now and wonder how they ever stood it before. James M. Golden.

#### THINK BIG THOUGHTS.

##### Better Be Conceited Than a Dreary Pessimist.

Every now and then you hear someone spoken of as a man of "big feelings." This refers to one who has a very large idea of the space he himself occupies in the world. He is not necessarily a conceited person but simply one who moves along with a complacent opinion of his own importance. You do not find him thrusting himself upon the world in an egotistic fashion. He is satisfied to realize within his own heart just what he thinks of himself and is perfectly willing that other people shall form their own opinions of him, being satisfied that they will in time be forced to take him at his own valuation.

Being perfectly convinced of his own magnitude, it is no trouble for him to consider everything he undertakes as of the same competent size as his own importance. From this point of view, it naturally follows that he should believe other people have the same idea of his undertakings as he has himself. This goes a long way toward making his various enterprises successful. The stronger our conviction is that we are on the right track, the more it follows that we shall run swiftly and well along the way of our own choice. Confidence is a great factor in bringing results.

##### Common Point of View.

This gets us into position where we may consider what psychologists call "association of ideas." Do not be alarmed at this; what is understood by the expression is, that the habit we form of looking at things in a certain way influences the manner in which we contemplate any new idea which is presented to our intelligence. Notice the man who often visits his club, there to hold intercourse with various other good fellows who assemble together frequently for the discussion of interesting subjects. All those who thus gather together get into the way of looking at things from what may be called an harmonious or common point of view. Having talked a thing over they go away with a settled conviction that thus and so is right without being able to tell you, if you ask them, just who it was that advanced the opinion which each one of them has adopted.

##### Friendly Discussion.

In like manner observe the club which meets evenings in the country store. They sit around on nail kegs, cracker boxes, sugar barrels and counter deeply pondering and discussing various weighty subjects of the day, political and economic. Being accustomed to each other's society and to the threshing out of the questions which confront them, they do not often come to a conclusion upon any matter of importance, until after they have had the benefit of this friendly discussion. Although they may argue and apparently fight among themselves at their meetings, you will generally find that interrogating anyone of them individually will bring forth the same expression of opinion as

you would obtain from any other member of this store debating society. This is the result of association of intellect, if you please, or of mind.

Let us look at the subject from another angle. Any person who is accustomed to being fairly well dressed always feels at his or her best when conscious of the fact that they have on good clothing. To be in the company of others who make a better showing as to attire causes us to feel at a disadvantage and we are unable to give as good an account of ourselves as we would if our outward appearance were more in keeping with our own ideas of the way we would like to appear. Embarrassment under these circumstances is another form of association of ideas.

##### Evil and Good.

All these things go to show what a very close connection there is between the man and the way he regards himself. If he is not at his ease, he is unable to control his thoughts and manipulate them so as to accomplish as good results as his faculties are capable of achieving under more favorable conditions.

The old proverb is "as a man thinketh so is he." If he allows his mind to be continually filled with degrading thoughts it naturally follows that he himself becomes less noble in his character. Then when anything new is presented to his intelligence he commences to hunt for the lowest conception of the question he is considering. He looks for evil in everything. He searches for that which is bad in the character of those he meets. It is the result of the association of the ideas which he constantly allows to fill his mind.

On the other hand the man who cultivates noble and uplifting thoughts elevates his own character and becomes a person of loftier manhood. He looks for the good in everything and gladly recognizes it wherever he may be able to perceive it.

##### A Different Appearance.

It is not surprising, therefore, that as he looks upon other persons and other things, so he commences to regard himself. He will not acknowledge to his companion that he is such a character as might well be ashamed of himself, but down in his own heart he knows that it is so. Consequently he never reaches the position in life which he might otherwise obtain.

Apply this to your business in a little different manner. If you are continually regarding yourself as a failure and your business disappointing, so they will both prove to be. If you can inculcate into your mind and heart the belief that after all you are a pretty good sort of a fellow and that your business is prospering, if not altogether as you would like, at least as well as you have any right to expect, it will take on a different appearance and you will be able to progress more rapidly than you ever can hope to do when regarding yourself meanly.

##### No Use for a Grouch.

The conclusion of the whole matter is simply this, if you want prosperity, think prosperity. Look upon the

bright side of things, not forgetting to give yourself a fair amount of consideration. By so doing you will not only be happier, but you will be a much more pleasant companion for all those with whom you come in contact. Nobody has any use for the man who has no use for himself. Sooner or later he becomes a grouch and the only proper place for a grouch is in solitary confinement. It is far better to be afflicted with a mild attack of self-conceit than to be a dreary pessimist.

##### Frank If Not Appreciative.

A woman of philanthropic tendencies was paying a visit to a lower Eastside school. She was particularly interested in a group of poor pupils and asked permission to question them.

"Children, which is the greatest of all virtues?"

No one answered.

"Now think a little. What is it I am doing when I give up time and pleasure to come and talk with you for your own good?"

A grimy hand went up in the rear of the room.

"Please, ma'am, youse are buttin' in."



**TRACE** Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich.



#### Parcels Post Zone Maps

We are prepared to furnish local zone maps, about 10 x 14 inches in size, showing towns located in first and second zones from the place of computation (similar to the map printed in the Michigan Tradesman of Dec. 11), as follows:

500.....	\$11.00
1000.....	13.00
1500.....	15.00
2000.....	17.00

This includes the making of an engraved plate about 8 x 10 inches in size and the printing at top or bottom of plate several lines setting forth who is responsible for the distribution of the map. On account of the timeliness of the map, due to the interest in parcels post at this time, no souvenir would be more generally appreciated than this.

**Tradesman Company**  
Grand Rapids, Mich.



**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.

#### Preliminary Arrangements for the Kalamazoo Convention.

Marine City, July 28—At a meeting held at Kalamazoo on Tuesday, July 15, the Executive Committee of the Michigan Retail Hardware Association completed preliminary plans for the holding of the 1914 convention in that city.

In addition to the Executive Committee, some of the members of the Advisory Board were present and on the evening prior to the meeting were the guests of the Edward & Chamberlin Co. at a dinner and informal smoker at the Commercial Club.

It was decided to hold the meeting on February 17, 18, 19 and 20, with headquarters at the New Burdick Hotel and the exhibit in the magnificent new Armory building which is now nearing completion.

The facilities in Kalamazoo are unusually favorable for the holding of the convention. The Armory is well adapted for exhibition purposes and is located not over a block away from the hotel headquarters at the New Burdick.

There are ample hotel facilities and, as this is the first time the convention has met in Kalamazoo, unusual interest will undoubtedly be evinced in the 1914 meeting.

A live bunch of hardware dealers has been selected from the local firms to boost for the convention and to attend to the planning of details, and the newspapers of the city have already begun a campaign of publicity that should create a great deal of enthusiasm by the time the convention date rolls around.

The various committees appointed to look after the different features of the convention are as follows:

**Programme**—F. A. Rechlin, Wm. Moore, O. J. Darling, Alex Lemke, A. J. Scott.

**Exhibit**—J. Chas. Ross, Henry Merssen, John Bushouse, Ernest Wise, Leo F. Abbott, A. J. Scott.

**Entertainment**—James Van Male, Richard Tolhuizen, J. P. Boerman, L. Hoekstra, J. W. Sprigs.

A buyers' contest will be conducted, with valuable prizes offered to the dealers who purchase goods from the largest number of exhibitors.

The Executive Committee is now planning the addition of a new department, the details of which will be announced shortly. This new feature will be a money saver for all of the members of the Association who de-

sire to participate.

A special campaign for new members is being conducted and inducements are being offered for all who join between now and January 1, 1914. The officers hope that by the time of the next contention, we will have a membership above the 1,000 mark. Arthur J. Scott, Sec'y.

#### Selling Hardware to Farmers.

One of the most common mistakes of even the deep thinker is to group men in classes, decide upon the characteristics of each class and expect the individual to be in congruence with the typical man of his class. Unconsciously we think of an Irishman as a snub-nosed, quick witted, pugnacious man; the multi-millionaire is a stubby, fat, white-gaitered, oily market manipulator; the suffragette as a scrawny, screaming old maid.

We personally know men of the various classes and they do not fall into the class grouping nor do we expect them to. Our old friend Tim O'Brien is not at all the typical Irishman—but Tim is an individual, we recognize him as a personality. Our banker friend is a thin, honest little man, but we forget he belongs to the multi-millionaire classification because we know him.

Perhaps no class is more misjudged than the farmers. City men picture him as a straw chewing, queer talking moss back. On the other hand, if they have been reading the Saturday Evening Post, the city men go to the other extreme; the farmer then is a scientist, Bunsen burner in hand, directing his agricultural operations from his central office.

The farmer can be measured by a set type—a typical man who represents the whole class—no more than can the European nobility or the heathen Chinese. He is honest, a thief; a believer, an atheist; a shirker, a plugger; a relic of another age, or one of the best samples of the modern business man as the case may be. Each individual has his own more or less strong personality and each one must be treated as he himself deserves.

One reason why the man from the large city sometimes fails to get the farming trade when he first comes to a small town is because he has—unconsciously perhaps—classified farmers; he has a preconceived, definite conviction that a farmer has this or that trait and he treats all of them as his typical representative of the class would like to be treated. He fails to differentiate; he fails to recognize the individuality of his different customers.

In a like way the mail order man

## H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

If you are in a hurry for a Bill of Goods,  
TRY US.

## Order Hay Tools Now

AND BE SUPPLIED, AS  
THE SEASON IS SHORT

### We Carry

Meyers Hay Tools  
Whitlock Rope  
Diamond Steel Goods  
Blood's Scythes  
Fenn's Snaths

Pike & Carborundum Scythe Stones

### 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.

## Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

## Use Tradesman Coupons



may fail—not always of course; but occasionally he may fail, because he has taken a single type as a representative of the whole farming class. A city man, perhaps, never having had individual relations with a farmer, the mail order advertising man or correspondent treats every farmer alike. He knows no different course of action for different cases. He expects a man to show the same lack of individuality that a sheep or a young chicken shows.

You men on the ground, knowing the farmers personally, thinking of them as individuals rather than as components of a class, ought to be able to use arts of salesmanship totally impossible for the mail order man who makes the mistake of thinking that all farmers are alike.—American Artisan.

### What Some Michigan Cities Are Doing.

Written for the Tradesman.

Saranac is arranging for its annual harvest picnic, to be held Aug. 20.

The corner stone of the new administration building of the Michigan School for the Deaf at Flint will be laid Aug. 12 under Masonic auspices.

Holland has turned down the offer of a New York man to establish a large flour mill there.

Chas. J. Levy is the newly-elected President of the Bay City Retail Dealers' Association, and preparations are being made to entertain members of the out-of-town retailers who will gather in that city Aug. 19-20.

The Saginaw Board of Trade has inaugurated the plan of issuing a monthly bulletin to members.

Kalamazoo grocers and butchers will shut up shop Aug. 14 and will spend the day together at Goguac Lake, near Battle Creek. There will be athletic contests, with prizes.

The Grand Rapids & Indiana Railway has opened a new freight house at Kalamazoo.

The Holland Business Men's Association will hold a picnic in August, probably at Saugatuck. Jacob Lokker is chairman of the committee on arrangements.

After Sept. 1 all trains on the Jackson division of the Michigan Central will be dispatched from Bay City. The new order will add to the number of employes living in Bay City.

Cluster lights are being installed in the business section of Ludington avenue, Ludington.

Lansing and Ingham county are claiming more motor cars per capita than any other section of the State. Ingham has an auto to every forty-one inhabitants.

Lansing grocers and meat dealers will hold their annual picnic at Pine Lake, Aug. 14.

The Rock Products Co., at Charlevoix, is enlarging its plant and when in full operation 125 men will be employed. Fred H. Aldrich has been re-elected as President.

Glenn Kent is the new Secretary and manager of the Kent Grain and Produce Co., at Kalamazoo.

The Marquette Commercial Club is investigating the cost of living in

Marquette, as compared with other towns of the Upper Peninsula.

Litchfield, in Hillsdale county, is planning for a big homecoming celebration, to be held Aug. 22 and 23.

A new corset factory will locate in Dowagiac, provided local people will subscribe for \$5,000 worth of stock.

Mayor Bailey, of Battle Creek, has vetoed the action of the Common Council in appropriating \$500 for the home coming celebration. He takes the ground that the celebration should be financed by voluntary contributions of dealers, hotel people and others who will be directly benefited and that to arbitrarily saddle the burden by taxation upon people who can derive no possible benefit from the event is wrong in principle and vicious in practice.

Battle Creek has passed a drastic dog ordinance. It provides that the owner who fails to take out a license for his canine can be fined or imprisoned.

Hartford will vote Aug. 11 on the question of a bond issue of \$4,000 for waterworks improvements.

