

## It Pays to Believe===

That the United States of America is the grandest country on which the sun shines.

That this government is the most perfect known to man.

That in our land as in no other the greatest good to the greatest number is a verity.

That the best time the world has ever seen is with us right now.

That the people you meet every day are the very best people on earth.

That pessimism will never make the world one bit better than it is.

That adversity and sorrow are God's tried and sure remedies for the most serious of human ills.

That the greatest obstacle in the way of your own success is yourself.

That the most glorious earthly victories are achieved through peace rather than conflict.

That nothing as surely tendeth to poverty as does the grouch habit.

That the best things in life cannot be bought with money.

That whoever thinks as you do not is just as honest as you are and perhaps more nearly right.

That there is nothing comparable with the happiness of home and the love of little children.

That your largest blessings may lie in the things which are graciously withheld from you.

That you cannot draw from others their best except by giving to them your best.

That only by being willing to be a daily learner can the great lesson of life be thoroughly mastered.

That you owe it to the world to be the radiant sun of gladness you can be.

That your mission will not be fulfilled unless you do some little each day to make others happy.

That piety and patriotism are of infinitely greater moment than theology and partisanship.

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

## WHEN YOU SEE

THE  
SIGN OF



GOOD  
CANDY

"DOUBLE A"

Remember it came from

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



You've noticed how customers buy a barrel of flour, a box of soap, a basket of potatoes or a box of canned goods, because they use such articles regularly and wish to keep a supply in the house. They'll buy FRANKLIN CARTON SUGAR the same way, a whole container at a time, if you'll suggest it to them. They know what sugar is, they use it every day, they expect to go on living and using sugar all their lives. There's no reason for selling a woman one or two pounds of sugar at a time as if she had to "try" it like some entirely new thing. Sell her a whole container! It's a better sale for you because you make the profit on every carton in the container in one sale, you make one delivery instead of many.

*The most popular grades of Franklin Carton Sugar are packed in containers an average family can buy—24, 48 and 60 lbs.*

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

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



## A Pure White Strain

WHITE HOUSE Coffee: **WHITE HOUSE** Coffee: **WHITE HOUSE** Coffee. This coffee is as "white" as its name—straight goods, square goods, genuine goods, reliable goods, satisfactory goods. And its name is "WHITE HOUSE" Coffee.

There's only one "White House" Coffee—the slickest coffee known to the trade—the coffee best known by name—the coffee that can have no substitute in the hearts of thousand of people who call for **WHITE HOUSE** Coffee as religiously as they believe in it.

Distributed at Wholesale by

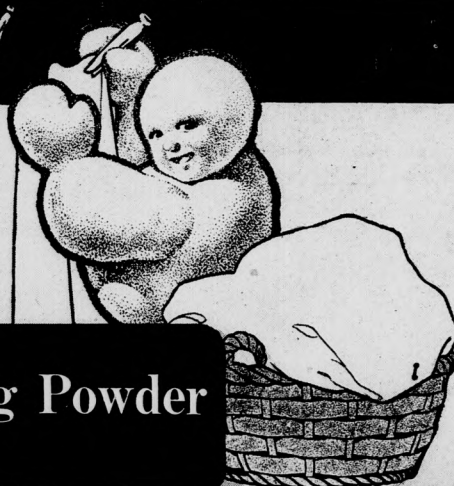
**Judson Grocer Company**  
Grand Rapids, Mich.

**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 13, 1913

Number 1560

## SPECIAL FEATURES.

Page.	
2.	Detroit Detonations.
3.	Bankruptcy—St. Joseph Referee.
3.	Sault Ste. Marie and Battle Creek Items.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
10.	Woman's World.
12.	Butter, Eggs and Provisions.
14.	Behind the Counter.
15.	Bankruptcy—Detroit Referee.
16.	Dry Goods.
18.	Shoes.
20.	Hardware.
23.	Must We Be Slaves To An Octopus?
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

## Helping to Swat the Fly.

Written for the Tradesman.

The intelligent and aggressive hardwareman, alert to his opportunities, will find both satisfaction and profit in helping humanity to Swat the Fly.

True, the proper time to Swat the Fly was a couple of months ago, when the first flies were commencing to make their presence felt. But it is a human failing to postpone doing things until action is forced by grim necessity. As a result, most people are taking right at the present moment the precautions against the fly which they should have taken when warm weather was approaching.

A study of Swat the Fly literature will indicate to the wide-awake merchant many effective ways of stimulating business along this line. Most hardwaremen are content to take advantage of the general hostility to the fly to push the sale of screens and one or two other lines of trade. But there are wider avenues of profit for those who, having studied the subject, desire to make a special appeal to this sort of business.

The screen is the most effective item in keeping out the fly. The sale of screen doors and screen windows should be energetically pushed. Not merely is there the item of new screens, but the wide-awake hardwareman will make it a point to suggest to his customers that they go over their old screens very carefully, and either repair or replace those which are defective. There is no use spending several dollars in new screens when there are holes in the existing screens sufficient to admit an army of flies. This makes a good talking point in the sale of wire screening for repair work.

Understanding of the ins and outs of the fly question will lead the hardwareman to effectively push the sale of garbage cans. It is a recognized fact that the most effective blow can be struck at the fly by wiping out the places where he breeds. In cities, the open garbage can is a favorite lying-in hospital, so to speak, for *Musca Domestica*. It is equaled in popularity only by the neglected garbage pile

regarding the removal of which the unthinking householder does not trouble his mind. Yet in these two places may lurk the germs of an epidemic, and they may—and at every opportunity do—breed the most effective germ carriers in the world.

The remedy is for the hardwareman to urge upon householders the frequent and regular removal of all garbage, and the use for this purpose of covered garbage cans. Too often a makeshift receptacle or an open wooden box is used for this purpose. The regular can is more sanitary, more convenient, and in every respect to be preferred. Sales will take a jump where the hardwareman talks up his selling points aggressively.

The little fly swatters, retailing at anywhere from ten cents to a quarter, ought to be good sellers. In fact, fly swatting with these weapons bids fair to become a popular sport among the younger generation. Even the older folks enjoy getting back at the troublesome insect by dint of physical violence.

A shrewd move and one which will bring business is to talk up the covering of all dishes in which food is kept. Frequently utensils originally provided with covers are found worrying along without, or with ineffective makeshifts; and the number of uncovered dishes employed in the average household is legion. Tin covers are cheap, and people will buy once the wisdom of this course from a sanitary point of view is impressed upon them.

Then there is the sale of disinfectants and germicides, such as chloride of lime. In this branch of the fly swatting business the hardwareman has to a certain extent to compete with the druggist, who in turn has a monopoly of fly paper of kindred trades. Fly traps, on the other hand, are more logically a part of the hardware stock, and can be pushed to advantage. Coal oil and Paris green, both handled in many hardware stores, are valuable to sprinkle on manure and other decaying matter in which flies are apt to breed.

A study of official literature on this subject, which is readily obtainable in most places, will give the hardwareman many valuable pointers.

As to methods of going after the business—well, they are much the same as can be employed in any branch of business. To the regular customer a circular letter discussing the fly nuisance and offering suggestions; and for the benefit of the general public, some pointed newspaper advertising; these are the customary methods. A swat the fly window display, into which enough novelty is injected to attract attention, is al-

ways "good stuff" from the advertising point of view.

Behind him the hardwareman has in a campaign of this sort all the deep hostility to the fly which has been aroused by the widespread public campaigning of the few past years. Health boards, civic bodies and similar public organizations have created a widespread sentiment against the dirty germ carriers. The public press has given columns of space to the campaign. The hardwareman who takes advantage of all this campaigning to run a little campaign of his own is shrewdly riding on the crest of an advancing wave.

William Edward Park.

## Spanning the Century.

Many people of Michigan will view with interest the old battleship *Niagara*, as she makes her round of the Lakes before the final celebration Sept. 10. Her career has been romantic from first to last. Her history and that of her twin sister, the *Lawrence*, is intensely interesting from the time Perry crossed the ice in a sleigh on his trip from Buffalo to Erie, through the many ups and downs of the construction of the fleet at this point.

Magnificent oaks and other timber, all that he wanted could be obtained on the shores of the Lake for the nominal sum of one dollar per tree. But here the abundance of supplies ended and all had to be brought in a hard way for many miles. The stranding of the *Niagara* in the shallow channel as she was about to put out to open water came near having a tragic ending for the boat, the fleet, and the results of the war. The British unexpectedly came in sight, but luckily failed to discover the helpless position of the *Niagara*, her guns beached while she was being lifted over the bar by boats prepared for this service.

When raised last March from the waters of Misery Bay, opposite Erie, where she had rested for nearly a century, the oak planks in her hull and ribs were found nearly as sound as when she led to victory. The old vessel has been rebuilt in the original form, with hemp rope and flaxen sails, and carries, no longer floating from her topmost mast but safely folded in a glass case and constantly guarded by an ensign, the old original battle flag with the words "Don't give up the ship," the blue hunting being fairly well preserved. She left Erie, a town of four or five hundred, and the principal harbor on the Lake. Could Perry come back to this or any of the other numerous cities along her route, he would marvel over the progress of trade; for even in the largest city he never saw such a dis-

play as is ready in almost every window to commemorate the victory. The *Niagara* went out to a conquest of war; her return marks a conquest of peace.

## Manufacturing Matters.

Pontiac—John H. Fildew, recently of St. Johns, has purchased an interest in the M. D. Hubbard Spring Co. and the business will be continued under the same style.

Detroit—The Detroit Metal & Steel works has been organized with an authorized capital stock of \$18,000, all of which has been subscribed and \$1,800 paid in in cash.

Kretan—Johnson & Co. have engaged in business to manufacture and deal in lumber and timber products and to do a general manufacturing and mercantile business, with an authorized capital stock of \$260,000, which has been subscribed and \$130,000 paid in in cash.

Dowagiac—James Heddons' Sons, manufacturers of fish bait and rods, have merged their business into a stock company under the same style, with an authorized capital stock of \$25,000, all of which has been subscribed, \$1,500 being paid in in cash and \$20,500 in property.

Detroit—The Harris Brothers Co. has been incorporated to manufacture and sell motor vehicles and to engage in the purchase and sale of machinery, supplies and accessories pertaining thereto, with an authorized capitalization of \$25,000, of which \$12,500 has been subscribed and \$2,500 paid in in cash.

