

## THE ETERNAL GOODNESS

O Friends! with whom my feet have trod  
The quiet aisles of prayer,  
Glad witness to your zeal for God  
And love of man I bear.

I trace your lines of argument;  
Your logic linked and strong  
I weigh as one who dreads dissent,  
And fears a doubt as wrong.

But still my human hands are weak  
To hold your iron creeds:  
Against the words ye bid me speak  
My heart within me pleads.

Who fathoms the Eternal Thought?  
Who talks of scheme and plan?  
The Lord is God! He needeth not  
The poor device of man.

I walk with bare, hushed feet the ground  
Ye tread with boldness shod;  
I dare not fix with mete and bound  
The love and power of God.

Ye praise His justice; even such  
His pitying love I deem;  
Ye seek a king; I fain would touch  
The robe that hath no seam.

Ye see the curse which overbroods  
A world of pain and loss.  
I hear our Lord's beatitudes  
And prayer upon the cross.

More than your schoolmen teach, within  
Myself, alas! I know;  
Too dark ye cannot paint the sin,  
Too small the merit show.

I bow my forehead to the dust,  
I veil mine eyes for shame,  
And urge, in trembling self-distrust,  
A prayer without a claim.

I see the wrong that round me lies,  
I feel the guilt within;  
I hear, with groan and travail-cries,  
The world confess its sin.

Yet in the maddening maze of things,  
And tossed by storm and flood,  
To one fixed stake my spirit clings:  
I know that God is good!

Not mine to look where cherubim  
And seraphs may not see,  
But nothing can be good in Him  
Which evil is in me.

The wrong that pains my soul below,  
I dare not throne above:  
I know not of His hate—I know  
His goodness and His love.

I dimly guess from blessings known  
Of greater out of sight,  
And with the chastened Psalmist, own  
His judgments too are right.

I long for household voices gone,  
For vanished smiles I long;  
But God hath led my dear ones on,  
And He can do no wrong.

I know not what the future hath  
Of marvel or surprise,  
Assured alone that life and death  
His mercy underlies.

And if my heart and flesh are weak  
To bear an untried pain,  
The bruised reed He will not break,  
But strengthen and sustain.

No offering of my own I have,  
Nor works my faith to prove;  
I can but give the gifts He gave,  
And plead His love for love.

And so beside the Silent Sea  
I wait the muffled oar;  
No harm from Him can come to me  
On ocean or on shore.

I know not where His islands lift  
Their fronded palms in air;  
I only know I cannot drift  
Beyond His love and care.

John G. Whittier.


# WHEN YOU SEE



"DOUBLE A"

Remember it came from

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

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

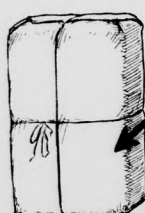


## SALES BIGGER EVERY YEAR

And the Moral of it is: "Because the coffee is ALL RIGHT." It must be a mighty satisfaction for a manufacturer to be able to honestly and truthfully draw such a moral from existing conditions of prosperity as do our friends, Dwinell-Wright Co., of Boston and Chicago. Let the good work go on ad infinitum, and may the few dealers who are not now selling "White House" Coffee come right into the fold of companionship with this superb blend which makes "easy money" for the thousands of grocers handling it.

Distributed at Wholesale by

Judson Grocer Company  
Grand Rapids, Mich.



Nobody knows what's in a Paper Bag

**BUT** everybody who sees the FRANKLIN CARTON



KNOWS IT CONTAINS CLEAN SUGAR

## THE SALES VALUE OF THE FRANKLIN CARTON

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

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

THE FRANKLIN SUGAR REFINING COMPANY  
PHILADELPHIA

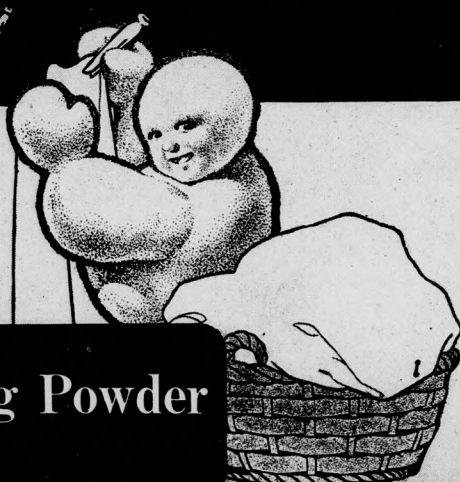
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."

## next time

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

## Lautz Snow Boy Washing Powder

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





# MICHIGAN TRADESMAN

Thirtieth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 6, 1913

Number 1559

## SPECIAL FEATURES.

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31. Business Wants.

## ARE ASSOCIATIONS DOOMED?

### Birmingham Decision Possibly Emasculates United Effort.

However much of justice—strict technical justice—there may be in the decision of the Federal judge at Birmingham, Ala., that the Southern Wholesale Grocers' Association is in contempt of the court in violating the former injunction of the court, the impression is sure to prevail among grocers, and other trade associations for that matter, that the organization is really a martyr to an extreme interpretation of the Sherman law. That no contempt, as such, was intended, the court frankly stated; that the acts constituted technical contempt was the worst the court decreed, even if it did carry with it the penalty of some \$25,000.

In the finding of the court was a severe assault on all forms of mercantile association and the decision is bound to stand as a landmark of anti-trust evolution. It defines to-day the high water mark of prohibition against co-operated effort in mercantile channels and, in the light of the claims advanced in the Government's arguments, sets an emphatic legal reproof on the idea that merchants may combine at all in the solution of their problems, if thereby the force of their influence is made greater than it would be by individual effort. In some quarters the decree is bound to be regarded as bringing to an end all trade association work of an effective order.

In all probability, the Southern Wholesale Grocers Association of to-day intended no disrespect to the Sherman law or to the decree of the court rendered in 1911. That the Association in the past had done things clearly illegal, even if in good intent, was not denied. After the decree, these practices were eschewed, and the Association re-organized. But it did believe that jobbers had a right to protect themselves and to follow some of the lines formerly adhered to, so far as they were not coercive, even to the publication of the much-discussed "green book." President McLaurin was perfectly frank in saying so from the start. But the court has

decided that, however honest he may have been, the continuance of the Association on similar lines to those of the past was sufficiently unchanged to leave in its utterances the flavor of threatened boycott, and consequently that its deeds were in violation of the decree.

In substance, this means that any co-operated effort of traders, which carries with it the co-operate displeasure of the members, specific or implied, is illegal and criminal. It robs associations of the power of combination and reads into the Sherman law things which had never before been understood to lie there. It menaces any effort of the jobbers to prevail on manufacturers not to sell retailers; Clabaugh, the real complainant in this case, was never a wholesaler, within the understanding of the trade, and any effort to persuade manufacturers of this, backed by the jobbers, was "conspiracy."

As reviewed by most jobbers, the decree means that the Sherman law is intended less as a protection of fairness in competition than as a compeller of competition of whatever variety, fair or unfair. It evidently marks the end of any possibility of jobbers to protect themselves in fair trading and it makes of the Sherman law something no one had heretofore imagined it to be. The effect on the grocery trade will be positively depressing and it will mean that any association in the future will be "denatured" to an almost eliminative extent.

### Legality of "Dead Beat" Lists.

To appreciate to just how great an extent this repression goes, one has but to observe that one of the contentions of the Government was that the action was illegal because it dictated to members what they must do and what they could not do. This claim did not appear to strongly recognize that the restriction of personal individual action was purely voluntary on the part of every member who signed the by-laws.

In this light, it is interesting to conjure up what effect the application of the legal principles involved would have on the legality of such an association as has just been formed by the retail grocers of Fall River, Mass. According to authentic information, a dozen grocers of that great mill center met and canvassed their situation at the hands of the "dead beat." The grocers who are said to have attended the meeting were astounded to find that they had credits outstanding among their customers—many of them in common—to the extent of not far from \$50,000. So they promptly formed an association, offensive and defensive, effective inwardly quite as much as outwardly. In their by-

laws it was specified that no one member would extend credit to a consumer while that consumer was in debt to any other member, although cash sales were not prohibited.

Nor was this mutual compact left to individual loyalty for its enforcement. Instead, it was agreed that if a member offended, he was to pay the member to whom the consumer was in debt, a sum equal to the credit extended. This was manifestly a disciplinary measure, and it depended solely on the same sort of restraint of individualism in action as the Government complained of in the Southern case. To the mind swayed by ideals of the past, there was no possible illegality or unfairness in the compact, but in the light of the recent decree, this and hosts of similar co-operated movements might come under the ban of the law if they were in any sense interstate.

### The Raisin Pool.

In the light of the Birmingham decree, there is much wonder in the trade that the Government is so unmindful of the doings of certain farmers and other producers, even though there are vague whisperings that something is about to happen. The decision against the Southern Association was based on constructive evidence of agreement and conspiracy, yet there are openly moving through the trade frank statements of an effective pool in California, and no definite movement to suppress the manifest conspiracy, particularly among raisin producers.

### "Loading 'em Up."

Manufacturers who practice free deals and similar devices will tell you, if they are frank enough to do so, that the great benefit to them from selling large quantities of an article lies in the fact that they thereby succeed in "loading" the buyer up. They will not, perhaps, say anything about the influence of that action in locking up the too limited capital of the buyer or leaving him in possession of more goods than he should prudently carry, in the interests of having goods move freely and freshly to the consumer.

But there appears to be of late a disposition among some manufacturers to persuade retailers to "load" the consumer with large quantities. "Sell her a dozen" and "Buy it by the box" are common advertisements. But even these arguments are made in the interests of economy, or supposed economy. It has remained for a certain Eastern manufacturer to openly advertise to retail grocers to "load her up" for reasons which might perhaps come under Uncle Sam's watchful eye as in restraint of trade. Here is the advertisement (properly modified in the interests of anonymity): "You sell a whole container of —

and you make a profit on every package in it at one sale. You make one delivery instead of a dozen or more. You make a profit on all the — your customer will buy for some time and prevent her trading elsewhere as long as the — you sold her lasts."

There may be economy in the plan but how about this "prevention" of trading elsewhere? Isn't there a good deal of the familiar "trust" argument in it and is such a policy best for the grocer? The retail grocer with all the trade of a family is pretty likely to get it month by month, whether he captures it in large or small order lots. If the grocer and the consumer decide it is a prudent policy, it is up to them, but to "load her up" so as to "prevent" her from buying elsewhere is perhaps open to ethical criticism.

While Uncle Sam is prosecuting people here for maintaining prices and preventing them from protecting distributors against price cutters, the practice in German courts is apparently quite the opposite. The U. S. Trade Mark Association reports a recent case in Germany, when a price cutter was brought into court to make settlement on the ground of unfair competition. A manufacturer of a certain brand of cigarettes brought suit to enjoin a retailer from selling the brand below a price fixed in the contract made with all the former's customers. In order better to ensure the fulfillment of the contract, the manufacturer allotted to each of his consignees a contract number, which number also appeared perforated on the bands used on the cigarettes. The defendant was found to have obliterated his number on the goods and sold them below the price agreed upon.

Applying to the case section one of the law of unfair competition, which makes liable for injunction and damages anyone whose business acts are such as to offend good morals, the court found the defendant guilty, first, in injuring the trade of his competitors by selling below the contract price, by which they were likewise bound, and by causing damage to the complainant's business by giving rise to the belief that its goods could be bought at different prices at retail. The right of a manufacturer to thus fix by contract the retail price of his products was not called in question.

All country roads in Saginaw county will be named and signs will be placed indicating cities, villages and places of interest for the benefit of travelers. This action was decided on by the Saginaw Board of Trade.

Occasionally you meet men as intelligent as yourself.

### Honks From Auto City Council.

Lansing, August 4—We are pleased to report an improvement in the condition of Brother R. E. Fair.

Brother P. G. Frantz has just returned from his vacation, which he spent in visiting relatives and friends at St. Louis, Chicago and Milwaukee. While at St. Louis he met F. S. Bird, who are formerly a member of our Council.

Many Michigan travelers will be pleased to learn that the hotel at Holly is being rebuilt.

Brother E. P. Oviat will commence work again this morning, after a six weeks' vacation.

Brother G. Clyde Kinney has returned from a two weeks' fishing trip in Canadian waters.

Mrs. Harrod, of Casnovia, and Miss Irene McDonald, of Owosso, have been visiting Mrs. F. H. Hastings during the past week and attending the Lansing Chautauqua.

Brother D. J. Dailey spent the greater part of last week in Detroit and Wednesday evening enjoyed one of those delightful moonlight excursions on Lake St. Clair.

Brother D. J. Riordan has returned and started on another year's business for Reid, Murdock & Co. Mrs. Riordan and the children will remain in Chicago for another week.

Brother J. B. Losey is crowing over the results of a penny matching game with our genial conductor. Dollars to doughnuts, Phil will get even on his next trip.

The picnic grounds at Pine Lake have been secured and all details have been arranged by our committee for a booster picnic to be given by our Council on Saturday, Aug. 23. A special invitation has been extended to the Knights of the Grip and all traveling men and families are cordially invited. A pleasant and profitable time is assured.

Brother E. H. Simpkins has returned from his fishing trip to Houghton Lake and reports a very enjoyable time. He refuses to say how much the largest one weighed—because of the probability of being accused of prevaricating.

Brother Stuart Harrison is in Milwaukee, attending the annual salesman's meeting of his company. Betcha a cent we know what he drinks this hot weather.

Brother Geo. O'Tooley and family took a pleasure drive yesterday, touching at Grand Rapids, Belding, Ionia and Ovid. George had considerable trouble in getting the blamed old chuck-a-chuck wagon started, but after two hours of hard work succeeded and then, well! the telephone poles looked like a fine toothed comb until within a few miles of Grand Rapids, he experienced some real tire trouble. Temporary repairs were made and for the remainder of the trip she behaved beautifully.

Our Senior Counselor, D. J. Mahoney, visited Hillsdale, Adrian and Coldwater last week and it is safe to presume that every implement dealer in the above named towns are now well supplied with wagons for their fall trade.

We wish to retract everything we have written heretofore which may have been uncomplimentary concerning the rough riding qualities of the Ford car owned by F. H. Hastings. He now has this car equipped with the Acme torsion springs and it is a real pleasure to ride with him. Brother Hastings has secured the agency for these springs, which can be attached to any Ford car in a few minutes and his contract covers several counties in Central Michigan.

Being a passenger on the electric car which collided with a rig south of Jackson a week ago to-night was directly the cause of the compliment which appeared in last week's issue of the Tradesman. We were held up so long waiting for the coroner that we didn't have time to write.

Probably the most successful Chautauqua meeting held in Michigan came to a close in Lansing Sunday evening. Those who, for various reasons, were unable to attend have missed a rare treat, as well as educational features seldom equaled.

H. D. Bullen.

### Chirpings From the Crickets.

Battle Creek, August 4—The annual picnic of Battle Creek Council, U. C. T., No. 253, will be held at Allendale Resort, Gull Lake, Saturday, August 16. We had originally planned to have our love feast at this resort Saturday, August 9, but a big lodge picnic of Kalamazoo and Battle Creek people is due at Allendale Saturday, August 9, so we will positively appear Saturday, August 16. Special cars will leave M. U. T. waiting room at 9 o'clock on the morning of August 16. It will be a basket picnic and a big family affair. Prizes will be awarded for the successful contestants of the out-of-door events. The writer, when he was in the candy business, always bought (at wholesale) a box of candy for the lady who could chew the most gum without biting her tongue. At the present writing I think I will have to pass up putting up a Buick automobile for that contest and buy a box of candy at retail.

Remember the picnic at Allendale Hotel, Gull Lake, Saturday, August 16. All you good 253 people be on hand and help us make our 1913 picnic the best ever. You fellows who own base ball paraphernalia, bring it along, so we can have eighteen men, tried and true, play a good game. Remember, Saturday, Aug. 16.

Forty new rooms are being added to the Hotel Dalton, Jackson. This addition will give this popular stag house 136 rooms. Mr. Dalton and his assistants are worthy of the patronage the boys are giving them and the new addition is bound to be put to use as soon as completed.

The Grand Trunk is to be congratulated on the efficiency of its lost and found department. I left my rain coat in a smoker on a Saturday afternoon. I reported it to the local agent's assistant on the following Monday morning and, upon my return from my trip the following Saturday, received my coat all right. Good work and appreciated by me.

Our Senior Counselor, Ed. W. Guild, sold Barnum & Bailey, upon their recent visit to our city, three carcasses of beef and got his pay in nineteen pounds of silver dollars and half dollars. This would have been quite a load to carry for Bros. John O. McIntire, Frank Emery or Bisk, but big strapping Ed. had no trouble in getting it down town and banking it to the credit of Armour & Co.

I was waiting for one of Uncle Sam's humble servants to bring a recent issue of the Tradesman into a hotel on a Thursday a week or so back and the journal, not showing up, I went in to dinner. When I came out of the dining room the Tradesman was on the reading table in the lobby and some admirer of Sunny Jim had cut out a clipping from his newsy letter. You hand us some nice stuff, Brother Jim, and I am especially pleased to see two articles from your head and hand last week. It had a powerful hunch for me, especially as I was not among those present in the last issue.

Chas. E. Davis, of this city, was a business getter around Grand Rapids last week. Charles is an old head on road conditions and was enjoying good business, as his happy smile denoted. Charles is strong for Buick cars and, no doubt, will drive one next season.

Robt. McKay, manager of the Buick Battle Creek branch, is home from a convention of branch managers at the general offices of the Buick Motor Co., at Flint. A big year's business was handled by all the branches; some models being entirely sold out early last spring. The factory is coming out with an elegant 1914 line and plans and selling talks were heard on every side. A recent issue of the Buick Bulletin gave a picture of the branch managers of the company who direct the sales from coast to coast.

The big Battle Creek Home Coming and Home Products week starts August 19 and ends August 25.

Our worthy Sentinel and all around good fellow and salesman, Herbert Weir Ireland, has composed and put through the regular retail music channels a pretty catchy song, entitled "Back To Battle Creek Town", which is having a big local sale. One store on Main street sold 1,200 copies last week. The cover has a clear half-tone cut of Main street, East, and is put up in fine shape. At our picnic the song will be sung and a round of applause will go up for the composer. The song was published by the Battle Creek Chamber of Commerce.

The current issue of the Sample Case contains lots of information that all U. C. T. boys should read. A half-tone photo of delegates to the National convention at Columbus is shown. Our Past Grand Counselor, John Q. Adams, can be seen on the porch with his El Portana between his fingers. Some class to John. Should have been in the front row. Nobody at this meeting had anything on John for U. C. T. loyalty or boosting.

Didnt write you up this week, Orin.

Wait until after the picnic. Some ball team in this city, fellows, and U. C. T. Council.

No Ladies' Auxiliary yet, but soon, we hope. Also a series of dancing parties and some big feeds and more ginger along the line for more members.

Plenty for this issue. Hope you will read it all with pleasure.

Don't forget Battle Creek Council, No. 253, U. C. T., holds its annual picnic at Allendale Resort, Gull Lake, Saturday, Aug. 16. Special cars M. U. T. waiting room, 9 a. m. All come. Visiting brothers and their families especially invited. Any brother attempting to read a poem at the picnic will be thrown in the lake. All dreamy-eyed, long-haired and poetical, ambitious brothers, please take warning.

Read the Tradesman.

Guy Pfander.

### Remembered the Men Who Sold the Goods.

The contents of the Will of the late Charles D. Sias, senior member of the well known tea and coffee firm of Chase & Sanborn, Boston, Chicago, and Montreal, gives evidence of great heartedness and personal interest in each individual employe of the firm by a most generous provision, the amount bequeathed aggregating about a quarter of a million dollars.

Each traveling salesman, fifty-five in number, receives, according to the length of service, from \$300 to \$2,000.

To all other employes, who have been for a continuous period of one year or more in the employ of the firm, in any of its various departments recognized as the office department, salesroom department, shipping department and factory department, \$300.

In addition to the above \$2,500 each is given to widows of five traveling salesmen.

After many private bequests to relatives and friends, there follows a lengthy list of educational and charitable institutions which are generously remembered.

### How to Prevent "Slimy" Bread.

A number of wholesale bakers and many Michigan housewives are complaining of "slimy" bread, some samples of which have been sent to the bacteriological department of the M. A. C. for analysis. The so-called "slime" exists in the center of the loaf and is caused by a sporuliferous growth, the germ of which is generally in the yeast and not in the flour as some wholesale bakers have found to their financial loss, after throwing away or sending back barrels of flour to various mills. Although not having a very appetizing appearance, the germs are harmless. They have their uses as they make the June bride's biscuit quite pliable. The germ is not killed by boiling water as has been demonstrated but will not grow in the low temperature. When "slimy" bread appears the best method, say the scientists, of ridding oneself of the condition, is to destroy all yeast and thoroughly sterilize all pans or utensils in which former bakings have been done.



## NEW YORK MARKET.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, August 4—Speculative coffee is in such an "upset" condition that the spot article in sympathy therewith is about as dull and flat as at any time during recent months. Roasters take only enough to keep the wheels turning and all around there is simply a disposition to wait. At the close, Rio No. 7 is worth, in an invoice way,  $9\frac{1}{2}$ @ $93\frac{1}{2}$ c. Santos, 4s,  $11\frac{3}{4}$ @ $12$ c. In store and afloat there are 1,566,813 bags, against 2,286,739 bags at the same time last year. Milds are fairly steady; with good Cucuta,  $11\frac{1}{2}$ c.

Refined sugar is doing fairly well. Prices well sustained and some advance will occasion no surprise. Withdrawals under previous contracts have been quite free. Prevailing rate for granulated, 4.65c.

Teas show some little improvement in demand and dealers look forward with confidence. Prices are well sustained and stocks are not especially large.

Rice is firm, notwithstanding reports of a million bags to be harvested more than the country needs. Good to prime domestic,  $5\frac{1}{4}$ @ $5\frac{3}{4}$ c.

Spices are firm and all reports from abroad give encouragement to sellers. The demand is fairly good and each week sees added strength.

Not an item of interest is to be found regarding molasses. Prices are absolutely without change and neither

buyer nor seller seems to have any interest in the article during dog days. Syrups are steady and quotations are on previous levels.

Canned goods show very little animation, either in spots or futures, and quotations are practically on the same level as a week ago. Three standard tomatoes are without change, but seem to be quite firmly maintained at  $85$ @ $87\frac{1}{2}$ c. Corn is firm, especially futures. Peas are well held. Packers are not inclined to make any concessions and the market is halting in consequence, with changes seemingly good for advancing rates. Other lines are in everyday movement.

Butter is firm for top grades. Creamery specials,  $26\frac{1}{2}$ @ $27$ c; firsts,  $25$ @ $25\frac{3}{4}$ c; imitation creamery,  $24$ c; factory,  $23$ @ $23\frac{1}{2}$ c. There is quite an accumulation of medium grades and prices are not so well established as for fine qualities.

Cheese is quiet, but there is a steady demand and supplies are not especially large. Whole milk,  $14\frac{1}{4}$ @ $14\frac{1}{2}$ c.

Eggs are firm for desirable stock and best grades work out at  $25$ @ $27$ c for whites. Holders are unwilling to sell at quotations and supplies are going into storage.

On the days when you feel mean don't take it out on the family before going to business or on the customers after getting there. Get off and sulk alone somewhere.

An egotist is a man who thinks he is better than you are.

## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

St. Joseph Referee.

St. Joseph, July 28—In the matter of George D. Hill, bankrupt, of Benton Harbor, the final meeting of creditors was held at the referee's office and a final dividend of 6 76-100 per cent. declared and ordered paid, making a total dividend of 11 76-100 per cent. paid to unsecured creditors, whose claims were filed and allowed. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made and no cause having been shown, it was determined that the referee should make a favorable certificate recommending the bankrupt's discharge and the trustee be not authorized to interpose objection to such discharge. Final meeting of creditors then adjourned without day.

In the matter of Clarence M. Jennings, Robert Jennings and Jennings Brothers, partnership, bankrupts, of Lawrence, a special meeting of creditors was held and the trustee's report and account showing cash on hand of \$1,149.68 was approved and allowed. A dividend of 5 per cent. was allowed and ordered paid on all claims filed to date. Administration expenses including the exemptions of the bankrupt, Clarence M. Jennings, to the amount of \$340, was ordered paid and the meeting adjourned for three months.

July 29—In the matter of James Ingersoll Day, bankrupt, of Decatur, the trustee, George T. Pomeroy, filed answer to the petition of Thomas E. Godfrey, denying that Mr. Godfrey has any right or claim by virtue of certain attachment proceedings, to have his claim of \$1,200 preferred to that of other unsecured creditors. The trustee also filed answer to the petition of Theo. Netter, of Chicago, Ill., and the A. B. Farquhar Co., Ltd., of York, Pa., to reclaim certain property alleged to have been sold to the bankrupt on conditional sale contract. The hearing on all three matters will be held on August 12th, before the referee.

July 30—Based upon the petition of certain creditors, The National Gas Light Co., of Kalamazoo, was adjudged bankrupt, by Judge Sessions and the matter referred to Referee Banyon, who was appointed receiver of the bankrupt's assets until the election of a trustee. The referee appointed Charles L. Dibble, of Kalamazoo, custodian of the effects and assets of the bankrupt and has entered an order directing the bankrupt by its

President and Manager, Ellis R. Lewis, to file its schedules by August 7.

August 1—In the matter of August Peters, bankrupt, of Benton Harbor, an adjourned first meeting of creditors was held. The trustee's report and account showing cash on hand of \$616.50 and property of the estimated value of \$530, was approved and allowed. Expenses of administration to the amount of \$124.80 was ordered paid. The meeting was adjourned to Sept. 2 at the office of the referee.

August 4—In the matter of Adelbert A. Welcher, bankrupt, of Berrien Springs, and William C. Snyder, bankrupt, of Baroda, Elwood Lamore, Charles Lamore and Lamore & Co., bankrupt, of Eau Claire, Pricie W. Perry, bankrupt, of Kalamazoo, and Charles W. Vanderbilt, bankrupt, of Kalamazoo, the referee has directed the trustees to file their final reports and accounts preparatory to calling a final meeting of creditors in all five matters.

## They Promised Too Much.

New York, Aug. 4—The Federal grand jury to-day indicted, on a charge of using the mails to defraud, Nova Adolphus Brown, Harold Lewis Davis and Floyd N. Franklin, in business at No. 1 Wall street as N. A. Brown & Co., Inc.

It is charged that in matter sent through the mails the defendants urged the purchase of stock of "Franklin (Ind.) Manufacturers of Candy," stating that within a year a profit of 50 cents would be received on each dollar share purchased.

The defendants surrendered themselves, pleaded not guilty, and were released in \$5,000 bail each. According to the Government, they have disposed of half a million dollars in stock.

How do you shake hands? What kind of an impression does a customer get in shaking hands with you?

## Are you "on board?"

The "good ship" DANDELION is selling away ahead of all previous records.  
If you are not getting your share of this boom in DANDELION sales—

Stock up and "get on board!"

Dandelion Brand

THE BRAND WITH



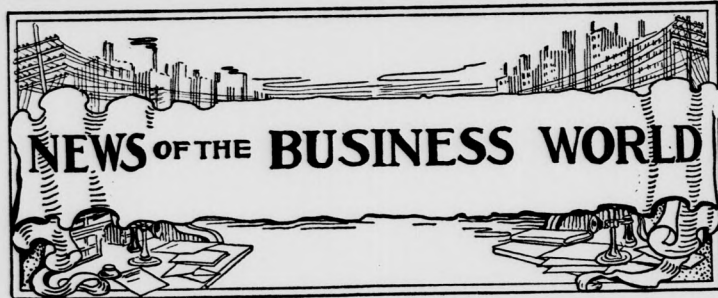
Butter Color

THE GOLDEN SHADE

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

**WELLS & RICHARDSON CO., - BURLINGTON, VERMONT**

Manufacturers of Dandelion Brand Butter Color



### Movements of Merchants.

Freeland—L. B. Carlton has opened a tea, coffee and spice store here.