The Dowagiac Commercial Club will be re-organized and its membership strengthened.

Ionia grocery stores will be closed Thursday afternoons during July, August and September.

The Bolted Basket Co., whose plant at Boyne City was recently destroyed by fire, will resume operations there.

Muzzles for dogs and license tags will be proper in Boyne City from Aug. 1 to Oct. 1.

## LAMSON



**REDUCED OPERATING COST** and increased efficiency are the "reasons why" you see Lamson Service in over 80 per cent. of the world's leading stores. **LAMSON CARRIERS** are the tried and proven result of more than thirty years of specializing by the originators of Store Service Apparatus—Service fads and freaks may come and go, but Lamson Service goes on forever because of its common-sense business economy.

**Ask Your Neighbor!**

Wire, Cable, Tube, Belt and Pick-up Carriers

**THE LAMSON COMPANY**  
Boston, U. S. A.

Representatives in all principal cities

# SERVICE

The Gifford Crate Co., which has been manufacturing folding crates at Hartford, will return to Mancelona and the factory vacated will be occupied by the Hartford Spray and Gas Engine Co., a new concern at Hartford.

Augusta is preparing for a homecoming Aug. 15 and 16.

Bay City retail clothiers are preparing for the State convention, to be held in that city Aug. 19 and 20, and 150 visitors are expected.

The General Manager of the Michigan Central assures the city of Jackson that the company has plans for elevating its tracks and building a new station there, with other improvements. The old city park will be used for factory sites.

A traffic bureau has been formed as an adjunct of the Kalamazoo Commercial Club, with R. R. Brenner as chairman.

The Grand Trunk has started work on its new passenger station at Owosso.

Grocers and butchers of Pontiac will hold a picnic at Bois Blanc Aug. 7. Almond Griffen.

Delays are not always dangerous; on the contrary, they are advantageous when we are about to give way to a burst of bad temper.

His satanic majesty may love a hypocrite like a brother.

It scarcely pays to associate with people who make you feel cheap.



## SADDLERY HARDWARE

We have a very complete stock of Saddlery Hardware on hand, and you will find that there is a steady demand for this line of goods at all times.

Buckles, Rings, Trace Carriers, Snaps, Etc., in fact everything to make the line complete. Send to-day for catalogue No. 8.

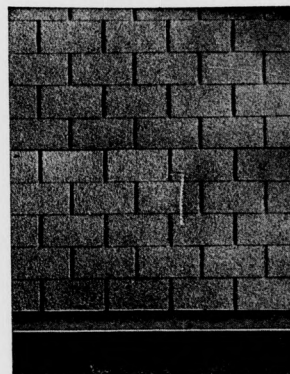
### Brown & Sehler Co.

Home of Sun-Beam Goods

Grand Rapids, Mich.

## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Beware of Imitations. Ask for Sample and Booklet. Write us for Agency Proposition. Distributing Agents at

Detroit	Kalamazoo	Columbus	Youngstown	Utica	Milwaukee
Saginaw	Battle Creek	Cleveland	Buffalo	Scranton	St. Paul
Lansing	Flint	Cincinnati	Rochester	Boston	Lincoln, Neb.
Jackson	Toledo	Dayton	Syracuse	Worcester	Chicago
			And NEW YORK CITY		

**H. M. REYNOLDS ASPHALT SHINGLE CO.**  
Original Manufacturer, GRAND RAPIDS, MICH.

## Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of  
Furniture in America

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.

Opposite Morton House

Grand Rapids, Michigan



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—E. A. Welch, Kalamazoo.  
 Past Grand Counselor—John Q. Adams, Battle Creek.  
 Grand Junior Counselor—M. S. Brown, Saginaw.  
 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—Henry E. Perry, Detroit.  
 Grand Conductor—W. S. Lawton, Grand Rapids.  
 Grand Page—F. J. Moutier, Detroit.  
 Grand Sentinel—John A. Hach, Jr., Coldwater.  
 Grand Chaplain—T. J. Hanlon, Jackson.  
 Grand Executive Committee—John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.

**Michigan Knights of the Grip.**  
 President—Frank L. Day, Jackson.  
 Secretary and Treasurer—Wm. J. Devreaux, Port Huron.  
 Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.

**Michigan Division, T. P. A.**  
 President—Fred H. Locke.  
 First Vice-President—C. M. Emerson.  
 Second Vice-President—H. C. Cornelius.  
 Secretary and Treasurer—Clyde E. Brown.  
 Board of Directors—Chas. E. York, E. C. Leavenworth, W. E. Crowell, L. P. Hadden, A. B. Allport, D. G. McLaren, J. W. Putnam.

#### Wafted Down From Grand Traverse Bay

Traverse City, July 28—Traverse City U. C. T. Council held its regular meeting Saturday evening with Senior Counselor W. F. Murphy in charge of the gavel. Regular routine of business was transacted and also had initiation. Past Counselor Oole brought in the silk flag which was presented by Grand Counselor Adams to this Council and it certainly is a beauty. The Council extended Grand Counselor Adams a hearty vote of thanks for the flag and also for the spirit in which he tendered it.

Geo. McNutt, of Cadillac, has accepted a position with the Brooks Candy Co., of Grand Rapids, and will cover adjacent territory.

Adrian Oole was called to Grand Rapids last week, owing to the death of his brother.

Peter Anderson, better known as "Yankee Girl Pete" of Grand Rapids, has accepted a position with the Worden Grocer Co. and Byron Sheeler will cover this territory formerly worked by Pete.

Harry Olmstead, banker of Central Lake, attends the Saturday night public dances in our city now. Some class to you, Harry. Oh, you "Tango!"

At last we have found one man who appreciates our work just because we missed writing one week. Bob Case, the congenial manager of the Handy House, of Mancelona, has dropped the Tradesman, but we hope it will only be for a short time.

Geo. B. Craw, of Petoskey, now

covers his territory with a machine. Some class, George.

We clipped the following from the Grand Rapids Herald and must say that Homer is certainly some fisherman: "Friends of Ralph Baker, of Detroit, to-day look upon him as some fisherman, as the result of a catch he made while on his vacation spent on one of the Petoskey inland lakes. Mr. Baker and Homer Linsea, of Petoskey, were fishing from a boat. Mr. Baker suddenly got a bite and a rainbow trout was struggling on the end of a line. A terrific battle began, but didn't last long, for the fish leaped four feet clear of the water and landed in the boat within a few inches of Mr. Baker. Fearing the trout was about to attack him, the fishermen prepared to leap into the water, but when they saw the water denizen gasping on the bottom of the boat, they changed their minds." Mr. Linsea covers this territory for Morley Brothers of Saginaw.

Owing to inadequate transportation facilities it has been decided not to hold our picnic at Sutton's Bay this year. We dislike very much to make this announcement, for the merchants of Sutton's Bay certainly tendered us a most cordial invitation to meet with them and we are positive that they would show us a good time and we have the kindest of feeling for each one of them, but for reasons given above it will be impossible to accept of their hospitalities. Nevertheless, we once more thank you.

James Fortier and family, of Grand Rapids, are resorting a few weeks in our city. Jim sells oil for the Standard Oil Co.

E. W. Dray and family have returned from an extended visit to Detroit, Cleveland and other points of interest. Of course, E. W. paid his house, the Boydeell Paint Co., of Detroit, a short visit while in the city.

The chairman of the entertainment committee wishes to state that our next annual picnic will probably be held at our driving park on Saturday, August 16. This seems to be the only place available at this late hour and, owing to the location, we should have a record breaking crowd. Certainly, the members cannot complain on excessive transportation charges and we will have all the conveniences and a great deal more than at other places we might choose. Come on, boys, make yourself a committee of one and boost for our picnic and help our committee to make this one grand success. Invite your friends and bring full baskets. We will have all kinds of games and enjoyment for all.

The Trumble Hotel, of Evart, has

#### THE TIME TO FIGHT IS NOW.

Bill Toots stood in his deserted door  
 And gazed across at his rival's store.  
 He felt that business was going to smash,  
 He could hear the sickening crash  
 Of the sheriff's hammer as he sold  
 The stock which had grown so stale and old.

A drummer approached with a friendly smile  
 And lingered to talk with Bill awhile.  
 He heard Bill swear and loud deplore,  
 "Trade was better before the war."  
 "Now say, forget it Bill, the war is done,  
 And business to-day is not pure fun."

Old Bill sighed as a frown he wore,  
 "Yes worse, and worse, I'm worn to the core,"  
 The drummer pondered awhile as he stood  
 Then looked at the decaying wood,  
 Of the doorstep and at the windows dim  
 Which scarcely allowed the light within.

"Now, Bill, I've a plan I think is wise,  
 If you'll listen old chap I would advise  
 A coat of paint and a brand new floor,  
 New windows would make a better store,  
 Advertise a big bargain sale, don't fail  
 To clean out the stock that's grown so stale."

"Place a sign over your door at once,  
 It will take nerve, but you've got to hunch  
 If you want to lead in the business race."  
 Old Bill pondered, then o'er his face  
 There came a smile and he danced with glee,  
 "Drummer, just keep your eye on me."

For over a week around that store  
 Was a strange sight such a ne'er seen before,  
 Painters and carpenters made things fly,  
 And Bill Toot's rival scarce believed his eye,  
 Then came the papers with ads galore  
 Telling of savings at Toot's remodeled store.

The weeks rolled 'round and the drummer called  
 At the old store where he was often stalled,  
 He stared as he saw the busy place,  
 Old Bill certainly was in the race,  
 He came and grasped the drummer's hand,  
 "I've saved you an order to beat the band."

"My plans seem to have turned the trick."  
 "You bet they have turned it slick,  
 A man is a chump to cuss at fate  
 When business is off and it looks too late.  
 I used to dream of before the war,  
 The fight is now to fill the store."

Hugh King Harris.

opened its doors to the public under the management of F. C. Rood and is giving the boys their money's worth.

Homer R. Bradfield, representative of the Woodhouse Co., of Grand Rapids, has engaged in the produce business in a small way in our city. Best of wishes, Homer.

Fred C. Richter.

#### A Little of Everything and—

Mears, July 18—I see by the last issue of the Tradesman that friend Lee in his Muskegon Breezes has just awakened to the fact that I am dead and buried. Everything in this neck of the woods being the same as usual—or a little more so—I did not want to use up valuable space and have you curtail such brilliant writers as Lee, Goldstein, Pfander etc. Even if the rest do Guy Pfander, I know your readers would have to pass my dope up during the extreme hot weather

and I am too busy now to waste my time or wear out your readers. I have to steal the time to read the Tradesman. The season is in full bloom at Juniper Beach resort, near here, and the lake shore is filled with resorters, huckleberry pickers, sand flies and aviators who have to be fed. I was down feeding the sand flies to-day, as both sides of my big nose and, in fact, my whole body will prove. There were two airships flying over. I did not feed the passengers, as the people in the airships felt above me—a moss-back grocer—and, to tell the truth, I felt beneath them. One of the aviators hollered something to me that

**HOTEL CODY**  
 EUROPEAN  
 GRAND RAPIDS, MICH.  
 Best Beds That Money Can Buy



I did not understand clearly, but it sounded like "Come and have a drink." As I didn't want to miss anything, I promptly went down to the bar. He kept flying and there I was, dry as a fish and not a vessel in sight, so I couldn't even help a schooner over the bar. I think the aviator was Martin, who came down this afternoon. I got him beat, as I am up in the air yet.

A lot of the boys will be sore at J. Lee for stirring me up, as they were just congratulating themselves on the fact that I had quit writing and roasting them. Well, Lee, I sure am the guy that kept store in Mears these many years, but I contemplate retiring on my 85th birthday. How times flies! It seems only a few days since I was young, innocent and foolish and started this mammoth department store in what was then a small hamlet. Mears has since grown to a city of 172 inhabitants, beside a bunch of Italians who are here laying new steel, as the P. M. R. R. has worn out a set of rails just hauling freight for me. By heck, such a business! As I stated before, I intend to retire on my 85th birthday, as there are two vital stages in a man's life—the first when he refuses to buy his wife a new hat and the period when he is between 85 and 110 years old. If he passes the latter age safely he has nine chances out of seven to live to a ripe old age.

Thank you kindly, Mr. Lee, for forgetting me not.

Oh, it's nice to be remembered, Mr. Lee. Feels good to have some one think of me. Thought my friends had gone away. Yes, gone away to stay. Because I balled them out, Mr. Lee.

Were you acquainted with me, Mr. Lee. You wouldn't waste a single thought on me.

Ask Welton or his boss. Or the drayman's one-eyed boss. If I'm not the worst what is, Mr. Lee.