Southern merchants held a convention last week in Atlanta, Ga. This is the second meeting in that city, the plan for such a gathering having originated with the Merchants and Manufacturers' Association of Atlanta and become an established commercial function of the South. Between seven and eight thousand merchants and commercial travelers attended the convention, and among these merchants were many from the small towns. The meeting together of city and country merchants promotes a bond of fellowship and helps the trade of both. Each tells his experience and the other gains knowledge and profits by what he learns.

Your day, and your competitor's, have just the same number of hours. But neither are long enough to swipe a second from for knocking purposes.

Sometimes when duty calls we can't hear it because pleasure keeps up such a racket just around the corner.

Sympathy has never taken the place of a square meal.

## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, August 11—Tom Burton (still a bachelor), representative for the Lisk Manufacturing Co., of Canandaigua, N. Y., with headquarters in the town where life is worth living—name unnecessary—says that a two months' trip on the road is what Sherman said regarding war.

C. C. Kink, Sioux City, Iowa, President of the National Association of Secretaries and Treasurers, United Commercial Travelers, has appointed Secretary Harry A. Marks, of Detroit Council No. 9, Vice-President of the Michigan jurisdiction of the order.

Norman (skinny) Eggeman, representative for the Western Hat Co., Milwaukee, and wife; Gard (slim) Wallace, representative for Cohen Bros. Co., Milwaukee, and wife, spent their vacations at Traverse City, putting in the greater part of the time fishing. Before boarding the train for home last week, they purchased a beautiful mess of fish. Without casting any aspersions as to their honesty, we would like to know what they told their friends when they showed up the beautiful "strings." Both are not only Detroit "born and bred" residents, but claim they would be ashamed to say they lived at any other place.

Which is not using too much space, considering there were four in the party and everyone a newlywed.

D. C. Abbott and Glen W. Hughes are Detroit travelers who cooled off at Traverse City over Sunday.

"Billy" Rademacher, the rotund and good natured clerk at the Briny Inn, at Manistee, says that the lazier some fellows get the more they want to work—somebody else.

A. J. Dunham, whose home is in the land of corn bread and 'lasses—Atlanta, Georgia—is making a complete tour of the Lower Peninsula in the interests of the Thomas B. Jeffries Co., of Kenosha, Wis., manufacturer of the Rambler automobile. Mr. Dunham, true to his name, never leaves a customer until he has done 'im. To add a handsome finish to his trip, he will end it in Detroit.

After paying Traverse City a visit, we wonder how Grand Rapids can exist with such a "real" town only 150 miles away. While we are on the subject, we wish to say a word for Traverse City and U. C. Tism. Never in all our experience have we seen a livelier bunch of U. C. T. members and, for the size of the city, we believe we can safely say that it has the largest and one of the best councils in the country. A regular hot-bed of U. C. Tism, as it were.

The Busy Big Store of Ludington has recently remodeled its clothing department and made further alterations until it now has one of the finest department stores in Western Michigan, which speaks well of the enterprise of the new proprietors, Messrs. Rye & Washatka.

Ura Donald Laird slipped a cog last week. Nearly got cross-eyed looking for the Cloverland dope.

Just like comparing the report of

a cap pistol to that of a double barreled shot gun to call these columns "detonations" this week.

U. S. Silbar, representing himself, George Seymour, traveling for himself, and John Burch, peddling for John Burch, all of Grand Rapids, accompanied by C. E. Greilick, of the Traverse City Chair Co., autotomobiled from Grand Rapids to Traverse City last Sunday—a distance of 212 miles via the "autometer." They left Grand Rapids immediately following morning gospel services and arrived in Traverse City at dusk—full of dust.

We wish to suggest to the different correspondents that perhaps the many readers of the Tradesman would prefer to see other items in place of those which mention our name. Pretty valuable space to be given to the mention of another correspondent.

Wm. Niergarth, Boyne City merchant, and wife are enjoying a vacation via the automobile route. They motored to Mackinac and, after having had their machines shipped into Canada, they resumed their trip until they reached Mrs. Niergarth's home, a town about 30 miles south of London.

A good story is told of a character in Pentwater, who sold a horse to a farmer. The farmer was in town the other day and hunted up the village David Harum and immediately started to berate him for having misrepresented the horse to him. "Look here," he said, "when you sold me that horse last week you said he was seven years old and he's nearer seventeen. What are going to do about it?"

"Did I say that hoss was seven years old?" the horse trader placidly said. "Yes, you did, and the veterinary told me that he was past sixteen years," the farmer heatedly replied.

"When did I sell you the hoss?" "Last Thursday." "And I said he was seven year old?" "Yes, you did." "And you say he's nearly seventeen year old?" "Yes, I do."

"My, how time does fly," coolly remarked the horse trader as he shifted his cud.

Mrs. L. D. Miller and daughter, of Detroit, met her husband, L. D. Miller, at Traverse City last week and will spend a few days in that delightful resting place. Mr. Miller maintains an office and sample room in Traverse for Edson, Moore & Co., Detroit.

From all reports received by the committee in charge of the arrangements for the big blowout to be given by Detroit Council, No. 9, on Saturday night, Oct. 18, there will be initiated on that night one of the largest classes in the history of the Council. The committee in charge and Senior Counselor Ernest Warner earnestly requests every member to bring in at least one application before that date. Besides the initiations, a splendid programme will be given to entertain the large crowd that will be expected on that night—also there will be plenty to eat.

J. H. Lee, the Brazing Breezer of

Muskegon, in last week's issue, says he has no criticism to make, even if the writer has been married ten years. We think it enough to be married ten years without any criticism being cast upon us.

In order for the "Soo" correspondent to properly head off his column, he should say, "Everybody drinks Soo Falls lager."

Twenty cents reward, postage or money order, to anyone who can give us the exact whereabouts of one William Pohlman, of Cloverland, the curly-headed representative for Cohen Bros. Co., of Milwaukee.

C. J. Bell, the merchant at Mesick, has opened a kennel and has several handsome puppies for sale. If Mr. Bell cannot sell the dogs, he is going to give one away with every 5 cent package.

Some traveling men continue to dote out hot air, regardless of the mercury trying to bust out through the top of the glass.

Arthur Brevitz (Burnham, Stoepel & Co.) the original Tru-fit expounder, says that there is just one day in the year that appeals to a lazy-guy and that is to-morrow.

Preparations have been made at the Traverse City hospital to receive a noted guest and patient. Editor E. A. Stowe, of the Michigan Tradesman is going to umpire a ball game at Traverse City next Saturday. To Mr. Stowe we extend our heartfelt sympathy. Suggestion for an epitaph: "He was a good editor, but a Rotten Umpire."

As Mr. Stowe is very much opposed to the illegal features of unions, we know he will object to calling strikes.

We wish to suggest that the Stow away automobile be called Sherlock Holmes. It can run down anybody and doesn't need a clue, either.

Perhaps a more appropriate name for it would be the Undertaker's Friend. J. M. Goldstein.

## Quotations on Local Stocks and Bonds.

	Bid.	Asked.
Am. Gas & Elec. Co., Com.	76	78
Am. Gas & Elec. Co., Pfd.	46	48
Am. Light & Trac. Co., Com.	348	353
Am. Light & Trac. Co., Pfd.	104	106
Am. Public Utilities, Com.	50	53
Am. Public Utilities, Pfd.	70	72
Cities Service Co., Com.	78	82
Cities Service Co., Pfd.	72	74
Citizens' Telephone	80	83
Commercial Savings Bank	215	
Comw'th Pr. Ry. & Lt. Co.	55	57
Comw'th Pr. Ry. & Lt. Co., Pfd.	75	77
Elec. Bond Deposit, Pfd.	65	75
Fourth National Bank	212	
Furniture City Brewing Co.	59	61
Globe Knitting Works, Com.	125	135
Globe Knitting Works, Pfd.	95	99
G. R. Brewing Co.	125	150
G. R. National City Bank	180	181
G. R. Savings Bank	225	
Kent State Bank	260	264
Lincoln Gas & Elec. Co.	25	30
Macey Co., Com.	200	
Macey Company, Pfd.	95	97
Michigan Sugar Co., Com.	27	32
Michigan State Tele. Co., Pfd.	90	95
National Grocer Co., Pfd.	83	86
Old National Bank	205	207
Pacific Gas & Elec. Co., Com.	41	43
Peoples Savings Bank	250	
Tennessee Ry. Lt. & Pr., Com.	14	16
Tennessee Ry. Lt. & Pr., Pfd.	70	72
Utilities Improvement Co., Com.	45	50
Utilities Improvement Co., Pfd.	68	71
United Light & Ry., Com.	68	70
United Light & Ry., 1st Pfd.	74	76
United Light & Ry., 2nd Pfd.	73	75
(old)	73	75
United Light & Ry., 2nd Pfd. (new)	70	72
Bonds.		
Chattanooga Gas Co.	1927	95 97
Citizens' Tele. Co., 6s	1923	100
Com. Power Ry. & Lt. Co., 6s		97 1/2
Flint Gas Co.	1924	96 97 1/2
G. R. Edison Co.	1916	98 1/2 100
G. R. Gas Light Co.	1915	99 100
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100

August 6, 1913.

## NEW YORK MARKET.

## Special Features in the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 1—Spot coffee is dragging its slow length along and animation does not exist in any part of the "district." The situation is simply a waiting one, buyers taking only small lots. In an invoice way Rio No. 7 is worth 9@9 1/2c and Santos 4s 11 3/4@12 1/2c. In store and afloat there are 1,522,767 bags against 2,217,384 bags at the same time last year.

Sugar during the week has been in fair demand and withdrawals under previous contract have been quite free. All interests quote 4.70c and are very firm in their views.

The market for teas has been fairly well sustained and quotations are showing no weakness. Shipments from primary points are lighter than last year and the situation as a whole seems to be in favor of the buyer at this writing.

Stocks of rice consist mostly of Japans and are not especially large. New crop is being waited for and will soon be due. Good to prime domestic, 5 1/4@5 3/4c.

Spices are without change, nor is the movement likely to be other than of hand-to-mouth character for some time. Sales are practically on the same basis as last reported and the bugaboo of tariff is seemingly laid to rest.

Molasses is dull and likely to remain so for the next four weeks. Still matters might be worse. Stocks are not large and holders are very confident as to the outlook. Good to prime centrifugal, 35@40c.

Canned goods are rather quiet and buyers and sellers are rather "different" in their views as to values. Really standard 3s tomatoes are quoted at 80c, although, perhaps, some could be found at 77 1/2c. Corn is firm at 55c for best packs of Western or Southern Western pack. Standard peas are offered at 82 1/2@85c. Other goods are steady and prices are without noticeable change.