Shepherd—Frank T. Zumbink succeeds H. Caplin in general trade.

Lowell—Claude Staal succeeds A. McQueen in the restaurant business.

Cedar Springs—John Holland succeeds F. C. Porter in the feed business.

Rives Junction—O. J. Eastman succeeds E. M. Atkins in the meat business.

Mancelona—A. W. Canady has sold his meat stock to L. Ball, who will continue the business.

Mt. Pleasant—W. S. Lusk has sold his meat stock to Jesse Struble who will continue the business.

St. Louis—George Vliet has added a line of dry goods to his stock of women's furnishing goods.

Lansing—Albert H. Rost, meat dealer, died suddenly at the Dr. Fisch sanatorium in Detroit Aug. 2.

Saginaw—The capital stock of the Central Warehouse Co. has been increased from \$50,000 to \$100,000.

Delton—Homer and Claude Kelly have engaged in the meat business here under the style of Kelly Bros.

Detroit—The capital stock of the Detroit Terminal Storage Co. has been increased \$100,000 to \$150,000.

Ovid—E. J. Pierce, who conducts grocery stores in Lansing, Dewitt and St. Johns, has opened a similar store here.

Lapeer—Fire destroyed the D. P. Sullivan store building and grocery stock July 31, entailing a loss estimated at \$5,000.

Rochester—Burglars entered the clothing store of L. Finsterwald & Co. Aug. 4 and carried away a dozen suits of clothes.

Greenville—Peter Hansen has engaged in the grocery business here under the style of the Copenhagen Grocery Store.

Kalamazoo—Streng & Zinn, dry goods dealers, will build an addition to their store which will enable them to double its capacity.

Mason—Leo Harrison has purchased the late Wilbur M. McCrossen drug stock and will continue the business at the same location.

Mancelona—A. S. Pitkin has purchased the Z. W. Fear seed and produce stock and will continue the business at the same location.

Jackson—Burglars entered the McGraw & Crone hardware store Aug. 3 and carried away goods to the amount of several hundred dollars.

Mason—Wilbur M. McCrossen, who has conducted a drug store here since 1893, died at his home Aug. 2 after an illness of several months.

Hastings—William A. Hall is erecting a two-story brick store building which he will occupy with his stock of hardware and implements.

Shelby—Victor E. Cooper has purchased the Fisher store building and will occupy it with his stock of furniture and undertaking goods.

Berlin—Burch & Co., who conduct a general store here, have purchased the William Hanna grocery stock and will consolidate it with their own.

Bagnall—Fire completely destroyed the F. A. Sprague store building and stock of general merchandise Aug. 3. Loss, about \$4,500; insurance, \$1,500.

New Holland—K. Weener has sold his store building and stock of general merchandise to Edward Schilleman, recently of Zeeland, who will continue the business.

St. Johns—Mrs. Abrams has sold her stock of millinery goods to Mrs. R. G. Clark and Mrs. T. C. Beach, who have formed a copartnership and will continue the business.

Howard City—Blaine Henkel has sold his grocery stock to Mrs. M. E. Perry who will continue the business at the same location under the management of Walter J. Smith.

St. Johns—William Gillison has purchased the Grand Rapids Brewing Co. cold storage plant and remodeled it for a warehouse for hay and grain to be used in connection with his feed store.

Freeport—The Miller & Harris Furniture Co., which conducts stores in Grand Rapids, Hastings and Belding, has purchased the J. W. Fogelsong furniture stock and will continue the business.

Mendon—W. A. Huff and G. G. Lawrence have formed a copartnership under the style of Huff & Lawrence and purchased the Mrs. I. J. McClellan bakery and ice cream parlor and will continue the business.

Detroit—The Wm. G. Hecke Co. has been incorporated to engage in the clothing and men's furnishings business, with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed and paid in in cash.

Lowell—The Mosley Co-Operative Co-Partnership Creamery Association, Ltd., has been organized with an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash. Operations will be carried on at Mosley.

Detroit—Hiram C. Goldberg, former president of the Board of Education, who died Sunday in Ashville, N. C., left his Michigan avenue store to his three brothers, his home, personal property and insurance to his two unmarried sisters and a \$5,000 bond

to his married sister, in a will that he dictated to Arthur Tuttle, United States District Judge, four days before his death. Realizing that he had but a few days to live, Mr. Goldberg also made all arrangements for his funeral.

Albion—Frank E. Nowlin, wholesale dealer in hay, grain, beans and wool, has merged his business into a stock company under the style of the Frank E. Nowlin Co., Ltd., with an authorized capital stock of \$50,000, of which \$25,000 has been subscribed and \$5,000 paid in in cash.

Lansing—Frank E. Elliott, manager of the National Grocer Co., who was seriously injured two weeks ago in the union freight yards when run down by a Pere Marquette train, was successfully operated upon Saturday at Edward W. Sparrow hospital. The patient is doing well.

Alden—The Business Men's Association has completed arrangements for the largest annual regatta ever held here. It will be the eleventh annual and will take place August 14. Among the features will be a free-for-all motor boat race, over a 12-mile course on Torch Lake and a ball game between the business men of Bellaire and the Elk Rapids Elks. No efforts will be spared to make the celebration the best Alden has ever had.

Escanaba—The Fair Savings Bank department store will be enlarged to double its size. After unsuccessful negotiations extending through a period of years, Herman Salinsky, proprietor of the store, has purchased from Max Glazer, of Berkeley, Cal., formerly of Escanaba, the building and lot having a 25 foot frontage on Ludington street, directly west of the present store building. Seven years ago Mr. Salinsky purchased a 25 foot lot west of the Glazer property and by the deal closed now he becomes the owner of a 100 foot frontage on Ludington street, upon 50 feet of which the present Fair store building stands, and on the remaining 50 feet he will construct a building to double the proportions of his present establishment.

Marquette—Dr. Ralph A. Palmer, of Mesa, Arizona, son of E. B. Palmer, of this city, and a silent partner has purchased the building belonging to Watson & Palmer, on South Front street, and on behalf of his father, whose advancing age and poor health has caused him to decide to retire from active business, Dr. Palmer will dispose of both the grocery and dry goods stocks. An inventory is now being made of the dry goods stock and a closing out-sale will shortly be opened. As soon as the stock is out of the way the work of remodeling the building will be started. Thus will be concluded the existence of one of the leading mercantile establishments in Marquette and which has been in business here considerably more than a half-century and is the oldest mercantile establishment in the Upper Peninsula. The store was originally conducted by Campbell Bros. It was opened in 1852. In 1854, Jonas Watson, grandfather of Dr. Palmer, came to Marquette and was employed by Campbell Bros., as

a clerk, in which capacity he was connected with the firm for ten years. In 1864 Jonas Watson and his son, E. M. Watson, purchased the business. The building and stock were destroyed in 1868 in the fire which swept over Marquette. Following the fire the present building was erected by Watson & Son. J. W. Watson died in 1875 and 1876 E. B. Palmer purchased a half interest in the business, the firm since then being known as Watson & Palmer. E. M. Watson died in 1906.

### Manufacturing Matters.

Merrill—E. R. Donovan has engaged in the cigar manufacturing business here.

Lawton—The Lawton Basket Co. has increased its capitalization from \$20,000 to \$50,000.

Port Huron—The Morton Salt Co. has announced its intention to spend \$50,000 in improving its plant here.

Goodar—The S. A. Robinson Lumber Co. has sold 1,000,000 feet of white and norway pine lumber to F. D. Martin & Co., of Saginaw.

Detroit—The Moyer-Shaw Manufacturing Co., manufacturer of metal novelties and specialties, has increased its capital stock from \$20,000 to \$33,000.

Ripley—The Lake Superior Iron & Metal Co. has engaged in business with an authorized capital stock of \$30,000, which has been subscribed, \$5,000 being paid in in cash and \$25,000 in property.

Bay City—The Knapp & Scott sawmill is being operated day and night cutting logs brought down from the Ward lands and cut for the Hanson-Ward Company here.

Lansing—The Lansing Foundry Co. has been organized with an authorized capital stock of \$100,000, of which \$50,000 has been subscribed and \$12,950 paid in in property.

Plymouth—The Automatic Muffler Manufacturing Co. has engaged in business with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed and \$1,500 paid in in cash.

Mancelona—The Gifford Crate Co. has been incorporated with an authorized capital stock of \$5,000, of which \$2,630 has been subscribed, \$860 paid in in cash and \$1,000 in property.

Flowerfield—F. M. Peters, recently of Jackson, has taken over the J. Donker flour mill and will remodel it and install modern machinery for manufacturing both spring and winter wheat flour.

Jackson—The Phillips Metallic Hose Co. has engaged in business with an authorized capital stock of \$100,000, of which \$51,200 has been subscribed, \$200 being paid in in cash and \$51,000 in property.

Niles—The Bremer-Wilson Manufacturing Co. has engaged in business to manufacture and deal in automobiles, motor boats, gas engines and all kinds of tools and small machinery, with an authorized capitalization of \$100,000 common and \$50,000 preferred, of which \$80,000 has been subscribed and paid in in property.





### The Produce Market.

Apples—Duchess and Red Astrachans command 75c per bu. and \$2 per bbl.

Beans—\$2 per bu. for either wax or string.

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

Butter—Receipts are about as usual at this season, and the heat has had the usual effect of greatly reducing the percentage of strictly fancy goods. The bulk of the receipts are heat-affected and the market is in buyers' favor. The market is steady on the present basis. Consumption is light at the moment, and there is no indication of any special change. 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 \$2.75 per bbl. for home grown.

Carrots—25c per doz. bunches.

Celery—Home grown 20c per bunch.

Cocoanuts—\$4.75 per sack containing 100.

Cucumbers—40c per doz. for home grown.

Eggs—The percentage of fancy eggs is light and this grade meets with ready sale at top prices. The effects of the heat are still apparent in a large part of the receipts and these eggs are being pushed for sale. Eggs are in good consumptive demand and present conditions will probably continue until cooler weather. Local dealers pay 16½c, loss off.

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

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 Rockyfords command \$2.25 per crate for 54s and \$2.75 for the other sizes; Nevada standards, \$3.50 for 45s; Indiana Gems, 75c per basket.

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

Oranges—Late Valencias and Navels command \$2.25 per box.

Peas—\$1.75 per bu. for Telephones.

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

Parsley—30c per dozen.

Peaches—Arkansas Elbertas \$2.25 per bu.

Potatoes—White stock from Virginia 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 15c for broilers; 12½c 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—65s per bu.

Tomatoes—\$1.50 per crate of 4 baskets, Texas grown; 85c 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.

Ludwig Winternitz, the distinguished globe trotter, was in town Monday and Tuesday, calling on his numerous friends and acquaintances. He has a trunk and suit case full of special photographs which he took on his double barreled trip around the world, which he delights to exhibit to his friends. Mr. Winternitz will spend the remainder of the heated term at the Grand Hotel, Mackinaw Island, but is undecided whether to take a trip to Alaska or the Antarctic circle during the coming fall. He has promised to return to Grand Rapids October 4, 1914, which is the thirtieth anniversary of his landing in Grand Rapids from Prague, Bohemia, his native city and participate in a dinner party given in his honor by his friends.

W. W. Brower, the Fife Lake grocer, furniture dealer and undertaker, motored to Grand Rapids Monday and expects to remain here most of the week. Mr. Brower says the hay crop in Grand Traverse and Kalkaska counties was short; the oat crop fine; the wheat crop fairly good and that corn and potatoes give promise of a large yield. Business in Fife Lake is generally fair. Fife Lake township has built two miles of stone road and Paradise township has built several miles. Within three years there will be good roads all the way from Fife Lake to Traverse City.

William B. Holden, Manager of the Grand Rapids Dry Goods Co., sails from Chicago Saturday afternoon on the Arizona for a week's cruise through Lake Michigan, Lake Huron and the Georgian Bay. He will be accompanied by his wife.

Edward Kruisenga has removed from Cadillac to this city to take the management of the local branch of the National Grocer Co.

### The Grocery Market.

Sugar—Arbuckle, Federal and Warner have advanced their quotations on refined to 4.70c. The other refiners are still accepting orders on the basis of 4.60c, but are expected to advance to a parity with the other refiners to-day. Jobbers and brokers would not be surprised to see another advance in prices in the near future, their idea being that jobbers and retailers are carrying comparatively small supplies and will have to enter the market and buy freely to supply the heavy demand which usually develops during August and September.

Tea—The market is without material change and prices remain firm. New Japans are of excellent quality, both in style and cup. The primary market continues firm, with good business being done. All desirable early pickings have been pcked up. Ceylons and Indias hold firm and the better grades are quickly sold. Most of the Green tea made is for American consumption. The average price brought at the local auctions of Ceylon during 1912 was about 15c per pound. There seems to be little American demand for China teas, while Java tea importations are constantly increasing.

Coffee—Rio and Santos grades are a fraction higher than a week ago, but probably only temporarily, and more for certain grades than for the whole list. Milds are also slightly firmer for the week. Java and Mocha are unchanged and quiet.

Canned Fruits—Apples are a little higher by reason of short crop outlook. California canned goods are unchanged and are in good demand. Small staple Eastern canned goods are unchanged and dull.

Canned Vegetables—The Michigan pea pack is larger than it has been for several years. Roach has put up 225,000 cases, against 175,000 the year before. Tomatoes are unchanged, both spot and futures. There have been rains in some growing sections, but not in others, and what the crop or the pack are to be cannot yet be definitely determined. The season has not as yet made up any of its two weeks' lateness. Corn on spot is unchanged and dull. As to futures, some packers have withdrawn prices, on account, they say, of unfavorable crop outlook.

Canned Fish—Domestic sardines are about unchanged, many packers still being firm in their ideas, on account of short catch. Imported sardines still steady to firm and in good demand. Salmon, both spot and future, is unchanged. Spot salmon is in good demand at comparatively low prices.

Dried Fruits—Peaches are a trifle higher and look as if they might advance even further. Apricots on spot are quiet. Futures are too high to be interesting. Currants are quiet and unchanged. Some of the packers have offered new raisins during the week at 6½c for fancy seeded f. o. b. coast in a large way. This is in buyers' mind too high, and the trade are not interested. It is 1¼c per pound

above the market for old raisins, which incidentally are quiet and unchanged. Future prunes are higher, probably ¾c higher on all sizes within two weeks. The bad weather on the coast is responsible.

Cheese—Full cream is steady and unchanged, with an active consumptive demand. The quality is ranging good, as is usual for the season, and the entire situation is healthy. If there is a change, it will probably be a slight advance.

Syrups and Molasses—Glucose has advanced 15c per 100 lbs., owing to the increasing firmness in corn, due to bad crop reports. Compound syrup will probably advance also. For the week it is unchanged and dull. Sugar syrup is dull and unchanged. Molasses ditto.

Starch—Best bulk and package and muzzy bulk have been advanced 15c per 100 lbs.

Provisions—Smoked meats are firm with unchanged prices. Pure lard is firm and unchanged, with a fair consumptive demand. Compound lard is very scarce and in exceptionally good demand. Higher prices seem likely soon. Dried beef is firm and unchanged. Canned meats and barreled pork are in good consuming demand at unchanged prices.

Salt Fish—Cod, hake and haddock show no change, light demand and steady to firm prices. Mackerel, speaking particularly of Norways, which are scarce on spot, continues steady to firm; the demand seems interested in a moderate way.

### Downfall Due to Cigarettes.

Allegan, Aug. 4—DeWitt Henning, the young merchant of Hopkinsburg, who pleaded guilty to burning his own stock and building recently, was before Judge Cross last Thursday for sentence. With him appeared Attorney W. W. Warner, his parents, and his young wife and little baby. He told the judge that his downfall was due to cigarettes; that he smoked more than 100 the day he burned his Hopkinsburg building. Judge Cross sentenced him to spend from a year and a half to ten years in the Ionia reformatory, recommending that he be paroled at the end of a year and a half if at that time he shows a disposition to leave cigarettes alone and live properly. The Judge emphasized what has often been said about cigarettes—that they naturally convert honest men into imbeciles and criminals; that any one who smokes cigarettes is an unsafe man to have loose in any community.

Ludington News: Jimmie Goldstein appeared on the streets of Ludington this morning, the same old Jim with the same old smile. He got as far as the First National Bank corner before any one noticed him and there he stuck for an hour or more before he could get away from the friends who kept stopping to shake hands with him and welcome him to Ludington again. Jim is on the road for a Detroit house and is stopping here on business but he will be one of the guests of honor at the Booster game to-day and may stay over Sunday, as the guest of local friends.



The bank clearings for July showed a slight shrinkage, as compared with July a year ago. This is the first time that a monthly total has fallen short of the total for the corresponding month the previous year in something like two years. The shrinkage upon this occasion is not large, only a fraction of 1 per cent., but it indicates that there has been some let up in the volume of business going through. The business men have been hedging to some extent, manufacturers have been proceeding with caution and there has been an almost total lack of speculative activity in stocks. The shrinkage for those who understand the situation is a good sign, rather than an occasion for alarm—a sign that business men are keeping within their resources, instead of branching out at a time when conservatism is generally admitted to be advisable. The banks, it may be added, are strengthening their reserves and when the fall season opens they will be well prepared for the greater activity which is pretty certain to come with the change in the season.

The Michigan Trust Company will put its guards, two in the safety deposits and one in the main office, in handsome blue uniforms as soon as the uniforms can be made. The company always has had two guards in the vaults, one at the outer and the other at the inner door, while the guard in the office is an addition to the staff. The office guard will be W. R. Hinshaw, late of the United States Cavalry. Hinshaw enlisted at the recruiting station in this city six years ago and was assigned to the 14th United States Cavalry and finished his three year enlistment with eight months' service in the Philippines, where he received his discharge. He promptly re-enlisted and was assigned to the 1st United States Cavalry and his duty has been in the Yellowstone Park on guard duty. He is a young man, tall and soldierly, and in his new uniform will be about the handsomest man on the Michigan Trust Company staff—which, by the way, will be saying a good deal.

Current report has it that the Michigan State Telephone Company, the old Bell interest, will retire from Grand Rapids, leaving the field to the Citizens, and that the Citizens will pull out of Battle Creek, Marshall and Jackson where the Citizen's controls the independent exchanges and also from Kalamazoo and other towns along the Michigan Central where it maintains toll stations, yield-

ing this territory to the Michigan State. The report is denied with more or less vehemence by officials of the Citizens, but the story is told with such circumstantiality of detail as to indicate some foundation in fact. Whether true or not, the story is at least plausible and the consummation of the deal would go far toward clearing up the telephone situation in Michigan. The Michigan State already controls the telephone situation in all the territory east of Detroit and south of the Michigan Central. The three exchanges to be taken over in trade for the Grand Rapids exchange naturally belong to the Detroit system, with a preponderance of the business done in that direction. These three exchanges have been fairly prosperous and profitable, but at best they are outposts in the Citizens' system and parting with them to secure a free hand in the larger and more important field in Grand Rapids seems like good business. As for the Michigan State, it has been hopelessly whipped in its long fight for the Grand Rapids field and its retirement will simplify the Grand Rapids situation and please everybody.

When the Citizens company was inaugurated the Bell company insisted that it would never be permitted to do business because it had no valid patents or could not acquire apparatus that would give satisfactory service that did not conflict with the Bell patents. These claims were proved to be not only unfounded, but absolutely ridiculous, because the service given by the Citizens company has always been far superior to that afforded by the Bell company. Failing to bluff the competitor out of the field by threats and cajolery, the Bell company gave absolutely free service for a long period and even offered, in some cases, to pay for the privilege of putting Bell telephones in place of Citizen phones. Such a policy, repeated in many other localities, soon put the Bell company in bankruptcy and wiped the bondholders and stockholders off the face of the earth. Cunning schemers effected a re-organization out of the wreck and succeeded in building up a fairly successful fabric, but the company has never been able to gain much of a foothold in Grand Rapids because of the infamous methods it undertook to establish and the poor service it gave, in comparison with its competitor. It is a matter of common knowledge that the Bell company is now losing \$3,000 a month on the service it is giving in Grand Rapids, because it is furnishing the people

## The Old National Bank

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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  $3\frac{1}{2}\%$  if left a year.

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Resources \$8,500,000

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

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

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

CORRESPONDENCE PROMPTLY REPLIED TO

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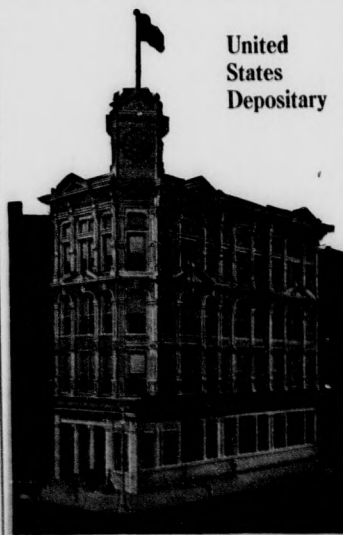
**Savings  
Deposits**

**3**

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

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



**United  
States  
Depository**

**Commercial  
Deposits**

**$3\frac{1}{2}$**

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

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



service, such as it is, at less than it costs to maintain it. As near as can be figured, the Bell managers in Michigan have cost the bondholders and stockholders about \$15,000,000 by poor management, lack of brains and bulldozing tactics which failed to succeed and disgusted everybody who believed in fair play and decent methods.

The dual system of telephones is an expensive nuisance and, under existing conditions, it is entirely unnecessary. In the old days competition was necessary to prevent a monopoly becoming extortionate. Under the Giles law enacted three years ago the State Railroad Commission has jurisdiction over the telephone companies and the rates they charge and this gives the public ample protection against the evils of monopoly.

The stories that are current do not go into details as to how the merger of the properties will be brought about. In Grand Rapids the Michigan State has about 6,000 connections and of these 1,800 represent duplications with the Citizens. In the event of a merger the Citizens would on the face of the returns have a net gain of about 5,200 subscribers, giving it a total of something like 18,000 subscribers. The Michigan State uses the manual system, while the Citizens has the automatic. The two systems could, undoubtedly, be worked together through a physical connection between the two exchanges, but eventually all would want and no doubt would have the automatic.

The State Railroad Commission, it is stated is favorably inclined to the proposed deal. Its policy from the beginning has been to discourage unprofitable competition in public utilities on the theory that the public will get better service from one than from competing companies and at less expense. The obstacle to the consummation of the deal, it is said, is the uncertainty as to the attitude of the Federal authorities under the anti-trust laws. Commissioner Hemans, of the State Commission, visited Washington a few weeks ago for the express purpose of ascertaining what the Government's attitude would be, and was unable to obtain any information. The Department of Justice, at Washington, may not itself have known what its position should be, or, perhaps, it thought it an evidence of smartness to keep the State authorities in the dark, but the only satisfaction that Commissioner Hemans was able to get was that the parties to any merger deal would find out what would happen after the deal had been made. The State Commission might be willing to authorize the merger, but hesitates to do so when such consent might mean a criminal prosecution for the parties interested.

Suit has recently been begun in the United States Court in California against the American Telegraph and Telephone Company to dissolve the telephone mergers that have taken place in the Northwest and on the

coast. The California case may be analogous, but it is not parallel to the Michigan situation. The merger in Michigan would be in harmony with public sentiment and with the full approval of the State authorities, with every safeguard provided against abuse of monopolistic tendencies. The Government might be able to find grounds for prosecution under the anti-trust laws, but under the conditions existing the Government, by instituting a prosecution, would be making itself ridiculous. The Department of Justice has not questioned the purchase of the Home company in Detroit by the Michigan State, a deal that was made more than a year ago.

If the trade of Battle Creek, Marshall and Jackson for the Grand Rapids exchange goes through, it will undoubtedly be the first of a series of deals that will clear the telephone situation in this part of the State, eliminating competition in all of Western Michigan. The Citizens has several outpost exchanges which can be better served as parts of the Michigan State system and the Michigan State has several exchanges in this part of the State which can better be served from here. It would be comparatively a simple matter to match up one exchange against another until competition had been eliminated entirely. This is what eventually will happen, and it will be a good thing for everybody, for the telephone companies and for the public alike. The elimination process would undoubtedly curtail the Citizen's field materially, but it would leave the Citizens with a strong, compact, easily managed system, with the rights of universal connection to outside points.

If your newspaper advertisement contains a mis-statement of price, live up to that mis-statement unless it might cause you a loss you positively can not afford.

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

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for May 1913 show an increase of 39.94% over May 1912.

If purchased now, the preferred stock will yield 8%. Company has in eight months earned 7% on common stock.

Write for statements and map.

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Engineers - Operators  
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Michigan Trust Bldg.  
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Is based on properties the earnings of which are more than *Three Times the Amount Necessary for the Dividends*, and their business is steadily increasing. Ask us to mail you the earnings statements of this company.

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Resources \$2,000,000.00.

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Willard Barnhart, Vice President.

Henry Idema, Second Vice President.

F. A. Gorham, Third Vice President.

George Hefferan, Secretary.

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E. A. STOWE, Editor.

August 6, 1913

**POLITICS VS. PATRIOTISM.**

The Tradesman regrets that a majority of the Foreign Relations Committee of the United States Senate should have repudiated the Nicaraguan treaty negotiated by President Wilson and Secretary Bryan. Both officials reversed themselves and went contrary to the teachings of their lives in formulating the treaty, but this only goes to show how differently things look to men when they are on the inside than they do when they are on the outside. It is stated that the Democratic Senate is willing to ratify the treaty formulated during the Taft administration, but will not endorse the amendments urged by President Wilson and Secretary Bryan embodying the protectorate policy which was regarded as the forerunner of a general policy in relation to the Central American republics.

The Senate Committee gently intimated to the administration that it would be impossible to ratify any treaty embracing the protectorate idea. The intimation was carried in the form of a resolution to the effect that the Committee would consider a treaty involving exclusively the lease of a naval base in Nicaragua and the acquirement of a right of way for an inter-oceanic canal—on a purely cash basis.

In other words, the Democratic leaders in the Senate, headed by Senator Bacon, chairman of the Foreign Relations Committee, are not prepared to reverse a policy of twelve or thirteen years' standing and bring about possible political improvements in the affairs of Latin-American countries which they had denounced when the Republicans were in control of the Government.

This is the first serious setback to the administration in its efforts to control policies with which Congress has to deal so far as its own party organization is concerned. President Wilson has had phenomenal luck, if such it may be called, in controlling his party in Congress with respect to matters of domestic legislation. He has dominated not only the Ways and Means Committee of the House, but the Finance Committee of the Senate in the matter of tariff revision. He has practically had his own way

thus far in shaping the course of prospective currency legislation, despite strenuous opposition to some features of the administration programme. On the strength of past performances many had jumped to the conclusion that the policy enunciated in the Nicaraguan treaty negotiated by Secretary Bryan would be pushed through as a matter of party discipline if nothing else. And while it seemed at first that the Democrats of the Foreign Relations Committee, with one or two exceptions, would fall in line for just what the administration proposed, it now is seen that something has changed the aspect of the situation.

The Foreign Relations Committee apparently is not as responsive to the party whip as the Finance Committee. The moral effect of this repudiation of Latin-American policy, moreover, is not likely to be advantageous to Mr. Bryan's universal peace propaganda.

**LYING ALL THE TIME.**

For some time the newspaper reading public in this country has found interest in perusing the reports of the hearing in which Martin M. Mulhall is the principal figure. He asserts that for ten years he was the lobbyist of the National Association of Manufacturers, serving this organization at large salary in a fiduciary capacity. Because there was some falling out between him and his employers, and for reasons which to them seemed sufficient, he was dismissed. Thereupon and thereafter, he sold a lot of letters he had saved to a newspaper and also put them on public exhibition, seeking thus to damage the reputation of men living and dead with whom he had some correspondence. There is room for only one opinion as to the integrity of such an attitude, and however glad people may be to get the information they will still have their own opinion about the informer, under all the circumstances. It is manifest that if he had not lost his position, or if he had lost it under more agreeable circumstances, he would not have adopted this course. But that is not just now the point under consideration.