In the future, do the writing, Mr. Lee. As to reading, well, leave that to me. That's where you and I each shine. I won't write another line. Good bye and good luck to you, Mr. Lee.

C. A. Brubaker.

#### Death of Win S. Person.

Ishpeming, July 28—The Ishpeming customers of the Krower-Tynberg Co., of New York to-day received news of the death of their representative, Win S. Person, who was one of the best known commercial travelers visiting the Upper Peninsula.

Mr. Person was in Ishpeming for the Krower-Tynberg Co. on June 1. He bade his customers good-bye, as he was to resign his position with the company, and had accepted a place with an underwear manufacturing concern in the Western territory. His parents, who are said to be well-to-do, recently moved from Iowa to California, and Mr. Person had planned to spend his summer vacation with them.

There are few better known, or more popular traveling men than the deceased. He had been with the Krower-Tynberg Co. for two years, having left the Carson, Pirie, Scott & Co., of Chicago, to take a position with that house.

Barney Sikkema has engaged in the grocery business at 1159 Kalamazoo avenue. The stock was furnished by the Worden Grocer Co.

#### CLOVERLAND.

##### Zephyrs From the Upper Peninsula of Michigan.

Marquette, July 28—Gee, 'tis awfully good to see a page and a half of real good stuff from Sunny Jim.

Our old time delight in writing for the Michigan Tradesman will be restored when we succeed in closing negotiations with our dear friend, Brother Wilbur Burns, or some other equally eligible person, to steal Brother Stowe's blue pencil, even if only for a short time.

We are progressing quite favorably with our arrangements for the entertainment of the Grand Council officers on their annual visit to our Council on Saturday, Sept. 27. However, we had a severe setback yesterday, as we had arranged to transact considerable detail work during the visit of Brother Wheeler to our city, but search as we might, he was nowhere to be found, even though we enquired at all the churches and other places where he might be likely to be found. It may be stated we overlooked the Hotel Marquette.

We were pleased to see the genial

to their window displays. We refer to Fred Westcott, of the I. E. Swift Co., at Houghton, and Frank Prince, of the Portage Lake Hardware Co., also of Houghton. Mr. Westcott's strong hold is a refined taste in arrangement, always making his windows so catchy and attractive that they command attention and admiration, while the work of Mr. Prince possesses an individuality of ideas which one could easily understand were they personally acquainted with Mr. Prince. We are pleased to submit to-day a halftone picture of his latest window, the basis of which is suggested by the parcels post. It represents a heap of many thousand envelopes addressed to the firm, with the addressed side exposed, to which is constantly being added new ones by means of a mechanical device to pour them from a mail bag at an elevation. All of the letters are from the company's various correspondents, received in the regular course of business, and in itself serves as a splendid advertisement of the immense amount of business that this modern and up-to-date company does through the mails. Mr. Prince, by



face of Jim Moore at our Council meeting last Saturday evening.

Seems to me that Fred Richter himself could have furnished that certain address to that woman, instead of unnecessarily publishing the item in the Tradesman. Bum idea!

Say, fellow correspondents, just between ourselves, don't you think that Editor Stowe is developing some real "honest to goodness" eccentricities of late? For instance, his pronounced aversion to poetry. Yes, real good classy poetry, for the most part. For instance, the Peerless Foster, the artistic Guy Pfander and the "Uncle Josh Spruceby like" Follis, all of whose poetic productions have reached the hall of fame. We must confess with contrite hearts, however, that Jim Goldstein's and Fred Richter's productions can be relegated to the discard with the blue pencil notation, "simply rotten," with a fair degree of justice and with a kindly respect for the outraged feelings of the readers of the Tradesman.

The copper country hardware trade is fortunate in the possession of at least two artistic window decorators, each infusing a distinctive personality

means of this window display, calls attention to the company's splendid facilities for transacting business by parcels post, but it also emphasizes its facilities for transacting business by telephone and an immense desk phone in one corner of the window serves to call attention to this feature of the business.

We have at least one hotelkeeper in the Cloverland region whose heart is in the right place and whom we should all appreciate in a substantial way and come across with a liberal patronage. I refer to our friend, Lou Malette, of the Ossawinamakee Hotel, at Manistique. A few days ago he was waited upon by a committee of the local Commercial Club, asking him to make reservation of fourteen rooms for so many members of the State Tax Commission. His answer was characteristic of the man and was given without a moment's hesitation. It was something like this. "Wouldn't I be a blankety blank fool to reserve fourteen rooms for these fellows whom I may never see again and, in doing so, have to turn down the boys who come here regularly once a week, once in two weeks and

once a month, who are my regular source of revenue and who depend on me to furnish them with rooms when they come? No, sir. If we have any rooms to spare when they come, they will get them, but no reservations with me." This is in striking contrast with some of the hotels in other parts of the Cloverland region where they fill up the hotels for teachers' institutes and such like to the exclusion of regular patrons. We know of several cases where traveling men who have been guests of certain hotels for from twenty to thirty-five years have been turned out in the cold, cold world because the house was full of school teachers who hold their institutes in a given town only from once in five years to once in ten years. Viewing it as simply a cold business proposition only, Lou's position is the logical one, but with Lou it is more than that. It is a warm hearted consideration of friendship brought about by years of intercontact.

Were it not for a fear within us that Editor Stowe would use his blue pencil on it, we would attempt to write up the strike in the copper country, but we are afraid that "his editorship" might consider it a topic which can be better handled by the newspapers, so far as the news feature is concerned. In fact, we know not what he might think, as we have already mentioned that we fear he is falling into eccentricities.

Ura Donald Laird.

#### News of the Grand Rapids Boys.

Grand Rapids, July 29—Next Saturday, Aug. 2, will be meeting night.

Sunny Jim, formerly of Ludington, but now of Detroit, is in town this week. They will come back to the old love.

It is customary among hardware salesmen, when two happen to get in the same town, to call on the same hardware dealer to divide the business. We are informed that Fred Richter takes all he can get and lets the second man take what Pat shot at.

Mr. and Mrs. Harwood, of 1449 Lake Drive, are the parents of a baby girl, born July 28.

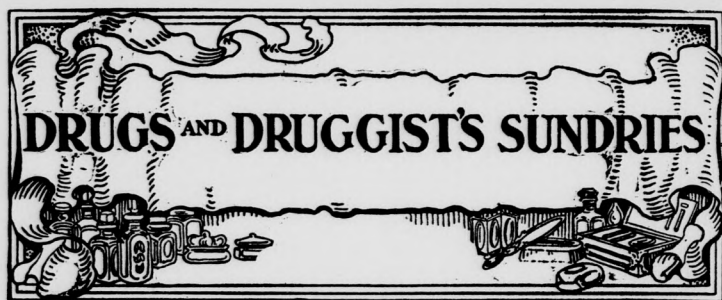
Some time during the month of August there will be a U. C. T. picnic. Come to the meeting next Saturday evening and get the date and the place.

If you ever stop at Fennville, don't fail to make yourself at home, at the Stevens Hotel, a very classy and up-to-date place.

Mrs. B. A. Hudson had to be taken to the hospital for a second operation since our last week's notice. She is improving now as far as we know.

Last Monday our Sentinel, Tom Driggs, celebrated his 72d birthday by attending the circus. This was the first circus he has seen since 1872.

Several of the boys were seen watching the circus parade last Monday when they should have been out calling on the trade. We have their names and if they don't come across with a cigar at the meeting next Saturday, we shall publish their names next week. Wm. D. Bosman.



President—Will E. Collins, Owosso.  
 Secretary—E. T. Boden, Bay City.  
 Treasurer—E. E. Faulkner, Delton.  
 Other Members—John J. Campbell,  
 Pigeon; Chas. S. Koon, Muskegon.  
 Marquette Meeting—August 12, 13 and  
 14.  
 Grand Rapids Meeting—November 18,  
 19 and 20.

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

#### Quality in Side Lines.

The writer is a believer in side lines. The department store is cutting into the drug business right and left, the grocer sells soaps and extracts, even the manicure girl is coming forward with a line of toilet preparations. Self-preservation is the first law of nature, and it applies to the business world as well. It is a good thing to fight back. Outside of this, the druggist is often required to carry side lines as a matter of accommodation. But, anyhow, the writer believes that any honest side line is a good thing.

Now, here is where druggists often fall down. They put in side lines that they don't know anything about. A well-remembered case is that of a druggist who had an unusually good reputation for fine drugs and chemicals. He had built this up carefully for years. Drugs that came from his store were known to be pure. Often he threw away stuff that was apparently good. It wasn't fresh, and he was a crank on freshness and fine quality. This crankiness didn't hurt him any. He got better prices than any druggist in his neighborhood—it was a suburban locality—and all the doctors swore by him.

Calls for paints and oils had come to him, and he decided to put in paint as a side line. Nothing out of the way about that; paint is commonly carried by many drug stores. This druggist knew nothing whatever about paint—not the first thing—and, unfortunately, just at that time a salesman came along and found him in a buying mood. This salesman was selling an article that wasn't very good, and he stocked the druggist up

for keeps. It was a big order. Now, almost every can of that paint which left the store caused a kick.

Some purchasers didn't know enough to tell poor paint, but most of them did. Most of them were astonished, because the store had such an excellent reputation for high-grade goods. The druggist got a trifle pig-headed about it, and tried to sell the line. It wasn't to get his money back, for he wasn't that kind of a man. But he just didn't like to admit that he had gone into a line of which he knew nothing.

His common sense got the upper hand shortly, however, and then he went to a friend who did know paints and got him to help select a stock. The occurrence is not uncommon. The lesson is plain enough. In taking up unfamiliar side lines, go slow. You are not supposed to know everything, and when you don't know anything about a line, do not stock it without expert advice. Your business reputation is an asset to you, and when a smart salesman stocks you up with a doubtful side line, his low-grade goods travel on your reputation for awhile, and soon begin to damage that reputation in no uncertain way.

Quality is the thing that counts in all lines. Everybody is beginning to admit that now. There was an era in this country when cheapness had the call, but that time has long since departed. The one-price house long ago supplanted the man who did business on a sliding scale. Some Turks do business on that basis, but in this country quality overshadows price.

#### Tables Turned by the Town Druggist.

For years it has been the custom for druggists in the cities to send advertising matter to people living in the country, with a view to getting custom. But what would you think of a druggist in a village of 500 inhabitants sending literature to the people in a big city? Yet this is being done right along to-day, and with good results. What's the answer? The automobile craze, of course.

A druggist in a little, sleepy village got to nursing an idea. He was located about ten miles from a big city, on a beautiful road, but a little off the main highway. He got out an edition of 1,000 road maps, in booklet form, showing the roads of that section, and also showing prominently the location of his store. He had a little stuff about the roads, the beauty of the scenery and all that sort of thing, and also a few remarks about his excellent soda water, good cigars, and

fine lunch features. His road maps were inexpensive affairs, but they were neat and they were accurate.

Next he went to the license office in the big city and obtained the names of 1,000 owners of automobiles, and this didn't exhaust the list by any means. A road map was promptly mailed to each of these addresses. Did he get results? Of course he got results. Strange cars began coming his way within three days, and they are still coming, although many of them are no longer strange.

An advertising expert who looked this scheme over said there was probably less waste here than in any advertising proposition he had ever seen. The indications were that almost every man who got one of these road maps preserved it.

This is a great thing in advertising—to get your matter preserved. To even get it read once means much, but to get it preserved means a great deal more, for this is a guarantee that it will be read a great many times. There is a tremendous loss in some forms of advertising matter. Take the dodgers that are thrown into doorways and about the streets. Tons of this matter is swept up and thrown away without ever having been read. Some cities have stringent municipal regulations about distributing this kind of matter, and many apartment-house owners will not allow it to come into their houses. They look on it as so much trash.

Give a man a baseball schedule, and if he is interested in baseball he may keep it; if not, away it goes. But give an automobile owner a road map and you give him something in which he is vitally interested. This is something he wants and will take an interest in. There is almost 100 per cent. efficiency in this kind of advertising. The craze is growing. Newspapers are taking it up and publishing routes, maps and directions for country runs.

No man who owns a car wants to run around the hot asphalt streets of the city in summer. He uses the city streets for business, but for pleasure he wants the country roads. And where is the money spent—by the people who are out on business, or by the people who are out for pleasure? That question answers itself. It does seem strange to think of a country druggist circularizing a big city, but many of them are doing this very thing. The tables are turned.

Almost any man can succeed if he has a little good sense and a little good nature.

#### Marquette Meeting of Pharmacy Board.

Bay City, July 28—The Board of Pharmacy will hold a meeting for the examination of candidates for registration at the Northern State Normal School, Marquette, Tuesday, Wednesday, Thursday, August 12, 13 and 14, commencing at 9 o'clock of the 12th. All candidates must be present at this hour.