Butter is firm for top grades and too a large supply of the other kinds to show the same situation. Creamery specials, 26 3/4@27 1/2c; firsts, 25@26c; imitation, 24@24 1/2c factory, 23 1/2@24c; process, 24 1/2@25c.

Cheese is steady, with whole milk top grades quoted at 14 1/4@14 1/2c. The market is pretty well cleaned up.

Eggs are firm. Best Western, 24@27c, with some stock that is not quite up to the scratch working out at 21@23c. From this the decline is rapid to 18@19c.

Don't be too eager to take profits out of the business and invest them in something that will pay a good deal smaller return than the money would have paid if left in the business.

## Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.



## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

St. Joseph.

St. Joseph, Aug. 5.—In the matter of Charles W. Vanderbilt, bankrupt, of Kalamazoo, the trustee, George C. Monroe, of South Haven, has filed his final report and account, showing a balance on hand of \$149.67, to pay administration expenses and declare a dividend. A very small dividend, if all claims are filed, of about 2 per cent. will be declared. The referee has made an order calling the final meeting of creditors at his office on August 21, for the purpose of passing upon the report and account of the trustee and closing the estate.

Aug. 6.—In the matter of Adelbert A. Welcher, bankrupt, of Berrien Springs, the trustee, Daniel T. Patten, of Grand Rapids, has filed his final report and account, showing a balance on hand of \$377.55. The trustee asks that administration expenses to the amount of some \$300 be allowed. The referee has made an order calling the final meeting of creditors at his office on August 22, for the purpose of passing upon the trustee's report and account, declaring a dividend and closing the estate.

Aug. 7.—In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, the referee has entered an order calling for the first meeting of creditors on August 18, at Kalamazoo for the purpose of electing a trustee, examining the bankrupt and to file claims. The bankrupt, by its President and Manager, Ellis R. Lewis, has filed its schedules showing the following liabilities and assets:

## Preferred Creditors.

Taxes owing county of Kalamazoo \$905.04

## Wages.

Anna Leppen, Kalamazoo	210.25
D. J. Cook, Kalamazoo	316.68
Fred Eldred, Kalamazoo	300.00
E. R. Lewis, Kalamazoo	87.61
Fred Hopkins, Kalamazoo	46.25
P. Balje, Kalamazoo	156.72
J. Vervenne, Kalamazoo	23.75
Ben Donkerbrook, Kalamazoo	75.00
J. DeVries, Kalamazoo	59.00
Thomas Argo, Kalamazoo	28.00
Ed. Cobb, Kalamazoo	48.00
J. Smith, Kalamazoo	67.85
H. DeVogt, Kalamazoo	67.85

## Secured Creditors.

Mortgage on real estate, Mrs. M. H. Burnham \$6,420.00

## Unsecured Creditors.

C. B. Hays, Kalamazoo	\$300.00
Ault Wilhoop Co., Cincinnati	9.22
H. Siewert, Kalamazoo	6.25
Barnes Crosby Co., St. Louis	4.25
Alice Baker, Kalamazoo	9.00
Hugo Neumaier, Kalamazoo	12.50
Doubleday-Nuber-Dolan Co., Kalamazoo	22.00
R. R. Brenner, Kalamazoo	1.50
Doubleday Brothers & Co., Kalamazoo	
American Gas Light Journal, N. Y.	150.00
Chas. A. Strellinger Co., Detroit	107.27
W. H. Pendleton, Kalamazoo	20.00
MacBeth-Evans Glass Co., Pittsburgh	2,850.50
S. W. Card Mfg. Co., Mansfield, Mass.	161.24
D. M. Steward Mfg. Co., Chattanooga, Tenn.	135.37
United Wire & Supply Co., Providence, R. I.	46.88
Crowe Name Plate & Engraving Co., Chicago	41.61
Gem Clay Forming Co., Sebring, O.	19.92
Albion Malleable Iron Co., Albion	269.47
John Dunlap Co., Pittsburgh	624.72
Central Steel & Wire Co., Chicago	175.49
Donald Boudeman, Kalamazoo	294.00
Manhattan Brass Co., New York	55.42
Harris Wood Fibre Mantle Co., Cleveland	151.05
Turner & Seymour Mfg. Co., Torrington, Conn.	232.82
Franklin Brass Co., Battle Creek	164.26
Machinists Supply Co., Kalamazoo	14.74
Postal Telegraph Co., Kalamazoo	100.33
Bond Supply Co., Kalamazoo	275.15
Doubleday Bros. & Co., Kalamazoo	96.13
J. W. Ryder Coal Co., Kalamazoo	
Hartford Faience Co., Hartford, Conn.	596.50
H. W. Mantle, Albion, Iowa	468.85
Hinde & Dauche Paper Co., Sandusky, O.	135.62
G. H. Vroom, Spencerport, N. Y.	920.60
Egyptian Lacquer Co., New York	43.82
Lucking, Emmons & Helfman, Detroit	218.10
Wm. D. Gibson Co., Chicago	115.97
Gas Publishing Co., Chicago	44.00
Periodicals Pub. Co., Buffalo	270.00
Progressive Age Pub. Co., Kalamazoo	250.00
F. B. Stevens, Detroit	15.81
D. J. Cook, Kalamazoo	350.00
T. Tayloer, Kalamazoo	15.00
M. L. Barrett & Co., Chicago	8.50
Halcumb Steel Co., Syracuse	70.74
National Acme Mfg. Co., Cleveland	6.51
Sullivan Printing Works, Cincinnati	2.50
E. W. & W. M. DeYoe, Kalamazoo	46.75
Calvert Lithographing Co., Detroit	74.13
Progressive Mfg. Co., Torrington, Conn.	28.34
H. C. Howard, Kalamazoo	293.05
Lindsay Light Co., Chicago	150.00
Hungerford Brass & Copper Co., New York	14.06
Dennison Mfg. Co., Framingham, Mass.	2.13

C. H. Barnes & Co., Kalamazoo	18.25
Johnson Paper & Supply Co., Kalamazoo	21.49
Royal Enameling & Stamping Co., Des Plaines, Ill.	176.93
H. V. Condon, Chicago	250.00
Mieh. Copper & Brass Co., Detroit	42.50
H. Ohashi & Co., New York	5.00
Pardons & Oliver, Cleveland	3.16
Ihling Bros. & Everard Co., Kalamazoo	16.69
Cargill Co., Grand Rapids	421.63
Crescent Engraving Co., Kalamazoo	1.81
Kalamazoo Lumber Co., Kalamazoo	2.50
E. G. Eldridge, Chicago	10.00
C. H. Austin, Kalamazoo	3.50
Dewing & Sons, Kalamazoo	51.86
Burdick Enamel Sign Co., Chicago	84.00
American Ring Co., Waterbury, Conn.	5.87
Monarch Elec. & Wire Co., Chicago	3.68
Mr. Wiers, Kalamazoo	92.05
Elec. Smelting & Aluminum Co., Lockport, N. Y.	20.00
Chas. G. Bard, Kalamazoo	1.50
Kee Lox Mfg. Co., Detroit	6.90
Carborundum Co., Niagara Falls	4.08
Baer Bros., New York	5.10
L. R. Klose Elec. Co., Kalamazoo	14.80
W. F. & J. Barnes Co., Rockford, Ill.	2.62
Kalamazoo Soap Co., Kalamazoo	2.70
Grand Union Tea Co., Kalamazoo	14.20
Kansas Gas, Water & Elec. Assn., Newton, Kansas	17.50
Standard Oil Co., Grand Rapids	18.17
Direct Loan to Nat. Gas Light Co., Kalamazoo Nat. Bk., Kalamazoo	\$23,780.78
Edwards & Chamberlain Hdw. Co.	288.88
Michigan Malleable Co., Indianapolis	600.23
Mathews Light Co., Kalamazoo	501.00
Sunlight Co., Parkersburg, W. Va.	124.78
A. E. Bradt, Springfield, Mass.	200.00
Gas Appliance Co., Covington, Ky.	800.00
Bessemer Gas Co., Alabama	193.40
Linton Gas Co., Indiana	475.36

Aug. 11.—In the matter of Pricie W. Perry, bankrupt, of Kalamazoo, the trustee, Elmer F. Birdsell, has filed his final report and account showing the total receipts of \$40 and no disbursements. The referee has entered an order calling a final meeting of creditors at his office on August 25 for the purpose of passing upon the trustee's report and account, paying administration expenses and closing the estate. The indications are that there are no funds with which to declare a dividend.

## News Items From the Soo.

Sault Ste. Marie, Aug. 11.—Julius Lang, the famous Milwaukee baker, has moved to the Soo to take charge of the bakery of A. H. Eddy. Mr. Lang has made quite a hit here with his novelties in baking and is the best baker Mr. Eddy has had since Hanz's time.

Albert Tate, a juvenile clerk of the Central Grocer Co. here, is to be married in the near future, the bride to be Miss Gouch, one of Pickford's charming daughters. They will have the best wishes of their numerous friends and the boys on the road as well.

The Soo has had the misfortune of having three sad deaths which have cast a gloom over the entire city on account of the popularity of the deceased. The first victim was Jack Hickler, Jr., graduate of West Point, who was preparing to go on a hunting trip and in some manner the gun was discharged and the top of his head was blown off.

The second victim was Jas. Grant, son of Mr. L. C. Grant, lumberman here. Young Mr. Grant was a graduate of Ann Arbor last year, where he completed a course as civil engineer, and while working at the construction of the new lock, he was run over by the working train and both of his legs cut off. He died during the night.

The third was Mrs. H. A. Appleton, wife of Mr. H. A. Appleton, President of the Bruce Mines Railway Co., who died last Friday after a short illness and it was a great shock to the community, as it was not thought her illness was serious until the announcement of her death. She was buried in Riverside cemetery Sunday and had one of the largest

funerals held at the Soo for a number of years.

The Lock City garage was badly damaged by fire last week, caused by the filling of the gasoline tank in the garage, which exploded, and many automobiles were badly damaged in consequence, although it is hoped that several can be put in shape by being repaired. The stock room was a total loss, covered by insurance.

The hotel at Soo Junction has changed hands. J. H. Johnson, the former proprietor, has leased the hotel to Mr. Oberle, formerly of the Soo. Mr. Johnson will still conduct the bar in connection with the hotel.

Donaldson & Grant, formerly lumbering at Rexford, have moved their camps to Wellers Siding, from which place shipments are now being made.

S. J. Johnson, fisherman operating at Whitefish, has moved one of his camps to Shelldrake and has gone into the berry business in connection with the fish business, and is bringing down large loads of blue berries. Mr. Johnson reports a good crop this year.

Wm. G. Tapert.