In the course of his testimony men of Republican faith were those who very generally, and practically almost altogether, came in for insinuation, if not downright accusation. That greatly pleased the Democratic politicians and the Democratic newspapers and they made quite a point of it and had a great deal to say about it, calculated to show that the people made no mistake when they changed the political complexion of the National administration in Congress as well as at the White House. That was good partisan argument and was made the most of and indulged in very freely. More recent reports are to the effect that Mr. Mulhall's accusations included Democratic Leader Underwood and Speaker Clark, and then right away quick the shoe was on the other foot. Both these gentlemen come out instantaneously in emphatic denials, declaring that the informer says what is not so and that substantially

he is a blackmailer, saying the entire statement is made out of whole cloth. They were very glad to believe all that he said about various prominent Republicans and they applauded it very heartily. Now when he says it about them they are not only disturbed but very angry. The inference which very many readers will draw is that if he lied about Underwood and Clark he might also have lied about somebody else. How can the Democrats take the position that all he said about the Republicans is true and all that he said about them is false? There are two other inferences, almost equally plain, and one is that there may be considerable fabrication about the whole story, or if his story is true, then that there is no difference between Democrats and Republicans in their attitude when approached by a lobbyist.

**THE COPPER STRIKE.**

The Tradesman is gratified to note the firmness displayed by Governor Ferris in meeting the copper strike situation. While it is probably true that a few union labor leaders will denounce his action, the Tradesman believes that the sober sense of the people generally will commend his course and that they will also continue to commend him if he keeps the troops in the copper district until all signs of unrest have disappeared. If he were an employer of labor, he would more fully understand the situation. No man can have any dealings with union labor and take any comfort thenceforth, because union labor officials make contracts and enter into agreements that they fully intend to violate before the ink is dry.

If the Governor had told the officials of the Western Federation of Miners who called on him to shake the dust of Michigan from their feet and go back to the scenes of their murders and crimes in the Far West, the strike would have fallen flat. No strike originates except in the fertile brain and crafty hand of the union organizer and agitator.

The Tradesman believes that Michigan lives and the security of Michigan interests are safe in the hands of Governor Ferris and that he will keep the troops at Calumet until the venal and unscrupulous grafters and murderers of the Western Federation of Miners give up in disgust. The matter will never be settled until they do this.

A thermometer manufacturer in Chicago who went into bankruptcy gave as a reason that "hot weather health authorities caution against worrying about the heat." He thinks people do not study the thermometer so much as formerly, and that they take the weather as it comes, without worrying about the temperature. It is certain that on a hot day a person feels warmer after learning that the thermometer stands 94 in the shade. The advice of the health authorities is good and wise, even if it did make a manufacturer of thermometers fail in business.

**DREAMERS OR SCHEMERS?**

W. F. Vedder, who calls himself the Eastern Division of the Right Relationship League, is sending out letters from Detroit to country merchants throughout Michigan, suggesting that they place their retail business on a co-operative basis. This suggestion applies to elevators, creameries and banks as well as stores. The plan is to secure the co-operation of farmers by obtaining their subscriptions for capital stock. The subscriptions are represented by \$100 shares, no one being permitted to hold less than one nor more than ten shares. The Right Relationship League appears to have no capital stock to speak of. All it has to sell is information which anyone of ordinary intelligence can acquire by reading a few books on the subject. Just as a business man frequently buys a lawsuit in acquiring a patent, so a man who pays for information of this kind gets with it a license to lose his money or seriously impair his capital.

The Tradesman would advise those who receive the literature to go slow in dealing with anyone who has everything to gain and nothing to lose; who is willing to take another man's money and render him no adequate equivalent therefor.

The establishment of the tin plate industry in the United States dates from 1891, practically the entire domestic market previous to that time being supplied by imports. By 1899 the domestic production had become over six times as great as the imports, while in 1909 it was over nine times as great as the imports, and there was a considerable exportation of the domestic product. The larger part of the tin plate which is now imported is manufactured into tin cans which are subsequently exported, a drawback of the duty paid upon the imported tin plate being secured. The average number of persons employed in the tin and terne dipping industry during 1909 was 5,846. Tin plates are thin plates or sheets of steel or iron, known as black plates, coated by dipping in a bath of molten tin. Terne plates are black plates coated, in like manner, with an alloy of tin and lead known as terne mixture.

A Detroit man was wont to argue that the mind has great control over the body, and that if the mind so wills the body does not feel pain. He maintained that an operation could be performed without the use of an anesthetic and without pain to the subject, if the mind was under firm control. The other day he had an opportunity to put his theory into practice. He fell from a chair in such a manner as to inflict a painful wound, which a surgeon cauterized and sewed up with eleven stitches. While the operation was being performed the injured man smoked a cigar and whistled, evidencing no signs of pain, and convincing those who looked on that he suffered no pain.

Though money may mean nothing but trouble, it's the only kind of trouble that's hard to borrow.



## NATIONAL ADVERTISING

## Specious Promises Failed to Hook Dexter Wright.

Written for the Tradesman.

"I have come," says he, "to save you some money."

Those words have a pleasant sound to me. With selling prices fixed by competition when they are not regulated and extra frills costing more every day for service that nobody ever thought of when Old Man Knowles kept store, anything that looks like saving money is interesting to me. Like the fellow who got a note from a bandit chief saying: "We have kidnapped your mother-in-law; hold her for \$5,000 ransom." He replied: "Short of funds, but your proposition interests me."

"We sell direct from the factory to you," he went on, "we cut out the jobber's expense and profit and give you the benefit."

Well, that may be so and it may not. It costs him as much to travel as it does Sam Tenny who represents Dresser & Feeder; that is, I suppose it does; he didn't look as though he came blind baggage and I don't believe he walks between stations to save livery. If he can sell as much with one line of samples as Tenny does with eleven hundred different things, that is going some. However, I didn't dispute him; I waited for the rest of his story.

So he showed me the Up-se-day-see. And it looked good.

"We create the demand," he says. "We spent last year \$300,000 in National advertising and we have increased our appropriation this year 50 per cent. We create the demand and all you have to do is supply it."

He was a good talker. Not one of the slick kind. Any time I find a man putting out a line of talk that makes me want to buy something I don't want, I don't do it. He was just a good, plain talker with a crisp business flavor to his conversation. So I listened along.

"Eleven fifty a dozen net," says he, "and they sell themselves for \$1.25 apiece; 30 per cent clear for you," he says. "How many shall I put you down for?"

I took out my little pencil and made a few figures. \$11.50 a dozen, 60 cents freight, that's \$12.10; \$1.01 apiece.

Sell them for \$1.25. I read in the Tradesman not long ago that it costs the average merchant 20 per cent. to do business. I don't believe it costs me that much. Rent is cheap and clerk hire doesn't cost as much as it does in the city. I don't believe it costs me over 15 per cent. I'm going to know exactly before I'm six months older, but we'll say for the present it costs 15 per cent. Sell them for \$1.25 apiece, out of that it costs 15 per cent; that's 18 cents, leaves \$1.07 if I know how to subtract. And I think I do. That's where a good many merchants fall down. They can add, but they can't subtract.

Sell for \$1.25—supposing they do sell and the goods are certainly all right; I get out of it \$1.07; they cost

me \$1.01. That leaves six cents for Dexter Wright to buy automobiles with. That may look like 30 per cent. to the manufacturer, but it looks to me less than 5 per cent on \$1.25.

Now I sell a good many things on as close a margin as that. I do it because I have to; they are things I have to carry and the price is so well established there is no getting away from it. There are other items on which I clear 15 or 20 per cent to make up for it or I wouldn't be in business to-day. No, sir, if I have to work for just wages, I'll work for somebody else and let him do the worrying. Now, here's an article, good merchandise, probably a fair seller, but it does not pay its share of the shelf room and I don't have to take it. I'm not going to put it in stock for the pleasure of carrying it. I told him so.

"My friend," I says, "you have made one mistake. You're asking me to pay for creating next year's demand for the benefit of some merchant I never heard of. You'll have to excuse me; I don't intend to do it."

"How do you make that out?" he says rather surprised.

"Well," I said, "you're going into this National advertising to create a demand and you figure that you get your money back by making your goods that much easier to sell, and the merchant gets his money back the same way; I suppose that is so or you wouldn't have used that \$300,000 you spent last year as a selling argument. I don't know whether that's right or not but we'll play it is; we'll suppose that advertising expense is passed to me and I'm willing to stand for it because I get it back. We'll play that's the way it works."

"Now, you're spending \$150,000 more, I think you said. That doesn't affect this year's demand, does it; it is creating demand for next year. It isn't increasing sales in Buffalo Hump. I might sell two dozen of these things; I couldn't sell three dozen if you spent a million in advertising. You're opening new territory for your goods and broadening your field; you ain't increasing Dexter Wright's business any. But you're asking me to pay for it. You expect me to put up the money for your advertising campaign for next year's trade."

"But the advertising doesn't cost you a cent," he says.

"Doesn't it? You have figured it so I have to sell them for \$1.25 apiece. I can't get away from that. You have advertised the price and if people don't know anything else about the Up-se-day-see they know it costs \$1.25 retail. You have fixed a selling price out of which I get less than a living profit. If it costs me 20 per cent. to do business, like the Tradesman says it does the average merchant, I don't even get my money back. But on my figure I do have 6 cents apiece left over. I ought to have 12 cents to make it worth my while to handle it. And if you won't let me have it on that basis it must be because you want the money to pay for advertising for next year's sales."

"You've saved me the jobber's expense, but where is it? Reminds me of the time Sim Dawson quit smoking. He says at the end of the year he figured up he had saved \$115. That's what it cost the year before. 'Now,' he says, 'where in thunder is that \$115?'"

"Same way with the Up-se-day-see. You have saved the jobber's cost of doing business and the jobber's profit. I'm pleased to know it, but what good does that do me if I can't make a living profit on the line? You have been mighty liberal with your National advertising and I hope you are successful in creating a demand. When you have got it created, if you will come round to me with a proposition that lets me in on a fair basis. I'll be right here."

"See here," he says, "you figure this thing wrong. It won't cost you a cent; the goods sell before the bill comes due and it's the same as finding a little extra velvet. You don't have to figure cost of business on it because it doesn't add anything to the cost. You'll never know you had the goods in your store until you see the addition in your profit and loss account."

"My friend," I said, "my shelves are pretty full now, including a good many things I wish I didn't have. Anybody who wants to crowd some of those goods off the shelves will have to show me either that I've got to carry it or else show me a straight 10 per cent. net profit after deducting all expenses. It's your move," I says. He moved.

John S. Pardee.

## Cultivate the Habit of Thoroughness.

One of the universal faults is a lack of thoroughness. From the boy who copies his arithmetic lesson from a schoolmate's paper to the old man who leaves ambiguities in his will for the heirs to quibble over, there is, "To seem and not to be." Most every human transaction. The unwritten motto of the average person is, "To seem and not to me." Most people are willing to let well enough alone—and they have a modest standard of what constitutes "well enough."

It is because of the wide prevalence of this fault that the really thorough man both does and does not get the credit that is due him. He usually does not get it when his work is superficially judged by those who are themselves not thorough. But he does get it when his work is put to the test or is fairly compared. And, best of all, he has the satisfaction of knowing for himself that he has done his duty and therefore has gained a point of self-discipline which he can never really lose.

The man who aspires to rise above the average in any line of endeavor should ponder well this point: The average person is not thorough and therefore, even a little thoroughness will surpass him. This should inspire the ambitious man to be thorough. He will soon find that thoroughness practically measures the difference between the average and the highly successful man.

## Mind the Little Things.

The sum of little things often exceeds a few great ones. It is often the little things that count in the long run.

A country merchant was once talking with a traveling man in regard to small wares. "I can't see," he said, "how it pays to bother with so many of those little things. Now, if I sell an item for ten dollars I can see where my profit comes in. But ten cents, fifteen cents, twenty-five cents—where's the profit?"

"I know something that is better than an argument," said the traveling man. "You just take a quantity of your old sales checks and have them sorted according to amounts. Put everything that is less than a dollar in one pile and everything over ten dollars in another pile and so on. I don't know just what you will find, but you will learn something."

Some years later the merchant came into a wholesale house, and by chance met the traveling man. "You don't remember me, do you?" he said.

"Not your name, nor your town," said the other, "but you are the man who was going to sort his sales checks."

"That's right," said the merchant. "And I want to tell you I am a thousand times obliged to you for the suggestion. I now own ten stores and we go in strong for goods under the dollar."

Frank Stowell.

## Interruptions Which Waste Time.

If there were some way to estimate the exact percentage of time and working energy lost through interruptions, there would, doubtless, be many a change in the arrangement of offices.

"I've never done a full day's work since I have been in that office," a man said to me.

"Well, that's a confession," I said. "No," he replied, "it's not a confession, it's a complaint. It isn't my fault. I'm willing to work, and I do put in full time. But the fact is, our office is one continual interruption. If I was ever able to work steadily for fifteen minutes without having my attention distracted I can't remember it."

"What's the matter?" I asked.

"Oh, there's so much confusion. There are eight of us in one room and we interrupt each other every time we turn around. We are in such close quarters that every remark made in the room is heard by all and has come to be understood as being intended for all. Persons from other departments come in to see us about the work and there is general conversation all around. What we need is to be scattered about a little more and be where there is more individual seclusion. I have asked the manager to arrange the office differently; but it is hard to make him appreciate the need of it."

Jacob Tenbrock.

Don't get so wise that you think an outsider can't tell you anything about your business. The man on the bench often sees things the player misses.



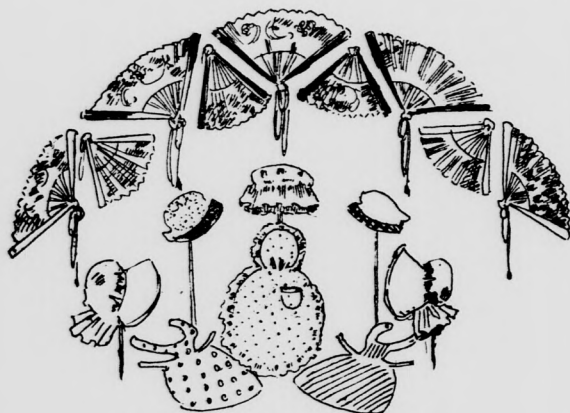
### Monitors for the Successful Window Dresser.

The wit of the window dresser consists in being able to take advantage of all circumstances that may draw attention to his stock. From day to day, and week to week there is a constant procession of events of more or less interest that may be made to point a moral as well as to adorn a window.

Many of these events have caused more than a ripple in the attention of mankind. These are the monitors

chant must decide. However the idea may be made to feature many different kinds of stocks. For instance he may use dry goods. By weaving together different patterns of gingham, shirtings, cretones, he may evolve a very respectable cubist picture. He may even cut off little square, rectangular or triangular pieces of goods like little samples, make a crude design on a cardboard, or use a design already printed, pasting the pieces over the design.

Thus, if he chooses the figure of a



Fans, Aprons, Caps, Sunbonnets.

for the window dresser. Where he can take advantage of the top notchers, in the way of advertising, the high lights in the public eye, he has acquired an advantage that will make his appeal all to the good. Take the cubists for instance. Nothing that has appeared in this country has caused such a storm of ridicule and protest, especially from the uninitiated in art matters, as this branch of post impressionistic art. Post impressionists are supposed to be more freakish than their forbears, the impressionists, who created an equal storm about forty years ago. Thus the fact that many modern artists have spoken words of defense of the movement has made the discussion more prominent. However, the window advertise-appeal is not concerned with the validity of claims pro or con. It takes simply all the advantage possible of a passing hue and cry.

The ingenious window dresser may be able to think of a dozen different methods of making a cubist window. A cubist picture or reproduction might be the starting point. Better, a large colored copy of a cubist print, painted by some local artist may serve to focus the attention. For the illustrative part of the window the mer-

woman in fashionable dress, it should be at least fifteen inches high, and would be more impressive if it were twenty-four inches. Let him cut the different sizes and shapes of differing patterns and paste them upon the design, where they seem to fit—crudely—either the sections of light or the sections of shadows. Thus the shadow of a fold may be entirely different in pattern and color from the light portion adjacent to it. The effect depends entirely upon the ingenuity of the poster-designed, and may be made very amusing, while at the same time, it preserves a certain weird adherence to reasonable representation. The background should be made of harmonious, yet astonishing piecings. Around it may be grouped draperies of the same goods shown in the cubist design. This would be equally good to feature a line of ribbons, especially the varieties of figured and brilliantly-colored ribbons so much in vogue.

The grocery department may use the idea with equal facility. There are plenty of things in cubes, rectangular and triangular forms, that may be used to build up a composition. Paper cartons, packages, boxes and tins, will give great variety to a lay-

out and will include many different lines of goods.

The illustration given for a cubist window is based upon the fact that the preserving and pickling season is now upon us. In the drawing the luscious watermelon is featured as possessing claims to consideration for pickling. Necessarily it must be cut into cubic forms, hence, the connection. The merchant who wishes to draw attention to his stock of canning implements and utensils will do

shall fall. Thus he arranges his supports for his general masses, throws the drapery over it, and lets it alone. Even if he rearranges any of the drapery it must look as if accidental. The great thing is to have it appear careless. Artfully artless, as it were. No amount of pulling and poking can secure the beautiful lines, the free sweeps, the fascinating kinks of drapery that have arranged themselves, so to speak.

In the drawing is an arrangement



THE ORIGINAL CUBIST PICKLES

well to set up such an arrangement, which may consist solely of goods at hand. It would be an addition to include a framed and colored print of a cubist picture. He may include cubes of sugar, as well as cubes of cut melon on plates, in different stages of sweet pickling. He may place rows of cans through which peep the cubic pieces of the completed product. Also he may feature the pickling pot or kettle, as well as the spoons and dishes necessary to proper preserving. He need not be limited to watermelons, however. There are other things susceptible of cutting, cubing and pickling and every merchant heart knows its own sweet-pickling facilities.

Nothing marks the advance of modern window dressing more than the arrangement of dress goods. Where once the goods were stretched tightly over mechanical forms, with the folds rigid, and unnatural, tortured into a sort of inflexible severity quite out of keeping with pliant textiles, now everything is different. Instead

suitable for soft silks, voiles or soft muslins. Voiles especially are happy in this character of decoration. The limp textures allow it to fall into charming folds. With pastel tints the inner part of a fold contains deeper color than the outer. The shadow of a lavender voile or chiffon or crepe will show more purple than the light expanse. This contrast makes pleasing effects of color. The kinky waves in the drapery lying upon the floor thus form a color pattern by themselves, which are an important part of the decoration and should invariably be considered in making a study of the whole layout. In this arrangement lavender, pale rose, pale turquoise or Nile green, pale blue, and pale salmon or yellow may be combined. The parasols should show some of the same colors with the addition of black. The black without bows will give just the accent necessary to give relief to the pale colors.

Different shades of one color would be extremely effective. There are, this year, so many shades of blue



An Arrangement of Soft Silks, Voiles and Muslins.

of treating the grace of a natural fold as if it were a crime, it is now allowed to dominate the whole scheme. Grace is now sought for by natural means. The drapery is allowed to fall according to its own sweet will, and the laws of gravity. The window decorator only reserves to himself the right to say just where it

that it would be quite possible to get sufficient variety while adhering to one color.

A very effective window seen recently, consisted entirely of elegant blue costumes on manikins against a cold gray stone background, over which trailed green vines. The effect was cold, yet it drew the eye, and



called attention to the elegance of the costumes. In general, however, a warm toned window is better than a cold one. In this connection "warm" means a tone in which yellow or red or orange has influenced the real color, or "local color" as the artists say. "Cold" again means a color of the blue or leaden variety. Thus one red may be made warmer or hotter than another red by the mixture of blue or gray tones. Green is warmer than pure blue, because it has yellow in it. Nearly all blues have a considerable quantity of yellow in their mixture which accounts for their beauty. Pale blue in particular is well toned with yellow. Sometimes it becomes almost green. The study of color is an absorbing one, and is important to any one who dresses windows.

The cut of fans, aprons, caps and sunbonnets is a pretty composition that is within the power of any general store. It will serve as a basis for other articles of lingerie, which may be added, according to the size of the window. There may be other delicate articles of ladies' wear placed upon supports like the sunbonnets or they may be displayed upon the floor, flanking the two apron with bibs. Jewelry, chains, brooches, bags and what not will be suitable additions. The fans should be dainty in color, cream white, or of delicate touches of color in the decorations. The effect of the whole window should be filmy, lacy and fresh, since the quality of the goods demands it. It is always advisable in any window to work toward unity of effect.

#### What Some Michigan Cities are Doing.

Written for the Tradesman.

The Morton Sale Co. will expend \$50,000 in improvements at its Port Huron plant this season.

The addition to the Post Tavern, Battle Creek, has been completed and will be made use of during Homecoming week.

The Chevrolet Motor Co. has closed its plant in Detroit and is removing to Flint, where operations will be resumed in September.

Mayor Moore, of Muskegon, endorses the plan of citizens that a public bathing beach be established on Muskegon Lake.

Less than a year ago the slot machines operating at Battle Creek were swatted, but they are coming back again, insidiously and slowly.

The Menominee Commercial Club is planning on excursions down the bay and up the peninsula to advertise Menominee and its industries.

Dr. Frank D. Baker, has succeeded his brother Fred P. Baker, Republican, as postmaster of Flint.

Watervliet now has interurban cars, the lines from Benton Harbor having been opened to that village, and hourly service will be given over the new extension.

Over 4,000 people attended the annual picnic of Port Huron grocers and butchers held last week at Tashmoo Park.

The Kalamazoo Council has voted in favor of cluster Tungsten street

lights, turning down the proposition of arc lights.

Williamston will be "at home" Aug. 6 and the celebration will continue through the week.

Five new greenhouses are under construction at the Battle Creek Sanitarium.

Business at the Kalamazoo post-office has doubled in the past ten years. Plans are being made to increase the floor space from 7,000 to 12,000 square feet and to add twenty-five names to the Government payroll, which now numbers seventy-five.

Calhoun county will hold its sixty-fifth annual fair Aug. 25-29 at Marshall.

Saginaw has purchased Battery Park, on the river front, and will improve same.

The city of Three Rivers wants to sell \$50,000 worth of waterworks and electric lighting bonds, bearing 5 per cent. interest, bids being received up to September 1.

Free hitching posts for farmers is being discussed at Cedar Springs, the Clipper having started the ball rolling.

Collection of garbage at Pontiac under the new city ordinance will start when the steel-bodied wagons arrive. Property owners must furnish their own cans and pay 40 cents a month for collection service.

A two days' celebration will be held at Scottville Aug. 22 and 23, under the auspices of the business men. There will be games and sports on the first day and on the second day a whole ox will be consumed, with sandwiches and coffee on the side.

The Michigan Central road has placed flower boxes in the windows of the passenger station at Battle Creek, in harmony with the "city beautiful" movement there.

After a bitter fight Alpena has granted the Boyne City, Gaylord & Alpena Railroad franchise to use its streets.

The Grand Rapids & Indiana Railway is now operating trains every hour between Petoskey and Harbor Springs, the former schedule being every hour and a half.

The Copper Range Railroad has adopted the recommendation of the State Railway Commission and after Sept. 1 the two-cent rate will take effect.

The work on the Flint Transportation Club is already bearing fruit, an over-night freight service having been secured for merchants between Flint and Detroit.


Grand Trunk railroad officials visited Muskegon recently and were impressed with the city's harbor and the variety and extent of its manufacturing enterprises. Muskegon is asking for better service over that road, including motor cars for passengers, and making Muskegon a port of exit and entry for Wisconsin points.

St. Johns will entertain the Clinton county fair Sept. 30 to Oct. 3. A new agricultural building is being erected on the grounds.

The Central Paper Co., of Muskegon, is enlarging its plant and will increase its output 25 per cent.

Almond Griffen.

## 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

## Ramona

L. J. DeLamarter—Park Manager

The Sign Of Good Shows



Presenting a peerless vaudeville entertainment all this week, including as a special added-feature

### THE EIGHT FILIPINOS

in their new scenic, musical novelty

### "A TRIP TO THE PHILIPPINES"

A brand new vaudeville spectacle which makes its first appearance to Ramona patrons

The two popular favorites, JAMES J. MORTON with his funny stories, and GENARO & BAILEY in their international specialties, return for a week's visit, and FOUR OTHER BIG ACTS.

HELEN GANNON  
Whistling Prima Donna

CHARLES LEDEGAR  
Bounding Dutchman

Mareno & Delton Bros.  
Comedy Acrobats

Three Creighton Sisters  
Merry Maids of Melody

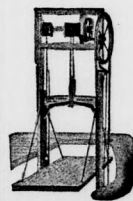
Matinees at 3:00 10c and 20c.

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

DOWN TOWN SEAT SALE AT PECK'S DRUG STORE

ALWAYS A GOOD SHOW—THIS WEEK BETTER THAN EVER

## ELEVATORS



Hand and Power  
For All Purposes

Also Dumbwaiters  
Sidewalk Hoists

State your requirements, giving capacity, size of platform, lift, etc., and we will name a money saving price on your exact needs.

Sidney Elevator Mfg. Co. :: Sidney, Ohio



Like Every Success

## Mapline

has been followed by imitations and would-be substitutes, but remains pre-eminent as

An Original Flavor  
It won't cook or freeze out.  
Order from your jobber or  
Louis Hilfer Co.  
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.



### 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.

### Farm Butter—Its Conditions and Improvement.

The amount of farm butter, according to the census reports of 1890 and 1900, was in excess of 1,000,000,000 pounds annually. In 1909 it was 994,650,610 pounds. That a large part of this is of poor quality is generally known, but on account of the widely scattered isolated condition of the farm butter makers it is a difficult problem to take steps which would result in an improvement. If this improvement is to take place and prove of profit to the farm butter makers it is very necessary that greater attention be given to details concerning the factors affecting the quality of butter.

The fundamental facts and practices concerning butter making should be applied by the farmer as well as the creamery operator. This knowledge and its importance should be known in order that it can be intelligently applied. Cleanliness and attention to details are the two prerequisites to the manufacture of good butter. The main defects in farm butter show these two prerequisites to be very frequently neglected. These defects are: bad flavors, lack of uniformity in color and salt, unsuitable packages and no uniformity in the style of the packages.

The bad flavors are due largely to the changes in the milk and cream before it is churned rather than to the subsequent treatment of the butter.

The change in milk and cream is due largely to the action of micro-organisms known as bacteria upon the various constituents of milk.

Normal milk is composed of the following:

	Per Cent.
Water .....	87.17
Butter fat .....	3.69
Casein ..	3.02
Albumin .....	0.53
Sugar .....	4.83
Ash .....	.71

The constituents which the bacteria act upon are the milk sugar, albumin and casein. Their action upon the milk sugar results in the formation of a sour, acid by-product which causes what is generally known as sour or curdled milk. Their action upon the casein and albumin results in the formation of by-products of various peculiar flavors and aromas which may or may not be objectionable. The

butter fat, which is affected only slightly, if at all, by the bacteria, very quickly absorbs any flavors or aromas which may result from the bacterial action upon the casein, albumin or sugar.

The presence of bacteria in milk is dependent upon external conditions and agencies. Milk, when drawn from the udder of a healthy normal cow, contains bacteria in comparatively small numbers. Those which get in later must do so through the agency of some carrier, such as dust, dirt filth and manure from the atmosphere, hands and clothing of the milkers, or from the body of the cow. The exclusion of the most objectionable kinds of bacteria is simply a matter of cleanliness about the barn, milk room, or any other place where milk is handled and requires that attention be given to details. The bacteria, however, which do get into milk increase in number very rapidly, due ordinarily to the favorable warm temperature and the presence of desirable food, i. e., milk, sugar, casein and albumin. Their increase depends primarily upon the temperature. If it is low (50 degrees to 40 degrees F.), a very slow increase occurs; if higher (75 degrees to 100 degrees), a much more rapid increase occurs. This increase or growth results in the breaking up of some of the milk sugar, casein and albumin, with the formation of by-products as mentioned above. That the quantity and quality of these by-products depends upon the kind of bacteria present and their growth should be constantly kept in mind and all practical efforts made to exclude the bacteria and control their growth.