Candidates must file their application with the Secretary at least one week before the examination and must furnish affidavits showing that they have the practical experience required and furnish satisfactory evidence to the Board that they have completed the equivalent to 10th grade work in the public schools. See Section 10. When necessary this preliminary examination may be taken with the regular examination.

Application for examinations and blank forms of affidavits for practical or college experience may be obtained from the Secretary.

Fee for Reg. Pharmacist, \$5. Fee for Reg. Druggist, \$3. Fee for Re-examination: Reg. Pharmacist, \$3. Reg. Druggist \$2.

E. T. Boden, Sec'y.

#### Book Every Grocer Should Have.

Artemus Ward has issued a new edition of his Grocer's Encyclopedia, which is the most comprehensive treatise on the subject of groceries ever published. No grocer, grocery clerk or grocery traveling salesman can afford to be without this volume. It comprises 748 pages, 8½x11 inches in size. It is printed in clear letter press type and comprehensively illustrated with halftones and color plates. Every article handled by grocers and meat and fish dealers is classified, described and, in many cases, illustrated. The Tradesman does not often recommend any publication as highly as it feels bound to recommend this one. Mr. Ward has been identified with the grocery business for thirty years. For twenty years he published the National Grocer and for twenty-five years he was General Manager for Enoch Morgan's Sons Co., manufacturer of Sapolio. Mr. Ward is reputed to be a man of large wealth and it looks to the Tradesman as though his Encyclopedia was largely a labor of love, because the \$10 he charges for it is very small compensation for a life work of this character.

One machine can do the work of fifty ordinary men. No machine can do the work of one extraordinary man.

**MONEYWEIGHT Scale Co.**  
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## WHOLESALE DRUG PRICE CURRENT

Acids		Cubeb		Digitalis	
Acetic	6 @ 8	Erigeron	@ 4 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 95
Carbolic	23 @ 27	Hemlock, pure	@ 1 00	Gualiac	@ 1 05
Citric	52 @ 60	Juniper Berries	@ 1 25	Gualiac 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	@ 1 05
Ammonia		Lemon	50 @ 60	Myrrh	@ 70
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled bbl	@ 51	Nux Vomica	@ 2 00
Water, 18 deg.	4 1/2 @ 8	Linseed, bld. less	55 @ 60	Opium	@ 65
Water 14 deg.	3 1/2 @ 6	Linseed, raw bbls.	@ 50	Opium Camph.	@ 25
Carbonate	13 @ 16	Linseed, raw less	54 @ 59	Opium, Deodorz'd	@ 65
Chloride	12 @ 15	Mustard, true	50 @ 60	Rhubarb	@ 70
Balsams		Mustard, artifi'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	yellow	1 60 @ 1 75	Ochre, yellow bbl. 1	@ 1 1/2
Tolu	1 25 @ 1 40	green	1 50 @ 1 65	Ochre, yellow less 2	@ 5
Berries		Orange, sweet	4 75 @ 5 00	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Organum, pure	1 25 @ 1 50	Red Venetian bbl. 1	@ 1 1/2
Fish	15 @ 20	Organum, com'l	50 @ 75	Red Venet'n, less 2	@ 5
Juniper	6 @ 10	Pennyroyal	2 25 @ 2 50	Shaker, Prepared 1	40 @ 1 50
Prickley Ash	@ 50	Peppermint	@ 4 75	Vermilion, Eng.	90 @ 1 00
Barks		Rose, pure	16 00 @ 18 00	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Rosemary Flowers	90 @ 1 00	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon)	65 @ 75	Sandalwood, E. I.	6 25 @ 6 50	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Sassafras, true	80 @ 90	Insecticides	
Sassafras (pow. 30c)	@ 25	Sassafras, artifi'l	45 @ 50	Arsenic	6 @ 10
Soap (powd. 25c)	@ 15	Spearmint	6 00 @ 6 50	Blue Vitrol bbl.	@ 6 1/2
Extracts		Sperm	90 @ 1 00	Blue Vitrol less	7 @ 10
Licorice	24 @ 28	Tansy	4 75 @ 5 00	Bordeaux Mix Pst	8 @ 15
Licorice powdered	25 @ 30	Tar, USP	25 @ 35	Hellebore, White	15 @ 20
Flowers		Turpentine, bbls.	@ 49 1/4	powdered	15 @ 20
Arnica	18 @ 25	Turpentine, less	55 @ 60	Insect Powder	20 @ 35
Chamomile (Ger.)	25 @ 35	Wintergreen, true	@ 50	Lead Arsenate	8 @ 16
Chamomile (Rom.)	40 @ 50	Wintergreen, sweet	50 @ 60	Lime & Sulphur	15 @ 25
Gums		Wintergreen, art'l	50 @ 60	Solution, gal.	15 @ 20
Acacia, 1st	40 @ 50	Wormseed	@ 6 00	Miscellaneous	
Acacia, 2nd	35 @ 40	Wormwood	@ 8 00	Acetanid	30 @ 35
Acacia, 3d	30 @ 35	Potassium		Alum	3 @ 5
Acacia, Sorts	@ 20	Bicarbonate	15 @ 18	Alum, powdered and	@ 5
Acacia Powdered	35 @ 40	Bichromate	13 @ 16	ground	5 @ 7
Aloes (Barb. Pow)	22 @ 25	Bromide	45 @ 55	Bismuth, Subi-	2 10 @ 2 25
Aloes (Cape Pow)	20 @ 25	Carbonate	12 @ 15	trate	2 10 @ 2 25
Aloes (Soc. Powd.)	40 @ 50	Chlorate, xtal and	12 @ 16	Borax xtal or	@ 12
Asafoetida	1 00 @ 1 25	powdered	16 @ 20	powdered	6 @ 12
Asafoetida, Powd.	@ 1 00	Chlorate, granular	30 @ 40	Cantharides po.	1 30 @ 1 50
Pure	@ 1 00	Cyanide	30 @ 40	Calomel	1 20 @ 1 30
U. S. P. Powd.	@ 1 50	Iodide	2 85 @ 3 00	Capsicum	20 @ 25
Camphor	55 @ 60	Permanganate	15 @ 30	Carmine	@ 3 50
Gualiac	35 @ 40	Prussiate yellow	30 @ 35	Cassia Buds	@ 4 00
Gualiac, Powdered	40 @ 50	Prussiate, red	50 @ 60	Cloves	30 @ 35
Kino	@ 40	Sulphate	15 @ 20	Chalk Prepared	6 @ 8 1/2
Kino, Powdered	@ 45	Roots		Chalk Precipitated	7 @ 10
Myrrh	@ 40	Alkanet	15 @ 20	Chloroform	38 @ 48
Myrrh, Powdered	@ 50	Blood, powdered	20 @ 25	Chloral Hydrate	1 00 @ 1 15
Opium	6 80 @ 7 00	Calamus	35 @ 40	Cocaine	3 70 @ 3 90
Opium, Powd.	8 75 @ 8 95	Elecampane, pwd.	15 @ 20	Cocoa Butter	50 @ 60
Opium, Gran.	8 90 @ 9 10	Gentian, powd.	12 @ 16	Corks, list, less 70%	@ 85
Shellac	25 @ 30	Ginger, African,	15 @ 20	Copperas bbls, cwt	@ 85
Shellac, Bleached	30 @ 35	powdered	22 @ 28	Copperas, less	2 @ 5
Tragacanth No. 1	40 @ 1 50	Ginger, Jamaica,	20 @ 25	Copperas, Powd.	4 @ 6
Tragacanth, Pow	60 @ 75	powdered	22 @ 28	Corrosive Sublim.	1 20 @ 1 30
Turpentine	10 @ 15	Goldenseal, powd.	@ 6 00	Cream Tartar	28 @ 35
Leaves		Ipecac, powd.	2 75 @ 3 00	Cuttlebone	25 @ 35
Buchu	1 85 @ 2 00	Licorice	14 @ 16	Dextrine	7 @ 10
Buchu, Powd.	2 00 @ 2 25	Licorice, powd.	12 @ 15	Dover's Powder	2 00 @ 2 25
Sage, bulk	18 @ 25	Orris, powdered	25 @ 30	Emery, all Nos.	6 @ 10
Sage, 1/2 Loose	20 @ 25	Poke, powdered	20 @ 25	Emery, powdered	5 @ 8
Sage, Powdered	25 @ 30	Rhubarb	75 @ 1 00	Epsom Salts, bbls	@ 1 1/2
Senna, Alex	25 @ 30	Rhubarb, powd.	75 @ 1 25	Epsom Salts, less 2 1/2%	@ 3
Senna, Tinn.	15 @ 20	Rosinweed, powd.	25 @ 30	Ergot	1 50 @ 1 75
Senna, Tinn, Pow.	20 @ 25	Sarsaparilla, Hond.	@ 50	Ergot, powdered	1 80 @ 2 00
Uva Ursi	10 @ 15	ground	@ 50	Flake White	12 @ 15
Oils		Sarsaparilla Mexican,	25 @ 30	Formaldehyde lb.	10 @ 15
Almonds, Bitter,	6 00 @ 6 50	ground	25 @ 30	Gambier	6 @ 10
Almond, Bitter,	@ 1 00	Squills	20 @ 35	Gelatin	35 @ 45
Almonds, Sweet,	90 @ 1 00	Squills, powdered	40 @ 60	Glassware, full cases	80%
Almond, Sweet,	40 @ 50	Tumeric, powd.	12 @ 15	Glassware, less 70 & 10%	@ 1
Amber, crude	25 @ 30	Valerian, powd.	25 @ 30	Glauber Salts bbl.	@ 5
Amber, rectified	40 @ 50	Seeds		Glauber Salts less	2 @ 5
Anise	2 25 @ 2 50	Anise	15 @ 20	Glue, brown	11 @ 15
Bergamot	@ 8 00	Anise, powdered	22 @ 25	Glue, brown grd	10 @ 15
Caljeput	75 @ 85	Bird, ls	7 @ 8	Glue, white	15 @ 25
Cassia	1 50 @ 1 75	Canary	7 @ 10	Glue, white grd	15 @ 20
Castor, bbls. and	12 1/2 @ 15	Caraway	12 @ 18	Glycerine	23 @ 30
cans	@ 15	Cardamon	1 75 @ 2 00	Indigo	50 @ 80
Cedar Leaf	@ 85	Celery	55 @ 60	Iodine	85 @ 1 00
Citronella	@ 60	Coriander	18 @ 20	Iodoform	4 80 @ 5 00
Cloves	1 75 @ 2 00	Dill	@ 30	Lead Acetate	12 @ 18
Cocanut	18 @ 20	Fennel	4 @ 8	Lycopodium	60 @ 75
Cod Liver	1 25 @ 1 50	Flax	4 @ 8	Mace	80 @ 90
Cotton Seed	70 @ 85	Flax, ground	4 @ 8	Mace, powdered	90 @ 1 00
Croton	@ 1 60	Foenugreek, pow.	6 @ 10	Menthol	9 75 @ 10 00
Tinctures		Hemp	5 @ 7	Mercury	75 @ 85
Aconite	@ 75	Lobelia	@ 50	Morphine, all brd	4 55 @ 4 80
Aloes	@ 65	Mustard, yellow	9 @ 12	Nux Vomica	@ 10
Arnica	@ 60	Mustard, black	9 @ 12	Nux Vomica pow	@ 15
Asafoetida	@ 1 00	Mustard, powd.	20 @ 25	Pepper, black pow	20 @ 25
Belladonna	@ 60	Poppy	15 @ 20	Pepper, white	25 @ 35
Benzoin	@ 90	Quince	@ 1 00	Pitch, Burgundy	10 @ 15
Benzoin Compound	@ 90	Rape	6 @ 10	Quassia	10 @ 15
Buchu	@ 1 00	Sabadilla	25 @ 30	Quinine, all brds	25 @ 36 1/2
Cantharides	@ 1 00	Sabadilla, powd.	35 @ 45	Rochelle Salts	20 @ 30
Capsicum	@ 90	Sunflower	6 @ 8	Saccharine	2 00 @ 2 20
Cardamon	@ 95	Worm American	15 @ 20	Salt Peter	7 1/2 @ 12
Cardamon, Comp.	@ 65	Worm Levant	40 @ 50	Selditz Mixture	20 @ 25
Catechu	@ 60	Tinctures		Soap, green	15 @ 20
Cinchona	@ 1 05	Aconite	@ 75	Soap, mott castile	10 @ 15
Cinchonum	@ 60	Aloes	@ 65	case	@ 6 25
Cubebs	@ 1 20	Arnica	@ 60	Soap, white castile	@ 6 25