## Chirpings From the Crickets.

Battle Creek, Aug. 11.—In looking over last week's issue of the Tradesman, the regular weekly letter from Brother Follis dated from Marquette, was not listed. Where is Cloverland's booster? On a vacation? Certainly not out of material for a letter.

Glad to see R. S. Hopkins send in a letter.

Grand Rapids U. C. T., No. 131 showed their visitors that they "knew how" June 13-14 at the State U. C. T. convention.

Battle Creek people and grocers particularly, showed the grocers of Jackson and their families that they were entertainers when the Jackson grocers came over in ten special interurban cars for their twenty-second annual outing last Thursday, August 7. All the big special cars made a stop coming in at the big factories of the Kellogg Toasted Corn Flake Co., where they were met by the local committees and the official guides of the Kellogg Co. The visitors were shown through the plant and had a chance to see every detail of the process of making the popular Kellogg toasted corn flakes. The Kellogg Co. presented each visitor with a badge commemorating the event, also a bouquet for each lady and good cigars for the gentlemen. The Postum Cereal Co. also threw open its offices and plant for the visitors and served a dainty lunch. A big basket picnic dinner was enjoyed at Goguac Lake, after which sports of all kinds were

pulled off. The Kalamazoo and Jackson ball league played a game at the resort that was patronized by the Jacksonites. One fine time and everybody went home tired but happy and all saying that Battle Creek sure knows how to pull off a party. Come again, folks. We are always glad to extend the hand of fellowship and hospitality.

Commercial news rather scarce this week.

U. C. T. picnic Saturday, August 16. Be at M. U. T. waiting room at 9 a. m. sharp to take special car for Gull Lake. We will pick you and the Mrs. up at Ubendale, Orin, if you don't want to come in.

The following clipped from the Detroit News-Tribune is of interest to all U. C. T.'s as the subject of the sketch is one of us: "Pin Seller Circles Earth Seven Times."

Attend the Battle Creek Home Coming, August 19 to 25.

Attend U. C. T. picnic August 16.

Read the Tradesman.

Guy Pfander.

## Buying Credit.

It is a peculiarity of the American to think of credit as a commodity to which he ought to have as free a right of access as to interstate transportation or lodging at a hotel. When he has had too much of it and the banks find it necessary to limit his accommodations, he treats it never as an economic fact or matter of business, but as a political issue or an assault upon his liberty. Just now the banks of the country are pressing their creditors to pay up, which means liquidation of goods and commodities, vast amounts of which have been borrowed on at the banks and withheld from sale. All over the West the complaint is heard that the banks are withholding credit as if by a concerted plan. That has been heard before, in every period of enforced liquidation, after an overexpansion of credit; but never before has the Secretary of the Treasury supported it.

The only thing a bank has to sell is credit. The only way in which it can make money is to lend. Therefore to say that the banks are withholding credit unnecessarily is to say that they are curtailing their own profits, and to say that is to talk nonsense.

Does Mr. McAdoo not know that the ratio of gold reserve to the loans of the National banks a few months ago fell below the danger line of 15 per cent. for the seventh time in the history of the National banking system?—New York Times Annalist.

We have available about 2,000  
**COMMONWEALTH**  
Pr. Ry. & Lt. Co. 6% 5 year  
**CONVERTIBLE BONDS to Net 6.60%**

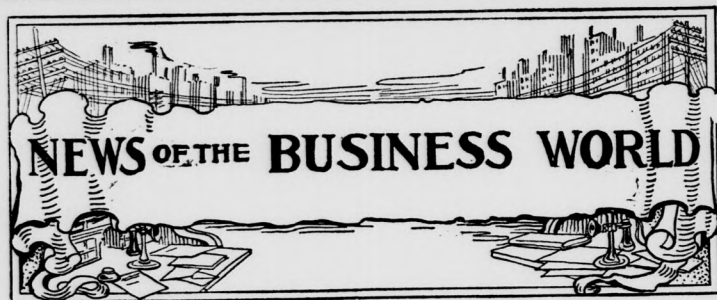
**HOWE, CORRIGAN & CO.**

Investment Securities

Fifth Floor Michigan Trust Bldg.

GRAND RAPIDS, MICH.





### Movements of Merchants.

Saugatuck—White & Son have opened a poultry supply store here.

Lansing—Charles Seib, recently of Fenton, has engaged in the hardware business here.

Manistee—John Herman has engaged in the meat business at 129 Washington street.

Hart—Carl Peterson will open a clothing and men's furnishing goods store here about Sept. 1.

Battle Creek—McLane, Swift & Co., dealers in grain, have changed their principal office to Detroit.

St. Louis—A. T. Ross, recently of Kalamazoo, will open a crockery and bazaar store here about Sept. 1.

Albion—Davis & Metz, grocers, have sold their stock to William G. Wallace, who will continue the business.

Marquette—J. Beaupre succeeds A. Brunnell in the restaurant and confectionery business at 408 South Front street.

Otto W. Hector has engaged in the grocery business at Cadillac, the Worden Grocer Co. furnishing the stock.

Hastings—Aben Johnson has sold his stock of bazaar goods to N. B. Waterman, who will continue the business.

Belding—Mrs. George Benedict has sold her millinery stock to Mrs. M. F. Nowlin, who will continue the business.

Cedar Springs—F. S. Porter has sold his flour and feed stock to John M. Holland, who will continue the business at the same location.

Vassar—Drugs valued at \$2,000, owned by E. Meade and stored in a barn, were destroyed by fire Aug. 11. There was no insurance on the goods.

Charlotte—H. A. Zander & Sons succeeded Hults & Son in the confectionery, ice cream and restaurant business.

Hastings—The local hotel has been re-opened under the style of the Parker House, with Fred Parker as manager.

Kalamazoo—The Newark Shoe Co., conducting a chain of stores in Eastern cities, will open a branch store here at 117 East Main street about Oct. 1.

Benzonia—W. D. Carpenter has taken over the Simon W. McDonald tin shop and plumbing stock and will continue the business under his own name.

Alma—R. M. Hyde has purchased the interest of his partner in the stock of the Alma Flour & Feed Co. and will continue the business under the same style.

Kalkaska—The Kalkaska County State & Savings Bank has increased its capital stock from \$20,000 to \$40,000 and changed its name to The Kalkaska State Bank.

Owosso—Milton Growe and R. S. Coy have formed a copartnership under the style of Growe & Coy and will engage in the confectionery and cigar business about Aug. 20.

Three Rivers—John Griffiths has sold a half interest in his hardware stock to William Watters, Jr., and the business will be continued under the style of the John Griffiths Co.

Detroit—Fire destroyed the plant of the West & Sons Paper Co., causing a loss of \$150,000. The General Grocer Co., in the building adjoining was damaged to the extent of \$5,000.

Standish—A new company has been organized under the style of The Hauser Hardware Co., with an authorized capital stock of \$7,800, all of which has been subscribed and paid in cash.

Detroit—The D. & W. Shop has been organized to deal in ladies' and children's clothing, with an authorized capital stock of \$4,800, of which \$2,400 has been subscribed and \$1,800 paid in cash.

Manistee—L. W. Staffeld has sold a half interest in his clothing and men's furnishing goods stock to Harry Thompson and the business will be continued under the style of Staffeld & Thompson.

Mt. Clemens—The Detroit Fireless Stove Co. has engaged in business with an authorized capital stock of \$20,000 common and \$10,000 preferred, of which \$20,000 has been subscribed and paid in property.

Battle Creek—B. B. Cleenewerck & Son, wholesale and retail cigar and tobacco dealers of Kalamazoo, have opened a retail cigar store here on Jefferson avenue under the management of George W. Longwell.

Rockford—Clarence Stocum, undertaker, has purchased the McDonald & Brown undertaking stock, at Cedar Springs, and will continue the business at the same location under the management of George Rector.

Litchfield—The Litchfield Shipper's Association has been incorporated for the purpose of dealing in live stock and farm produce and conducting a general mercantile business, with an authorized capitalization of \$1,000, of which \$500 has been subscribed and \$250 paid in cash.

Kalamazoo—At a meeting of the stockholders of the Watervliet Paper Co., held Monday, with \$350,000 of the \$400,000 stock represented by seven of the members, it was voted to either increase the amount of stock

from \$400,000 to \$600,000 or to issue bonds of \$250,000 at the discretion of the directors for the purpose of making such improvements as will make the plant one of the biggest and most modern paper plants in the country.

Ionia—Smith & Smith have sold an interest in their book and stationery stock to W. K. McSween, recently of Grand Rapids, and the business will be continued under the style of Smith & Smith & McSween. The new firm has added a line of drugs and patent medicines to its stock.

Jackson—J. H. Castleman, a clerk in Hall's drug store, put to rout a highwayman, early Tuesday morning, who attempted to rob him in front of the place as he was preparing to close. Castleman has turned out the lights when the robber forced him back at the point of a gun. Castleman pulled a pistol from a counter drawer and shot several times without effect.

Marquette—Andrew E. Peterson, for thirty-two years a clerk in the dry goods department of Watson & Palmer's store, has negotiated a deal with his former employers, who are selling their interest in the business and the building in which it is now housed, by which he takes over the dry goods and will assume the management of the store as its proprietor.

Lansing—A barbecue for the Lansing Grocers' and Meat Dealers' Association annual picnic at Pine lake, August 14, is now assured. Final plans are now complete and every grocery store and meat market will close all day Thursday. Free lunches will be served to every one near the pavilion. The local organization's picnic is to be held the same day as that of the Odd Fellows of three counties.

Laingsburg—Leo Simons was discharged and Earl Smith, his clerk, was fined \$10 in Justice Fred Lee's court as the result of a four hand fight between Simons and Smith, who run one meat market and John Lozo and his clerk, A. Case, who conducts another market. Case dared Simons to come near him, the challenge was accepted and Case was being whipped when his clerk Lozo interfered and immediately Smith took a hand with bad effect. The two men were arrested for assault, on a charge preferred by the beaten parties.

Hastings—Following an investigation of a representative of a shoe company in Columbus, Ohio, Frank B. Livermore, has been arrested on a charge of embezzlement. After the fire in the building occupied by Mr. Livermore, he reported to the shoe company that some one had stolen a large number of shoes. As there was evidence that Mr. Livermore embezzled the sum of \$70 due the shoe company and had sold the shoes, instead of losing them in the fire, a warrant was issued for his arrest. The officers are investigating the source of the fire.