The importance of cleanliness can not be over-emphasized. In our haste to accomplish a task we often sacrifice our better judgment, only to learn that haste at that stage of the work necessitates a waste in time and labor at a later period. This is particularly true in handling milk and cream that is to be used in the manufacture of butter on farms. The bodies of the cows, the utensils and the conditions at the barn, the milk room and storage room should be all clean. These are the primary factors which affect the cleanness of milk and cream.

The utensils should be of such material and construction that they are easily cleaned and kept so. The interior should be smooth, with no cracks or crevices for dirt and milk remnants to find lodgment and be removed only with difficulty. The surface should be heavily tinned and the seams filled with solder. Tin-

**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.  
Grand Rapids, Mich.

### G. J. Johnson Cigar Co.

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

## Rea & Witzig

**PRODUCE  
COMMISSION  
MERCHANTS**

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

Established 1873

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

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

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

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

## 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

## Huckleberries and Blueberries

Want Regular Shippers  
Good Prices Guaranteed for Fancy Berries

**M. O. BAKER & CO.**

:-:

**TOLEDO, OHIO**

## The Vinkemulder Company

**JOBBER AND SHIPPERS OF EVERYTHING IN**

## FRUITS AND PRODUCE

**Grand Rapids, Mich.**

## BUY SEEDS NOW FOR FALL SEEDING

Can fill orders

**CLOVER AND TIMOTHY**

RED TOP, ORCHARD GRASS, BLUE GRASS, SEEDS. CALL OR WRITE.

**Both Phones 1217**

**MOSELEY BROTHERS**

**Grand Rapids, Mich.**



ware should be kept bright and perfect. As soon as any rust spots make their appearance an entrance is given into the soft iron for germs and small particles of decaying matter, which are in consequence removed with much more difficulty. The process of cleaning vessels which have contained milk should be:

1. To rinse them thoroughly in lukewarm water.

2. Wash thoroughly with the aid of some good soap or cleansing powder in water as hot as the hand will bear.

3. Thoroughly rinse in hot water.

4. Expose to live steam from one to two minutes or to boiling hot water for five minutes in case steam is not available.

5. Exposure, if possible, in bright sunlight from two to three hours.

In this way the tinware can be kept clean and bright and free from bacteria. Having thoroughly cleaned the vessels the prevention of access of dirt to the milk in process of milking is important.

The barn should be clean, light and free from objectionable odors. In order to accomplish this remove the manure not only from the cow stall but from the barn. The cow lot should also be kept free from manure to prevent its getting on the body of the cow. The floor of the barn and stall should be capable of good drainage to insure dry floors. In addition to well-drained floors, dry, clean bedding should be kept in the stalls. Such precautions will reduce the work of keeping the body, flanks and udder of cows clean and will remove the greatest source of contamination. The hands and clothing of the milkers should be clean and milking done with dry hands. The filthy habit of milking with hands made wet by a stream of milk from the udder only adds to the possibility of filth being added and should never be done.

The milk room should receive equal attention, with respect to cleanliness, as the barn. It should be clean, light, well ventilated and free from objectionable odors. The separator should be cleaned each time it is used and not allowed to stand with milk in it. Flushing the separator with warm water does not remove the slime and milk constituents from the sides of the bowl. This slime is a suitable food for bacteria, and as a result of their rapid growth the contents of the bowl become a starter for the warm, fresh milk of the subsequent milking. The types of bacteria which develop here are largely those found in the manure, filth, etc., which get into the milk at the barn. These are the most undesirable kind and, their number having greatly increased in the bowl, multiply rapidly in the warm, fresh milk. Not only should the separator and its parts be kept clean, but also all equipment with which milk comes in contact.

The storage room where milk or cream is stored or held until churned should also be clean, dry and free from bad odors, such as those from decayed or decaying vegetables or fruit, as well as odors emanating from

the kitchen where vegetables or meat are being cooked. Any or all of these odors are slowly absorbed by cream or butter and result in objectionable flavors. The damp, musty cellar is a very objectionable storage room, but when light, cool, dry and sweet-smelling is often very satisfactory. White-wash, drainage and ventilation often make an objectionable cellar a desirable storage room.

The temperature at which milk and cream is held previous to churning has an even more important effect than the initial number of bacteria present. These minute organisms have been found capable of reproducing themselves at the rate of once every half hour if the temperatures are favorable, but if that temperature is unfavorable their growth is checked and their number increases slowly.

The temperature at which the milk should be held, however, depends upon the treatment it is to receive in separation. If it is to be separated by use of a centrifugal separator it should have a temperature of 90 degrees to 92 degrees F. and should be separated as soon after milking as possible. The longer it remains at this high temperature the greater will be the bacterial growth. On the other hand, if it is to be separated by use of some form of the gravity system it should be cooled as quickly as possible to a temperature of 50 degrees to 40 degrees F., which will check the growth of bacteria. The most common forms of the gravity system in use are those known as the "shallow pan" and "deep setting." The former consists in allowing the cream to set in pans (2 to 4 inches deep and 8 to 14 inches in diameter) until the butter fat has risen to the top. It can then be removed by use of a cream ladle, spoon, knife, or some other instrument. The latter, a deep-setting method, consists in the use of a tall can, commonly known as the "shot-gun" or Cooley can (8 inches in diameter and 18 to 20 inches high), set in cold water. This latter method is more satisfactory than the former, since it cools the milk quicker to a lower temperature and exposes less of its surface to the atmosphere for absorption of flavors.

#### Sale of Snuff Increasing.

A millionaire snuff manufacturer sat in his \$6,000 French car watching the bathers.

"And so," he laughed, "you think snufftaking is dying out, eh? You think the snuff-maker's trade is extinct, like that of the armorer? Well, you're off—off, off."

"Snuff-taking increases—not, I admit, in Fifth avenue or Michigan avenue. But it increases. I sell more snuff to-day than I ever did. The Chinese, especially since the abolition of opium smoking among them, have taken up snuff."

"But the rich Chinese, the mandarins, don't get their snuff from me. No, they get it from Portugal, from families owning secret, old-time recipes, who charge as much for their exquisite melanges as \$800 and \$900 a pound."

"This snuff the Chinaman uses ages like wine. He carries it about with him

in priceless bottles of jade, of agate and rock crystal. He hands it about only at state banquets.

"This Portugal snuff, at \$900 a pound, is the best. The worst is the snuff of Smyrna, which is made of 25 per cent. walnut sawdust, 10 per cent. brown earth, 5 per cent. oxide of lead, and 60 per cent. cigar stumps."

They are right in the same class, the fisherman who always comes home to tell of the big fish that got away and the salesman who lands the little sales and just misses landing the important ones.

#### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

#### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

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

STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich



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

All Kinds of

#### Feeds in Carlots

Mixed Cars a Specialty

**Wykes & Co.,** Grand Rapids  
Mich.

State Agents Hammond Dairy Feed

#### 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.

# FANCHON

THE  
QUALITY  
FLOUR

## From Kansas

#### Judson Grocer Co.

The Pure Foods House

GRAND RAPIDS, MICHIGAN

WHOLESALE DISTRIBUTORS FOR  
WESTERN MICHIGAN

## DETROIT DETONATIONS.

## Cogent Criticism From Michigan's Metropolis.

Detroit, August 4—Laura Pean Jibbey's works have nothing on a railroad time table when it comes to widely read works of fiction.

Frank Smith, a Grand Rapids traveling man, was arrested for exceeding the speed limit last week. Anything faster than a walk is exceeding the speed limit in Grand Rapids.

Henry A. Schwartz, of Grand Rapids, is to become a Detroit citizen and merchant within the next two weeks. Mr. Schwartz, who has been with the Spring Dry Goods Co. for over twenty years, is to take over the management of the A. Lutticke Department Store on Michigan avenue. Mr. Schwartz leaves hosts of friends in Grand Rapids who will mourn his loss from their community, but will rejoice in the fact that he has accepted a better position and one that offers him greater advantages. That Mr. Schwartz will make good with a vengeance is a foregone conclusion.

Eddie Sovereign (A. Krolik & Co.) has hied himself homeward to the city where life is worth living to resume his acquaintance with his wife and children. While Eddie's home is in Detroit, his territory is, for the greater part, in Western Michigan, which necessitates his being away a large portion of the time.

The traveling men who tell what salaries they command don't get that much.

There is one retired traveling man who is never forgotten and that is "Jim" Phillips, formerly of Detroit, but now residing in Barryton, where he is running a store in which he owns a half interest, the firm name being Malmstone & Phillips. Hardly a day passes that Jim Phillips' name isn't mentioned and his health and welfare enquired after. Jim's health which has been very poor for the past few years, has improved wonderfully during his residence in Barryton.

Ed. Goulding, who has sold shoes in Michigan for a number of years, has accepted a position with Hamilton, Brown & Co., of St. Louis, Mo., and will cover the Northern Wisconsin territory for them. Ed.'s smiling face and droll manners will be missed by those traveling men who will not be fortunate to make the territory where Ed. will swing back and forth. He will, undoubtedly, select some good town on the territory and move his family there—which will, indeed, be a sacrifice, after having tasted the pleasures of living in Detroit.

Some fellows save their money for a rainy day, while others are content to save an umbrella for the occasion.

The Hotel Bailey, at Ionia, has been purchased by Jas. I. Williston and S. C. L. Brown and they have taken immediate steps to remodel the place throughout. Among some of the improvements will be hot and cold running water in all rooms, rooms with bath, all bedrooms furnished with new burnished brass beds and walls and ceiling newly decorated. When completed, the Bailey will be

one of the finest hotels in Western Michigan. Ionia has needed this improvement for some years, but Mr. Brown, who managed the hotel, was unable to make improvements, as he did not own the property.

We would mildly suggest that the Bulletin give the papers credit for the dope it copies from them.

Billy Reed, village merchant at Luther, sagely remarks that the world is made up of two classes of people—kickers and more kickers.

C. A. Brubaker, the Mears humorist, is certainly there with humor stuff, but we wish to refer him to our Detroit page of last week wherein we wrote a touching essay on "poetry," so-called.

Bill Hazelton, the assistant or relief editor of Target Talks, also main floorwalker for Edson, Moore & Co., and between times one of their leading department managers, says to always keep a stiff upper lip—especially when shaving yourself.

The U. C. T. Bulletin will have some of those pictures worn out running them so often.

Frank Giddings, for a number of years with T. A. Carten, and Will Winchell, with Bert Lampkin, of Ionia, have handed in their resignations and are going to open a new and beautiful clothing and furnishing goods store in their home town. Both Winchell and Giddings are young men, aggressive and very popular. Both have had splendid training under good tutors and know every phase of the business they are about to undertake. The writer bespeaks a bright future for the new firm.

T. A. Carten, of Ionia, is disposing of his clothing stock which he carried in connection with his large department store. Mr. Carten will utilize the space that the clothing now occupies by adding to his already extensive line of dry goods and ready-to-wear garments.

John Kasan, assistant to Jerry Moore, of Burnham, Stoepe & Co., is in Philadelphia on his vacation. Philadelphia, by the way, is a delightfully quiet place to spend a vacation.

Funny world this! Everybody "always wanting what is not." Nearly every traveling man is afflicted with merchantitis and nearly every merchant envies the traveling man and his position in the world.

Carl Seward, the genial purveyor of antiseptic decoctions and member of the drug firm of Stram & Seward, Ludington, is also there with the humor stuff. Here's one of Carl's humorettes: "Sad is the gink that knows it all and can find no one to tell it to."

After working through the different grades from bell boy up, Max Miller finally graduated into the hotel managerial class. Max has been appointed manager of the Hotel Stearns, at Ludington, a position filled by Fred Read for several years. The appointment came after years of conscientious effort on Mr. Miller's part and the boys of the traveling bag extend their best wishes to him in his new and important position.

Glad hands in Detroit waiting for

A. E. McDermid, the jolly Columbia-ville merchant.

Light detonations from Detroit this week.

Seismic disturbances from Western Michigan would possibly be nearer.

J. H. Lee was off the job again last week.

Bullen, of Lansing, Hopkins, of Kalamazoo, Pfander, of Battle Creek, all shy, too. Of course, when it naturally runs together we're not to blame.

Another genial member added to the host of good fellows traveling through Michigan is J. H. Broomall, representing the Keystone Lubricating Co., of Philadelphia, with a Western branch in Chicago. There is a possibility that Mr. Broomall may make his headquarters in Grand Rapids, a village in the Western part of the State. Mr. Broomall is just the kind of a man who boosts the percentage of the traveling man's stock in the eyes of the laymen. He formerly worked in the offices of the company he represents.

Last week's grocery report in the Tradesman stated that "cloves are lower." And then people will growl over the high cost of living!

Louise Saeger, for a number of years in the millinery and ladies' ready-to-wear business in Ludington, is going to close out her stock and open an up-to-date ladies' furnishing goods store in Akron, Ohio. Miss Saeger is of "big league" caliber and should do well in Akron, which is a real live city. She will conduct the business in the Portage Hotel block.

Detroit Council, No. 9, continues to make preparations for the gigantic blowout and initiations on the evening of Oct. 18. One way to make the affair an extraordinary success is for every member possible to bring in at least one application.

Gotta 'nother tramp letter returned to us, after having chased Bill Pohlman all over Cloverland. Please, Bill, send us a word of comfort. Where art thou, Oh, William?

We feel we're due to give the editor's blue pencil a little exercise. Misery loves company, Ura Donald.

A person doesn't necessarily need to be an aviator in order to be a high flyer.

It's a poor musician who doesn't blow his own horn.

There are other ways of gettin' polished than by gettin' a shine on.

The real optimist is the guy that buys enough underwear to open the season with—he is also the feller that does the business.

Prunes at 20 cents a pound are the real aristocrats of the breakfast table these days.

A newly married couple need not worry about their eats for breakfast—there is generally plenty of mush.

Aristocracy may be all right, but a mongrel will make jest as good sausage as a French poodle.

Fine feathers make fine birds, but chickens keep on laying the high priced eggs.

Lives of horses oft remind us,  
As they pull their loads along.  
It is much easier to get there  
If our pull is only strong.

Good livers oft times wind up with bad livers.

House the Detroit pitcher shut out New York in a ball game recently. The bleacherite rises up to ask if the New Yorkers couldn't hit a house.

There are worse things written, sometimes, than "poetry."

James M. Goldstein.

## News of the Grand Rapids Boys.

Grand Rapids, Aug. 4—Last Saturday evening the travelers held their regular meeting with a good attendance present. The following were initiated in regular form:

Edward F. Wykkel, 143 Wealthy street, representing Wykkel & Bowma, produce.

Willard J. Kingsbury, 524 Glenwood avenue, with Taylor Bros. Co. Thermometer manufacturers.

Charles Thomas Graffin, 529 Fuller avenue, with Sargent-Van Burg Basket Co.

It was announced that the U. C. T. picnic would be held at Manhattan Beach, Reed's lake, August 23. Senior Counselor, O. W. Stark gave the members present some good advice, which was well received by all.

Harry Winchester was reported as having a nervous break down. His physician advised him to take a long rest. We all hope it will do him good and that he will soon be able to attend to his regular duties. If any of the members can and wish to call and see Harry, he can be found at Reed's Lake, near Miller's landing.

A few members were at the meeting who had not attended for over a year. All were glad to see them. Come again.

Owing to the absence of Franklin Pierce, Paul Berns acted as the official soaker.

Mr. Hudson was present at the meeting, and informed us that Mrs. Hudson was improving nicely and would be moved from the hospital to their home on Giddings avenue.

N. O. Brush was reinstated at our last meeting night. We are glad to see you get back with a live bunch, even if Jim Goldstein has left us.

Next week we expect to be off the job, as we will be down to Spring Lake, trying our luck at fishing.

Wm. D. Bosman.

## New Counterfeit \$5 Out.

The discovery of a new counterfeit \$5 "Indian head" silver certificate has been announced by Chief W. J. Flynn, of the United States Secret Service. The spurious note apparently is printed from crudely etched plates on fair quality bond paper, with ink lines to imitate the silk fiber of the genuine. The Indian portrait is very poor and on the back of the note, grass green in color, little attempt has been made to imitate the lathe work. Chief Flynn said the counterfeit should not deceive the ordinarily careful handler of money.

**THE IDEAL CLOTHING CO.**  
TWO FACTORIES.  
GRAND RAPIDS, MICH.



# 5,000 YEARS AGO

So scientists tell us, wheat was a Lily—a flower, not a grain.

A Lily has always been the emblem of purity, and no food can be purer than flour made under proper conditions.

From the time of its start the wheat kernel is protected from dust and dirt of the field by a tight covering.

It grows high above the ground.

When it is harvested it is still protected by the branny shell until it reaches the grinding rolls of the mill.

How appropriate then is the name

# LILY WHITE

*"The Flour the Best Cooks Use"*

When you consider that Lily was the original name for wheat and is the emblem of purity.

In our milling process we maintain this record for purity strictly. We not only thoroughly clean the shell of the wheat, but we take it off completely, leaving only the pure white meat of the wheat to be made into flour.

All this is done by enclosed machinery. After the wheat starts on its long journey through the mill no hands touch it.

It reaches your home in sanitary sewed sacks, perfectly perfect, pure flour.

**VALLEY CITY MILLING CO.**  
GRAND RAPIDS, MICH.



#### A Necessary Restriction on the Return Privilege.

Written for the Tradesman.

"No Bedding Exchanged nor Sent Out on Approval. This Restriction is for the Protection of Our Customers." The above notice is posted conspicuously in the bedding department of a large dry goods store—a store which freely allows the customary exchange of most kinds of goods.

In another store in another city the following notice is to be seen: "No Bedding Exchanged that has been Kept over Night."

If you have no similar regulation in your store, now is the time to give the matter thought and attention. True, you will not be selling much bedding during July and August, but the fall season and cool nights will be here almost before you know it. If you want to establish a new rule, it will be well to determine upon it now.

In this matter as in many others, the proper criterion is the customer's point of view. Put yourself in the place of the person who is buying from you. If you were buying bedding for your own use wouldn't you like to know absolutely that you get it just as fresh and clean as it was when it left the manufacturer—that by no possibility has the mattress on which you stretch your weary frame at night, or the blanket or comfortable which gives you necessary warmth, been in some one's else house for a longer or shorter period of time, amid the dirt, filth and foul odors which, unfortunately, abound in many homes, and the disease germs which you very readily can imagine as existing whenever you see that proper precautions against possible infection have not been taken?

You may be sure that your customers, or as many of them as are intelligent, well-read people, are just as fastidious in their preferences and requirements as you are.

A regulation like either one of the two given above, thoroughly and conscientiously carried out, ought to increase rather than diminish the sale on bedding, and also add materially to a merchant's reputation for carefulness and reliability. As with any other new rule that is being laid down, pains should be taken to explain to customers the necessity for its existence and the advantages that will result from its enforcement. Much depends upon this being done pleasantly and tactfully. One man will state such a regulation with harsh brevity, perhaps most unwise-

ly adding a touch of sarcasm. The customer very naturally feels rebuffed. Another man, taking the same identical rule, will give a friendly little chat regarding it, explain all its why's and wherefore's, and, as a result, have his customer entirely convinced of its importance, and more firmly loyal to the store than before.

Of the two rules quoted at the beginning, the one allowing no exchange whatever of bedding, and the other permitting exchange only on the day of purchase, the first is undoubtedly the better and will work out more satisfactorily. Allowing the return of bedding during the day it is purchased will often prove of no possible advantage to the buyer, as when it goes several miles into the country, or is sent out to the home of a city customer late in the afternoon. If a change were found desirable it could not be made that day.

Permitting any exchange whatever lessens the force of the rule as an appeal to the preferences and even to the prejudices of customers who are up on the subject of sanitation.

There really is no good reason why exchange of bedding ever should be allowed. A proper selection can be made at the store just as well as at the home of the buyer. A little campaign of education soon will align the patrons of your store on the right side of this subject. It will be necessary, particularly in the beginning, to see to it that the purchaser gets the correct size of article. Given the dimensions of bedstead and springs, the salesperson ought to know the size of mattress, comfortable or blankets that will be required.

Any dry goods merchant will readily see that cutting out the return privilege in this line of goods will protect him from being imposed upon by unscrupulous persons who may be tempted to buy extra bedding because of the coming of a guest, and then, after the occasion for its use is over, return the goods as unsatisfactory on some trumped-up pretext, and demand the money back or other kinds of articles in exchange. There can be no doubt that such practices as this occasionally are resorted to.

The protection of the customer is, of course, the argument to be put forward. It can easily be shown that there are most excellent reasons why bedding should not, of all things, be given into the possession of a person who is not to be its permanent owner. Hosiery, underwear,

## The Sweater Coat

Has become an all the year round proposition, and the whole family, from little Mary and Tom up to father and mother, require a Sweater Coat for out of door sports.

Owing to the big shortage last season in Sweater Coats, we have bought a large stock, covering the leading styles in the heavy plain stitched goods, in Oxford, Cardinal and Tan, at prices you can sell to the consuming trade, from 50 cents up to seven dollars.

Your mail orders will have careful attention.

### Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

## 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.



or ever a tub dress that comes from a store a little soiled and bearing a slight suspicion that it has been tried on by some one not a model of personal cleanliness, can be laundered and made clean as ever. Not so with bedding. A mattress can not be washed; blankets and comfortables are never so nice after they have been put through the suds.

Because certain items of apparel admit of laundering better than bedding, and for that reason a rule barring their exchange is not quite so imperative, it is not to be inferred that the least evidence of having been worn even for a few moments by some other person is not a serious detriment to the attractiveness and selling quality of any garment. Some merchants are now wisely making it a rule not to exchange articles of wearing apparel that have lost the original creasing so as to show that they have been tried on. Perfect cleanliness, both as a matter of health and of mental satisfaction, is daily becoming the ideal of more and more people. The same tendency that has made the individual towel and the individual drinking cup everyday necessities, and which gives the toothbrush sold in a sealed package the preference, will make itself felt further. It is not too much to expect that very soon conformity with advanced ideas of cleanliness and with up-to-date precautions against the spread of contagious diseases will make necessary many restrictions on the return of goods—a privilege which, in the effort to make everything satisfactory to the customer, has been sadly abused. These restrictions may come about through the demand of the customers themselves.

Fabrix.

#### Premium Giving Results in Smashing Business.

Written for the Tradesman.

Premium giving is one of the many hundred ways in which a retailer can be badly burnt. Premium giving is probably no more dangerous than one-half the other ways in which a retailer can injure himself, but it is peculiar in being able to extend its unfortunate influence to others than the retailer who gives the premiums.

When a retailer overstocks or buys too far in advance or fails to use price tickets or buys in quantities too large for him to handle, he hurts no one but himself. The dangers do not extend to his next door neighbor or to his competitor across the street. His own store may fall down, but trade in general will feel no effect.

Premium giving, however, is like an epidemic of diseases—apt to carry sickness and injury to everybody in an entire district.

Premium goods are not dangerous in themselves. Premiums can promote business, if rightly used, but on account of the unfortunate tendency many merchants have of overdoing matters, they pass on the deterioration to numbers of stores. They are like many kinds of wholesome food—good in moderate quantities, but poisonous if used too abundantly.

A certain town may be progressive,

its business street lined with stores which are healthy, possibly wealthy and wise. Suddenly one merchant in the town conceives the idea of getting the lion's share of the trade by offering to give something for nothing. That is to say, people think that he gives something for nothing. He advertises the fact that merchandise may be secured free of charge at his store and composes a slogan like "Furnish your home free of charge." Then, with every purchase of so much merchandise, he gives tickets entitling customers to a chance on certain household articles.

This action on the part of the premium giver is advertising, but advertising has a million different forms and all of them are not helpful. A merchant would be advertising if he installed a fog horn on top of his store and then tied the whistle cord down. A merchant is advertising when he pretends to give something for nothing. Of course, other merchants realize that the cost of the premium is added to the price of the merchandise and that the premium giver has merely started a disguised sort of price-cutting.

If other merchants keep their balance—and they seldom do—the premium giver is allowed to cut his own throat and his efforts effect no one but himself. But nine times out of ten other merchants jump to the conclusion that the premium giver is undermining their own business and that they must imitate him in order to preserve their own interests. They pick out, therefore, merchandise to give away which is a little more valuable than that given out by the premium merchant, and cut-price competition begins in earnest. The consumer sits back, of course, and waits to see which merchant will sink the deepest and then goes to the man who gives the most for nothing. Premiums are good advertising, because nine consumers out of ten want to get something for nothing. They cluster wherever "free" signs are stuck up.

From the merchant's standpoint, premiums, if used in a single community, are decidedly not helpful. Succeeding articles will endeavor to give a few cases of business-smashing which took root originally in premium giving.

Anderson Pace.

#### Never Fail to Use Your Head.

If a man would be a winner, whether he's a clerk or a tinner, whether he's a butcher, banker, or a dealer in rye bread, he must show his brains are bulky, he must understand it fully that a man can't be an Eli if he doesn't use his head.

There was old man Hiram Horner, once located on the corner, where he sold his prunes and codfish and dried apples by the pound; he was always mighty busy; it would fairly make you dizzy just to watch old Uncle Hiram as he chased himself around. He got down when day was breaking, always ready to be raking in the pennies of the people if they chanced to come that way; he was evermore on duty, till the midnight whistles, tooty, sent him home, where he'd be fussing to begin another day.

Yet old Hiram soon was busted, and and you'll see him now, disgusted, whacking mules in worthy effort to attain his daily bread; he was diligent, deserving, from good morals never swerving, but he lost his grip in business for he didn't use his head. He was always overloaded with a lot of junk corroded, he was always short of goodlets that the people seem to need; he would trust the dead beat faker till he'd bad bills by the acre, and he's now at daily labor, with his whiskers gone to seed.

There is Theodore P. Tally, in his store across the alley; you will see he takes it easy, not a button does he shed; you can hear the wheels revolving in his brow while he's resolving to get rich by drawing largely on the contents of his head.

It is well to use your fingers blithely while the daylight lingers, it is well to use your trilbys with a firm and active tread. It is good to rustle daily, doing all your duties gaily, but in all your divers doings,

Never fail to use your head.—Walt Mason in Butler Way.

#### A Devilish Bit of a Joke.

One of the saleswomen of a fashionable modiste shop longed for the beautiful new satin waist just placed on sale. When not busy with a customer she would stand before the coveted waist and admire it.

The temptation was becoming stronger, when finally, with all the courage she could summon, she turned her back upon it, exclaiming:

"Get thee behind me, Satin!"

## Lowest

Our catalogue is "the world's lowest market" because we are the largest buyers of general merchandise in America.

And because our comparatively inexpensive method of selling, through a catalogue, reduces costs.

We sell to merchants only.

Ask for current catalogue.

### Butler Brothers

New York Chicago  
St. Louis Minneapolis  
Dallas

## We are manufacturers of Trimmed and Untrimmed Hats

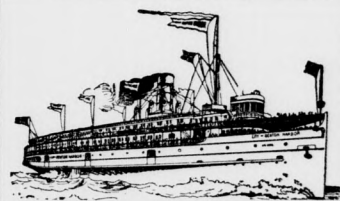
For Ladies, Misses and Children

Corl, Knott & Co., Ltd.  
Corner Commerce Ave. and Island St.  
Grand Rapids, Mich.

## 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

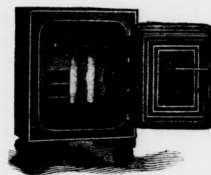
Every Night

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.

## 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



### The New Science of Shoe Retailing.

Written for the Tradesman.

Fourth Paper.

The improvement of the representative shoe window is a part of the general progress of commercial architecture.

Not only the window but the entire front of the store has been modernized.

The introduction of large plate glass windows to take the place of smaller panes of glass set in frames of wood marks a protest against darkness and ugliness in the modern store.