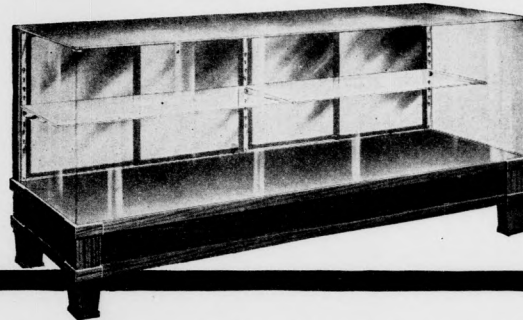


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## GROCERY PRICE CURRENT

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

## DECLINED

Bacon  
Dried Apples  
Lard  
Quinine  
Rolled Oats

Flour  
Opium

## Index to Markets

## By Columns

		1	2
AMMONIA		12 oz. ovals 2 doz. box 75	
AXLE GREASE			
Frazer's			
A	1lb. wood boxes, 4 doz. 3 00		
	1lb tin boxes, 3 doz. 2 35		
	3 1/2 lb tin boxes, 2 doz. 4 25		
B	10lb. pails, per doz. 6 08		
	15lb. pails, per doz. 7 20		
	25lb. pails, per doz. 12 00		
BAKED BEANS			
C	No. 1, per doz. 45@ 90		
	No. 2, per doz. 75@ 1 40		
	No. 3, per doz. 85@ 1 75		
BATH BRICK			
D	English 95		
	BLUING		
	Jennings'		
E	Condensed Pearl Bluing		
	Small C P Bluing, doz. 45		
	Large C P Bluing, doz. 75		
BREAKFAST FOODS			
F	Apetizo, Biscuits 3 00		
	Bear Food, Pettibone's 1 95		
	Cracked Wheat, 24-2 2 50		
G	Cream of Wheat, 35-2 4 50		
	Coffee 2 25		
	Confections 5 00		
H	Cracked Wheat 5 00		
	Crackers 5 00		
	Cream Tartar 6 00		
Dried Fruits			
I	Farinaceous Goods 6 00		
	Fishing Tackle 6 00		
	Flavoring Extracts 7 00		
J	Flour and Feed 7 00		
	Fruit Jars 7 00		
	Gelatine 7 00		
K	Grain Bags 7 00		
	Herbs 7 00		
	Hides and Pelts 8 00		
L	Horse Radish 8 00		
	Jelly 8 00		
	Jelly Glasses 8 00		
Maple			
M	Maple Syrup 8 00		
	Mince Meat 8 00		
	Molasses 8 00		
N	Mustard 8 00		
	Nuts 8 00		
	Olives 8 00		
Pickles			
P	Pickles 8 00		
	Playing Cards 8 00		
	Potash 8 00		
Q	Provisions 8 00		
	Rice 8 00		
	Rolled Oats 8 00		
S			
R	Salad Dressing 9 00		
	Saleratus 9 00		
	Sal Soda 9 00		
S	Salt 9 00		
	Salt Fish 9 00		
	Seeds 10 00		
T	Shoe Blacking 10 00		
	Snuff 10 00		
	Soap 10 00		
U	Soda 10 00		
	Spices 10 00		
	Starch 10 00		
V	Syrups 10 00		
	Table Sauces 10 00		
	Tea 10 00		
W	Tobacco 11, 12, 13 00		
	Twine 13 00		
	Vinegar 13 00		
Wicking			
X	Wicking 13 00		
	Woodenware 13 00		
	Wrapping Paper 14 00		
Y			
Z	Yeast Cake 14 00		

3

4

5

## CHEESE

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

## CHEWING GUM

Adams Black Jack	55
Adams Sappo	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
Spearmin, Wrigleys	55
Spearmin, 5 box jars	2 75
Spearmin, 3 box jars	1 55
Trunk Spruce	65
Yucatan	55
Zeno	55

## CHICORY

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

## CHOCOLATE

Walter Baker & Co.	22
German's Sweet	32
Premium	32
Caracas	23
Hershey's Almond 5c	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

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	33
Hershey's, 1/4s	30
Hershey's, 1/2s	30
Huyler	36
Lowmyer, 1/4s	33
Lowmyer, 1/2s	33
Lowmyer, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	12
Van Houten, 1s	12
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32

## COCOANUT

Dunham's	per lb.
1/4s, 5lb. case	30
1/4s, 6lb. 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

Fair	25
Fancy	28

## Java

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

## Mocha

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

## Bogota

Fair	24
Fancy	26
Exchange Market, Steady	9
Spot Market, Strong	9

## Package

New York Basis	
Arbuckle	21 50
Lion	23 50

McLaughlin's XXXX	
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, 1/4 gross	1 15
Hummel's foil, 1/4 gro.	85
Hummel's tin, 1/4 gro.	1 43

## CONFECTIONERY

Stick Candy	Pails
Standard	8
Standard, small	8 1/2
Twist, small	9
Cases	
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
Grocers	6 1/2
Kindergarten	11
Leader	8 1/2
Majestic	8
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 Bitter 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	16
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-nut	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokays	14
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Manchus	15
Molasses Kisses	10
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	16
Quintette	16
Regina	10
Star Chocolates	13
Superior Choc. (light)	18

## Pop Corn

Cracker Jack	3 25
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50

## Nuts—Whole

Almonds, Tarragona	18
Almonds, Drake	17
Almonds, California soft shell	@15
Brazils	@15
Filberts	@15
Walnuts soft shell	@18
Walnuts, Marbot	@16
Table nuts, fancy	@16
Pecans, medium	@15
Pecans, ex. large	@16
Hickory Nuts, per bu.	2 00
Cocoanuts	
Chestnuts, New York State, per bu.	

## Shelled

Spanish Peanuts	12@12 1/2
Pecan Halves	@65
Walnut Halves	@35
Filbert Meats	@30
Allicante Almonds	@45
Jordan Almonds	@50

## Peanuts

Fancy H P Suns	7 1/2 @ 7 3/4
Roasted	7 @ 7 1/2
Choice, raw, H P Jumbos	@ 7 3/4

## CRACKED WHEAT

Bulk	3 1/2
24 2lb. pkgs.	2 50

## CRACKERS

National Biscuit Company Brands	
---------------------------------	--

## Butter

Excelsior Butters	8
NBC Square Butters	6 1/2
Seymour Round	6 1/2

## Soda

NBC Sodas	6 1/2
Premium Sodas	7 1/2
Select Sodas	8 1/2
Saratoga Flakes	13
Saltines	13

## Oyster

NBC Picnic Oysters	6 1/2
Gem Oysters	6 1/2
Shell	8

## Sweet Goods

Cans and boxes	
Animals	10
Atlantics Also Asstd.	12
Avena Fruit Cakes	12
Bonnie Doon Cookies.	10
Bonnie Lassies	10
Brittle Fingers	10
Cameo Biscuit Choc. (cans)	25
Cameo Biscuit Asstd. (cans)	25
Cartwheels Asstd.	8½
Cecelia Biscuit	16
Chocolate Bar (cans)	18
Chocolate Drops	17
Chocolate Drop Cen- ters	16
Choc. Honey Fingers.	16
Choc. Rosettes (cans)	20
Cracknels	18
Cocoanut Taffy Bar	13
Cocoanut Drops	12
Cocoanut Macaroons	18
Cocnut Honey Fingers	12
Cocnut Honey Jumbles	12
Coffee Cakes Iced	12
Eventide Fingers	16
Family Cookies	8½
Fig Cakes Asstd.	12
Frosted Creams	8½
Frosted Ginger Cookies	8½
Fruit Lunch Iced	10
Ginger Gems Plain	8½
Ginger Gems Iced	9½
Graham Crackers	8
Ginger Snaps Family	8½
Ginger Snaps NBC Round	8
Household Cookies	8
Household Cks. Iced	9
Hippodrome Bar	12
Honey Jumbles	12
Imperial	8½
Jubilee Mixed	10
Lady Fingers Spgle	10
Leaf Year Jumbles	10
Lemon Biscuit Square	8½
Lemon Wafers	17
Lemona	8½
Mace Cakes	8½
Mary Ann	8½
Marshmallow Cfe. Ck.	13
Marshmallow Walnuts	18
Medora	8
Mottled Squares	10
NBC Fingery Cakes	12
Oatmeal Crackers	8
Orange Gems	8½
Penny Assorted	8½
Peanut Gems	9
Pineapple Cakes	16
Raisin Gems	11
Reveres Asstd.	15
Spiced Ginger Cakes	9
Spiced Ginger Cakes Iced	10
Sugar Fingers	12
Sugar Crimp	8½
Sultana Fruit Biscuit	16
Triumph Cakes	16
Vanilla Wafers	17
Waverley	10
In-cr-Seal Trade Mark Goods	
Baronet Biscuit	\$1.00 per doz.
Bremners Btr Wafs.	1.00
Cameo Biscuit	1.50
Cheese Sandwich	1.00
Chocolate Wafers	1.00
Excelsior Butters	1.00
Five Newton	1.00
Five O'Clock Tea Bact.	1.00
Ginger Snaps NBC	1.00