Garnet—One of the largest realty transfers recorded in Mackinac county of late years was consummated when D. N. McLeod, lumberman, of Rexton, took over the holdings of the Hudson Lumber Co., consisting of 160 acres, with the lumber mill, planing

mill, box factory, dry kiln, dwelling houses, etc., in fact the entire town-site of Garnet, which for a long term of years has been the scene of large lumbering operations. Mr. McLeod will continue to operate various industries at Garnet, using this place as a base for all of his lumber operations and making his mill at Rexton exclusively a shingle, tie and general cedar proposition.

Jackson—Three Jackson merchants were victims of the "envelope game" to the extent of \$10 each. A well-dressed stranger entered the Keyzer drug store, Widwood avenue; Corneil grocery, on Rockwell street, and the Chlebus grocery, on Page avenue, and enquired for a postoffice order in each place, saying he wished to send it to Wisconsin. He was told he could not be accommodated. Then he asked for a \$10 bill to send in the letter. The merchants gave him the money which he apparently put in the envelope. In each case the stranger was three dollars shy the amount owing to the merchant, and he left the letter while he returned to his room to get more money. He did not return and the envelopes were found to be empty. No trace of the man has been found.

Saginaw—The Pere Marquette has placed on 30 day trial a car service which will enable Saginaw to compete with Grand Rapids wholesale houses in the Northern Michigan towns toward the western shore. The car is bound for Baldwin, Traverse City and Petoskey points. It will leave at 4:30 each afternoon and arrive at Baldwin at 2:30 the next afternoon and the shipments will be ready for delivery in Traverse City and the other northern cities enroute the next day. This offers excellent competition with the Grand Rapids time for getting into this territory. Aug. 15 the Pere Marquette will place a trial car for Reed City and points along the G. R. & I. road to offer competition with Grand Rapids wholesalers in that territory. The Trade Interest Committee of the Board of Trade is working on many projects along this line and the P. M. action is a part of the campaign this committee has outlined.

### Manufacturing Matters.

St. Joseph—The Metallurgique Motor Car Co. has changed its name to Doris Crawford & Co., Inc.

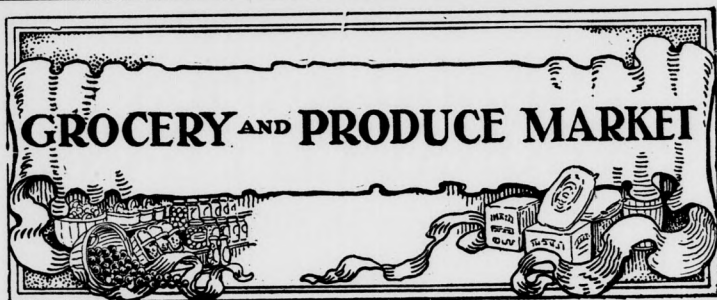
Detroit—Towar's Wayne County Creamery has increased its capital stock from \$25,000 to \$400,000.

Detroit—The capital stock of the Hudson Motor Car Co. has been increased from \$1,000,000 to \$2,500,000.

Grand Haven—The capital stock of the Challenge Refrigerator Co. has been decreased from \$300,000 to \$200,000.

Detroit—The Metal-Utilities Co. has engaged in business with an authorized capital stock of \$1,200, which has been subscribed and \$300 paid in cash.

Traverse City—George R. Becker has sold his interest in the stock of the Traverse City Casket Co. to his partner, Charles Ruebekam, who will continue the business under the same style.



### 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.

Butter—There was a slight strengthening of the butter market. Practically the same causes that resulted in the increased price on eggs aided in raising the price of butter half a cent early in the week. There is less of a spreading of grades than there was a week ago. Qualities are better than they were during the extremely hot weather on the lower grades. There are more than 65,000,000 pounds of creamery in cold storage, according to the report of the Chicago Warehousemen's Association. This is better than 10,000,000 pounds more than the reserves a year ago. Jobbers attribute the high prices and enormous cold-storage stocks to the warfare between the Chicago and Elgin Butter Boards. Jobbers have been in the habit of contracting in advance for butter to be delivered during the season of greatest production on a basis of Elgin prices. This year Elgin quotations have been relatively higher than prices at any of the leading markets of the nation. Jobbers have been paying more for butter than they could sell at, and have been forced to place their purchases in storage, awaiting a higher market. There has been an unusually heavy production of butter, and so much of it has gone in storage that jobbers anticipate a crash if there is a mild winter. Fancy creamery commands 29@30c in tubs and 29½@30½c in cartons. Local dealers pay 22c for No. 1 dairy and 18c for packing stock.

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

Carrots—25c per doz. bunches.

Celery—Home grown 20c per bunch.

Cocanuts—\$4.75 per sack containing 100.

Cucumbers—35c per dozen for home grown.

Eggs—Receipts of good fresh eggs continue light and the market is firm at 1c advance. The consumptive demand is very good for strictly fancy eggs, but under grades are draggy and hard to move. Local dealers pay 17½c.

Egg Plant—\$1.75 per box of Southern.

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, \$7 per box.

Supplies are moderate and values are on a firm basis.

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; Benton Harbor, \$2 per crate.

Onions—\$1.75 per 70 lb. sack Louisville stock.

Oranges—\$5.25 for Valencias.

Peas—\$1.75 per bu. for Telephones.

Parsley—30c per dozen.

Peaches—Arkansas Elbertas, \$2.25 per bu. Home grown clingstones are beginning to come in, but not in sufficient volume to establish a market.

Poultry—Local dealers pay 14@15c for broilers; 12@12½c for fowls; 6c for old roosters; 8c for geese; 10c for ducks; 12c for turkeys. These prices are live-weight.

Veal—There was a strengthening of the price on veal. Shipments will not be as frequent, chiefly for the fact that the farmers will not have time from now on to prepare the calves for market. Buyers pay 6@12½c, according to quality.

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 \$5@90c.

Radishes—10c per dozen.

Spinach—65c per bu.

Tomatoes—85c per 8 lb. basket of home grown.

Watermelons—\$3 per bbl. for Georgia.

Whortleberries—\$2.25 per 16 qt. crate.

### The Grocery Market.

Sugar—Refiners are now all on a parity, so far as the asking price of granulated is concerned. The New York price is 4.70c. The market is firm and the demand is strong. Refining interests size up the raw situation as follows: "With such a large business being transacted, it is natural that sellers, now having practically nothing in the nearby positions unsold, should offer but sparingly at the advance. No sugar is now offered at under 2 7-16c cost and freight, the equivalent of 3.71c duty paid, but buyers having secured a comfortable amount of sugar, are now disposed to await further developments. Sellers, on the other hand, show great confidence in their position, and appear quite contented to hold their remaining stocks until refiners' necessities bring them again into the market, at which time they are confident that even higher prices will be obtained, and their judgment seems to be well

founded, provided the European market holds firm. Certainly our and the European market will come together at an earlier date this year than is usually the case." The sellers' viewpoint is given by local brokers: "Stocks in Cuba are now about 360,000 tons, of which about 200,000 tons have already been sold, leaving about 160,000 tons available. If to this is added the probable production to the end of the crop of about 100,000 tons, unsold supplies from that quarter can be estimated at 260,000 tons. With only a moderate quantity of Hawaiian sugars yet to come and no Javas or Philippine Island sugars expected, the market is placed in a position which seems to warrant a continuance of its present firmness."

Tea—There is considerable firmness to the market in all lines. Japans continue to arrive, showing good quality. First crops are well sold up and a fair amount of business is being done in second crop teas. On account of the dry weather in Japan, the second crop is considerably less than last year. Good quality basket fired teas are scarce. Prices are being well held up. Low grade pan fired teas are not yet settled in price. Congous and Formosas remain steady in price. Ceylons and Javas are very firm.

Coffee—Kio and Santos options have fluctuated considerably, but actual coffee is unchanged. Good roasting Santos, however, on spot, is steady to firm by reason of small supply, and the fact that it cannot be replaced by new crop coffees for some little time. This is possible only a temporary condition, however. Mild coffees are unchanged and fairly steady. Mocha is scarce and steady to firm. Java is unchanged and dull.

Canned Fruits—Apples are scarce and firm and supplies are not easy to get. California canned goods are unchanged in price and in fair demand. Small Eastern canned goods are quiet and unchanged.

Canned Vegetables—Tomatoes are lower, due to the good prospects for a large crop. Sales on spot have been made during the week at 80c, delivered, although all packers will not sell at that figure. Futures are unchanged and dull at the moment. There is some talk of damaged corn crop, but there will probably be plenty of corn, and nobody has changed any prices as yet. The demand for corn is quiet. Peas are easy, and sales are being made at prices far below the range of the past year. For instance new pack standard sifted peas have been sold during the week at 80c. The same brand sold at \$1.15 last year. Without doubt the pea market is in buyers' favor.

Canned Fish—Sardines are unchanged and quiet, domestic new pack being still somewhat firm because of short run. Imported sardines scarce and still high. Salmon shows no change and fair demand. Prices on new Alaska are still to be made. The quadrennial run of sockeye salmon which is now fairly started will shatter all previous records, is the belief of the cannerymen at Anacortes, Wash. "This opinion," says the Ana-

cortes American "is based upon the fact that all the sockeye salmon brought in from the traps so far this season are small in size. This indicates that the quantity will be unusually prolific. The biggest sockeye run in the history of the fishing industry on the Pacific Coast was that of 1901 with 1903 a close second. On both of these years the size of the fish was smaller than usual. The catch of fish up to the present has borne out the theory that the run this year will break all records. So far the number of fish caught daily has exceeded the record of the same days of the beginning of the season of 1909."

Dried Fruits—In future California fruits, business is almost at a standstill. Holders' views are strong, and the trend of prices is still upward, but previous experience has taught buyers that after such a rapid advance as that of the past week or ten days a reaction is likely to occur, and they are waiting for it. At present, however, Coast packers decline to make any concessions and, based on crop conditions, look for a further advance. In future California prunes, offerings of the larger sizes are being sparingly made, and the market is firm on the basis of 5¼c for 40s to 60s f. o. b. Coast for the four sizes in bulk and 5c for 40s to 90s, with a stiff premium on 40s and a lesser one on 50s. In the smaller sizes 4¾c f. o. b. bulk basis is quoted for 60s to 90s. Northwestern Oregon prunes are offered sparingly, and none of the few packers who are quoting seem to have any 30s to sell on the basis of the current market at least. The 40s are held on a 4¼c f. o. b. four-size bulk basis, 50s at 4¾c and 60s at 4c. Little, if any, buying interest is shown at present by the local trade. Spot Oregon Italian prunes are not plentiful, but the demand is slow, and prices are nominal. California raisins offered for immediate or future delivery are dull here. On spot shipment quotations, the Associated Company is steadily maintaining prices and has so far made no quotations on 1913 crop. According to Coast reports, prices on new fruit will not be put out by the Associated before the beginning of next month. Currants on the spot are dull and nominal. If Europe takes as many American apricots as usual present prices will probably be maintained.