Plate glass, ornamental iron and other structural metals, glazed tiles, fancy bricks, hard woods in finishes showing the grain effects etc., are the materials that figure most prominently in the construction of modern store fronts.

But the windows of the shoe store are the main features with respect to the front.

Modern shoe windows are built with reference to the natural eye-focus. The floors of the windows have been lowered and the old-fashioned high-built window has been cut down. Observation will readily convince you that people do not tilt the head to glance up to examine objects in a window unless there should be some strong reason for so doing. It is easier to glance down than to look up.

So shop windows are built lower—the exact height of the floor being determined by the character of the merchandise to be displayed.

As there is an advantage to the observer in seeing the shoe at different elevations, stands or shelf arrangements are used to good effect. In the construction of window fixtures for shoe trims wood has come to be a strong rival of metal and glass; and just now the shelf arrangement, in plate glass or in wood, is deservedly popular and decidedly fetching.

The floor and back of the shoe window are now commonly made of some good cabinet wood and finished so as to show up the fine grain effect of the material used. While the initial cost of oak, mahogany and maple floors and paneled backs is greater, there is less expense in trimming, due to the saving on floor coverings and draperies which, if used, must be replaced from time to time.

The window of a shoe store is a miniature theater. Shoes are the actors, the floor is the stage, stands, shelf arrangements and decorative devices are the stage accessories

whereby scenic effects are produced on the audience, passersby.

The progressive—i. e. the scientific—shoe merchant has come to realize the tremendous value of attractive windows. Considered in the light of an advertising medium the shoe store window possesses some unique features. It is the medium in which the dealer is not required to pay for his waste circulation. It is the one medium—with the exception of the house organ, if the dealer issues one, and his direct mailing—devoted exclusively to boosting the one dealer's wares. And it is pulling all during daylight hours, and, if properly illuminated, far into the night.

Shoe merchants spend goodly sums on the improvement of their store fronts, taking care to provide them with elegant windows. And the money thus spent is considered a profitable investment.

With properly constructed windows equipped with suitable window fixtures, the shoe merchant is in a position to stage footwear trims of such interest and charm as to claim the attention of the multitudes, thereby prevailing upon many of them to direct their footsteps inward that they may have a nearer view of the styles that have particularly impressed them.

In order to secure novel and striking methods of displaying footwear styles somebody about the progressive shoe store must necessarily devote a good bit of time to studying and experimenting with new attention-getting devices, decorative features, and tricks of arrangement. Artistic window-trimming has long been recognized as an essential part of scientific merchandising; and the progressive shoe dealer cannot afford to neglect the splendid opportunities latent in his windows—the "eyes" of his store. Cid McKay.

### Great Season for White Shoe—Fall Features.

Predictions which were freely made in the early part of the year that this would prove to be a great season for white footwear have proved to be correct. While white shoes have been growing in popularity for several years it has been more than ever impressed upon dealers during the present season that they are no longer a fad, but have come to stay as one of the staple articles in women's wear. As long as white dresses are worn white shoes will be in demand and that, probably, means forever.

A feature of interest in connection with the progress of the year is the growing demand for patent leathers.

For some time past they have been greatly neglected, but there is a return to favor in this line which is exceedingly noticeable.

What will your store have on its shelves to open up the fall business? Will it have shoes that will have a ready sale in your community in their proper proportion?

They will have a ready sale if the

shoes have been bought with the needs of the immediate community



## 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.

## ROUGE REX SHOES

No. 494



Durable  
Pliable  
Comfortable



Three qualities that make work shoes satisfy, and bring repeated sales and continuous profits to the retailer.

No. 494 is made of A-No. 1 Veal Stock with half double sole, standard screw and full bellows tongue; vamp triple stitched with strong linen thread.

No. 494 is a sure seller, and typifies the entire line of Rouge Rex Shoes in quality of stock and workmanship.

Let us send our salesman with samples.

**HIRTH-KRAUSE CO.**

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



specifically in mind, providing, however, they have some National assurance back of them that will make them acceptable in many other communities. Localized styles as such have diminished to a minimum, for the public is to-day largely influenced by styles that are really National in character.

Thus a store will have recede flat lasts among its best sellers, and on a parallel standing, high heels and half high toes. The demand for each comes through the public's recognition of the fact that what is acceptable in such cities as Boston, New York, Philadelphia, Pittsburg and Chicago is the more acceptable in the little cities and towns all over the country.

With these points in mind the following analysis is made of the proportions of styles and materials that will be found in the opening fall shoe stocks of thousands of shoe stores in the country. It is an analysis compiled from data obtained from shoe salesmen who have just completed their trips with fall samples. The filled order is the best test of the character of the styles to be carried and is positive index of what will be generally shown this fall.

#### The "Last" Comes First.

Early in the season the last makers received assurances through orders placed that the fundamental characteristics of the fall lasts would be 45 per cent. on the broad shapes, 30 per cent. on the recedes and 25 per cent. on the medium high toe and swing lasts. This compilation ensures to broad heels, shanks and soles the premier position in point of percentages and implies stability, strength and service as the keynote of fall shoe sale campaigns.

The continued strength of the recede marked its extension out through the country into the smaller cities and towns, and with but practically little abatement in the demand in the big cities. Then the half-high the demand showed that it was a type of shoe that would be hard to relegate to the place now occupied by the one season "Rhino" high toe. It is too sensible to be cast aside in a season.

To give assurance that a style will sell to women is a little more difficult in point of actual statement of percentages than in men's footwear. Men's shoes are steadier and vary less. Orders show, however, that retail buyers did not take so kindly to the low, flat, English effects much heralded last March as the winner for fall. The result of their judgment simply reaffirms the early statement that women's shoes on the so-called English types should be purchased carefully.

It is not every community in the United States that will buy eagerly a shoe of radical nature and particularly one that in no sense diminishes the appearance of size of the foot.

If you would enjoy the fruits of your eventual success, don't use up every bit of physical strength you possess in achieving that success.

### BANKRUPTCY MATTERS.

#### Proceedings in Eastern District of Michigan.

Detroit, July 29.—In the matter of Adolph Escoff, bankrupt, Detroit. Order entered confirming stipulation whereby a certain replevin suit brought by one of the petitioning creditors for the recovery of certain stoves is forthwith dismissed without costs; the stoves replevined to be transferred to the trustee in bankruptcy for the benefit of the estate in bankruptcy and the bankrupt and the chattel mortgagee release all claims to the stoves and the mortgagee agrees not to file any claim against the estate; the petitioning creditors and the trustee also agree not to file any suit or claim against land contract interest of bankrupt and not to take any action against Mollie Wilner for recovery of alleged preference or to recover \$400 paid the mortgagee on partial foreclosure of mortgage.

In the matter of Frank X. Clore, bankrupt, Detroit. Final meeting of creditors held. Final account of trustee approved and allowed as filed. Dwyer & Dwyer allowed the sum of \$35; the trustee and receiver allowed the full statutory fee. Order entered that, after payment of administration expenses, the balance be paid as a first and final dividend and the estate be closed.

In the matter of the petition of Anna W. Forbes, et. al., to have Max J. Feldman and Peter Moskowicz, copartners as Michigan Cap Co., adjudicated bankrupt. Hearing on order to show cause why composition should not be confirmed. Held pending elapse of period within which opposition to confirmation may be made.

In the matter of Lemuel S. Silliphant, bankrupt, Detroit. Adjourned hearing on offer of composition. Filed acceptances of offer. Hearing adjourned to August 12. Waiver of claims and payment of dividends filed.

In the matter of John Kalding, bankrupt, Detroit, a carpenter. Voluntary petition and schedules filed. Order of adjudication entered and referred to Referee Joslyn for further proceedings. The bankrupt schedules secured liabilities as follows:

Merrill B. Mills, Detroit, secured by land contract .....	\$3,400.00
Charles Dasko, secured by .....	1,800.00
and unsecured claims as follows:	
Schneid Sisman Co., Detroit .....	\$ 36.90
Hugo Landenmacher, Detroit .....	50.00
J. R. Glading, Detroit .....	10.00
Fletcher Hardware Co., Detroit .....	11.32
Gregg Hardware Company, Detroit .....	34.38
Huebner Mfg. Co., Detroit .....	297.18
Peninsular Stove Co., Detroit .....	148.00
Pittsburgh Plate Glass Co., Detroit .....	48.00
E. J. Holtz, Detroit .....	12.93
Rudolph Kaeding, Detroit .....	71.20
Theodore Wuestwald, Detroit .....	35.00
Gust Beyer, Detroit .....	8.00
Gidley & Allen, Detroit .....	27.59
General Elec. Engrg. Co., Detroit .....	27.00
Grace Harbor Lumber Co., Detroit .....	8.24

The bankrupt schedules two parcels of real estate in Detroit of the value of about \$8,300, both held by the entireties and subject to the land contract and mortgage above referred to. Personal property consists of furniture claimed as exempt \$250; tools (exempt) \$50; account receivable, \$50; and paid his attorneys \$35.

#### Union Strikers Heavily Penalize Patterson.

Patterson, N. J., Aug. 4.—With the silk mills of this city again in operation to-day, after one of the most remarkable strikes in the history of the Nation, estimates on the cost of the 149 days of the industrial war are being placed at \$10,000,000.

The loss in wages to the 25,000 operatives is placed at \$5,000,000, while the employers sacrificed an equal amount. In addition to these, landlords also suffered heavy financial setback, fully 1,200 tenants failing to pay rents from two to five months. Many small stores were compelled to close and the department stores and other large firms were forced to make reductions in their working forces.

#### The Clerk Was Versatile.

A woman went into a Grand Rapids hardware store the other day and said to the clerk: "I would like three ounces of carbolic acid, please."

For a moment the clerk was a little stumped, but he recovered himself quickly and answered the woman:

"Madam, this is a hardware store—er—and we carry a fine line of razors and revolvers."

## Read the Details of This Strong Shoe

The MICHIGAN DAIRYMAN'S Shoe

A Genuine Unsuffed Veal Calf Skin.  
Gambier Tanned.  
12 Iron Oak Out Sole. Genuine Goodyear Welt.



Sole  
Leather  
Counter

Full  
Gusset

All  
Leather  
Heel

Full  
Vamp

Flexible

The Plain Toe is Number 2001 }  
The Cap Toe is Number 2000 } at \$2.50

Less 10% in 10 days. Or net \$2.25 in 10 days with no discount or time.

GRAND RAPIDS SHOE & RUBBER CO.  
The Michigan People Grand Rapids

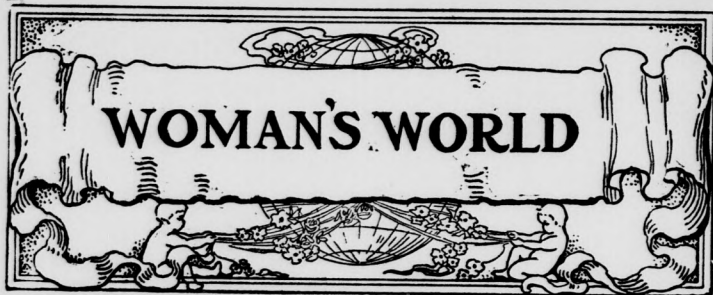


## Our Youthful Experience

of forty-nine years in the trade enables us to deliver you the goods that make you money and satisfy your customers.

We go everywhere for business.

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



### The Knack of Being an Agreeable Guest.

Written for the Tradesman.

Here are two women. Both have the great fundamental virtues— all the traits of character that are really worth mentioning. Both are good, honest, intelligent, industrious, purposeful, generous, self-abetting. Apply all known standards and you can not say that the genuine excellencies of the one outweigh in the least those of the other. Both would furnish equally admirable timber for an epitaph or an obituary. But if one of them writes you she is coming for a little visit, you look forward to it with pleasure, you keep her as long as you can, and after she is gone you remember the time of her presence with joy. While with the other, after she announces she is coming, you dread the day of her arrival; when she finally goes, you give a great sigh of relief and thankfulness; and during all the time she is with you, you keep thinking, in as fitting a frame of mind as you can command, of that place in the Bible where it says "O Lord, how long?"

If you want to be the right kind of a guest and not the wrong kind, when you go visiting it is a good rule to stick pretty well to your own kind of folks, to the people who, as to the great basic things of morals and belief, think pretty much as you do. Birds of a feather, you know.

We will say you have been raised after the strictest manner of orthodox believers, and have very rigid views about Sabbath keeping, amusements and dress. You have acquaintances whom you like but who you feel are following too much after the pomps and vanities of this wicked world. They invite you to come for a week. You don't want to compromise your principles and you don't need to—not for a moment. Just stay away.

Perhaps you have an idea that you might "reach" them and set them right, or at least get them to thinking just as you do. But the chances are that you would not. "Fools rush in where angels fear to tread." That most difficult and delicate task of lifting a soul to a higher plane, or giving to another a clearer vision or a saner point of view—it is rare indeed that the guest of a few days possesses the tact and discernment to perform it, particularly if she is one who goes at it with set purpose, with malice aforethought, so to speak.

If you try to make a visit of any length in a home where the standards of right are different from your own, you will not be able to enjoy

and share in the entertainment provided, and both you and your friends will be most uncomfortable. Remember that people invite you for your society, not for the good you can do them.

So when you are a guest, don't put on the war paint of the reformer. Don't set up to teach. The woman whom you visit may not know lots of things about which you have expert knowledge, but you can be sure she is not so helplessly and hopelessly ignorant that she will thank any other woman to come into her house and tell her how.

As has been suggested, go only where you need do your conscience no violence for courtesy's sake. Being with perfectly safe people, if you are naturally of a positive turn, it will be a good thing if you have left at home about three quarters of your force of character. As to your settled opinions and convictions regarding small matters, it may be well to settle them so deep they won't come to the surface during your stay. Forget your own affairs for the time and enter into the life of your friends.

Adaptability, the rare faculty of quick and easy adjustment to people and circumstances, is the surpassing grace of the guest. Your hostess puts up for everything else that goes to make the visit a success—the carefully arranged home, the concert and theatre and lecture tickets, and all the "eats" and the treats provided in your honor and for your pleasure; but you, being the guest, must furnish the adaptability.

Your hostess herself may be more than willing to bend her own wishes to your preferences, but she has so many things to reckon with that can't be bent in the least. Possibly an inflexible husband is one of them, who insists that six-thirty shall be the family breakfast hour, and that every living soul under the roof must be in bed at a quarter to ten. Submit cheerfully to all such rules and regulations. Maybe the husband is amenable to reason, but the children are a little spoiled, or the hired girl is tyrannical. Don't try to set these matters straight; just adapt yourself to them. It is far easier for you, one individual, to conform to the ways of the household, than for your hostess to make a large and headstrong household conform to your ways.

You have seen persons who consider adaptability a weakness. They are bound to please themselves, regardless. A man of this type who is an habitual smoker will go into a home where the use of tobacco is looked upon with a kind of horror—

almost as a high crime like arson or murder. By the hour the obtuse boor will offend sensitive nostrils with foul-smelling fumes, and constantly outrage exquisite tidiness by leaving about on tables and mantels cigar stubs and dirty, ash-spilling pipes.

Not all men are so, nor are men in general less willing to adapt themselves to the ways of others than women. We all know Miss Prism-prune who, clad with immaculate daintiness, goes to visit at a home where there are little ones and much hard work, and things have to run somewhat at loose ends. Miss P— acts as if she would like to scrub the doorknobs before taking hold of them, and has been seen to dust a chair—not furtively either—before risking her spick-and-span person upon it. Of course her poor hostess is thrown into agonies of shame and humiliation.

When two or three or more try to pay a visit together, the chances are that at least one of the party will be lacking in adaptability and so break the charm for all, hosts as well as guests. Children are not old enough to adapt themselves to the ways of a strange household, and are often rather inconvenient and unmanageable as guests.

Surely no mother should leave children in irresponsible hands merely because they will not make a welcome addition to a visiting party; but maternal duty may lie rather in the direction of staying at home and looking after the youngsters herself, than in taking them with her where they are not wanted and will make a nuisance of themselves. Some children are delightful guests, and some friends are so close and so sincerely interested in all that concerns one, that they really like to have the children come, as well as say they like to have them come.

No reader will do so ill-bred a thing as to make of a friend's home a stopping-place for her own convenience, under the thin guise of paying a visit; nor prolong her stay beyond the time enjoyable to her hostess. Sam Weller's rule about writing letters—to stop while people wish you would go on—applies to making visits.

The tactful guest contributes her share of gayety and small talk, but never monopolizes the conversation, nor feels that she ought to be entertained all the time. She always is ready to render any assistance that will be acceptable, whether in the way of performing household tasks or of contributing by any talent she

## The Folly of Substitution

**ADVERTISED** goods are sounding the death-knell of substitution. The dealer who still insists upon offering something "just as good" or "better" than the advertised article called for, is on the down-grade. His competitor, who pushes advertised goods saves time, argument, effort, and sells more goods.

Today the progressive retailer gets the most valuable co-operation from the manufacturer. National advertising is a selling-help that no dealer can afford to ignore.

N. B. C. products were made famous through national advertising. N. B. C. products are today standard. It is folly to try to substitute for N. B. C. products—the buyer is pre-convinced in their favor.

Stock up with N. B. C. products in the In-er-seal Trade-Mark packages and familiar glass-front cans. They will quickly prove the sales-power of advertised goods.

**NATIONAL BISCUIT COMPANY**



may possess to the success of all entertainments or functions her hostess may undertake.

Did I say that adaptability is the surpassing grace of the agreeable guest? I will change that and say that adaptability is one of the surpassing graces. There is another of equal rank, and that is the grace of appreciation.

Whether you are visiting laborers or millionaires, whether your hosts live in a palatial residence in a fashionable quarter or in a log cabin in the backwoods, whether the amount of labor and money expended to show you a good time be much or little—in some fitting manner express your appreciation of what is done for you.

Mechanical, indiscriminate praise of every dish that is cooked, every piece of furniture in the house, every dress that your hostess wears, can not rightfully be called appreciation. Tactful commendation of whatever is excellent always is good and should almost never be withheld, but do not descend to unctuous flattery. The best way to let your hostess know that you are really grateful for what she is doing, is to enter with hearty enjoyment into whatever is provided for your entertainment.

As has been indicated, a likeness of fundamental principles is essential to easy and pleasant relations between hosts and guest. When this exists, all of difference and freshness and newness—whether of experience, point of view, travel, or what not—that the guest can contribute without, of course, clashing with established opinions and prejudices, adds to the delight and interest of the visit.

The guest who disregards her own troubles and feels genuine sympathy for the sorrows of her friends always is welcome; but even more to be desired is she who has the rare power of making those about her forget for a little while that grief and sickness and care and weariness exist in the world—who can impart to others of her own gladness of spirit. If you are adaptable and appreciative and have this last gift as well, you may be sure that your coming will be hailed with joy, and your entertainers will wish that you might stay forever. Quillo.

#### Boost Your Employer or Find One You Can.

Some of the practices of the ex-manager of a certain business gained for that business a reputation of being crooked. But whether or not there was any real cause for this reputation does not enter into the story of the rapid rise of the young man who is now general manager of this concern.

Four years ago, when he started to work in this business, he was not aware of the unsavory reputation it had. And it was a year before certain employees, who like to plot and talk against the employer, convinced this young man that the house he worked for really did have a reputation among business men in general of being a bit crooked in its dealings with customers and creditors. But

he never was nor will be convinced that the firm he works for really is crooked—and he now ought to know, if anybody does.

This young man did not agree with the opinions of his fellow workers and frankly told them as much. He resolved to make an independent stand of the conviction that the firm he worked for was absolutely on the square. He wondered why the other fellows kept on working for a man they so detested.

Frazer—that is not this young general manager's name, but we will call him that—soon refused to hear any talk that directly or indirectly knocked the concern that gave him good, honest employment. He decided that any firm that had succeeded as had the one he worked for must be essentially on the square, in spite of a possible reputation to the contrary. He became an independent booster, and the harder the other fellow knocked the more he boosted; not so much in open and argumentative refutation of knocks, however, as by an increase of loyalty in his mental attitude toward the business which unconsciously expressed itself in his actions, especially in the way he handled his work.

Frazer saw that several other young men in the business, though they may have believed that there was some excuse for a bad reputation of the concern at least had the good common sense not to knock. He became intimate with them. He sized them up man against man and courted the friendship of the best of them—those that he thought most efficient.

Through them Frazer's unusual loyalty became known to the head of this business. He realized that a number of his employees were in that class of people we call "knockers." He knew there was no real cause for the reputation the acts of his former general manager had created. He did not discharge employees who, he thought, did not respect the business, feeling sure that eventually they would see their mistake—and perhaps make up for lost loyalty.

To help matters in this respect, he placed Frazer for a few months in each department—and after three years he suddenly became aware of the fact that Frazer, though he had judged him to be a young man of only average business ability, was equipped to manage the business. Donald Scott.

#### Figuring Profits.

Add to cost	To make on selling price
17.65 per cent. ....	15 per cent.
19.05 per cent. ....	16 per cent.
20.00 per cent. ....	16-2-3 per cent.
20.49 per cent. ....	17 per cent.
21.96 per cent. ....	18 per cent.
23.46 per cent. ....	19 per cent.
25.00 per cent. ....	20 per cent.
26.58 per cent. ....	21 per cent.
28.21 per cent. ....	22 per cent.
29.88 per cent. ....	23 per cent.
31.58 per cent. ....	24 per cent.
33 1-3 per cent. ....	25 per cent.
66 2-3 per cent. ....	40 per cent.
100 per cent. ....	50 per cent.



## Still at the Top

For ten years the sales of

## Shredded Wheat Biscuit

have never failed to show an increase over the sales of the previous year—and this without any free deals for the grocers or bribes or premiums for the consumers. Its supremacy among cereal foods is unchallenged. It has held its own against all comers, surviving the ups and downs of public fancy. Always fresh, always clean, always pure, always the same. It is the one staple breakfast food eaten in every city and hamlet in the United States and Canada.

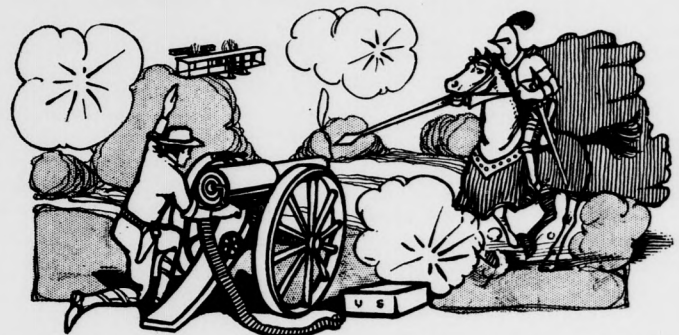


Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY

The Shredded Wheat Company  
NIAGARA FALLS, N. Y.

## Modern Business Battles Are Won With Modern Business Weapons



MODERN arms always have won—always will win. One Gatling Gun is worth a thousand Coats of Mail. The COST of the weapons is of no importance; out-of-date arms are worse than useless—they are an INCUMBRANCE. It is just as true of out-of-date store equipment. Right along we see progressive firms winning business battles because they have discarded antiquated fixtures and adopted trade-getting equipment from

## THE Wilmarth LINE

WILMARTH SHOW CASES are made in the greatest wood-working section in the world; which means the finest materials and the most skilled workmen. They are made in a big plant with years of experience; which means the designs and prices are RIGHT. They are sold from "Coast to Coast," which means they embody the best merchandising ideas of the leading dealers all over the country. We have a large book showing many cases specially designed for your line of business. Shall we send you one?

WILMARTH SHOW CASE CO. 1542 Jefferson Ave. GRAND RAPIDS, MICHIGAN

Chicago—233 W. Jackson Blvd.  
St. Louis—1118 Washington Ave.  
Tampa—215 Tampa Street  
San Francisco—515 Market St.

New York—732 Broadway  
Boston—21 Columbia St.  
Pittsburg—House Bldg.

Minneapolis—Kasota Bldg.  
Helena—Horsky Bldg.  
Des Moines—L. L. & T. Bldg.  
Salt Lake City—257 S. Main St.

Made In Grand Rapids



**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.

#### Attitude of National Association on Catalogue Houses.

Ionia, Aug. 5.—The National Retail Hardware Association is great because it has always tried to deal fairly and conservatively. We have always refrained from endorsing private enterprise or anything that we could not control; though many men will trade with the devil if they can get the price. Catalogue house competition is one of the most serious problems confronting the retail merchant to-day, and that competition will probably continue as long as retail merchants patronize manufacturers whose goods are prominently illustrated in mail-order catalogues at the prices which prohibit competition by the retailer.

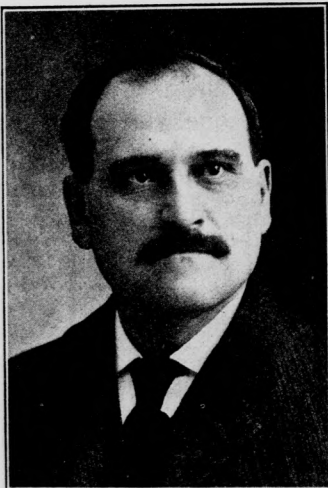
The idea seems to prevail that the goods offered by catalogue houses are of the junk variety. If you have this idea, forget it. Stop this inferior quality talk until you have investigated. There are 400 or 500 standard items of hardware being offered by catalogue houses to-day that are in most hardware stores. These goods are being offered by catalogue houses at considerably lower rates than our regular retail prices and we must do so to meet present conditions.

Price is certainly important, but fair play and regards for the rights of others must be observed by hardware manufacturers. Some manufacturers have stood by the retailers most loyally and we should remember that when we buy goods.

Our Trade Relations Committee has been extremely active since the Jacksonville convention, and you are urged to co-operate with this Committee to the limit. Their success is your success, and their failure, if there be a failure, will be your failure.

Ninety to ninety-five per cent. of the hardware distributed in this country is going through retail stores. It is the retailer who makes it possible for the manufacturer to declare dividends, and the manufacturer has no moral right to permit his goods to go out through other channels detrimental to his best customers. The lowest printed price of an article is the established price of any commodity. A perusal of the pages of any catalogue house with particular attention to such items as traps, food choppers, percolators, anvils, vises, squares, galvanized

tanks, farm and church bells, tank heaters, stove boards, etc., may be a revelation to some of you. It is becoming more and more evident through our Trade Relations Committee, that some of the items of hardware will not stand a double profit,



Charles A. Ireland.

and a double overhead expense. Shorter and more direct methods of distribution are evidently needed on many items of hardware. We cannot blame our customers for buying where their money will go farthest. An up-to-date mail order house catalogue should be part of the desk equipment of every man who purchases hardware as a reference book that positively will save you money on the goods you are buying every day. Charles A. Ireland, Pres.

The Fourth and Old National Banks serve lunches for their employees at noon each day, thereby saving them the time it would take to go home or out to the restaurants, and also the expense. The Grand Rapids National City will soon install a lunch room for its employees and the employees of the City Trust and Savings, both at the main Bank in Campau square and at the branch in the Porter Block, will join them. The lunches serve another purpose than the saving of time and expense. The daily meetings of the employees brings them closer together, socially, and develops the spirit of co-operation among them and loyalty to the Bank. The officers often join the employees at the lunch table and this has its influence.

The reason you can not afford to gamble is that if you gamble you are certain sooner or later to risk more than you can afford to lose.

## Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

## H. Eikenhout & Sons Jobbers of Roofing Material GRAND RAPIDS, MICH.

Protector, Fibretto, Gray Sheathing, Red Rosin, and Insulating Papers.

## 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.

# Use Tradesman Coupons



### Could You Pass This Examination?

1. Give the gross profit on each line you handle. The net.
2. Give your overhead expenses, and tell how much of each line carries.
3. Give the annual turnover of each line.
4. Give the gross sales on each line for the past two years. The gross profit. The net.
5. How much of each line is displayed on shelf and counter? How much in warehouse?
6. What form of advertising is most profitable for you? How do you know?
7. What are your slow-turning lines? Why don't they turn over fast?
8. How many varieties of merchandise can be profitably sold in your store? How do you know?
9. What is the most efficient way to advertise each of your lines?
10. What is the best way to speed up a slow-turning line? How do you know?