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 Unedda Biscuit ..... 50 Unedda Ginger Wafer ..... 1 00 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 ..... 3 00 Fruit Cake ..... 3 00  In Special Tin Packages Festino ..... 2 50 Nabisco 25c ..... 2 50 Nabisco 10c ..... 1 00 In bulk per tin Nabisco ..... 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 7 Evaporated, Fancy pkg. 8 Apricots California ..... 12@14 Citron ..... 15 Coriscan ..... 15 Currants 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 Peel Lemon, American ..... 12 1/2 Orange, American ..... 12 1/2 Raisins Cluster, 20 cartons ..... 2 25 Loose Muscatels 3 Cr ..... 5 1/2 L. M. Seeded, 1 lb. 7@7 1/2 California Prunes 90-100 25lb. boxes. @ 4 30-90 25lb. boxes. @ 6 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 Rusk Packed 12 rolls to container 3 containers (40) rolls 3 20 Hominy Pearl, 100 lb. sack ..... 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box ..... 60 Imported, 25 lb. box ..... 2 50 Pearl Barley Chester ..... 2 75 Empire ..... 2 75 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 1/4 to 2 in. .... 7 1/4 to 3 in. .... 9 1/4 to 4 in. .... 11 2 in. .... 15 3 in. .... 20 Cotton Lines No. 1, 10 feet ..... 5 No. 2, 15 feet ..... 7 No. 3, 15 feet ..... 9 No. 4, 15 feet ..... 10 No. 5, 15 feet ..... 11 No. 6, 15 feet ..... 12 No. 7, 15 feet ..... 15 No. 8, 15 feet ..... 18 No. 9, 15 feet ..... 20 Linen Lines Small ..... 20 Medium ..... 26 Large ..... 34 Poles Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80	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 10 Seal of Minnesota ..... 5 00 Sunburst ..... 5 00 Wizard Flour ..... 4 70 Wizard Graham ..... 5 00 Wizard Gran. Meal ..... 4 00 Wizard Buckwheat ..... 4 40 Rye Valley City Milling Co. Lily White ..... 5 10 Light Leaf ..... 4 60 Graham ..... 2 10 Granena Health ..... 2 20 Gran. Meal ..... 1 80 Bolted Med. .... 1 70 Voigt Milling Co. Graham ..... 4 60 Voigt's Crescent ..... 5 10 Voigt's Flour ..... 5 10 Voigt's Hygienic ..... 4 60 Voigt's Royal ..... 5 10 Columbian ..... 4 80 Calla Lily ..... 4 80 Watson-Higgins Milling Co. Perfection Flour ..... 5 00 Tip Top Flour ..... 4 60 Golden Sheaf Flour ..... 4 20 Marshall's Best Flour 5 00 Worden Grocer Co. Quaker, paper ..... 4 70 Quaker, cloth ..... 4 80 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 10 Golden Horn, bakers ..... 5 00 Wisconsin Rye ..... 3 60 Judson Grocer Co. Ceresota, 1/4s ..... 5 80 Ceresota, 1/4s ..... 5 90 Ceresota, 1/4s ..... 6 00 Worden Grocer Co. Wingold, 1/4s cloth ..... 5 70 Wingold, 1/4s cloth ..... 5 60 Wingold, 1/4s cloth ..... 5 50 Wingold, 1/4s paper ..... 5 35 Wingold, 1/4s paper ..... 5 50 Bakers' Patent ..... 5 35 Wykes & Co. Sleepy Eye, 1/4s cloth ..... 5 45 Sleepy Eye, 1/4s cloth ..... 5 35 Sleepy Eye, 1/4s cloth ..... 5 25 Sleepy Eye, 1/4s paper ..... 5 25 Sleepy Eye, 1/4s paper ..... 5 25 Meal Bolted ..... 3 80@4 00 Golden Granul'd ..... 3 80@4 00 Wheat New Red ..... 81 New White ..... 80 Oats Michigan carlots ..... 43 Less than carlots ..... 45 Corn Carlots ..... 70 Less than carlots ..... 72 Hay Carlots ..... 17 00 Less than carlots ..... 18 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 Acid'd. doz. 1 25 Nelson's ..... 1 50 Oxford ..... 75 Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90 GRAIN BAGS Broad Gauge ..... 18 Amoskeag ..... 19 Herbs Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna 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 12 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 1/2 pt. in bbls., per doz. 16 8 oz. capped in bbls. 18 per doz. ..... 18 MAPLEINE 2 oz. bottles, per doz. 3 00 MINCE 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 1/2 ..... 1 75 Red Hen, No. 5 ..... 1 75 Red Hen, No. 10 ..... 1 65 MUSTARD 1/4 lb 6 lb. box ..... 16 OLIVES Bulk, 1 gal. kegs 15@1 25 Bulk, 2 gal. kegs 10@1 20 Bulk, 5 gal. kegs 10@1 15 Stuffed, 5 oz. ..... 90 Stuffed, 8 oz. ..... 1 25 Stuffed, 14 oz. ..... 2 25 Pitted (not stuffed) 14 oz. ..... 2 25 Manzanilla, 8 oz. ..... 1 35 Lunch, 10 oz. ..... 1 35 Lunch, 16 oz. ..... 2 25 Queen, Mammoth, 19 ..... 4 25 Queen, Mammoth, 28 ..... 5 75 Olive Chow, 2 doz. cs, 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 ..... 1 90 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, Tour'n't 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 1/2@13 Compound Lard 10 1/2@11 80 lb. tubs ..... advance 1/2 60 lb. tubs ..... advance 1/2 50 lb. tins ..... advance 1/2 20 lb. pails ..... advance 3/4 10 lb. pails ..... advance 3/4 5 lb. pails ..... advance 1 8 lb. pails ..... advance 1	Smoked Meats Hams, 12 lb. av. 19 1/2@20 Hams, 16 lb. av. 19 1/2@20 Hams, 18 lb. av. 18 1/2@19 1/2 Ham, dried beef sets ..... 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 ..... 19 @26 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 3/4 bbls. 40 lbs. ..... 2 10 1/4 bbls. ..... 4 25 1 obl. ..... 8 50 Tripe Kits, 15 lbs. .... 90 1/4 bbls. 40 lbs. .... 1 60 1/4 bbls. 80 lbs. .... 3 00 Casings Hogs, per 1/4 ..... 35 Beef, rounds, set ..... 18@20 Beef, middles, set ..... 18@20 Sheep, per bundle ..... 85 Uncolored Butterine Solid Dairy ..... 12 @16 Country Rolls ..... 12 1/2@18 Canned Meats Corned beef, 2 lb. .... 4 20 Roast beef, 1 lb. .... 2 20 Cassia, Canton ..... 14 Roast beef, 1 lb. .... 2 20 Potted Ham, 1/4s ..... 50 Potted Ham, 1/4s ..... 50 Deviled Ham, 1/4s ..... 90 Potted Tongue, 1/4s ..... 90 Potted Tongue, 1/4s ..... 90 RICE Fancy ..... 6 @6 1/2 Japan Style ..... 5 @5 1/2 Broken ..... 4 @4 1/2 ROLLED OATS Rolled Avena, bbls. .... 5 60 Steel Cut, 100 lb. sbs. 2 65 Monarch, bbls. .... 5 35 Monarch, 90 lb. sacks 2 55 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 Snider's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATOR 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 ..... 48 28 lb. sacks ..... 20 Warsaw 56 lb. 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 ..... @ 8 Small, whole ..... @ 7 1/2 Strips or bricks 7 1/2@10 1/2 Pollock ..... @ 4 1/2 Halibut 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, 1/2 lbs. .... 75	Mackerel Mess, 100 lbs. .... 17 00 Mess, 40 lbs. .... 7 20 Mess, 10 lbs. .... 1 90 Mess, 8 lbs. .... 1 60 No. 1, 100 lbs. .... 16 00 No. 1, 40 lbs. .... 6 80 No. 1, 10 lbs. .... 1 80 Whitefish 100 lbs. .... 9 75 50 lbs. .... 5 25 10 lbs. .... 1 12 8 lbs. .... 92 40 lbs. .... 4 55 10 lbs. .... 2 10 8 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 ..... 37 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, Cochinch ..... 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 ..... Pure Ground in Bulk Allspice, Jamaica ..... 12 Cloves, Zanzibar ..... 30 Cassia, Canton ..... 10 Ginger, African ..... 18 Mace, Penang ..... 75 Nutmegs, 75-80 ..... 35 Pepper, Black ..... 15 Pepper, White ..... 35 Pepper, Cayenne ..... 24 Paprika, Hungarian ..... 45 STARCH Corn Kingsford, 40 lbs. .... 7 1/2 Muzzy, 20 lb. pkgs. .... 5 1/2 Muzzy, 40 lb. pkgs. .... 5 Gloss Kingsford ..... 7 1/2 Silver Gloss, 40 lbs. .... 7 1/2 Silver Gloss, 16 3lbs. .... 6 1/2 Silver Gloss, 12 6lbs. .... 8 1/2 Muzzy 48 lb. packages ..... 5 16 3lb. packages ..... 4 1/2 12 6lb. packages ..... 3 1/2 50lb. boxes ..... 6 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 ..... 18 Good ..... 20 Choice ..... 25 TABLE SAUCES Halford, large ..... 3 75 Halford, small ..... 2 25 TEA Japan Sundried, medium ..... 24@24 Sundried, choice ..... 30@33 Sundried, fancy ..... 36@40 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 ..... 28 Formosa, Choice ..... 35 English Breakfast Medium ..... 25 Choice ..... 30@35 Fancy ..... 40@60 India Ceylon, choice ..... 30@35 Fancy ..... 45@60 TOBACCO Fine Cut Blot ..... 1 45 Bugle, 16 oz. .... 3 84 Bugle, 10c ..... 11 00 Dan Patch, 8 and 16 oz. 22 Dan Patch, 4 oz. .... 11 52 Dan Patch, 2 oz. .... 5 76 Fast Mail, 16 oz. .... 7 90 Hiawatha, 16 oz. .... 60 Hiawatha, 5c ..... 5 40 May Flower, 16 oz. .... 9 36 No Limit, 5 oz. .... 1 80 No Limit, 16 oz. .... 3 80 Ojibwa, 8 and 16 oz. .... 9 15 Ojibwa, 10c ..... 11 10 Ojibwa, 5c ..... 1 85 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 3 90 Peach and Honey, 5c 5 76 Red Bell, 16 oz. .... 3 96 Red Bell, 8 foil ..... 1 96 Sterling, L & D 5c ..... 9 15 Sweet Cuba, canister ..... 5 76 Sweet Cuba, 5c ..... 5 76 Sweet Cuba, 10c ..... 9 55 Sweet Cuba, 1 lb. tin 4 50 Sweet Cuba, 1/2 lb. foil 2 25 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz. .... 2 45 Sweet Burley, 16 oz. .... 4 90 Sweet Mist, 1/2 gro. .... 5 70 Sweet Mist, 8 oz. .... 11 35 Sweet Mist, 5 oz. .... 5 76 Telegram, 5c ..... 6 00 Tiger, 5c ..... 2 35 Tiger, 25c cans ..... 6 00 Uncle Daniel, 1 lb ..... 5 22 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. .... 96 Battle Ax ..... 28 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. .... 41 Climax, 7 oz. .... 44 Days' Work, 7 & 14 lb. 62 Creme de Menthe, lb 31 Derby, 5 lb. boxes ..... 28 5 Bros., 4 lb. .... 65 Four Roses, 10c ..... 90 Gilt Edge, 2 lb ..... 58 Gold Rope, 6 & 12 lb. 50 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. .... 40 J. T. 5 1/2 & 11 lb. .... 35 Kentucky Navy, 12lb. 32 Keystone Twist, 6lb. .... 45 Kismet, 6 lb. .... 48 Maple Dip, 20 oz. .... 35 Merry Widow, 12lb. .... 22 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. .... 58 Patterson's Nat. Leaf 93 Peachey, 6-12 & 24 lb. 40 Picnic Twist, 5 lb. .... 45 Piper Heldick, 4 & 7 lb. 69 Piper Heldick, per doz. 96 Polo, 3 doz., per doz. 48 Redcut, 1 1/2 oz. .... 38 Scrapple, 2 & 4 doz. .... 38 Sherry Cobbler, 8 oz. .... 42 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. 31 Town Talk, 14 oz. .... 35 Yankee Girl, 6, 12 & 24 30 Scrap All Red, 5c ..... 5 76 Am Union Scrap ..... 5 40 Bag Pipe, 5c ..... 5 88 Cutlas, 2 1/2 oz. .... 26 Globe Scrap, 2 oz. .... 30 Happy Thought, 2 oz. 30 Honey Comb Scrap, 5c 5 76 Honest Scrap, 5c ..... 1 55 Mail Pouch, 4 doz. 5c 2 00 Old Songs, 5c ..... 5 76 Old Times, 1/2 gro. .... 5 50 Polar Bear, 5c, 1/2 gro. 5 76 Red Band, 5c, 1/2 gro. 5 76 Red Man Scrap 5c ..... 1 48	

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 Scrap 1/4 gr. 5 76  
Peachy Scrap, 5c ..... 5 70  
Union Workman, 2 1/4 6 00

Smoking

All Leaf, 2 1/4 & 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 1/4 oz. .... 6 00  
Big Chief, 16 oz. .... 30  
Bull Durham, 5c ..... 5 85  
Bull Durham, 10c ..... 11 52  
Bull Durham, 15c ..... 17 28  
Bull Durham, 8 oz. .... 3 60  
Bull Durham, 16 oz. .... 6 76  
Buck Horn, 5c ..... 11 52  
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 ..... 6 00  
Brotherhood, 10c ..... 11 52  
Brotherhood, 16 oz. .... 5 05  
Carnival, 5c ..... 5 70  
Carnival, 1/2 oz. .... 39  
Carnival, 16 oz. .... 40  
Cigar Clip Johnson 30  
Cigar Clip Seymour 30  
Identity, 3 & 16 oz. .... 40  
Darby Cigar Cuttings 4 50  
Continental Cubes, 10c 90  
Corn Cake, 14 oz. .... 2 55  
Corn Cake, 7 oz. .... 5 76  
Corn Cake, 5c ..... 4 70  
Cream, 50c pails ..... 5 76  
Cuban Star, 5c foil ..... 5 76  
Cuban Star, 16 oz pails 72  
Chips, 10c ..... 10 30  
Dills Best, 1 1/2 oz. .... 79  
Dills Best, 3 1/2 oz. .... 77  
Dills Best, 16 oz. .... 73  
Duke 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 53  
Five cent cut Plug ..... 29  
F O B 10c ..... 11 52  
Four Roses, 10c ..... 96  
Full Dress, 1 1/2 oz. .... 72  
Glad Hand, 5c ..... 48  
Gold Block, 10c ..... 12 00  
Gold Star, 50c pail ..... 4 70  
Gall & Ax Navy, 5c 5 76  
Growler, 5c ..... 42  
Growler, 10c ..... 94  
Growler, 20c ..... 1 85  
Giant, 5c ..... 5 76  
Giant, 40c ..... 3 96  
Hand Made, 2 1/2 oz. .... 5 76  
Hazel Nut, 5c ..... 5 76  
Honey Dew, 10c ..... 12 00  
Hunting, 5c ..... 38  
I X L, 5c ..... 6 10  
I X L, in pails ..... 6 00  
Just Suits, 5c ..... 12 00  
Kiln Dried, 25c ..... 2 45  
King Bird, 7 oz ..... 2 16  
King Bird, 10c ..... 11 52  
King Bird, 5c ..... 5 76  
La Turka, 5c ..... 5 76  
Little Giant, 1 lb. .... 28  
Lucky Strike, 10c ..... 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 Hair, 5c ..... 5 40  
Nigger Hair, 10c ..... 10 56  
Noon Hour, 5c ..... 48  
Old Colony, 1-12 gro. 11 52  
Old Mill, 5c ..... 5 76  
Old English Curve 1 1/2 oz 96  
Old Crop, 5c ..... 5 76  
Old Crop, 25c ..... 20  
P. S., 8 oz. 30 lb. cs. 19  
P. S., 3 oz., per gro. 5 70  
Pat Hand, 1 oz. .... 63  
Patterson Seal, 1 1/2 oz. 48  
Patterson Seal, 3 oz. .... 96  
Patterson Seal, 16 oz. 5 00  
Peerless, 5c ..... 5 76  
Peerless, 10c cloth ..... 11 52  
Peerless, 10c paper ..... 10 80  
Peerless, 20c ..... 2 04  
Peerless, 40c ..... 4 08  
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 92  
Pride of Virginia, 1 1/2 77  
Pilot, 5c ..... 5 76