Nuts—Advices from France are to the effect that the crop of Marbot walnuts vary as to section. In some sections the promise is good while in others a small crop is indicated by present conditions. On the whole, however, an average crop is expected. The prospect for the crop of Cornes is variable, but the best producing districts promise an abundant crop. Some estimates place the Cornes output, as at present indicated, at about twice the quantity harvested last year.

Cheese—The make of cheese continues normal for the season, and the consumptive demand is good. The market is healthy at ¼c advance. If change occurs it may be a slight further advance.





Much interest is manifested in financial circles in Secretary McAdoo's tender of \$25,000,000 to \$50,000,000 to the banks as short time loans, protected by commercial paper, Government bonds or municipal or state bonds, in order to facilitate crop movements. He specified that the deposit would be restricted to Southern and Western banks. Chicago bankers expressed their approval of this departure, although they believed that the tender should not be restricted to one or two sections of the country. George M. Reynolds, President of the Continental & Commercial National Bank, was emphatic in his declaration that it promoted confidence in conditions and encouraged people to regard the situation as particularly healthy. "What is the Secretary of the Treasury appointed for if it is not to safeguard the finances of this Nation?" This question arises, Mr. Reynolds declared, "whether the plan suggested is sound or not." Continuing, Mr. Reynolds said: "I believe the plan is sound. Treasury funds should be available in any emergency, and Mr. McAdoo has established a precedent by recognizing commercial paper as valid security for Government financial transactions. The revised statutes give him the widest latitude in taking this step, and the only criticism is that he did not make the funds available to any section of the country. These deposits will come at a period when money is close, and it is close now, owing to the enormous demands made upon the banks by the requirements of legitimate business, which are larger now than a year ago. Business has picked up considerably and wears a favorable aspect. Manufacturers and merchants are not worried by pending tariff and currency legislation, although world-wide interest is felt in both movements, and this offer of assistance is timely. I am not a believer in the fallacy concerning banking necessities at crop-moving time. The West is able to take care of itself and there is no distress or congestion."

James B. Forgan, President of the First National Bank, said: "I have no adverse criticism whatever to make of Secretary McAdoo's proposed action in regard to depositing \$25,000,000 to \$50,000,000 of the Government's idle money with the National banks in the West and South. By taking commercial paper as security for such deposits he is of course establishing a new precedent. The precedent for accepting other bonds such as are available for New

England savings banks was established by a previous administration and it is not therefore much of a stretch to established precedent to add to the list of acceptable securities prime commercial paper, approved by clearing house committees at 65 per cent. of its face value. The distribution of so much money among the banks in the West and South at the present time will, I am sure, be very acceptable to the banks and at the same time beneficial to the situation. The deposits, being in legal reserve money, will form a cash reserve basis for an extension of banking credit considerably in excess of the amount deposited. The limiting of the benefits of the deposits to such banks as have taken out at least 40 per cent. of their authorized circulation is in the interest of the market for Government bonds."

L. A. Goddard, President of the State Bank of Chicago, expressed his opinion as follows: "It seems to me that the necessity does not exist for taking that action, and the probabilities that such a situation will exist seem to be more and more remote. The indications are now that money will be plentiful enough to take care of the crops and that the banks will be able to maintain their snug positions and meet the necessary requirements of their customers. If, however, a situation arises in which much funds would be needed, it seems to me that the Secretary's proposed action is not unwise. His plan seems to be simple, from first impression, and the deposits would be amply secured."

William T. Fenton, Vice-President of the National Bank of the Republic, said: "It appears that the Secretary of the Treasury has broad and practical views, and the announcement of his intention to assist the banks in handling the products of the farms in order that they may be speedily converted into foreign exchange will have a very good effect upon the country. Incidentally, it will, in my opinion, make friends for the Administration Currency bill. Mr. McAdoo seems to realize that the autumn crop-moving season is world-wide and that the more speedily the crops are moved the quicker money will return to the centers where it is needed for the merchants and manufacturers. His familiarity with business conditions is indicated by the fact that he proposes that this money should be returned about the end of the year. That he is in close touch with the situation is shown by the fact that he makes the announce-

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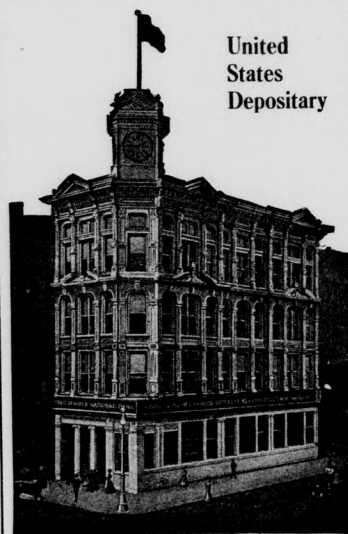
Savings Deposits

3

Per Cent  
Interest Paid  
on  
Savings  
Deposits  
Compounded  
Semi-Annually

Wm. H. Anderson,  
President  
John W. Blodgett,  
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Cashier  
J. C. Bishop,  
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United  
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Commercial Deposits

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Per Cent  
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ment at a very opportune time, so that the bankers in the agricultural sections will feel a sense of relief, and the stringency will be over by the time that the Secretary names for the return of these deposits."

A recent financial report from New York City showed that on June 30 the savings deposits in New York banks aggregated \$1,140,000,000, and that on that date there was paid, in interest on those deposits, approximately \$40,000,000, the bulk of which will remain in the savings banks and be added to the principal of the sums on deposit. There are two things which appear strikingly in these figures. One is that in the largest city of this country there are vast numbers of thrifty people whose earnings continue in excess of their expenditures, notwithstanding the steady increase in the cost of living. The other notable thing is that, with the numerous opportunities for investment and the prevailing high rate of interest, there should be such an extraordinary amount of capital the owners of which are content with the relatively meager returns in interest paid by the savings banks. There is still another thing brought to mind by these statistics. That is that the percentage of the foreign-born and of people of foreign parentage on both sides is very large in New York City. Indeed, more than one-half of the present population of the biggest American city is made up of people of these classes. By far the greater portion of the deposits in savings banks are made by wage earners and represent the margin between their earnings and their expenditures. While the statistics are not available, it is altogether probable that the vast sums in the New York banks on savings accounts are deposited far more largely by the immigrants and their children than by those born in this country. Notwithstanding much that is written about the slums and the "sweat shops" of New York, the immigrant, who continues to live on the standards of his European home while enjoying American wages, is accumulating money.

Admitting that this total may be exaggerated, it will be realized that the necessity for substituting other forms of money for National bank notes will create more or less temporary disturbance, and may affect the life, character and price of Government bonds in the future. National bank notes are not money, in the real sense of the word, and some states have prohibited their use in reserves. Only a few years ago, it will be recalled, strong effort was made to allow National banks to count such notes in their reserves against deposits, but good sense defeated this purpose. Gold money is better re-

serve than any form of promises to pay, and therefore is the only money that should be considered in reserve funds.

An interesting point with reference to membership of state banks in the proposed Federal Reserve zones is, how will the state banks replace the mass of National bank notes which many of them now carry in their reserve funds? Under the administration measure, National bank notes will not be permitted as reserve money, and of course this restriction will apply to all banks joining the system, whether state or National. The exact amount of National bank notes used as reserves by state banks and other similar institutions cannot be stated definitely, but estimates make the amount as great as two hundred million dollars.

Technically, and also practically, the banking situation would be sounder if National bank notes were not counted in reserve funds, but nevertheless the substitution which the pending bill necessitates will work some temporary inconvenience, not to say confusion. We do not imagine that state banks would hesitate to join the Federal Reserve associations simply on this account. Their objection is based on deeper reasoning. Gold coin or its representatives can be obtained if necessary, and perhaps it will be better to have such actual money in bank vaults, rather than floating around serving a purpose which can be met just as promptly and with equal facility by the use of bank credit notes themselves.—The Financier.

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E. A. STOWE, Editor.

August 13, 1913

There is an Honor in business that is the fine gold of it; that reckons with every man justly; that loves light; that regards kindness and fairness more highly than goods or prices or profits. It becomes a man more than his furnishings or his house. It speaks for him in the heart of everyone. His friendships are serene and secure. His strength is like a young tree by a river.

**ELIMINATING POLITICS.**

It has frequently been said and can not be too often repeated that a municipality is simply a great stock company, in which all the voters are shareholders, each entitled to a voice in selecting the agents for the transaction of the common business. It follows, then, that the wise and economical transaction of the public business is the matter of first importance and that the color of the mayor's hair is just as important as his political faith, and the same assertion applies to all the other officeholders down the line, from the highest to the lowest. There is no question of National politics, tariff currency, foreign relations, or anything of the sort which enters into municipal Government. What the people want is a man who will honestly and courageously enforce the laws as he finds them and spend the public money carefully and wisely. Because of the present system, it is necessary for city officials to be nominated on some ticket in order that the people may vote for them, but that is only a means to an end.

There are frequent examples to show that a purely non-partisan business administration for a city will prove profitable. A recent report from the little city of Newcastle in Indiana is very much to the point. It was inaugurated four years ago and has now passed the experimental stage. Before the undertaking was instituted its municipal government was in partisan hands and was having about the same experience as others similarly situated. In order to bring about a change, a company of representative men gathered one night in a tailor shop and among them was not one who was himself a candidate for any office or had any particular friend who was a candidate.

They conferred together, talked over possibilities, and then selected the several men who in their judgment were best fitted for the several positions. They had a care to see to it, as far as possible, that they were equally divided between Republicans and Democrats, simply to avoid any criticism of partisanship. It is of course, always possible to find honest competent and capable men in all parties. Then, through a duly appointed committee, those thus selected were told of what had happened. Some of them at first refused, pleading various excuses, but at length practically all of them were induced to accept the nominations thus conferred. The proposition appealed to the people and with them became very popular, and, of course, the ticket thus named was elected by an overwhelming majority.