### COMING CONVENTIONS TO BE HELD IN MICHIGAN.

**August.**  
Michigan Association of Commercial Secretaries, Ludington.  
Michigan Abstractors' Association, Grand Rapids.  
International Brotherhood of Electrical Workers, Saginaw, 9.  
Central States Exhibitors' Association, Grand Rapids, 6-7-8.  
Blue Ribbon Races, Detroit, 11-16.  
O. D. H. S. of Michigan, Saginaw, 12-13.  
Grand Chapter Royal Arch Masons, Ann Arbor, 18-22.  
Electrical Workers of Michigan, Saginaw, 22-23.  
Michigan Blacksmiths' and Horse-shoers' 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 Bean Growers' Association, Grand Rapids, 10-11.  
Michigan State Fair, Detroit, 15-20.  
Grand Circuit Races, Detroit, 15-20.  
Michigan Federation of Labor, Kalamazoo, 16-19.  
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-October 4.  
American Automobile Association, Detroit, 30-October 3.  
Eastman Kodak Exposition, Grand Rapids, 29-October 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.  
Michigan Branch of the International Order of the King's Daughters and Sons, Mt. Clemens, 1-2-3.  
Grand Lodge Loyal Order of Moose, Annual Conference on Vocational Guidance, Grand Rapids, 19-20.  
Michigan State Federation of Art Association, Grand Rapids, 21.  
Michigan Federation of Women's Clubs, 21-22.  
Grand Council of the I. O. O. F., Kalamazoo, 21-22-23.  
National Association for the Promotion of Industrial Education, Grand Rapids, 23-24-25.  
Michigan Bee Keepers' Association, Detroit.  
Michigan Society of Optometrists, Detroit.  
Michigan State Teachers' Association, Ann Arbor, 30-31.

**November.**  
Michigan Retail Implement and Vehicle Dealers' Association, Grand Rapids, 11-12-13.  
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.  
Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.

Wasted money may be accumulated again. It does not go out of existence. But wasted time is gone forever.

## MATCHES

### THE DIAMOND MATCH COMPANY

#### NON-POISONOUS.

	Price for 20 gross and over per case	Price for less than 20 gross per case
Marguerite, Diamond 5 size, 144 boxes, 5 gross cases	\$4.25	\$4.50
Marguerite, Diamond 2 size, 144 boxes 5 gross cases	1.60	1.70
Black Bird, Diamond 5 size, 144 boxes, 5 gross cases	4.00	4.25

#### DOUBLE DIP.

Bird's Eye, Diamond 5 size, 100 boxes, 3½ gross cases	3.35	3.50
Search Light, Diamond 5 size, 144 boxes, 5 gross cases	4.25	4.50
Black Diamond, Diamond 5 size, 100 boxes, 3½ gross cases	3.00	3.15
Blue Bird, Diamond 5 size, 144 boxes, 5 gross cases	4.00	4.25
Swift & Courtney, Diamond 5 size, 144 boxes, 5 gross cases	3.75	4.00
Crescent, Diamond 5 size, 144 boxes, 5 gross cases	3.75	4.00
Black Swan, Diamond 5 size, 144 boxes, 5 gross cases	3.50	3.60
Red Diamond, Diamond 2 size, 144 boxes, 3 gross cases	1.60	1.70
Best & Cheapest, Diamond 2 size, 144 boxes, 3 gross cases	1.60	1.70
Black & White, Diamond 2 size, 144 boxes, 2 gross cases	1.70	1.80
Anchor, Diamond 2 size, 144 boxes, 2 gross cases	1.40	1.50

#### SINGLE DIP.

Search Light, Diamond 5 size, 144 boxes, 5 gross cases	4.25	4.50
Best & Cheapest, Diamond 2 size, 144 boxes, 2 gross cases	1.60	1.70
Globe, Diamond 1 size, 144 boxes, 1 gross cases	.95	.95
Globe, Diamond 1 size, 432 boxes, 3 gross cases	2.70	2.85
Little Star, Diamond L. S. size, 720 boxes, 5 gross cases	1.80	2.00

#### STRIKE ON BOX.

Red Top, Diamond 6 size, 720 boxes, 5 gross cases	2.50	2.75
Red Top, Diamond 0 size, 720 boxes, 5 gross cases	2.50	2.75
Orient, Diamond 0 size, 720 boxes, 5 gross cases	2.25	2.50
Egyptian, Diamond 0 size, 720 boxes, 5 gross cases	2.25	2.35
Aluminum, Diamond A. L. size, 720 boxes, 5 gross cases	1.80	2.00
Three Noes, Diamond 1 size, 720 boxes, 5 gross cases	4.50	5.00

## 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

## MACAULEY SAID

Those inventions which have abridged distance have done the most for civilization.

## USE THE BELL

And patronize the service that has done most to abridge distance.

## AT ONCE

Your personality is miles away.

Every Bell Telephone is  
a long distance station.



## Trunks, Suit Cases and Bags

### The Famous "SUNBEAM" Line

We have just received TWO carloads of TRUNKS, SUIT CASES AND BAGS. These are very excellent sellers, and we are sure it will pay you to look into this.

Catalogue just issued. Mail orders given prompt attention.

## 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.



**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. Thompson, Jackson.

**Michigan Knights of the Grip.**  
 President—Frank L. Day, Jackson.  
 Secretary and Treasurer—Wm. J. Devreux, 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, Aug. 3—Our old friend Sam Taylor, who, by the way, is chairman of our Entertainment Committee, advises us that everything seems to be ready for our annual picnic which will be held at the driving park Saturday, Aug. 16, and requests that each one bring plenty to eat and not to forget the cups, spoons, knives and forks. Everything else will be furnished, especially plenty of fun for all. Now let's all get together and boost. Sam will appreciate it and it will do our Council heaps of good.

We to-day received the sad news that Bill Cosgrove, of Saginaw, will not be with us at our picnic, owing to his territory being changed. We will miss you, Bill.

It has not been noised around much, but Grover Mapel now routes himself from Thompsonville to Traverse City by the way of Henry. Grover intended to take the evening train home from Thompsonville the other evening, but in some way he took the train south only to find himself in Henry and was obliged to get a rig and drive back to Thompsonville, arriving home at midnight, instead of supper time.

With deep feelings of sadness we mention that A. F. Churchill, liveryman of Tustin, has passed away since our last mention. We extend sympathy to the bereaved family.

We are pleased to announce that James F. Hammell, of Lansing, has been tendered the position of chief clerk of the State Labor Commission.

Well, James, we extend congratulations at this time. Jim is certainly the right man for the job, for he requests that no U. C. T. will be compelled to work overtime, especially Chas. A. Wheeler and Thos. Follis.

Jim Goldstein certainly slipped one on the Grand Rapids correspondent, Bill Bosman, showing up our friend Bill, in writing up some of the items in Bill's own territory. It only goes to show what a live wire can do. No regrets, Bill.

Art. Nyman, Senior Counselor of Petoskey Council, is carrying his arm in a sling, caused by an accident while cranking an automobile.

E. C. Kortenhoff, of Petoskey, was obliged to pay an extra water tax of nine per the other day for sprinkling us Germans. E. E. now realizes just how much territory he purchased.

Barney Stratton, of Grand Rapids, now reads the Ladies Home Companion. Barney says it is no use to read the sporting dope, for Grand Rapids base ball team wins every day anyway.

Herman Hoffman has been confined to his home the past week with a sore throat. Herman says he was obliged to remain home because he was obliged to "swap" his throat. Very poor English, indeed. For Herman's information we might add that Webster states that swap means to strike, to exchange or barter, while swab means a mop for cleaning floors or the decks of vessels. Possibly too many schooners at times causes a sore throat.

Isadore Jacobs, of the National Cash Register Co., does not talk much, but even so he should divide with his wife.

W. F. Leonard is entertaining his parents from Lansing. Bill has been married some sixteen years and this is the first time his mother and father have enjoyed Bill's hospitalities at the same time.

A. B. Jourdan says business is good, but Archie has been on his vacation.

There is no truth in W. G. Wyman joining the Salvation Army.

Jay Young has been doing the trade good in Kingsley in the interests of Musselman Grocer Co.

Our old reliable has returned from Milwaukee. Who is it? Why, don't you know? It is our Senior Counselor, W. F. Murphy.

Ray Thacker is saving 1,000 coupons, so he can get a safety razor, while Mrs. Thacker is saving her combings so that when she gets 2,000,000 hairs together she can get a switch.

The Grand Council of Michigan of the Order of United Commercial

Travelers of America now boasts of 2,666 members. The Order's most valuable assets are its friends. The member who insists. "We can't do anything" reminds us of the fellow who sits on the spot and can't see it as well as the chap a little on one side.

Our town seems to be full of people who are running forty horse power automobiles on five horse power salaries.

L. D. Miller took in the carnival at Cadillac one day this week.

For Jim Goldstein's attention only: Some fellows don't care what they say and neither does anybody else.

Also this one: Some liars are so interesting that we feel sorry that we can't believe them.

The committee on our picnic are receiving all kinds of bouquets for the plans they have consummated, and it is perfectly right they should. Remember Aug. 16.

Come to our picnic.

Our poetry has given others subjects to write about, and we have this only to say "Wherever or whatever it is, we will all agree that Hell is no place for us."

Several of the landlords of some of our hotels have asked us to favor them with information relative to our hotel law which was drafted by the Grand Legislative Committee of the Grand Council of Michigan of the Order of United Commercial Travelers of America, and which was passed by the last Legislature and signed by Governor W. N. Ferris. This law goes into effect August 15, 1913. It was published in full in the Tradesman of May 7 and I am going to ask the Tradesman to republish it for the benefit of my enquirers, as follows:

Section 1. Every building or structure kept, used or maintained as, or held out to the public to be an inn, hotel or public lodging house, shall, for the purpose of this act, be defined as a hotel, and wherever the word "hotel" shall occur in this act it shall be construed to mean every such structure as is described in this section.

Sec. 2. Every hotel that is more than two stories high shall be equipped with a fire escape on the outside of the building connecting each floor, above the first, with at least two openings which shall be well fastened and secured with landings not less than 6 feet in length and 3 feet in width, guarded by an iron railing not less than 3 feet in height. Such landings shall be connected by iron stairs not less than 2 feet wide and with steps of not less than 6 inch tread and not more than 8 inch rise, placed at an angle of not more than 45 degrees and protected by a well secured hand rail on both sides and reaching to within 12 feet of the ground, with a drop ladder 18 inches wide reaching from the lower platform to the ground. Such fire escape shall be sufficient if a perpendicular ladder shall be used instead of the stairs, provided such iron ladder is placed at the extreme outside of the platform and at least three feet away from the wall of the building, and provided said ladder is equipped with round iron rounds not more than 15 inches apart, except that fire-proof buildings may have inside fire escapes placed in a well, shaft, or opening which shall be built of fire proof material and shut off from the remainder of the building by fire-proof, tight doors. The way of egress to such fire escape shall at all times be kept free and clear of all obstruction of any and every nature. Storm windows and storm doors shall be considered an obstruction for the purpose of this act, and such way of egress shall at all times be kept unlocked. There shall be posted and maintained in a conspicuous place in each hall and each guest room, except the halls and rooms on the ground floor, of such hotel, a printed notice in characters not less than two inches high calling attention to and directing the way to such fire escape.

Sec. 3. Each and every hotel shall be provided with at least one sufficient chemical fire extinguisher for every 2,500 square feet or less of floor area, which such extinguisher or extinguishers shall be placed in a convenient location in a

public hallway outside of the sleeping rooms, and shall always be in condition for use.

Sec. 4. Every hotel that is not over two stories in height and which is not provided with such fire escape as is described in section two hereof, shall provide in every bedroom or sleeping apartment on the second floor a manila rope at least 5/8 of an inch in diameter and knotted every 18 inches, and of sufficient strength to sustain a weight and strain of at least five hundred pounds, and of sufficient length to reach the ground. Such rope shall be securely fastened to the joists or studs of the building as near the windows as practicable, and shall be kept coiled in sight at all times, nor shall such rope be covered by curtains or other obstruction. Every such hotel shall provide and maintain in a conspicuous place in every bedroom or sleeping apartment above the ground floor a printed notice calling attention to such rope and giving directions for its use.

Sec. 5. Every hotel shall be well drained and maintained according to established sanitary principles; shall be kept clean and in a sanitary condition and free from effluvia arising from any sewer, drain, privy or other source within the control of the owner, manager, agent or other person in charge; shall be provided with water closets or privies properly screened for the separate use of males and females, which water closets or privies shall be disinfected as often as may be necessary to keep them at all times in sanitary condition.

Sec. 6. Every hotel shall have and provide all toilet rooms, bath rooms and sleeping rooms with individual textile towels. Every hotel shall have and provide all beds with regulation sheets, not less than 50 inches in length. Such beds shall also be provided with sufficient number of regulation size blankets or quilts that are kept in a sanitary condition.

Sec. 7. Every owner, manager, agent or person in charge of a hotel, who shall fail to comply with any of the provisions of this act, shall be deemed guilty of a misdemeanor, and shall be fined not less than \$25 nor more than \$50, or shall be imprisoned in the county jail for not less than thirty days nor more than sixty days, or both and every day that such a hotel is carried on in violation of this act shall constitute a separate offense.

Sec. 8. The labor commissioner, dairy and food commissioner, insurance commissioner and the executive officer of the State Board of Health shall constitute a commission for the purpose of carrying into effect the provisions of this act, and same shall be delegated with the power to adopt such rules and regulations as conditions may require.

Sec. 9. Such commission shall delegate and confer the title of hotel inspector or deputy inspectors upon such men now operating under the supervision of the several departments constituting this commission, and in such number as the lawful enforcement of this act shall justify.

Sec. 10. It shall be the duty of the inspector and his deputies to see that all of the provisions of this act are complied with, and said inspector or the deputy for the district shall personally inspect at least once each year and at such other times as in the best judgment of the commission or the deputy the occasion demands as defined by this act.

Sec. 11. Said inspector and his deputies are hereby granted police power to enter any hotel at reasonable hours to determine whether the provisions of this act are being complied with.

Sec. 12. If the inspector or deputy shall find after examination of any hotel that this law has been fully complied with, he shall issue a certificate to that effect to the person operating the same, and said certificate shall be kept posted up in a conspicuous place in said inspected building. Such certificate shall be prepared in blank by said commission.

Sec. 13. Any inspector who shall willfully certify falsely regarding any building inspected by him, and who shall issue a certificate to any person operating in any hotel when such person has not complied with the provisions of this act, shall on conviction thereof be fined not less than \$50 nor to exceed \$100, and may be imprisoned not to exceed ninety days in the county jail, or both at the discretion of the court, and upon conviction shall be forever disqualified to hold said office.

Sec. 14. Any owner, manager, agent or person in charge of a hotel, who shall obstruct or hinder an inspector in the proper discharge of his duties under this act, shall be guilty of a misdemeanor, and upon conviction thereof, shall be fined not less than \$25 nor more than \$50, or shall be imprisoned in the county jail not less than thirty days nor more than sixty days, or both.

Sec. 15. It shall be the duty of the inspector, upon ascertaining by inspection that otherwise that after sixty days from the time this act takes effect, any hotel is being carried on contrary to its provisions, to make complaint and cause the arrest of the person so violating the same; and it shall be the duty of the prosecuting attorney in such cases to prepare all necessary papers and conduct such prosecutions.

Gee, it's awful hot and I'm tired, too. Are you? Fred C. Richter.



### Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, Aug. 4.—At the time of the Grand Council meeting in Grand Rapids in June, Frank H. Clay, Senior Counselor of No. 156, was confined to his home and bed with a threatened attack of typhoid fever. Frank has the welfare of the base ball team very close to heart and was always one of its best champions. After the defeat of Bay City, the first thought of the boys was to send Frank a message advising him of the victory. Frank replied in similar words "Beat Grand Rapids and win the cup and I will give you a banquet." It was not the thought so much of the inner man, but the idea of bringing joy to the heart of the Senior Counselor, their closest friend, that inspired the boys to play the game of their lives.

Saturday evening the Council will assemble for business promptly at 7:30 and, after a short business session, will adjourn to the Rickman Hotel, where Brother Clay has arranged for a sumptuous banquet to the ball team. So insistent have the other members of the Council been that they be allowed to join that Brother Clay has been persuaded to make the invitation a general one to all members of the Council. We insisted that we should be allowed to defray our expenses in the banquet and each member of the Council will be permitted to pay for his own plate at the banquet and accordingly notices were sent out last Saturday by the Secretary, countersigned by the Senior Counselor, requesting those wishing to attend the banquet to notify the Secretary before noon Saturday, Aug. 9. This will be absolutely necessary in order that the hotel management be prepared to accommodate the crowd. Our ball team has played the best ball that has ever been put up by a strictly U. C. T. base ball team and every member should feel very proud to be able to attend this banquet and help boost the team. Show them that we are loyal and appreciate their efforts. The cost of the banquet will be only \$1 and each man is expected to be prompt in sending in his notice. Of course, every member of the ball team has his now.

"Pop" Heath, from old Boston, No. 44, will be with us, too. About two weeks later and he will return to the land of Baked Beans, for another six months.

The Executive Committee are very busy now looking after the members who have claims. Five of them have been disposed of in the past two weeks. It keeps the Secretary busy making arrangements for meetings and getting the claims ready for the action of the Committee. With the usual vacation time and the members taking their vacations at different times, it is very hard to find all the members of the Executive Committee in the city at the same time. Then, too, the Supreme Executive Committee keep hurrying matters up from their end of the line. Brothers having claims should bear in mind that the Executive Committee is composed

of traveling men like themselves who are most of them on the road from Monday morning until Friday night. Claims should reach the Secretary during the week, so as to be acted on at the end of the week when the Committee can be reached. We are doing our best to get them through in time, but when a claim is carried to New York after notifying Columbus that the Secretary has the papers, the Secretary takes a vacation after filling out the papers and mailing them to one of the Committee, and then the rest of the Committee are away on vacations, there is no wonder that the papers are delayed a couple of weeks. This seldom happens and we would suggest that all members sustaining accidents please have them occur at some more convenient time than the vacation period. This will save delays at this time of the year.

George Parks is out again, after something over seven weeks of enforced inactivity, due to slipping on a street car at Mishawaka, Ind., when he scraped his shin so badly that infection started in. We were quite worried for fear that he would lose his leg as the result, for I never saw a more angry and stubborn bruise to fight.

The Kalamazoo Southern Michigan Base Ball Club recently disposed of a Mighty Michigan automobile, forty horse power, five passenger, and it certainly was a beauty. Tickets sold readily at 10 cents per and the car was viewed each day by ticket holders, each and every one thinking how they would entertain their friends after the drawing. The day came and went and the Club announced that ticket No. UU5 was the lucky number, but still no one came to claim the car and it began to look as if they would have to make another drawing. Some of the boys on Saturday night were talking the matter over and among them was L. Cook, salesman for Armour & Co., of this city. When he heard that the series UU was the right one, he remarked that he had about seven tickets and jokingly stated that he might be the holder. On rummaging in his pockets, he located his tickets and, luckily, the one that was not worn beyond recognition was the lucky one. Even then he was skeptical until he called on Charles Stamm, who sold him the ticket, and he was proven the winner. Lou says it is too large a car and is going to sell it, if not already sold. It is a nice car and a bargain for the fellow who does not feel that Lou ought to sell for half what it is worth in order to realize on the good fortune.

Reports state that Wm. Winey, one of our Executive Committee, has just purchased a car. Probably the reason we have been unable to raise his house the past few weeks. We thought he was still fishing at Crooked Lake.

R. S. Hopkins.

Did you ever notice, when your wife and kids were away from home, how loudly the clock ticks? The footsteps of the family cat sound like the steps of a yearling calf.

### News Items From the "Soo."

Sault Ste. Marie, Aug. 4.—The Algoma Central Railway is contemplating putting on a refrigerator car between Soo, Ont., and Hobon, which will give the people along this new territory recently opened up refrigerator service each week. This is, indeed, good news to the merchants along the new road.

Many of the tourists while visiting here this summer thought they felt the shock of earthquakes at the Soo, but after being here a short time they learned that it was only the blasting at the new locks which keeps up a regular quake at intervals during the day and night, shaking the country for miles around. The echo along the Canadian hills is heard as far south as Garden River.

F. G. Freimuth left last week on the C. P. R., covering the Canadian division for the Cornwell Beef Co., with headquarters at Soo, Ont.

A large party of autos left here Sunday for a trip to the Snows. The roads were in the best condition and a delightful day was spent at Michigan's beautiful summer resort.

The stock of frozen poultry is rapidly decreasing and the various grades of milk fed broilers are being fast exhausted, but the country supply is now coming in more freely. We do not anticipate any great shortage here during the remainder of the summer.

Thursday of this week being a civic holiday, the merchants expect to close up for the day and join their families and friends in basket picnics and various other places of amusement for the day. Baseball games between the various wholesale houses have been arranged and some great events are looked for.

A. H. Eddy has installed a lunch room in the center of his large store and is serving regular dinners now at popular prices.

The high prices on table supplies have caused several of the hotels to discontinue their dining rooms and those who are remaining in the business are doing a rushing business in consequence.

Giankura Bros., dealers in confectionery and fruits, formerly occupying two stores on Ashmun street, have closed one of the stores and are moving to their main store, the American Candy Kitchen, 504 Ashmun street. It is expected that the Parisian restaurant, now operating in the Canadian Soo, will open a branch in the store being vacated by Giankura Bros.

Andary Bros., dealers in men's furnishings and shoes, have moved from the former quarters on Portage avenue to the store recently vacated by the Marine meat market. This is one of the most ideal locations in the city.

J. C. Miller, proprietor of the Fountain House, has abandoned his large and commodious dining room, heretofore run in connection with the hotel, and transferred same into a men's furnishing goods store, which is opened to the public this week.

Chas. Follis, proprietor of the Ye-Toggery Shop on Ashmun street, has taken Percy Wynnes in partnership.

With the two hustling young men they have a bright future and both being popular in the city it is expected they will get a large share of the trade in their line.

W. G. Tapert.

### Brazing Breezes From Muskegon.

Muskegon, August 4.—Now that the midsummer dullness is practically upon us and dog days are rapidly approaching and we hear that the bass and pike are also biting we, by reason of these periodical happenings, are beginning to feel the Call of the Wild taking hold upon us and, as our dear house was kindly consented to give us a few days for recuperation, we have decided to leave a few holes in the water from which the fish have been extracted. Perhaps when you hear from us again we may be able to give you a real true fish tale.

We looked with envy upon the full page and more written by our friend, Mr. Goldstein, and we—perhaps much to his surprise—have not a word of criticism to make, even if he has been married ten years. Here's wishing him ten years more.

Bro. J. H. Millar, of Grand Rapids Council, says the only reason Bryan is roasted more than he is, is because Bryan has a little wider acquaintance. Bro. Millar also says he is not the John Miller who was arrested recently for sleeping in a box car.

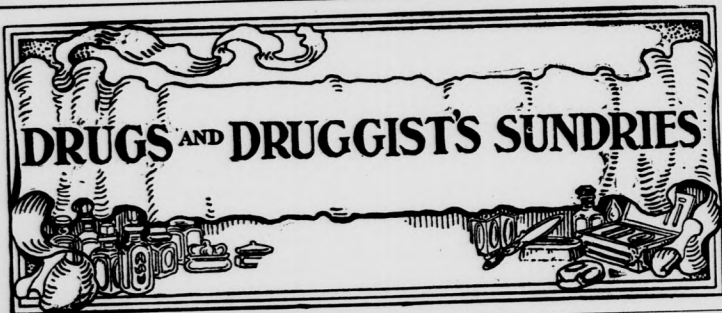
We had the pleasure a few days ago, of meeting Perry Hatt, of Galveston, Texas, who has succeeded John Watterman on the Western Michigan territory for the Pittsburgh Steel Co. Mr. Watterman has been transferred to the Indiana territory. We welcome Mr. Hatt to his new field and our best wishes go with Mr. Watterman.

The home of Mr. and Mrs. F. S. Verbeck, of Pentwater, was the scene of a very pretty house party, given recently in honor of Bros. Welton, Anderson and Foote, of Muskegon and Bro. McKnight, of Grand Rapids. There were also present several of the business men of Pentwater. The host and hostess claim the boys were great on the feed, but were short on cribbage and whist, but where there is life there is hope and, perhaps, a little practice will put the boys in position to at least make a hit, even if they can't make a score. At any rate, the boys enjoyed the true hospitality and such events are only one of the occasional green spots along the dusty road which serve to lighten the discomforts incident to the life of a commercial traveler.

At the last meeting of Muskegon Council there were two additions made to our membership, one by initiation and one by re-instatement. We understand there will be more additions at our next meeting, which will be held Saturday night, August 16. Of course, we will all be there.

After what we saw in the Tradesman, I doubt if any of our poets, even to accommodate Mr. Goldstein, will ever undertake to dilate on the subject of The Traveling Man's Dream. We think they are all over it now.

J. H. Lee.



#### Michigan Board of Pharmacy.

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. Cochran, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

#### Michigan Pharmaceutical Travelers' Association.

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

#### Grand Rapids Drug Club.

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

#### Take Advantage of the Vacation Window.

A timely window was noticed recently. The druggist had collected in a big show window all the goods he could get together that might be useful to people going away for a vacation. He had a great variety of articles represented. There were boxes of writing paper, fountain pens, writing pads, tablets, envelopes, all of which are useful to people who like to have their own stationery. Of course, people who have hotel accommodations do not need to carry so much of this stuff, but every camper needs a little.

Then there were bandages, gauzes and things of this kind, useful in case of accident. There were bridge sets, playing cards, tally cards; and every vacationist must realize what an important part games play. A corner of the window was given over to smokers' supplies. There was a pile of cigar boxes. There were pipes, cigarettes, waterproof tobacco bags, tin boxes of tobacco, something to appeal to almost every smoker.

An exhibit of this kind serves a timely purpose, for it jogs the memory of the prospective camper. He knows that he is going away and that he will need tobacco in some form. When he sees a display of this kind, gotten up especially for vacationists, he is very apt to purchase. Hundreds of people pass such a store window every day, and nearly all of them are going away for a few weeks. Out of hundreds of passers certainly a few dozens are sure to become purchasers every day.

This druggist had an assortment of sunburn lotions, cold cream and toilet preparations, all highly necessary to people who suffer from sunburn. There were manicure sets, military brushes, soap boxes and a variety of other articles of a similar nature. There was a display of leather goods, and nearly every one needs something of this sort.

We have not space to enumerate in detail all the goods displayed in this window, which was very large, and of unusual capacity.

#### WHAT IN THIS WINDOW DO I NEED FOR VACATION?

Putting it in question form brought it right home to every passer, and no doubt thousands of people asked themselves that question every day, as they passed that store. Not every druggist has stock enough to get up such a big display. But such a big display is not necessary. A timely display is the thing—not necessarily a big display. Every druggist has sufficient goods in present stock to get up a timely display of this kind. Such an exhibit is well worth getting up and will sell some goods. Just run over your stock; dozens of things are suitable. Clean out your window, group your goods and put up a placard. That is all there is to it. A few pictures of vacation scenes make excellent background, if you have such things at hand. Remember, a timely display is better than a mammoth display, so do not be ashamed to get up an exhibit simply because it has to be small.

#### Druggists in Small Summer Resorts.

Druggists in small summer resorts have certain opportunities which are not always apparent to them. The writer remembers spending two weeks in a mountain resort which was located near a small mountain town which had two or three drug stores. There were several large hotels, but they were run along hard and fast lines. Dinner was served at six o'clock, and after that meal was finished you could not get another bite until morning. The hotel people said it was the only way they could keep help—the "help" had to have their evenings off.

The mountain air kept appetites on edge, and about ten at night famished guests would begin to prow down to the village in search of something to eat. There were a couple of poor restaurants, but they would close when they felt like it, and they usually felt like it early. The writer remembers finding a box of lunch left at the railway station by some

picnic party and of their eating it greedily.