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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  
Rob Roy, 50c doz. .... 4 10  
S. & M., 5c gross ..... 5 76  
S. & M., 14 oz. doz. 3 20  
Soldier Boy, 5c gross 5 76  
Soldier Boy, 10c ..... 10 50  
Soldier Boy, 1 lb. .... 4 75  
Sweet Caporal, 1 oz. .... 6 00  
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 ..... 50  
Sweet Tip Top, 10c ..... 1 00  
Sweet Tips, 1/4 gro. .... 10 98  
Summer Time, 5c ..... 98  
Summer Time, 10c ..... 1 19  
Summer Time, 7 oz. .... 1 65  
Summer Time, 14 oz. .... 3 50  
Standard, 5c foil ..... 5 76  
Standard, 10c paper ..... 8 64  
Seal N. C., 1 1/2 cut plug 70  
Seal N. C., 1 1/2 Gran. 63  
Three Feathers, 1 oz. .... 11 52  
Three Feathers, 10c ..... 11 52  
Pipe combination ..... 2 25  
Tom & Jerry, 14 oz. .... 3 60  
Tom & Jerry, 7 oz. .... 1 80  
Tom & Jerry, 3 oz. .... 76  
Trout Line, 5c ..... 5 90  
Trout Line, 10c ..... 11 00  
Turkish, Patrol, 2-9 5 76  
Tuxedo, 1 oz. bags ..... 48  
Tuxedo, 2 oz. tins ..... 1 90  
Tuxedo, 80c tins ..... 7 45  
Twin Oaks, 10c ..... 96  
Union Leader, 50c ..... 5 10  
Union Leader, 25c ..... 2 60  
Union Leader, 10c ..... 11 52  
Union Leader, 5c ..... 5 95  
Union Workman, 1 1/4 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. tin ..... 3 84  
Velvet, 16 oz. can ..... 7 68  
Velvet, combination cs. 5 76  
War Path, 5c ..... 1 60  
Wave Line, 3 oz. .... 40  
Wave Line, 16 oz. .... 40  
Way up, 2 1/2 oz. .... 5 75  
Way up, 16 oz. pails ..... 31  
Wild Fruit, 5c ..... 5 76  
Wild Fruit, 10c ..... 11 52  
Yum Yum, 5c ..... 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 48  
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 ..... 35  
1 lb., 250 in crate ..... 45  
2 lb., 250 in crate ..... 65  
3 lb., 250 in crate ..... 85  
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 ..... 65

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  
Humpty 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 ..... 65  
12 lb. 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 ..... 2 75  
Good Luck ..... 3 15  
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 3/4  
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  
1 lb boxes, per gross 3 00  
3 lb boxes, per gross 24 00

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

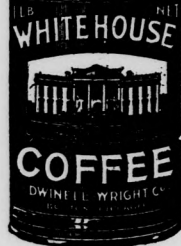
Old Master Coffee



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  
Dwinnell-Wright Co.'s B'ds



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

16

Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fleibach Co., Toledo.

COCOANUT  
Baker's Brazil Shredded

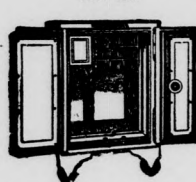


10 5c pkgs., per case 2 60  
26 10c pkg., per case 2 60  
16 10c and 33 5c pkgs., per case ..... 2 60



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

SAFES



Full line of fire and burglar 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, 70 lbs. 3 80  
Acme, 100 cakes ..... 3 00  
Big Master, 100 blocks 4 00  
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 ct toil 4 00  
Marseilles 1/2 box toil 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. Wrisley  
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  
Pearline ..... 3 75  
Sapoline ..... 4 00  
Bauitt's 1776 ..... 3 75  
Roseine ..... 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 35  
Nine O'clock ..... 3 30

Scouring  
Enoch Morgan's Sons  
Sapolio, gross lots ..... 9 50  
Sapolio, half gro. lots 4 85  
Sapolio, single boxes 2 40  
Sapolio, hand ..... 2 40  
Scourine Manufacturing Co  
Scourine, 50 cakes ..... 1 80  
Scourine, 100 cakes ..... 3 50

We Manufacture  
Public Seating  
Exclusively

Churches We furnish churches of all denominations, designing and building to harmonize with the general architectural scheme—from the most elaborate carved furniture for the cathedral to the modest seating of a chapel.

Schools The fact that we have furnished a large majority of the city and district schools throughout the country, speaks volumes for the merits of our school furniture. Excellence of design, construction and materials used and moderate prices, win.

Lodge Halls We specialize Lodge, Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

Write Dept. Y.

American Seating Company

215 Wabash Ave. CHICAGO, ILL.

GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA



# 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.

Auto repair business for sale at a bargain. The only filtered gasoline filling station between Grand Rapids and Muskegon on the gravel road. A good chance for the right man. Address Box 8, Casnovia, Mich. 334

Bakery and restaurant; an extra good proposition; fully equipped; money maker; \$1,200. Town 1,200. Donahue, Mound Valley, Kan. 329

For Sale or Rent—Store building near Mankato; good business; cream station in connection. With good salary; good chance to make money with small investment. For further information write to R. R. Dittberner, Mankato, Minn. R. F. D. No. 6. 328

Hardware store and general repair shop for sale in Denver; established eight years; repairing of bicycles, locks, keys, guns, baby carriages, lawn mowers and in fact a little of everything; just the place for an all around handy man. About \$1,200 will handle this. Write for particulars. Avenue Novelty Works, 1426 E. 22nd Ave., Denver, Colo. 327

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

White Kitchen restaurant, Kalamazoo, Mich. Stand close investigation. 325

For Sale—Hardware, paint and furniture business in South Chicago, established 10 years. No competition. Rent for double store only \$40; brick building. Stock and fixtures and safe, \$2,500. Sales \$10,000 yearly. Splendid chance for young hustler. Reason for selling, moving to Mobile. Especially good chance for party able to speak Polish and Croatian languages. The chance of your life to get into an established business. Address D. Wink, 10,550 Torrence Ave., Chicago. 324

Wanted—Partner for moving picture attraction. Good opportunity for sober, industrious young man. Small investment required. Address A. J. Frobes, 131 S. Halstead, Chicago. 323

Store for sale or rent in Vassar, Mich., 20 x 70 feet, full basement, two-story building, dwelling above; in center of business section; no other empty store in Vassar. Address F. J. Brockman, Vassar, Mich. 322

480 acre stock farm, \$50 per acre. Eighty miles Kansas City. Write S. S. Irwin, Kincaid, Kan. 321

To Exchange—Fine 71 acre farm near Olney, Ill., \$5,000 for merchandise; prefer groceries. Address Eugene Munson, Mt. Vernon, Ill. 320

Business Opening—For sale in county seat town of 2,500, nice clean stock and prosperous business of ladies' notions and dry goods stock. Now being reduced from \$8,000 invoice to \$5,000. Reason for selling, owner recently married. Bargain if you come and investigate. Can't trade by correspondence. Address Clarke Bazaar, Albany, Mo. 319

For Sale—General merchandise business in a good locality doing a good cash business. The building is 24 x 50, full basement and six living rooms above. The stock will invoice about \$1,500. All new, up-to-date goods and must be sold for cash. The building and fixtures will be sold on easy terms. There is very little competition and expenses are very light. It is a place for someone with a little money to step right into a money-maker. The owner is going West. Call or address owner, W. H. Smith, Wallin, Benzle Co., Mich. 315

Wanted To Rent—Store building in town of 2,000 or more, within 200 miles of Chicago. Prefer vacant corner building having counters and shelving and rent not over \$20 per month. Give details and prospectus of success for bargain store. Mention nationalities and denominations of churches. R. A. Gouwens, South Holland, Ill. 314

For Sale—Variety store, established forty years same corner. Doing good business, very low expense, rent including living rooms on same floor, \$40. Fine chance for man and wife. Stock will invoice about \$3,500. Cash price \$2,500. No trades. Best corner location in county seat town 5,000 population. Owner has other business. Address Phil H. Kohl, Morris, Ill. 312

For Sale—A clean, up-to-date stock of furniture. Will invoice about \$1,500. Also my undertaking outfit and stock, invoice about \$1,800. Address George W. McLain, Oxford, Mich. 313

Merchandise Sales Conductors—Advertising furnished free. Write for date and terms. Address A. E. Greene, 116 Dwight Bldg., Jackson, Mich. 316

Wholesale and retail bakery for sale, four wagons. \$1,200 weekly sales. Price \$6,500. Located at the Pullman car works. Will sell building also. E. Schmalfeld, 10951 Michigan Ave., Chicago, Ill. 311

To Rent—Country store and dwelling, situated in a good farming community, good opportunity to handle coal and farm implements and general merchandise. For particulars address J. Kinney, R. F. D. 2, Grand Rapids, Michigan. Citiz. Phone 4871-3 rings. 310

Must sell large, beautiful, dairy, stock, fruit or general farm in Michigan fruit belt. Will exchange for furniture or merchandise. Address Farm, care Michigan Tradesman. 332

For Sale or Exchange—Fine 98½ acre Southern Michigan farm. Good buildings, windmill, timber and water. Well located. Might consider clean, up-to-date stock dry goods or general merchandise up to \$6,000, balance long time at 6 per cent. Lock Box 147, Union City, Michigan. 331

For Sale—Half interest in factory manufacturing an up-to-date patented household specialty, to party who can take full charge, or will lease for a term of years by the year, or on royalty basis. Lock Box 273, Quincy, Ill. 330

Want To Sell—The remainder of my stock at a sacrifice price. Stock consists of men's, boys, children's clothing, some shoes and rubbers, ladies' and children's cloaks, groceries, hats and caps, dry goods and men's furnishings. Also have swell store fixtures, such as show cases, hat case, large 8 foot scales and National cash register, counters. You could move stock or continue in business here, as rent is cheap. Will give liberal time to good merchant. This is an opportunity for someone to make some money. Write direct to me, Sam A. Rosenberg, Elmira, Michigan. 333

Drug Store For Sale—Two-story brick building, \$15 monthly rent; beautiful country; railroad facilities; city privileges; three miles from ocean; fine opportunity for young active man. \$800 cash, balance easy terms. Address Eaton-town Pharmacy, Eatontown, N. J. 289

Salesman—Attractive proposition for the general trade, experience unnecessary. All around hustling specialty man can net \$3,000 annually. American Standard Jewelry Co., Detroit, Mich. 308

For Sale—Stock of general merchandise in Sault Ste. Marie. The Detroit of Upper Michigan. Good location, good business. Am moving. Apply to W. E. Donegan. 293

For Sale—For \$100, second-hand elevator, lift 1,500 pounds. Platform car 4x7 feet, 16 inch drum geared for electric motor with belt attachment. Hawkins Hardware, Fulton, N. Y. 292

Timber Lands For Sale—We have for sale 250,000 feet L. L. Y. pine located in South Miss. Logging conditions first-class; low freight rate to tide water; also a tract of hardwood of 8,000 acres located in North La., which will cut 36,000,000 feet oak, 5,000,000 hickory, 1,000,000 gum and 5,000,000 pine. For further information address W. J. Loughridge, Whitney Bank Bldg., New Orleans, La. 291

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

For Sale—A \$2,500 stock of groceries in a good town of 3,500. Stock is clean, priced right for cash. Address J., care Michigan Tradesman. 301

For Rent—At Elmira, Michigan, large light double store, \$15 month, with gas, furnace, shelving, tables, living rooms. A. W. Stein, Fenton, Mich. 302

For Sale or Trade—Hotel and furnishings at Baldwin, Michigan. Free and clear for stock of groceries up to \$1,500. Might consider Grand Rapids real estate. Robt. Adamson, Saranac, Michigan. 300

For Sale Cheap—\$0 horse power boiler and 40 horse power engine in good condition. Also feed mill with Field gasoline engine. W. Purchase, Corning, Mich., P. O. Moline. 298

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. 283

For Sale at a Bargain—Fourteen light F. P. gasoline lighting machine, new. Beeman automatic gasoline tank, forty feet counter show cases. Wanted, typewriter and electric coffee mill. Address A. W. Brown, Stockbridge, Mich. 297

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 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. 659

\$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

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 236

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

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

Only bakery in town 1,300; ice cream, confectionery. Good resort trade. \$1,500, easy terms. J. Chamberlain, Newaygo, Mich. 281

For Sale—Tuft soda fountain, counter, etc. Bargain at \$100. Photograph sent on application. C. E. Bechtel, Shelby, Michigan. Enquire of any representative of H. & P. Drug Co. 294