That they all entered honestly and fairly into the non-partisan scheme of municipal management was evidenced emphatically not long after election, when the mayor, a Republican, found that circumstances necessitated his resignation, and left the designation of his successor with the council, equally divided between Democrats and Republicans. One might naturally have expected a deadlock, but nothing of the kind occurred and a successor was unanimously chosen. During the four years that this plan has been in practical operation, Newcastle has grown about 3,000 in population and its taxable property has increased \$1,700,000. Meantime its bonded indebtedness has been reduced \$8,000 and during the four years, \$75,000 has been expended in betterments on the water plant alone. There have been a great many other substantial improvements, including a large amount of paving, sidewalks, sewers, etc. A new fire station and increased educational facilities have been provided. In fact everything has been furnished which was really calculated to further the welfare of the city and make it truly progressive. This has all been done with less proportionate expenditure of public money, and every taxpayer feels absolutely certain that the municipality has had its money's worth for every dollar expended. Without respect to party, the voters of Newcastle would not under any circumstances return to the old form of partisan city government. They do not ask whether a man is a Republican, Democrat, Progressive or Prohibitionist, but they do ask whether he is honest, upright, energetic, of good judgment, and the man best qualified to fill the particular position in question. In other words, it is simply applying business principles to the management of the municipality and it has paid there just as it will pay everywhere else where a similar course is adopted and enforced.

**THE MAN BEHIND THE WORK.**

There is something impressive in the remarkable record of work done in Wilson's first months; but the more deeply interesting thing, after all, is the man behind the work. Nothing is so fascinating in public life

as the study of a new personality wreaking itself upon old tasks. What are Wilson's methods? Who will tell us the secret of his influence? Outwardly, he has been the least assertive and ostentatious of executives. To his immediate predecessors he offers the sharpest contrast. He has made no speeches. In blustering or bragging he has never indulged—except in his unfortunate denunciation of bankers as a class at Chicago last winter—and he has not gone out on the steps of the White House and called any man a liar. Nor has he allowed himself to be pulled hither and thither in good-natured non-resistance. He has stuck closely to his job. No head of a great corporation could have more rigidly kept office hours or displayed more industry. Yet somehow, from this business President sitting at his desk, there has come an impulse and a sustained force which have made the legislation that looked impossible two months ago seem to-day almost within sight.

Such effects come by cause, yet it may not be easy to analyze the cause. The work which President Wilson has done ranks him among the skilful politicians, in the high sense of that term, and we are always trying to get at the sources of a politician's power. But we can seldom put the finger on them. Gladstone said that the successful politician was the hardest of all men to understand; he himself had studied many, but was not sure that he had really comprehended more than one or two. It would be folly to attempt as yet anything like a complete account of the ways in which President Wilson works his will. It is evident, however, that he is a firm believer in the light which comes from the striking of mind on mind. He has the historic English conception of taking counsel as a means of arriving, first at wisdom, and then at action. No discussion seems to him properly ended which does not close with the words: "Now, let's to business." And he must also have a fine instinct for the higher strategies of public affairs, knowing when to strike and when to bide his time; and withal a just idea of the value of steady pounding on one idea. Whatever his secret—and we can only guess at it—the fact remains that in the deftest yet most unpretentious manner President Wilson has thus far more powerfully shaped more important legislation than any executive of our time.

**WILSONADE.**

This is the new White House drink, the favorite with President Wilson, and is said to have left grape juice quite behind. It is easily made, pure water and orange juice, with a dash of powdered sugar if desired. This is made fresh every morning and is most refreshing.

The fact means more than a little to you if your line of goods includes fruits. The orange is so delicious and cooling that you can conscientiously press it to the utmost limit. The acid taste has a tendency to quench thirst without at the same time tempting to an excess of drinking water. Strange water not only excites thirst

as a rule, but it may positively disagree with the drinker. This is one of the arguments used by the beer drinker and with some of the city water which is offered it must be admitted that this comes about as nearly being a legitimate excuse for indulging in something else as can be offered. The orange juice, to a certain extent, counteracts these evils.

Make a specialty of the drink in its prime. Get some of your best oranges in the windows and see what an attractive picture they present. Arrange them in letters to spell out the new drink; build them into a pyramid; fill a decorated bowl or basket with the golden fruit; make a collection of orange wood decorations, a piece of the natural wood decorated with hand painted blossoms or fruit, paper knife or visiting cards cut from the wood—anything to call attention to the fruit. If you serve ice cream cones or any of the soft drinks, be sure to add this and see that it is made of pure water and the best of fruit and kept deliciously cool. Impress upon your people the fact that it is so easily made. They will want it when they come down town and surely when they get home.

**THE WEEKLY HALF HOLIDAY.**

Every innovation meets with more or less of criticism, and the plan of giving a half holiday each week during the months of July and August is sure to meet with its share. While there are drawbacks, there are advantages in the plan; but uniformity is a desired element at all times in its success. The professional kicker—the man who wants to do some other way and does do it—not only makes trouble for himself but for all with whom he comes in contact.

The thing is working out in one city of our acquaintance in a peculiar way just because of this. At the beginning of the season the city fathers asked the prominent business men to close at noon every Thursday, and the request was in the majority of cases cheerfully granted. A few, however, looked with longing eye upon the dollars they were losing through the rule. It chanced that the half-holiday did not coincide with that of the lawyers and bankers, who claimed Saturday afternoon, through a well established custom. Farmers who came to market openly declared that they were not treated justly; that the town evidently did not want and certainly did not deserve the country trade in thus compelling them to scatter their work.

Then came a dry goods store with the change for Thursday to Friday for a half holiday, and it seemed that chaos reigned. Was the transfer to accommodate those who found it impossible to come the day previous or was it a selfish move to have a monopoly on the day when the remainder were playing? In either case it but serves to increase confusion and to add to the inconveniences of the play day. Uniformity is a very good rule to adhere to. There are individualisms in which we may take a pardonable pride, but when a general plan has been adopted the safest way is to get and keep in line.



### THE RULE OF THE MOB.

Human government is in danger of two sorts of tyranny. One is the tyranny of a monarch, a despot who seizes the reins of power and rules a country according to his will; the other is the rule of a mob, cunningly led by political demagogues and trade union grafters and sluggers, who discard the restraint of the laws and use the popular will to carry out their own desires and promote their own political and personal interests.

The tyranny of a despot is bad enough, but the tyranny of a mob led by unscrupulous demagogues is infinitely worse, since there is no responsibility, either to conscience or to law.

The man in Greek history condemned to death by the inebriated monarch appealed from the judgment of "Philip drunk to Philip sober," got a respite and a hearing from the king when he was in a sober and serious mood, and saved his life; but would not any appeal to the bloody demagogues that sent thousands of the people of France to the guillotine have been promptly vetoed by the mob that daily flocked to the place of execution to enjoy the spectacle of the beheading of men and women? There was more brutal and beastly despotism under one year of the "Terror" than under the whole of the First and Second Empires.

It was to avoid the evils and abuses of ancient tyrannies—of the tyranny of monarchy as well as of the tyranny of democracy—that our constitutional democracy was established and that an independent judiciary was provided, with judges holding their office during good behavior and removable only for sufficient cause and after hearing and adjudication. For over 100 years of our constitutional democracy established under a system of express written checks and limitations upon the sovereign power has stood the test of all the trials which have had the effect fully to test its efficiency, its stability, its powers of elasticity, its effectiveness in the protection of the property and liberty of its citizens and its ability to meet and adapt itself to new conditions.

The question which confronts us is: Shall our government remain a government of laws or shall it become merely a government of men? Shall it remain a self-limited, constitutional democracy, a government of checks and limitations necessary to ensure consistency, equality and stability, or shall it and the liberty and property of those living under it be subject at any time and directly to the unrestrained and unlimited whims, passions and caprice of temporary majorities? This distinction between a government where the law is supreme and one where the will of the people is directly supreme, a government of laws as against a government of men, is one which has been made by every authority upon the science of government from the time of Aristotle to the present date.

To-day, the quack and the demagogue are rampant—to the extent that the old, discredited theories and customs, relics of antiquity, are urged to

replace the teachings of the fathers of our republic.

If a judge does a wrong in rendering a decision there is, first of all, an appeal to a higher court, and the judge himself is subject to impeachment. But if the decision of a court can be annulled by a popular vote, then no judicial decision can have any authoritative force and no permanence, because it can always be undone by a popular ballot.

A judicial tribunal is a concrete expression of the sanctity and authority of the law under the guardianship of the Constitution. If that can be set aside by a popular outcry, then the government has fallen into the hands of the mob.

The supervising tea examiner for the Government reports that since a ban was put on coloring matter, the standard of quality in the tea now reaching the United States is much higher. Purer tea is imported as the result of the treasury department's enforcement of the law against importation of colored teas, and only a little more than 1 per cent. of the total importations for the fiscal year of 1913, ended June 30, was refused admission to this country. Foreign tea men have made great progress in the elimination of artificial coloring matter from their teas, according to Secretary McAdoo, in trying to meet the standard of purity established by the United States.

Too many persons make the mistake, when taking a vacation, of worrying about what is happening while they are away or of "talking shop" instead of forgetting their occupations or business as much as possible. Several famous singers, composers and conductors of orchestras are spending a holiday at Montecatini in Italy and they are doing it in the right way. They are constantly together, but any reference to music or the theater is punished by expulsion. They think and talk about other things and when their holiday is over they will be rested and feel glad to get back to their musical pursuits. A complete change is the best kind of rest.

The Department of Agriculture is sending out warnings from Washington against the potato tuber moth, which is working havoc in many parts of the country, especially in California and Texas. Through shipments of early potatoes the pest is being spread broadcast throughout the United States and potato growers are asked to examine carefully the tubers they dig and destroy every potato and vine that show the slightest sign of the moth. Fumigation with carbon bisulphid is recommended.

The Department of Agriculture warns trusting housewives that many of the anti-moth compounds on the market are worthless. For the information of the public, 10,000 copies of judgments against unscrupulous manufacturers are to be printed, to let the housewives know they should be on the guard and watch the clothing packed away in anti-moth compounds.

### THE DUAL PRICE.

A regular patron of a certain grocery was charged ten cents more a pound for a staple article by the junior partner, with the assertion that there had been a rise in the market. On returning for the next supply he chanced to trade with the senior member, who figured it at the old price. Naturally, he chose to trade with him thereafter, feeling not only that he was ahead in change, but that the other man had not used him fairly.

But one day the old gentleman was busy and referred him to the young man. When the latter quoted the price, his partner at once corrected him. Then came an animated discussion, the young man affirming that the price had risen some two months before, as was plainly marked on the box, while the older one disclaimed all knowledge of the fact. The young man won in the argument and was probably correct; but how much easier it would have been to have an understanding about any change in prices.