Now, every druggist in this town could have sold heaps and heaps of food supplies, such as the cracker and biscuit goods that come in such attractive packages, pickles in bottles, olives, sardines, Saratoga chips and similar goods. These goods come nicely packed, they are wrapped, they are easy to handle and they would sell well in any coast or mountain resort in America.

In the large resorts, of course, the restaurants are on the lookout for business, and the hotels are less primitive. But in the small resorts it is astonishing how hard it is to get food after hours. Other things are scarce. Good cigars are not always to be had. Some of these villages have not a pound of fine candy in stock; the girls have it sent from the cities by express. At one resort fifty pounds of candy frequently arrived in a single day. All this good business going to waste right under the nose of the local druggists.

Food supplies are bound to be good sellers. The very condition of things, the mountain or seaside air, the outdoor life, the exercise, all these things combine to keep the people hungry all the time. They can't get enough to eat. These summer visitors have money. They are out to spend money. They are willing to pay good prices. Here is ideal business right at the druggist's door, and he ought not to let it get away from him. It is astonishing how many of these food supplies are sent to summer visitors by their friends in the cities. They can't buy them. The village stores stock them sometimes, but the druggist is the ideal man to carry this stuff. He is open late. Almost everybody visits his store sooner or later, and will thus get acquainted with his stock. People prefer to deal with druggists. The druggist's stuff looks cleaner and tastes better.

The druggist in the summer resort should remember that he has a different class of people in summer, and should stock up accordingly. The sleepy people who deal with him in winter are apt to warp his judgment and make him forget that there are plenty of people in the world who think nothing of paying 80 cents a pound for candy. This is the kind of trade it pays to go after.

#### Aerated Cream Buttermilk.

Pour one and a half ounces sweet cream in a large soda glass, half fill glass with buttermilk. Then fill the glass with vichy and stir thoroughly

with a spoon. The buttermilk must be ice cold in all cases to make a good refreshing drink. Buttermilk drinking is a habit and if you can get some trade started you will have a string of daily customers on it, and my, how it will grow and grow and grow! To make good full cream buttermilk is an easy thing for confectioners, as most all of you have an ice cream freezer. When you make it yourself you won't have to dread running short on busy days. You can also make a richer and better article than you can buy. Put three gallons chilled milk in a five-gallon ice cream freezer, add a tablet of Bulgarian buttermilk germs. They are sold in tablet form. Pack loosely with plain ice (no salt at all in it) and start your freezer going. In about ten or fifteen minutes you will have the finest kind of buttermilk, as the motion of the ice cream freezer revolving has the same effect as a churn. Don't work long enough for the butter to become solid, but stop just when the butter shows small and flaky through the milk. Keep very cold and serve just as it comes from the can or in the modified forms as suggested above. Always stand out salt and pepper shaker with the buttermilk, as some customers prefer it that way—seasoned

#### Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	76	78
Am. Gas & Elec. Co., Pfd.	45	47
Am. Light & Trac. Co., Com.	345	355
Am. Light & Trac. Co., Pfd.	104	106
Am. Public Utilities, Com.	50	53
Am. Public Utilities, Pfd.	70	72
Cities Service Co., Com.	77	75
Cities Service Co., Pfd.	80	85
Citizens' Telephone	215	
Commercial Savings Bank	55	57
Comw'th Pr. Ry. & Lt. Com.	75	77
Comw'th Pr. Ry. & Lt. Pfd.	65	75
Elec. Bond Deposit, Pfd.	212	
Fourth National Bank	55	65
Furniture City Brewing Co.	135	140
Globe Knitting Works, Com.	100	100
Globe Knitting Works, Pfd.	155	155
G. R. Brewing Co.	180	181
G. R. National City Bank	225	
G. R. Savings Bank	260	264
Kent State Bank	25	30
Lincoln Gas & Elec. Co.	200	
Macey Co., Com.	95	97
Macey Company, Pfd.	30	30
Michigan Sugar Co., Com.	90	95
Michigan State Tele. Co., Pfd.	83	86
National Grocer Co., Pfd.	205	207
Old National Bank	41½	42½
Pacific Gas & Elec. Co., Com.	250	
Peoples Savings Bank	14	16
Tennessee Ry. Lt. & Pr., Com.	70	72
Tennessee Ry. Lt. & Pr., Pfd.	42	46
Utilities Improvement Co., Com.	67½	69
Utilities Improvement Co., Pfd.	68	70
United Light & Ry., Com.	75	77
United Light & Ry., 1st Pfd.	73	75
United Light & Ry., 2nd Pfd.	70	72
(old)		
United Light & Ry., 2nd Pfd.	70	72
(new)		
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens Tele. Co., 6s	1923	100
Com. Power Ry. & Lt. Co.	6s	97½
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	98½ 100
G. R. Gas Light Co.	1915	99 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

August 6, 1913.



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

THE FIRST AND FOREMOST  
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GENERAL SALES OFFICE  
165 N. STATE ST., CHICAGO  
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



## WHOLESALE DRUG PRICE CURRENT

Acids		Cubebs	@ 4 50	Digitalis	@ 60
Acetic	6 @ 8	Erigeron	@ 2 50	Gentian	@ 60
Boric	10 @ 15	Eucalyptus	75 @ 85	Ginger	@ 95
Carbolic	22 @ 27	Hemlock, pure	@ 1 00	Guaiac	@ 105
Citric	55 @ 62	Juniper Berries	@ 1 25	Guaiac Ammon.	@ 80
Muriatic	1 1/4 @ 5	Juniper Wood	40 @ 50	Iodine	@ 125
Nitric	5 1/2 @ 10	Lard, extra	85 @ 1 00	Iodine, Colorless	@ 125
Oxalic	13 @ 16	Lard, No. 1	75 @ 90	Ipecac	@ 75
Sulphuric	1 1/4 @ 5	Lavender Flowers	85 @ 1 00	Iron, clo.	@ 80
Tartaric	38 @ 42	Lavender, Garden	50 @ 60	Kino	@ 80
Ammonia		Lemon	50 @ 60	Myrrh	@ 1 05
Water, 26 deg.	6 1/2 @ 10	Linseed, boiled bbls	@ 51	Nux Vomica	@ 70
Water, 18 deg.	4 1/2 @ 8	Linseed, raw bbls	@ 50	Opium	@ 2 00
Water 14 deg.	3 1/2 @ 6	Linseed, raw less	54 @ 59	Opium Camph.	@ 65
Carbonate	13 @ 16	Mustard, true	4 50 @ 5 00	Opium, Deodoriz'd	@ 25
Chloride	12 @ 15	Mustard, artifl	2 75 @ 3 00	Rhubarb	@ 70
Balsams		Neatsfoot	80 @ 85	Paints	
Copaiba	75 @ 1 00	Olive, pure	2 50 @ 3 50	Lead, red dry	7 @ 10
Fir (Canada)	1 75 @ 2 00	Olive, Malaga,	1 60 @ 1 75	Lead, white dry	7 @ 10
Fir (Oregon)	40 @ 50	Olive, yellow	1 60 @ 1 75	Lead, white oil	7 @ 10
Peru	2 25 @ 2 50	Orange, green	1 50 @ 1 65	Ochre, yellow bbl. 1	@ 1 1/4
Tolu	1 00 @ 1 25	Orange, sweet	4 75 @ 5 00	Ochre, yellow less 2	@ 5
Berries		Organum, pure	1 25 @ 1 50	Putty	2 1/2 @ 5
Cubeb	65 @ 75	Origanum, com'l	50 @ 75	Red Venetian bbl. 1	@ 1 1/2
Fish	15 @ 20	Pennyroyal	2 25 @ 2 50	Red Venetian, less 2	@ 5
Juniper	7 @ 10	Peppermint	@ 3 75	Shaker Prepared	1 40 @ 1 50
Prickley Ash	@ 50	Rose, pure	16 00 @ 18 00	Vermillion, Eng.	90 @ 1 00
Barks		Rosemary Flowers	90 @ 1 00	Vermillion, Amer.	15 @ 20
Cassia (ordinary)	25	Sandalwood, E. I.	6 25 @ 6 50	Whiting, bbl.	1 @ 1 1/2
Cassia (Saigon)	65 @ 75	Sassafras, true	80 @ 90	Whiting	2 @ 5
Elm (powd. 25c)	25 @ 30	Sassafras, artifl	45 @ 50	Insecticides	
Sassafras (pow. 30c)	@ 25	Spearment	6 00 @ 6 50	Arsenic	6 @ 10
Soap (powd. 25c)	@ 15	Sperm	90 @ 1 00	Blue Vitrol. bbl.	@ 6 1/4
Extracts		Tansy	4 75 @ 5 00	Blue Vitrol less	7 @ 10
Licorice	24 @ 28	Tar, USP	25 @ 35	Bordeaux Mix Pst	8 @ 15
Licorice powdered	25 @ 30	Turpentine, bbls	@ 49 1/2	Hellebore, White	15 @ 20
Flowers		Turpentine, less	55 @ 60	Insect Powder	20 @ 35
Arnica	18 @ 25	Wintergreen, true	@ 5 00	Lead Arsenate	8 @ 16
Chamomile (Ger.)	25 @ 35	Wintergreen, sweet birch	2 00 @ 2 25	Lime & Sulphur	20 @ 35
Chamomile (Rom.)	40 @ 50	Wintergreen, art'l	50 @ 60	Solution, gal.	15 @ 25
Gums		Wormseed	4 50 @ 5 00	Paris Green	15 1/2 @ 20
Acacia, 1st	40 @ 50	Wormwood	@ 8 00	Miscellaneous	
Acacia, 2nd	35 @ 40	Potassium		Acetanilid	30 @ 35
Acacia, 3d	30 @ 35	Bicarbonate	15 @ 18	Alum	3 @ 5
Acacia, Sorts	@ 20	Bichromate	13 @ 16	Alum, powdered and	5 @ 7
Acacia Powdered	35 @ 40	Bromide	45 @ 55	Bismuth, Subnitrate	2 10 @ 2 25
Aloe (Barb. Pow)	22 @ 25	Carbonate	12 @ 15	Borax xtal or	6 @ 12
Aloe (Cape Pow)	20 @ 25	Chlorate, xtal and	12 @ 16	powd.	1 30 @ 1 50
Aloe (Soc. Powd.)	40 @ 50	Chlorate, granular	30 @ 40	Calomel	1 20 @ 1 30
Asafoetida	75 @ 1 00	Cyanide	2 85 @ 2 90	Capsicum	20 @ 25
Asafoetida, Powd.		Iodide	15 @ 20	Carbamine	@ 3 50
Pure	@ 75	Permanganate	15 @ 30	Cassia Buds	@ 40
U. S. P. Powd.	@ 1 00	Prussiate yellow	30 @ 35	Cloves	30 @ 35
Camphor	55 @ 60	Prussiate, red	50 @ 60	Chalk Prepared	6 @ 8 1/2
Guaiac	35 @ 40	Sulphate	15 @ 20	Chalk Precipitated	7 @ 10
Guaiac, Powdered	40 @ 50	Roots		Chloroform	38 @ 48
Kino	@ 40	Alkanet	15 @ 20	Chloral Hydrate	1 00 @ 1 15
Kino, Powdered	@ 45	Blood, powdered	20 @ 25	Cocaine	3 70 @ 3 90
Myrrh	@ 40	Calamus	35 @ 40	Cocoa Butter	50 @ 60
Myrrh, Powdered	@ 50	Elecampane, powd.	15 @ 20	Copperas, list, less 70%	@ 85
Opium	6 80 @ 7 00	Gentian, powd.	12 @ 16	Copperas, less	2 @ 5
Opium, Powd.	8 75 @ 8 95	Ginger, African,	15 @ 20	Copperas, Powd.	4 @ 6
Opium, Gran.	8 90 @ 9 10	powdered	20 @ 25	Corrosive Sublim.	1 05 @ 1 10
Shellac	25 @ 30	Ginger, Jamaica	22 @ 28	Cream Tartar	28 @ 35
Shellac, Bleached	30 @ 35	Ginger, Jamaica,	22 @ 28	Cuttlebone	25 @ 35
Tragacanth No. 1	40 @ 50	Goldenseal, powd.	@ 6 00	Dextrine	7 @ 10
Tragacanth, Pow	60 @ 75	Ipecac, powd.	2 75 @ 3 00	Dover's Powder	2 00 @ 2 25
Turpentine	10 @ 15	Licorice	14 @ 16	Emery, all Nos.	6 @ 10
Leaves		Licorice, powd.	12 @ 15	Emery powdered	5 @ 8
Buchu	1 85 @ 2 00	Oris, powdered	25 @ 30	Epsom Salts, bbls	@ 1 1/2
Buchu, Powd.	2 00 @ 2 25	Poke, powdered	20 @ 25	Epsom Salts, less 2 1/2	@ 1 1/2
Sage, bulk	18 @ 25	Rhubarb	75 @ 1 00	Ergot	1 50 @ 1 75
Sage, 1/4s Loose	20 @ 25	Rhubarb, powd.	75 @ 1 25	Ergot, powdered	1 80 @ 2 00
Sage, Powdered	25 @ 30	Rosinweed, powd.	25 @ 30	Flake White	12 @ 17
Senna, Alex	45 @ 50	Sarsaparilla, Hond.	@ 50	Formaldehyde lb.	10 @ 15
Senna, Tinn.	15 @ 20	Sarsaparilla Mexican,	25 @ 30	Gambier	15 @ 20
Senna, Tinn. Pow.	20 @ 25	ground	20 @ 35	Gatine	35 @ 40
Uva Ursi	10 @ 15	Squills	40 @ 60	Glassware, full cases	80 %
SIO		Squills, powdered	40 @ 60	Glassware, less 70 & 10 %	
Almonds, Bitter,		Tumeric, powd.	12 @ 15	Glauber Salts bbl.	@
true	6 00 @ 6 50	Valerian, powd.	25 @ 30	Glauber Salts less 2 @	
Almond, Bitter,		Seeds		Glue, brown	11 @ 1
artificial	@ 1 00	Anise	15 @ 20	Glue, brown grd	10 @ 1
Almonds, Sweet,		Anise, powdered	22 @ 25	Glue, white	15 @ 20
true	90 @ 1 00	Bird, ls	8 @ 10	Glue, white grd	15 @ 20
Almond, Sweet,		Canary	9 @ 12	Glycerine	23 @ 30
imitation	40 @ 50	Caraway	12 @ 18	Hops	50 @ 80
Amber, crude	25 @ 30	Cardamon	1 75 @ 2 00	Indigo	85 @ 1 00
Amber, rectified	2 25 @ 2 50	Celery	50 @ 60	Iodine	3 75 @ 4 00
Anise	2 40 @ 2 50	Coriander	10 @ 15	Iodoform	4 80 @ 5 00
Bergamot	7 50 @ 8 00	Dill	18 @ 20	Lead Acetate	12 @ 17
Cajuput	75 @ 85	Fennell	@ 30	Lycopodium	60 @ 80
Cassia	1 50 @ 1 75	Flax	4 @ 8	Mace, powdered	90 @ 1
Castor, bbls. and		Flax, ground	4 @ 8	Menthol	8 60 @ 9 00
cans	12 1/2 @ 15	Foenugreek, pow.	6 @ 10	Mercury	75 @ 80
Cedar Leaf	@ 85	Hemp	5 @ 7	Morphine, all brd	4 55 @ 4
Citronella	@ 60	Lobelia	@ 50	Nux Vomica	@
Cloves	1 75 @ 2 00	Mustard, yellow	9 @ 12	Nux Vomica pow	@
Cocunut	20 @ 25	Mustard, black	9 @ 12	Pepper, black pow	20 @
Cod Liver	1 25 @ 1 50	Mustard, powd.	20 @ 25	Pepper, white	25 @
Cotton Seed	90 @ 1 10	Poppy	15 @ 20	Pitch, Burgundy	10 @
Croton	@ 1 60	Quince	@ 1 00	Quassia	10 @
Cubeb	@ 4 50	Rape	6 @ 10	Quinine, all brds	25 @ 36
Erigeron	@ 2 50	Sabadilla	25 @ 30	Rochelle Salts	20 @
Eucalyptus	75 @ 85	Sabadilla, powd.	35 @ 45	Saccharine	1 50 @ 1
Hemlock, pure	@ 1 00	Sunflower	6 @ 8	Salt Peter	7 1/2 @
Juniper Berries	@ 1 25	Worm American	15 @ 20	Selditz Mixture	20 @
Juniper Wood	40 @ 50	Worm Levant	40 @ 50	Soap, green	15 @
Lard, extra	85 @ 1 00	Tinctures		Soap, mott castile	10 @
Lard, No. 1	75 @ 90	Aconite	@ 75	Soap, white castile	@ 6
Lavender Flowers	85 @ 1 00	Aloes	@ 65	case	
Lavender, Garden	50 @ 60	Arnica	@ 60	Soap, white castile	@ 6
Lemon	50 @ 60	Asafoetida	@ 1 00	less, per bar	@
Linseed, boiled bbls	@ 51	Belladonna	@ 60	Soda Ash	1 1/2 @
Linseed, raw bbls	@ 50	Benzoin	@ 90	Soda Bicarbonate	1 1/2 @
Linseed, raw less	54 @ 59	Benzoin Compound	@ 90	Soda, Sal	1 @
Mustard, true	4 50 @ 5 00	Buchu	@ 1 00	Spirits Camemor	1 @
Mustard, artifl	2 75 @ 3 00	Cantharides	@ 90	Sulphur rol	2 1/2 @
Neatsfoot	80 @ 85	Capsicum	@ 95	Sulphur Subl.	2 @
Olive, pure	2 50 @ 3 50	Cardamon	@ 95	Tamarinds	10 @
Olive, Malaga,	1 60 @ 1 75	Cardamon, Comp.	@ 60	Tartar Emetic	40 @
Olive, yellow	1 60 @ 1 75	Catechu	@ 60	Turpentine Venice	40 @
Orange, green	1 50 @ 1 65	Cinchona	@ 1 05	Vanilla Ext. pure	1 00 @ 1
Orange, sweet	4 75 @ 5 00	Colchicum	@ 60	Witch Hazel	65 @ 1
Organum, pure	1 25 @ 1 50	Cubeb	@ 1 20	Zinc Sulphate	7 @

# 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

Corn  
Cotton Seed Oil  
Dry Salt Meats

## DECLINED

Flour  
Oats  
Sacharine

## Index to Markets

### By Columns

A	Col.	1		2	
		AMMONIA		Beans	
Ammonia	1	12 oz. ovals 2 doz.	75	Baked	85@1 30
Axle Grease	1	AXLE GREASE		Red Kidney	85@ 95
		Frazer's		String	70@1 15
		11b. wood boxes, 4 doz.		Wax	75@1 25
		3 doz. 2 35		Blueberries	
		3 1/2 lb. tin boxes, 2 doz.		Standard	1 80
		10lb. pails, per doz.		Gallon	6 75
		15lb. pails, per doz.		Clams	
		25lb. pails, per doz.		Little Neck, 1lb.	@1 00
		25lb. pails, per doz.		Little Neck, 2lb.	@1 50
		BAKED BEANS		Clam Bouillon	
		No. 1, per doz.		Burnham's 1/2 pt.	2 25
		No. 2, per doz.		Burnham's pts.	3 75
		No. 3, per doz.		Burnham's qts.	7 50
		BATH BRICK		Corn	
		English		Fair	65@ 70
		Jennings'		Good	90@1 00
		Condensed Pearl Bluing		Fancy	@1 30
		Small C P Bluing, doz.		French Peas	
		Large C P Bluing, doz.		Monbadon (Natural)	1 75
		BREAKFAST FOODS		Gooseberries	
		Apostiz, Biscuits		No. 2, Fair	1 50
		Bear Food, Pettijohns		No. 2, Fancy	2 35
		Cracked Wheat, 24-2		Hominy	
		Cream of Wheat, 36-2		Standard	85
		Cream of Rye, 24-2		Lobster	
		Posts Toasties, T.		1/4 lb.	1 85
		No. 2		1/2 lb.	3 15
		Posts Toasties, T.		Mackerel	
		No. 3		Mustard, 1lb.	1 80
		Farinose, 24-2		Mustard, 2lb.	2 80
		Grape Nuts		Soused, 1 1/2 lb.	1 60
		Grape Sugar Flakes		Soused, 2lb.	2 75
		Sugar Corn Flakes		Tomato, 1lb.	1 50
		Hardy Wheat Food		Tomato, 2lb.	2 80
		Postma's Dutch Cook		Mushrooms	
		Holland Rusk		Hotels	@ 15
		Kellogg's Toasted Rice		Buttons, 1/2 lb.	@ 14
		Biscuit		Buttons, 1lb.	@ 25
		Kellogg's Toasted Rice		Oysters	
		Flakes		Cove, 1lb.	90@
		Kellogg's Toasted Wheat		Cove, 2lb.	1 60@
		Biscuit		Plums	
		Krinkle Corn Flake		Plums	90@1 35
		Maple-Wheat Flakes,		Pears in Syrup	
		2 doz.		No. 3 cans, per doz.	1 50
		Maple-Wheat Flakes,		Peas	
		3 doz.		Marowfat	@1 15
		Maple-Corn Flakes		Early June	@1 25
		Minn. Wheat Cereal		Early June siftd	1 45@1 55
		Algrain Food		Peaches	
		Ralston Wheat Food		Pie	1 00@1 25
		Ralston Wht Food 10c		No. 10 size can pie	@3 25
		Saxon Wheat Food		Pineapple	
		Shred Wheat Biscuit		Grated	1 75@2 10
		Triscuit, 18		Sliced	95@2 60
		Pillsbury's Best Cerl		Pumpkin	
		Post Tavern Special		Fair	80
		Quaker Puffed Rice		Good	90
		Quaker Puffed Wheat		Fancy	1 00
		Quaker Brkfst Biscuit		Gallon	2 15
		Quaker Corn Flakes		Raspberries	
		Victor Corn Flakes		Standard	@
		Washington Crisps		Salmon	
		Wheat Hearts		Warrens, 1 lb. Tall	2 30
		Wheatena		Warrens, 1 lb. Flat	2 40
		Evapor'd Sugar Corn		Red Alaska	1 65@1 75
		BROOMS		Med. Red Alaska	1 35@1 45
		Parlor		Pink Alaska	@ 90
		Jewel		Sardines	
		Winner		Domestic, 1/2 lb.	2 75
		Whittier Special		Domestic, 1/4 lb.	2 75
		Parlor Gem		Domestic, 3/4 lb.	@6 1/2
		Common Whisk		French, 1/2 lb.	7@14
		Fancy Whisk		French 1/2 lb.	13@23
		Warehouse		Shrimps	
		BRUSHES		Dunbar, 1st doz.	1 30
		Scrub		Dunbar, 1 1/2 doz.	2 35
		Solid Back, 8 in.		Succotash	
		Solid Back, 11 in.		Fair	90
		Pointed Ends		Good	1 20
		Stove		Fancy	1 25@1 40
		No. 3		Strawberries	
		No. 2		Standard	95
		No. 1		Fancy	2 25
		Shoe		Tomatoes	
		No. 3		Good	1 15
		No. 2		Fancy	1 35
		No. 1		No. 10	3 50
		BUTTER COLOR		CARBON OILS	
		Dandelion, 25c size		Barrels	
		CANDLES		Perfection	@11 1/4
		Paraffine, 6s		D. S. Gasoline	@19 1/4
		Paraffine, 12s		Gas Machine	@27 1/4
		Wicking		Deodor'd Nap'a	@19
		CANNED GOODS		Cylinder	29 @34 1/2
		Apples		Engline	16 @22
		3 lb. Standards		Black, winter	8 @10
		Gallon		CATSUP	
		2 lb. Standards		Snider's pints	2 35
		Blackberries		Snider's 1/2 pints	1 85
		Standard gallons		CHEESE	
		Yeast Cake		Acme	@15 1/2

## 3

### CHEESE

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

### CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	55
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.	55
\$2.20)	55
Spearmint, 5 box jars	2 75
Spearmint, 3 box jars	1 65
Trunk Spruce	55
Yucatan	55
Zeno	55

### CHICORY

Bulk	5
Red	7
Bagle	5
Franch's	7
Scheuer's	6
Red Standards	1 60
White	1 60

### CHOCOLATE

Walter Baker & Co.	22
German's Sweet	32
Premium	23
Caracas	23
Walter M. Lowney 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. 80 Sash Cord	2 80
No. 60 Jute	80
No. 72 Jute	1 00
No. 60 Sisal	85
Galvanized Wire	1 90
No. 19, each 100ft. long	2 10
No. 19, each 100ft. long	2 10
No. 19, each 100ft. long	2 10

### COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	30
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	36
Lowney, 1/4s	33
Lowney, 1/2s	33
Lowney, 1/4s	33
Lowney, 1/2s	33
Van Houten, 1/4s	12
Van Houten, 1/2s	36
Van Houten, 1/4s	65
Van Houten, 1/2s	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	22

### COCOANUT

Dunham's	per lb.
1/4s, 5lb. case	30
1/4s, 5lb. case	29
1/4s, 15lb. case	29
1/4s, 15lb. case	28
1/4s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	16
1/4s & 1/2s pails	13 1/2
Bulk, barrels	12 1/2

### COFFEES ROASTED

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

### Santos

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

### Maracaibo

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

### Guatemala

Fair	25
Choice	25
Fancy	28
Private Growth	26@30
Mandling	31@35
Aukola	30@32

## 4

### Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
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

### Extracts

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

### CONFECTIONERY

Stick Candy	Pails
Horehound	8
Standard	8 1/2
Standard, small	8 1/2
Twist, small	9
Jumbo	8
Jumbo, small	8 1/2
Big Stick	8 1/2
Boston Cream	13
Mixed Candy	8
Broken	8
Cameo	12
Cut Leaf	9
Fancy	10 1/2
French Cream	9
Grocers	6 1/2
Kindergarten	11
Leader	8 1/2
Majestic	9
Monarch	8 1/2
Novelty	10
Paris Creams	10
Premio Creams	14
Royal	7 1/2
Special	8 1/2
Valley Creams	12
X L O	7

### Specialties

Auto Kisses (baskets)	13
Bonnie Butter Bites	16
Butter Cream Corn	16
Candy Crackers (bskt)	15
Caramel Dice	13
Cocoanut Kraut	14
Cocoanut Waffles	14
Coco Macaroons	16
Coffy Toffy	14
Cream, Marshmallows	19
Dainty Mints 7 lb. tin	15
Empire Fudge	14
Fudge, Pineapple	13
Fudge, Walnut	13
Fudge, Filbert	13
Fudge, Choco. Peanut	13
Fudge, Honey Moon	13
Fudge, Toasted Cocoa	13
Fudge, Cherry	14
Fudge, Cocoanut	13
Honeycomb Candy	15
Kokays	14



6

Graham Crackers Red	1 00
Label 10c size	50
Lemon Snaps	1 00
Oysterettes	1 00
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 00
Social Tea Biscuit	1 50
S. S. Butter Crackers	1 50
Uneda Biscuit	1 50
Uneda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	1 50
Zwieback	1 00

## Other Package Goods

Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC	2 50
Family Package	2 50
Soda Crackers NBC	2 50
Family Package	2 50
Fruit Cake	3 00
In Special Tin Packages	
Festino	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
California	12@14
Corsican	15
Currents	
Imported 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2
Peaches	
Muir's-Choice, 25lb.	9
Muir's-Fancy, 25lb.	10
Fancy, Peeled, 25lb.	11

## Raisins

Cluster, 20 cartons	2 25
Loose Muscatels 3 Cr.	5 1/2
Loose Muscatels 1 Cr.	6
L. M. Seeded, 1 lb.	7@7 1/2

## California Prunes

90-100 25lb boxes	@ 4
80-90 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. Holland 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	2 75
Empire	
Peas	
Green, Wisconsin, bu.	2 00
Green, Scotch, bu.	2 00
Split, lb.	5

## Sago

East India	4 1/2
German, sacks	4 1/2
German, broken pkg.	