For Sale—Stock clothing and furnishings. Invoice about \$7,500; can be reduced to \$5,000. Good store room, good location. If interested write at once. Will sell stock at sacrifice if taken now. Address, W. B. 704 Main St., Joplin, Mo. 276

Bakery, Black Diamond oven, clearing \$100 monthly. Invoice about \$800. Will sell at your price if sold within 10 days. Sickness. Come, see it. Otto Smith, Edgewood, Ill. 279

Wanted for spot cash, stock clothing, shoes or general stock. Address N. E. Ice, Cuba, Mo. 280

For Sale—Soda fountain in town 3,000 population. Good business, good location. Owner has other business. Geo. W. Barham, Farmington, Mo. 286

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

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

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

For Sale at a bargain, 1 6 x 8 x 10 Stevens cooler, 1 Power Enterprise chopper, 1 silent cutter, 1 200 account McCaskey register, all excellent condition. Further particulars write A. R. Hensler, Battle Creek, Mich. 282

For Sale—Drug store doing good business in the best city in Michigan. Splendid chance for young man. Address, Kazoo, care Tradesman. 179

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

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

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

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

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

For Sale—Stock of dry goods, groceries and shoes in good live town. Inventory about \$3,000. No old stuff, 1912 sales \$25,500. Can prove a good thing to party interested. Address No. 287, care Tradesman. 287

For Sale—Cash. Good, clean stock of general merchandise in good farming territory; fast growing business. No trade. Address Box 44, Montgomery, Iowa. 290

For Sale—An old established hardware and grocery stock in small town 22 miles from Grand Rapids on Pere Marquette Railroad. Address No. 278, care Tradesman. 278

## HELP WANTED.

Experienced salesman wanted to carry on, commission the Kesco line of little gents', misses', children's and infants' shoes in Indiana and Kentucky. Can be carried with line not conflicting. Address with references, The Kepner-Scott Shoe Co., Orwigsburg, Pa. 318

Wanted—Thoroughly competent man, machinist foreman, for shop employing about 25 men, making dies and small accurate machine parts, good salary; must invest \$1,000 or \$2,000. The Metal Novelty Co., 1131 So. Broadway, St. Louis, Mo. 317

## Seedtime.

You don't plant oats upon a hill  
A hundred miles away,  
And somewhere else your corn to drill  
You know would never pay.  
You plant at home to get the yield,  
Whatever crops are grown—  
For planting in some other field  
Will never help your own.

And it's the same with dollars, too—  
For dollars, too, are seed;  
The cash-to-day away you threw  
To-morrow you may need.  
Don't send your wealth afar to roam,  
But wiser learn to sow—  
Just plant your money here at home.  
And watch your dollars grow!

## Grand Rapids News Caught on the Fly.

Grand Rapids, July 29—Reminds one of merchants week in Grand Rapids, a great number coming in to attend the races.

Duncan Chisholm, of Chicago, who represents J. V. Farwell & Co.'s drapery department, was a welcome visitor in Grand Rapids this week. Duncan, who speaks Scotch better than he does English, has been making this territory for the past fifteen years.

Frank Smith, merchant of Fremont, accompanied by a coterie of natives from his home town, came down this week to make a killing on the races. About the only thing they killed was their rolls of money.

George, better known as "Bowse" Abbott, has gone North, where he will hobnob with oil buyers in the Upper Peninsula for a few weeks.

Frank Heath, local manager of the Citizens Telephone Co., chicken dined in Stanton last Sunday. Frank is an old-time merchant, having owned and managed a retail drug store in Middleville a number of years. True to his mercantile instinct he brought home eighteen quarts of blackberries which he purchased at wholesale. With all due modesty, we suggest to Mr. Heath that by taking the Tradesman he can be informed as to all the happenings in the mercantile world.

Joe Major, the salesman-merchant, made the dust fly between Grand Rapids and Pentwater this week. Joe is covering the territory in his Reo flyer.

Many merchants made much money at the races this week—not.

Frank Hawley, one of the proprietors of the New Burdick, at Kalamazoo, was a Grand Rapids visitor this week. Mr. Hawley resides in Ludington.

Harry V. Huston, possibly one of the best known hardware merchants in Western Michigan, was another Ludingtonite to visit in our midst this week. Mr. Huston is proprietor of two hardware stores in Ludington, is Vice-President of the First National Bank of that city, a Shriner, a director on the board of the State School for the Blind, and withal is a very likeable fellow. With all these titles and many more unmentioned, Harry is brave enough to swear allegiance to the Democratic cause.

That Ura Donald Laird of Cloverland (and mine owners domination) has no real taste for the genuine literary is evidenced by his disapproval of Jim Goldstein's and Fred Richter's poetry.

"Wally" Wendell, who is nearer 35 years of age than 34, was refused a small purchase recently because the "clerk" thought wally was not of age. The "clerk" evidently figured that in order to be of age it was necessary to be at least 40 years of age. Wally is representing the Pittsburg Plate Glass Co., of Pittsburg.

It is with extreme regret that we are obliged to mention the change made by J. B. McLain, who for the past six years has represented the

National Biscuit Co. in Western Michigan. "Mac," as he is popularly known, is probably one of the best known and best liked salesmen on the road. For the past six years he has been making Manistee his home, as it was located best for him geographically. "Mac" has accepted a position with the Viscosity Oil Co., of Chicago, which house he will represent in Southern Illinois. He is undecided as to which city he will make his headquarters, but will probably select Springfield as his future residence. We know "Mac's" friends, whose names are legion, will hear the above news with regret at his leaving, but will be pleased to know that he has accepted a position that will offer greater opportunities for advancement. That he will "make good" goes without saying, and Manistee will lose a live citizen.

George McConnell, who sells underground specialties—coffins, etc.—says that, owing to the continued fine weather, his business has shown a perceptible falling off. Many people, while having high regard for Mac, hope to see his business continue to decrease.

E. E. Wheaton, for a number of years with the Worden Grocer Co., has resigned his position and contemplated going in business for himself.

Guy Caverly, Detroit representative for the G. J. Johnson Cigar Co., was in the city last week to attend a meeting of the salesmen of that house.

A Grand Rapids girl is going to annex a popular traveling man's name. While we will not give out the name of the lucky traveling gent, if Tom Burton, of Detroit, doesn't come across with a few good smokes, we shall tell who the gent is.

The Captain Kidd of the century—bridge fares to Comstock Park, 3 cents.

A. H. Morrill, President of the A. H. Morrill Co., sales agents for the Leer System of Salesbooks, etc., has just returned from a trip through Southern Michigan in the interests of his firm. The trip was made in an auto. Mr. Morrill is the inventor of several time saving devices in connection with the sales books and registers.

Win Wilson, who represented the Worden Grocery Co. on the road has resigned to accept a position with the Yours Truly Co., of Chicago, whose specialty is canned goods. Wilson will be succeeded by "Pete," better known as "Yankee Girl Pete" Anderson. Mr. Anderson has represented the Scotten Dillon Co., of Detroit, and is well and favorably known to the grocery trade throughout Western Michigan.

All the hold ups are not executed in Detroit. The Street R. R. Co. are still charging 3 cents bridge fare.

James M. Goldstein.

## Benton Harbor Merchants to Inaugurate Trading Days.

Benton Harbor, July 29—Trading days for out-of-town shoppers, when customers will have their railroad fares refunded providing their purchases at any one store equals \$3

were endorsed and the proposed plan of lighting the downtown street with the improved curb system was given a stamp of approval at the last meeting of the Business Men's Association. It was decided that one day a week, Wednesday, would be set aside for this practice. A committee comprising C. J. Peck, S. W. Trick and Frank Prideaux was appointed to arrange the details of the plan and to obtain additional members who would agree to abide by the arrangements.

Another committee composed of P. D. Peters, C. J. Peck and Maurice Hall was named to confer with like committees from the Benton Harbor Club and the Common Council on the curb light system.

The plan of lighting the streets, as discussed by the business men, is the same as was outlined two weeks ago by the Benton Harbor Club. The city is to pay for the current and the property owners to pay \$1 per foot for the cost of erecting the posts, installing the arcs and wiring the same. Twelve of the principal blocks in the downtown district would be lighted in this fashion, including three blocks on Main, two on Territorial, one on Fifth, one on Water, two on Pipestone and one on Elm.

## To Memory Dear.

The Tradesman misses four of its valued correspondents this week, as follows:

H. D. Bullen, Lansing.

R. S. Hopkins, Kalamazoo.

Guy Pfander, Battle Creek.

J. H. Lee, Muskegon.

Their failure to respond this week is probably due to the hot weather. Don't know as we blame 'em very much. We would duck, too, if the 25,000 regular readers of the Tradesman were not looking for the paper every week.

H. D. Bullen is entitled to a place on our honor list. He has never "dropped" into poetry and, being a man of sturdy good sense, he probably never will.

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

Buffalo, July 30—Creamery butter, fresh, 24@27c; dairy, 22@25c; poor to good, all kinds, 19@21c.

Cheese—New fancy 15c; poor to common, 6@13c.

Eggs—Choice, fresh candled, 22@24c; at mark, 20@22c.

Poultry (live)—Turkeys, 13@14c; cox, 12c; fowls, 16@17c; springs, 18@22c; ducks, 14@15c.

Beans—Red Kidney, \$1.75@2; white kidney, new \$3@3.25; medium, \$2.40; narrow new \$3@3.40; pea, new \$2.25.

Potatoes—New \$2.50 per bbl.

Rea & Witzig.

## Gripsack Brigade.

E. V. Renfrew, who has formerly covered Ohio territory succeeds W. E. Wilson as Central Michigan traveling representative for the Worden Grocer Co.

A. P. Anderson, formerly with the Scotten & Dillon Tobacco Co., of Detroit, succeeds E. E. Wheaton as traveling representative for the Worden Grocer Co. in the Grand Travers Bay region.

Some folks look like green persimmons taste.

## BUSINESS CHANCES.

For Sale—My stock of general merchandise and good will, also my store and real estate. Doing a good prosperous business. Stock and fixtures about \$10,000, in strictly first-class shape. Reason for selling, wish to retire after 21 years' active service. For particulars address Lock Box 57, Peshtigo, Wis. 335

Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise. Write for dates and information. 336

Sale or Exchange—Good 100 acre Allen Co., Indiana farm; well tilled and fenced. Improvements fair. Price \$100 acre. \$4,000 incumbrance. Exchange equity for general stock or hardware. Box 17, Graceland, Ind. 304

Sale or Exchange—Two-story business room, value \$6,000. Rental 6 per cent. Exchange for stock general merchandise, prefer small town. Deal with owner. Address 305, care Tradesman. 305

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

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

If you would like a copy of our

# Citizens Telephone Letter

phone or write us at once.

Our

## Investment Service

is always at your disposal.

HOWE, CORRIGAN & CO.

533-535 Mich. Trust Bldg.

GRAND RAPIDS, MICH.



# Business Culture

*You can't make a plant grow.*

You can, however, place it in the right kind of soil, in the sunshine, give it sufficient moisture and—*nature* will do the rest.

So it is with your business plant. The public is the soil. You must supply the nutrition of an advertising appropriation, the moisture of printer's ink, and the sunshine of attention-compelling booklets and catalogues.

*We will supply sunshine and  
moisture and the nutrition may  
not be as much as you think*

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**TRADESMAN COMPANY**  
Grand Rapids

# FANCHON

THE  
QUALITY  
FLOUR

## From Kansas

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**Judson Grocer Co.**

The Pure Foods House

GRAND RAPIDS, MICHIGAN

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WHOLESALE DISTRIBUTORS FOR  
WESTERN MICHIGAN

Consumers are Wedded to the

# Hart Brand Canned Foods

Because Quality is Always Notable

All products packed at our five plants in West Michigan, in the finest fruit and vegetable belts in the Union, are grown on our own lands adjacent to the various plants; packed fresh from the fields and orchards, under best sanitary conditions, insuring exquisite flavor, fine texture, natural color. Every can is well filled.

**The HART BRANDS Satisfy Consumers**  
**They Are Trade Winners and Trade Holders**

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

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**W. R. ROACH & CO., HART, MICH.**



## Announcement

Our new samples of Overalls, Work Shirts and Cotton Pants for Spring, 1914, will be ready for your inspection August 15th, and we wish to say that we have the biggest, best and most complete line of work clothes for men and boys that we have ever had the pleasure of offering to the trade.

Wait until you have seen this line before placing your order, for it is the cleanest, most up-to-date merchandise of its kind on the market to-day. If our representative does not call just drop us a card and we will send samples prepaid.

THE IDEAL CLOTHING COMPANY,  
Grand Rapids, Michigan