## Tapioca

Flake, 100 lb. sacks	4 1/2
Pearl, 100 lb. sacks	4 1/2
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

## FISHING TACKLE

1/4 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
1 3/4 to 2 in.	11
2 in.	15
3 in.	20

## Cotton Lines

No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20

## Linen Lines

Small	20
Medium	26
Large	34

## Poles

Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80

7

## FLAVORING EXTRACTS

Jennings D C Brand	
Terpeness Extract Lemon	75
No. 1 F box, per doz.	90
No. 2 F box, per doz.	1 75
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 90

## FLOUR AND FEED

## Grand Rapids Grain &amp; Milling Co.

## Winter Wheat

Purity Patent	5 10
Seal of Minnesota	5 00
Sunburst	4 70
Wizard Flour	5 00
Wizard Graham	4 00
Wizard Meal	4 00
Wizard Buckwheat	6 00
Rye	4 40

## Valley City Milling Co.

Lily White	5 10
Light Loaf	4 60
Graham	2 10
Graham Health	2 20
Grain Meal	1 80
Bolton 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 50
Columbian	5 10
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.	
Wizard Flour	4 70
Quaker, paper	4 70
Quaker, cloth	4 80
Quaker Buckwheat	5 50

## Kansas Hard Wheat

## Worden Grocer Co.

American Eagle, 1/2s	5 35
American Eagle, 1/4s	5 25
American Eagle, 1/8s	5 15

## Spring Wheat

## Roy Baker

Golden Horn, family	5 10
Golden Horn, bakers	5 00
Wisconsin Rye	3 60
Judson Grocer Co.	
Ceresota, 1/2s	5 80
Ceresota, 1/4s	5 90
Ceresota, 1/8s	6 00

## Worden Grocer Co.

Wingold, 1/2s cloth	5 70
Wingold, 1/4s cloth	5 60
Wingold, 1/8s cloth	5 55
Wingold, 1/2s paper	5 50
Wingold, 1/4s paper	5 50
Bakers' Patent	5 35

## Wykes &amp; Co.

Sleepy Eye, 1/2s cloth	5 45
Sleepy Eye, 1/4s cloth	5 35
Sleepy Eye, 1/8s cloth	5 25
Sleepy Eye, 1/2s paper	5 25
Sleepy Eye, 1/4s paper	5 25

## Meal

## Bolted

## Golden

## Granul'd

## Wheat

## New Red

## New White

## Oats

## Michigan carlots

## Less than carlots

## Corn

## Carlots

## Less than carlots

## Hay

## Carlots

## Less than carlots

## Feed

## Street Car Feed

## No. 1 Corn &amp; Oat Feed

## Cracked corn

## Coarse corn meal

## Fruit Jars

## Mason, pts., per gro.

## Mason, qts., per gro.

## Mason, 1/2 gal. per gro.

## Mason, can tops, gro.

## GELATINE

## Cox's, 1 doz. large

## Cox's, 1 doz. small

## Knox's Sparkling, doz.

## Knox's Sparkling, gr. 125

## Knox's Acid'd doz.

## Nelson's

## Oxford

## Plymouth Rock, Phos.

## Plymouth Rock, Plain

## GRAIN BAGS

## Broad Gauge

## Amoskeag

## Herbs

## Sage

## Hops

## Laurel Leaves

## Senna Leaves

8

## HIDES AND PELTS

## Hides

Green, No. 1	11 1/2
Green, No. 2	10 1/2
Cured, No. 1	13
Cured, No. 2	12
Calfskin, green, No. 1	15
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	11 1/2
Calfskin, cured, No. 2	14 1/2

## Pelts

## Old Wool

## Lambs

## Shearings

## Tallow

## No. 1

## No. 2

## Unwashed, med.

## Unwashed, fine

## HORSE RADISH

## Per doz.

## Jelly

## 5lb pails, per doz.

## 15lb pails, per pail

## 30lb pail, per pail

## JELLY GLASSES

## 1/2 pt. in bbls., per doz.

## 1 1/2 pt. in bbls., per doz.

## 8 oz. capped in bbls.

## per doz.

## MAPLEINE

## 2 oz. bottles, per doz.

## MINCE MEAT

## Per case

## MOLASSES

## New Orleans

## Fancy Open Kettle

## Choice

## Good

## Fair

## Half barrels 2c extra

## Red Hen, No. 2 1/2

## Red Hen, No. 5

## Red Hen, No. 10

## MUSTARD

## 1/4 lb. 6 lb. box

## OLIVES

## Bulk, 1 gal. kegs

## Bulk, 2 gal. kegs

## Bulk, 5 gal. kegs

## Stuffed, 5 oz.

## Stuffed, 8 oz.

## Stuffed, 14 oz.

## Pitted (not stuffed)

## 14 oz.

## Manzanilla, 8 oz.

## Lunch, 10 oz.

## Lunch, 16 oz.

## Queen, Mammoth, 13

## Queen, Mammoth, 28

## oz.

## Olive Chow, 2 doz. cs.

## per doz.

## PICKLES

## Medium

## Barrels, 120 count

## Half bbls., 600 count

## 5 gallon kegs

## Small

## Barrels

## Half barrels

## 5 gallon kegs

## Gherkins

## Barrels

## Half barrels

## 5 gallon kegs

## Sweet Small

## Barrels

## Half barrels

## 5 gallon kegs

## PIPES

## Clay, No. 216, per box

## Clay, T. D. full count

## Cob

## PLAYING CARDS

## No. 90, Steamboat

## No. 15, Rival assorted

## No. 20, Rover, enam'd

## No. 572, Special

## No. 808, Bicycle

## No. 632, Tourn't whist

## POTASH

## Babbitt's, 2 doz.

## PROVISIONS

## Barreled Pork

## Clear Back

## Short Cut Clear

## Bean

## Brisket, Clear

## Pig

## Clear Family

## Dry Salt Meats

## S P Bellies

## Lard

## Pure in tierces

## Compound Lard

## 80 lb. tubs

## 50 lb. tubs

## 50 lb. tins

## 20 lb. pails

## 10 lb. pails

## 5 lb. pails

## 8 lb pails

9

## Smoked Meats

Hams, 12 lb. av. 19 1/2	@ 20
Hams, 12 lb. av. 19	@ 19 1/2
Hams, 16 lb. av. 18	@ 19
Hams, 18 lb. av. 18	@ 18 1/2
Ham, dried beef	
sets	23 @ 24
California Hams	12 @ 12 1/2
Picnic Boiled	
Hams	19 1/2 @ 20
Boiled Hams	27 1/2 @ 28
Minced Ham	13 @ 13 1/2
Bacon	19 @ 26

## Sausages

## Bologna

## Liver

## Frankfort

## Pork

## SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs.	48
Sure Shot, 5c 1-6 gro.	5 76
Yankee Girl Scrap.	5 76
Pan Handle Scrp. 1/4 gr.	5 76
Peachy Scrap, 5c	5 76
Union Workman 2 1/4	6 09

## Smoking

All Leaf, 2 1/2 & 7 oz.	30
BB, 3 1/2 oz.	6 00
BB, 7 oz.	12 00
BB, 14 oz.	24 00
Bagdad, 10c tins	11 52
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 20c	3 20
Banner, 40c	3 20
Belwood, Mixture, 10c	9 4
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.	6 50
Bull Durham, 16 oz.	5 76
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	6 00
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip, g. Johnson	30
Cigar Clip, g. Seymour	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 28
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 39
Dills Best, 1 1/2 oz.	73
Dills Best, 3 1/2 oz.	73
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 04
F. F. A. 4 oz.	5 50
F. F. A. 7 oz.	11 52
Fashion, 5c	5 28
Fashion, 16 oz.	5 76
Five Bros., 5c	10 53
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
Gail & A. Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 80
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	32
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kila Bird, 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 Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English 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.	11 93
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76

13

Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 15 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, 1 lb.	10 50
Sweet Caporal, 1 oz.	4 75
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per dz.	4 35
Sweet Rose, 2 1/4 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 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.	48
Three Feathers, 10c	11 52
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	75
Trout Line, 5c	50
Trout Line, 10c	11 40
Turkish, Patrol, 2-9	5 76
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 50c 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, 1/4	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	68 55
War Path, 5c	6 09
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/4 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 09
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80

## TWINE

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

## VINEGAR

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

## WICKING

No. 0, per gross	30
No. 1, per gross	40
No. 2, per gross	50
No. 3, per gross	75

## WOODENWARE

Baskets	
Bushels	1 00
Bushels, wide band	1 15
Market	40
Splint, large	3 50
Splint, medium	3 00
Splint, small	2 75
Willow, Clothes, large	8 25
Willow, Clothes, small	6 75
Willow, Clothes, me'm	7 50

## Butter Pates

Ovals	
1 lb., 250 in crate	30
1 lb., 250 in crate	30
1 lb., 250 in crate	35
1 lb., 250 in crate	45
1 lb., 250 in crate	55
1 lb., 250 in crate	65
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	

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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	85
12 lb. cotton mop heads	1 45

## Pails

2-hoop Standard	2 09
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 15
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 15

## Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 39

## Wood Bowls

13 in. Butter	1 50
15 in. Butter	2 00
17 in. Butter	3 75
19 in. Butter	6 00
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25

## WRAPPING PAPER

Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/4
Wax Butter, short cut	13
Wax Butter, full count	20
Wax Butter, rolls	19

## YEAST CAKE

Magie, 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

1 lb. boxes, per gross	9 00
3 lb. boxes, per gross	24 00

## BAKING POWDER

Royal	
10c sixe	90
1 1/4 lb cans	1 35
6 oz. cans	1 90
1 1/2 lb. cans	2 50
3 1/2 lb. cans	3 75
11 lb cans	4 80
31 lb cans	13 00
51 lb cans	21 50

15

## CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. Brand  
Ben Hur

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

## Old Master Coffee



Old Master ..... 33  
San Marto ..... 33  
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, 2 lb .....  
Excelsior, Blend, 1 lb .....  
Excelsior, Blend, 2 lb .....  
Tip Top, Blend, 1 lb .....  
Royal Blend .....  
Royal High Grade .....  
Superior Blend .....

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

## COCOANUT

Baker's Brazil Shredded



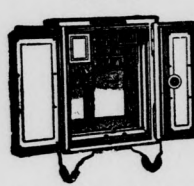
10 5c pkgs., per case 2 60  
26 10c pkg., per case 2 60  
16 10c and 33 5c pkgs.,  
per case ..... 2 60



Apex Hams .....  
Opex Bacon .....  
Apex Lard .....  
Excelsior Hams .....  
Excelsior Bacon .....  
Silver Star Lard .....  
Silver Star Lard .....  
Family Pork .....  
Fat Back Pork .....

Prices quoted upon applica-  
tion, Hammond, Standish  
& Co., Detroit, Mich.

## SAFES



Full line of fire and bur-  
gular 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' &amp; 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 ..... 3 15  
German Mottled, 5 bx. 3 15  
German Mottled 10 bx. 3 10  
German Mottled 25 bx 3 05  
Marseilles, 100 cakes ..... 6 00  
Marseilles, 100 cks. 5c 4 00  
Marseilles, 100 ck toll 4 00  
Marseilles 1/2 box toll 2 10



# BUSINESS-WANTS-DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—An old and well established agricultural implement and seed business. Reason for selling, poor health. Address X. Y. Z., care Tradesman. 354

For Sale—80 acres land with timber. Particulars address Mrs. A. F. Merrill, 475 E. 52nd St., North Portland, Ore. 353

For Sale—Stock of groceries and notions. Stocks and fixtures will inventory about \$2,000. Doing a good business. Can reduce stock if necessary. Reason for selling, poor health. Cheap for cash if sold at once. Lock Box 36, Laingsburg, Mich. 352

For Sale—An established grocery business of thirteen years in a town of 1,300. First-class trade and centrally located. This offer includes fixtures, horse, wagon and sleighs. Reasonable rent, two-story building. Entire stock, fixtures, etc., will inventory at about \$2,500. Can reduce stock if necessary. Reason for selling, have other business to look after. Good opportunity for hustler. For particulars write to Jos. Fuoco, Sault Ste. Marie, Mich. 351

Well-established millinery store, doing a good business; only store in town of 1,000 population; good reasons for selling. Box 157, Schoolcraft, Mich. 350

Salesmen making small towns, whole time or sideline, should carry our fast selling pocket sideline. Special sales plan allowing return of unsold goods. Makes quick easy sales. \$4 commission on each order. Something entirely new. Write for outfit to-day. Canfield Mfg. Co., 208 Sigel St., Chicago, Ill. 338

For Sale—Grocery business and building. Clean stock, located in fine residence district, and doing fine business. As owners are leaving city, wish to dispose of same at once. Address 1230 W. Second St., Flint, Mich. 349

For Sale—Stock of general merchandise less than one year old. Inventories about \$7,000 to \$8,000. Eleven months sales, \$24,662. Rent \$24 per month, including living rooms. Building 40 x 30, cement block, located in one of the best towns in the Thumb of Michigan. Sickiness in family reason for selling. Address No. 348, care Tradesman. 348

For Sale or Trade—At a sacrifice price, bakery turning out 1,000 to 1,300 loaves per day, in city of 8,000. Reason for selling, other business interests. Address R. Stanley, Three Oaks, Mich. 340

Wanted—A good business in exchange for my 340-acre improved Illinois farm. Will take stock or stock and building up to twenty thousand, carry balance on farm. Address Owner, Box 185, Independence, Iowa. 345

For Sale—\$15,000 general stock and shoes, no groceries. Central Michigan town, 2,000. Richest farming section. Biggest departments have 5 to 6 turnovers. 30 per cent. investment besides good living; reasons for selling. Address No. 344, care Tradesman. 344

Gone out of business. Will sell remainder stock and fixtures at discount. Clothing, shoes, rubbers, dry goods, men's and ladies' furnishings. Write Sam Rosenberg, Elmira, Mich. 343

For Sale—Stock of dry goods, ready-to-wear, shoes, men's furnishings, in live town in Central Kansas moneymaking wheat belt. Only one other store in town carrying lines mentioned. Also splendid opportunity for clothing and millinery; only one clothing stock in town and two poor millinery lines. Nearest town 10 miles and little competition from that. Stock will go about \$16,000; fixtures about \$3,500. Annual sales \$50,000. Fixtures in birch mahogany stain, good, but not extravagant. New building, low rent. Germans in majority. Merchandise of the better grades sold. No place for a job lot merchant. Eight room brick bungalow home also for sale. Ask whatever you want about this proposition. Address The Mangelsdorf Co., Ellinwood, Kansas. 342

To Exchange—The best home in one of the best residence districts of the city. Has three lots, good barn, fruit. Would consider good, well rented farm as part pay. Owner is physician who wishes to retire. Address No. 339, care Tradesman. 339

Wanted—Information regarding good store for sale. Send description. Northwestern Business Agency, Minneapolis, Minn. 337

Special Sales—Closing out or reducing stock at a profit is our specialty. Write for dates and terms. Harry Hartzler, Goshen, Indiana. 355

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

For Sale—\$150 confectionery stock, also fixtures valued at about \$500 a year ago. A good ice cream and candy trade, also a good bread business. A bargain for someone, as there is no restaurant here. A lunch counter could be worked to advantage. Will sell at a big sacrifice. Must be sold by Sept. 1. Address No. 356, care Michigan Tradesman. 356

Business—Better than gold dollars at 50 cents. Business for sale in thriving mountain town; hotel and store combined, doing dandy business; poor health cause of selling. Chance of a lifetime. Stark Bros. Mercantile Co., St. Elmo, Colo. 357

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

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

Drug Store For Sale—Two-story brick building, \$15 monthly rent; beautiful country, railroad facilities; city privilege; 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 487 feet, 16 inch drum geared for electric motor with belt attachment. Hawkins Hardware, Fulton, N. Y. 292

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—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, Grabbill, 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

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

For Sale—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

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

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

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

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 So. 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

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, Benzie Co., Mich. 315

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

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

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

\$50,259 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. Sloucum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

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

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

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

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, Calif. 20

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 at a bargain, 1 6 x 3 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. 222

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

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

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. Shelvings, 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 \$8,000. No old stuff, 1912 sales \$25,800. 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 girls', 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

Wanted—At once, clerk for shoe store. Single man, must be reliable. Send references. Salary \$12. P. C. Sherwood & Son, Ypsilanti, Mich. 341

Agents Wanted—Live wires wanted to sell guaranteed stylographic pens; every pen guaranteed; best sideline going and a moneymaker. Address Box 215, Lathrop, Mo. 347

### Pushing Spice Sales in Season.

Written for the Tradesman.

With the pickling season drawing near, the alert grocer is already preparing to cater to the trade in spices and vinegar which will very shortly come his way.

A first essential in catering to this trade is to have the goods. The principle is now widely recognized that the merchant who pushes seasonable goods just a little in advance of the season, instead of waiting till customers ask for them, secures the cream of the trade. The go-as-you-please merchant waits for the customer to remind him that the spice season is near; the wideawake merchant takes time by the forelook, and goes after the customer.

In the purchasing of the stock, quality should be the watchword. Druggists in many towns have secured the bulk of the spice trade for the simple reason that in the public estimation the druggist handles purer and better spices than his grocer competitor. He may not, but he has that reputation and makes the most of it. The advertising of quality has largely served to secure this reputation for the druggist. The grocer can overcome this prejudice in only one way, the same way—by advertising quality. And, to advertise quality successfully, he must supply quality goods.

Price may make an individual sale, here and there, but it does not build permanent business. The spices and vinegar themselves represent only a part of the outlay in pickle making. There is the expenditure of money for the pickles themselves, or of time and labor if they are home-grown; and there is the labor of making the pickles, which is no inconsiderable item. The batch of pickles or the supply of chilli sauce which fails to measure up to the standard as a result of poor spices, isn't going to advertise the grocer's spice department in any helpful way. Most housewives have learned that quality is essential to good results; and for the others, one experience with goods that do not represent quality is usually sufficient.

To start the trade moving, the grocer should aim to begin his spice and pickling campaign a little early. He should go after the customer instead of waiting for the customer to come to him. Printer's ink is a good helper in this end of the business, and it is a pretty safe statement that as the pickling season draws near, the average housewife watches the advertising columns to see "what's doing." The desirability of home made pickles—the need of quality spices and quality vinegar to produce the best results—these are lines of argument which the grocer can use to good advantage.

At this particular season of the year these lines should be prominently displayed. Display advertising is, in its way, as important as newspaper advertising. A window display with a trifle of ingenuity added to the goods themselves is very helpful in starting goods moving. At most seasons of the year the spices are given an inconspicuous place; but right now it will probably pay to temporarily

set them aside as a separate department, with a show case or a counter to themselves. Carton goods can be shown to excellent advantage; while with bulk goods, the glass bottle with glass stopper is very convenient. It has the advantage that it maintains the quality of the spice, preventing the evaporation of the oils which otherwise would result in at least a little deterioration.

With regular customers, a circular letter on pickling and preserving, with a good, strong talk on the wisdom of using quality materials, will usually prove a business getter.

The selling staff, too, should be alert for opportunities to suggest extra articles in addition to those asked for in the first place. If a customer buys spices, ask if vinegar is also needed; or if a customer buys vinegar, suggest the advisability of purchasing spices. Then, too, for preserves, the purchase of fruit will lead on logically to the suggestion of sugar, sealers, rubber rings, extra tops; while every spice sale should mean also a sale of sealing wax, corks and similar items.

Often little novelties are helpful in drawing business. Some firms in handling this class of business have a little book of gummed labels for the various pickles, home-made sauces and preserves. These labels in most cases will sell readily, and the fact that your store has them will be talked about and prove an attraction. Here and there a merchant makes a practice of giving them away for advertising purposes, or giving away a set of labels with every purchase that comes up to a specified amount.

Another profitable line of advertising is a book of pickling recipes. The average woman makes green cucumber pickles, chilli sauce and catsup. Here her experiments end. Yet there are a multitude of recipes for mustard pickles, sauces, chow-chow and relishes of one sort and another which it would pay a housewife to try. Enterprising merchants sometimes have perhaps a dozen recipes cheaply printed, or occasionally made up in more expensive form. These are distributed with the circular letters to the regular mailing list or across the counter, with a personal suggestion or two. Another plan is to advertise a Free Recipe Book to every purchaser of spices. The recipe books have the effect of inducing the housewife to try new pickling experiments, with the result that her immediate purchases are considerable augmented. Another point is that where the experiment proves a success and a new sauce or relish proves tasty and appetizing, there will be a repeat order next year.

The grocer, by studying his local field, will readily discern opportunities where novelties of this nature can be worked in, with a resulting stimulus to the business.

William Edward Park.

### Manufacturing Matters

Detroit—The Berlin Cap Co. has been incorporated under the style of the Berlin Hat & Cap Co., with an authorized capital stock of \$5,000, of

which \$3,510 has been subscribed, \$310 being paid in in cash and \$3,200 in property.

Eaton Rapids—While at work in his shop, Frank L. Elsie, merchant tailor, was seriously burned by a gasoline explosion. Mr. Elsie was doing dry cleaning, in which process the room was filled with vaporized gasoline, when the explosion took place. Mr. Elsie's eldest daughter, Mrs. Joseph Kornstine, who was in the room with him, was also burned about the face, shoulder, arm and both hands, although her injuries are not as serious as those of her father.

Gladstone—I. N. Bushong, President of the Northwestern Cooperage & Lumber Co., has been elected President of the Gladstone State Bank to succeed W. L. Marble, Sr., resigned. Mr. Marble has served for two years as President and because of his varied business interests found it impossible to give the necessary time to the affairs of the Bank. Mr. Bushong is one of Gladstone's best business men and enjoys the respect and confidence of everyone who knows him.

Corunna—The Detroit Trust Co., receiver of the Fox & Mason Furniture Co., has petitioned the court for authority to negotiate a loan of \$15,000, to be used to pay the employees about \$5,000 due them and the balance in operating the factory, the loan to be repaid from sales of the first goods manufactured.

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

Buffalo, Aug. 6—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, 23@24c; at mark 21@22c.

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

F. R. Green, proprietor of the Hotel Phelps at Greenville, has leased the Winter Inn and will close it up, maintaining that the town is not large enough for two good hotels. He will maintain the same prices at the Phelps throughout, and by increased patronage, expects to be able to give better service.

Vicksburg—C. D. Ingersoll has uttered a \$250 chattel mortgage on his grocery stock and offers his creditors 25 cents on a dollar in full settlement. Unless the creditors accept this alternative, Ingersoll's attorney threatens to file bankruptcy proceedings.

Herbert T. Chase, general representative for Chase & Sanborn, is spending the heated season at his summer home at West Harwich, Mass.

Flint—David King, dealer in men's furnishing, offers to compromise with his creditors on the basis of 25 cents on a dollar.

The new stenographer gets through the day somehow, by hook or crook. But occasionally she has a bad spell.

### BUSINESS CHANCES.

For Sale—580 acres of land near Brookshire; price and terms right. N. Brookshire, Brookshire, Texas. 358

## HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

Best Beds That Money Can Buy

WE OWN AND OFFER

**\$50,000**

**LaCrosse Gas & Electric Co.**

**First and Refunding Mortgage**  
**5½% Gold Bonds**

La Crosse, Wisconsin

**TO**  
**NET 6%**

These bonds will be made

**TAX EXEMPT**

Under the Provision of House Bill 406

**The Issue has been approved by the Wisconsin**  
**Railroad Commission**

A Circular with full details will be furnished on request

**HOWE, CORRIGAN & COMPANY**

INVESTMENT SECURITIES

533-535 Mich. Trust Bldg.

GRAND RAPIDS, MICH.



# GOLD DUST



Because we keep constantly telling the public about the wonderful cleansing power of GOLD DUST, and because your customers know it—is it any wonder that a big, steady sale follows?

The housewife wants the washing powder that will do the most work—GOLD DUST fills the bill.

“Recommend GOLD DUST—Every sale means another”

“Let the Gold Dust Twins do your work”

THE N.K. FAIRBANK COMPANY

CHICAGO



## The Karo Demand is Increasing Everywhere

Karo sales are jumping. Effective advertising in the magazines, newspapers, bill-boards and street cars is proving a powerful sales maker. It is influencing millions of housewives to use more Karo than ever—telling them about the great food value of Karo, its purity, its nourishment, the energy it supplies and what's all important, its economy.

With the cost of living so high, these Karo facts strike home with double force, they are increasing sales quickly.

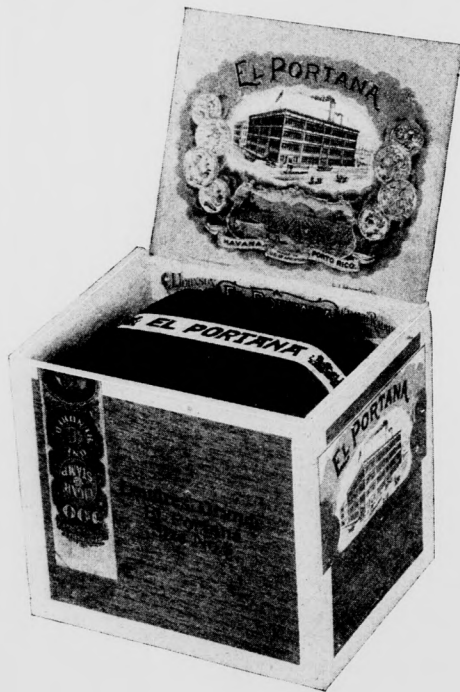
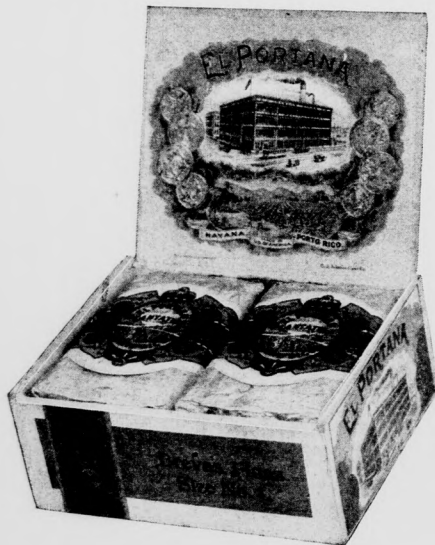
Karo is the great household syrup—the syrup of known quality and purity—specially wholesome and delicious, and of highest food value.

Your customers know it—they know that the Karo label stands for highest quality, best flavor, and full net weight. Stock generously with Karo. It sells quickly, is easy to handle and pays a good profit.

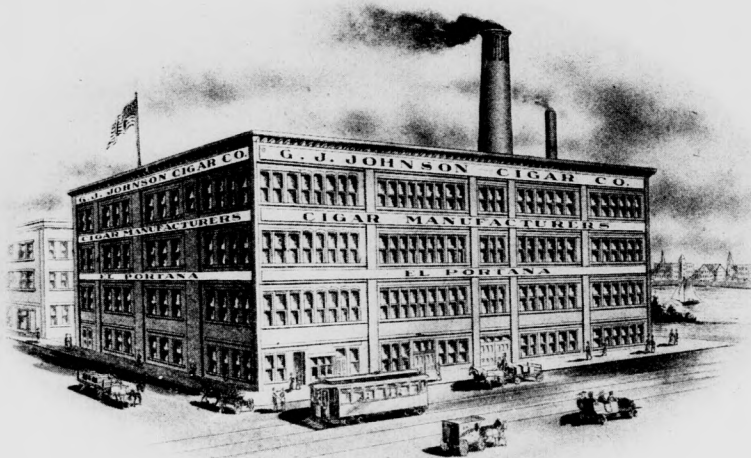
Corn Products Refining Company

New York

# EL PORTANA 5c CIGAR



"In a  
Class by  
Itself"



Manufactured  
Under  
Sanitary  
Conditions



Made in  
**Eight Sizes**

**G. J. Johnson  
Cigar Co.**

Makers

**Grand Rapids, Mich.**