In this case the patron censured an innocent party. He might easily have transferred his patronage elsewhere in the honest belief that one member of the firm was trying to victimize him. But he stuck, out of regard for his partner. And this partner was in the wrong because he was a bit slow. Failings are common to us all. The young fellow who noticed the rise in market was certainly very unobserving not to know in an association of some years that there was a weakness there in his associate. How easy when a change, especially where there had been no variation for many months, to call attention to the fact. When two persons tell different stories about the same thing, the just judge usually places guilt somewhere. The dual price in the same establishment will certainly "queer" the house in the eyes of a thinking community. Keep posted thoroughly in the fluctuations of trade and by all means hang together in your business.

### CONVENIENCES BEYOND.

There are a thousand and one things little and big which some of your people would like to know about. Some of them they may not know are in existence and many more they do not appreciate the value of, or do not know how cheap they are. They ask no questions because of their total ignorance on the subject. Yet they will thank you in the end if you will but in some way dispel this ignorance; get them into the idea of asking questions and of buying. They want the best to be obtained. And when you once convince them that a certain article is worth the trial they are quick to do their part.

Many of your rural patrons have not ordinary bathroom conveniences. It may surprise you, but it is nevertheless a fact. They have no water supply, their house was built long before such things were thought of or so-and-so tried the elevated tank and it was not satisfactory. They do not even stop to think of the little comforts which a very much smaller outlay will insure. The individual foot

bath in each room is a poor substitute for the fully equipped bathroom, yet it is very much ahead of the average facilities in rural communities. Not that the people do not want to be clean; not that they are too saving of the pennies; the thing simply has not been presented.

Get a few small galvanized or even tin foot baths and place them in a prominent position. When a question is asked, answer in detail about the comfort to be derived by those without the more complete equipment for a very necessary service. The usefulness of the article will appeal to the smallest purse and a trial will usually bring orders for each member of the family. This is but a single illustration. You can think of many if you will. Study out what you would want if in the place of the other man. Plan for him some of the little things beyond, and he will give proof of his appreciation by his patronage.

The State Railroad Commission of California has abolished every rate of an express company, to become effective October 1, when more than 3,000,000 new rates will go into effect. The cut amounts to \$750,000 from present annual revenues. The express company is ordered to operate six months on the Commission's rates, which are, on the average, 15 per cent. below those theretofore exacted, and then submit a statement of its earnings. At present the company makes a net yearly profit of 136 per cent. on its investment, so it will be seen that the cut will not drive it into bankruptcy.

Botanists in the Department of Agriculture have discovered 125 entirely new species of plants while making a study of grazing lands in the National forests. The men who have made the studies are practical stockmen and trained botanists, and their work is to determine the grazing value of every acre of National forest land and to decide for which class of stock—sheep, cattle or goats—the range is best suited. Many areas have been found with flourishing plants which apparently should furnish excellent grazing, but were not of a character relished by stock.

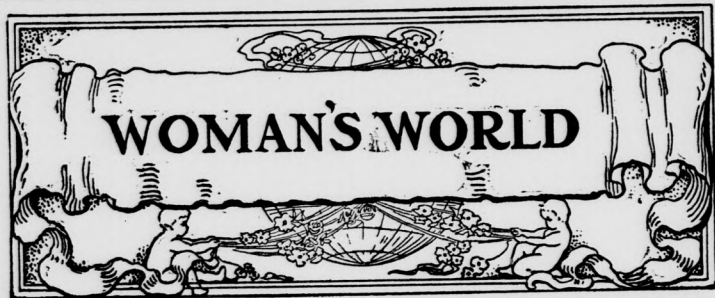
If you had a ten-year-old boy and he stopped growing, you would not be congratulating yourself that he was holding his own, would you? It's the same with a business that stops growing.

The advertisement that gets the business is the one that is well balanced, the one that has a good heading to attract attention and something below to hold the attention.

In their anxiety to keep the windows of the store clean and attractive some dealers are forgetting that the rest of the store needs also to be kept spick and span.

An optimist is a man who can go home at night and make lemonade out of the rinds on the lemons that have been handed him during the day.





### Success on the Part of the Hostess.

Written for the Tradesman.

A former article treated of the knack of being an agreeable guest. In one important respect a good visit is like a quarrel—it takes two to make it. No matter how well intentioned, how adaptable, how appreciative, how charming in manner and personality the guest may be, the hostess also must act well her part or the visit will be a failure.

Act well her part—using the word act in this connection is a slip of the pen, which would best be corrected at once. Do her part, or perform her part, expresses the idea more accurately. For of all things, acting, putting on airs, assuming a role that is not rightfully her own, is something the successful hostess does not do.

The discerning guest can not help but see through all shams. The house that is cleaned up and put in order only when guests are expected, the politeness that is assumed just for company, the luxuries on the table or in the way of entertainment that are unheard of when the family is alone—all such make-believes soon are given dead away and the squalid actual in all its ugliness is seen and known.

The good hostess is first of all her honest genuine self—not a creature of affectations and artificialities with manners and conversation reminding one of the woman characters depicted in the cruder kinds of fiction.

Since the family life, orderly or confused, refined or vulgar, interesting or commonplace, is bound to show up for exactly what it is, to be a good hostess a woman must be really mistress in her own home, she must have her whole household situation well in hand. This is true of formal receiving and no less applicable to the quiet entertainment of the intimate friend on a few days visit, which is more what we have in mind in this article. If the life in the home is what it should be all the time, there will be no humiliating disclosures when guests are present.

Sometimes the coming of a guest seems to make visible the everyday course of affairs, like throwing a picture on a screen. The embarrassed hostess declares that she can not see what has gotten into the children—they never acted so before. She can not understand why just to-day the maid has the tantrums and "sassess back" on the slightest provocation, nor why the house happens to be at sixes and sevens. As to her husband's profane rage because the suspenders he is wanting have been mislaid or a collar button is lost—she avers that

she never knew such a thing to occur before—"John is usually a perfect gentleman."

In reality the children, being under no training nor discipline, are impertinent and disobedient during all their waking hours; the maid is uppish whenever her slightest wish is crossed; the house is commonly in disorder; and as to John, the little wife's reproofs and suggestions that would have tranquillized his irritability and rubbed down his disagreeable peculiarities, which might have been applied so gently and tactfully that the good man never would have known what was going on—alas! in his case they never have been applied at all, and every one about suffers in consequence. All these things being as they are is so much an everyday matter that ordinarily the wife and mother does not notice them. It is only when some guest is present and she begins to speculate on how these irregularities will impress the visitor, that her own observation is awakened to activity.

Children do not become obedient, nor servants respectful, nor a house neat and well kept, nor a husband dependably affable, with the ringing of the doorbell. The only way to display good manners is to make courtesy the constant custom of the home whether or not visitors are present. The right state of things should be maintained, not so much for the benefit of the stranger who occasionally may lodge within the gates as for the good of the family who stay there all the time.

The wise woman, while always hospitable and friendly to her own and her husband's friends, does not try to entertain more than her strength and her pocket book easily will allow—she does not make a slave of herself for company. Neither does she attempt what is too elaborate or too expensive.

But if in comfortable circumstances she is glad to cultivate the grace of hospitality, for she knows that the frequent presence of visitors plays an indispensable part in making home life attractive and in training children in self-possession and in ease and elegance of manner.

Parents should look well to the kind of persons they entertain as guests. As to the man or woman whose society you cultivate and whom you honor with frequent invitations—be sure that sharp-eyed youngsters will regard these overtures as a tacit endorsement of character and behavior. There is no better way to teach honor and nobility than to have as visitors in the home men and women

who embody noble and admirable traits; no surer way to annul all good effect of carefully inculcated precepts than to have often at the family board persons of loose morals combined with charming manners.

The right kind of guest does much for a home; but of course the hostess has most in mind the good time she can give her visitor. She will not cloud the short days of her friend's stay by pouring into her sympathetic ears the tale of her own trials and troubles. She will keep all the family skeletons securely locked in their closets.

While the guest must adapt himself or herself to the ways of the household, the special entertainment that is provided may often be skillfully adapted to the likings of the guest. Here a knowledge of human nature and close observation of individual traits and characteristics on the part of the hostess, come into play. Do not take Aunt Polly Simpkins, whose only opportunity for culture was a district school and whose mind is engrossed with such practical matters as keeping pickles firm and making hens lay, to a lecture on the fourth, fifth and sixth dimensions. Do not ask your intellectual cousin to accompany you to a frivolous vaudeville.

There are a few things that are universally liked, such as good music, bright talk, tastefully appointed rooms, simple games, and, of course, good cooking. These may be termed the staples of entertainment. A clever

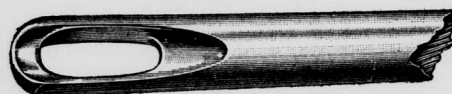
hostess should be able to furnish these without great effort and they are often far more keenly enjoyed than more laboriously devised amusement. As to cooking, the overloaded table that was considered necessary forty years ago to show fitting honor to a guest, is no longer in good form. The elaborate menu has been relegated to the formal dinner or banquet. It has no place in the informal entertainment of old family friends. A few wholesome dishes daintily prepared are more appropriate than a feast. Of course there must be enough that is substantial to satisfy the inner man, but a great variety is out of place.

After all it is the atmosphere of the home that has most to do with making a visit enjoyable to the guest. The feeling of the house may cheer and enliven or it may chill and depress. "Better is a dinner of herbs where love is, than a stalled ox and hatred therewith," says the Good Book. Expensively decorated rooms and a many-course dinner are a horror to think of if the hostess is agitated and overwrought, with nerves and temper all to evidently stretched to the breaking point; while a simple lunch with a glass of cold water, served with a hearty welcome and a spirit of good cheer, will make a green spot in the memory for months and years to come. Quillo.

It may be some satisfaction to a clerk to tell a customer what he thinks of him, but it is anything but a satisfaction to the boss.



## Paragon Gold Eye Needles

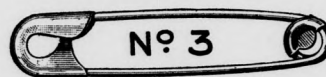
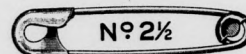
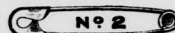
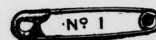


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**Manufacturing Matters.**

**Mancelona**—A representative of the manufacturer removed the flouring machine out of the Mancelona milling Co.'s plant last Thursday on an unpaid claim of about \$1,400, and shipped it away. This probably means the finish of the local flouring mill.

**Detroit**—The Detroit Saw & Tool Works has been merged into a stock company under the style of the Detroit Saw & Tool Co., with an authorized capital stock of \$15,000, of which \$7,500 has been subscribed, \$937.31 being paid in in cash and \$6,562.69 in property.

**Detroit**—The Wetmore-Quinn Co. has been organized to deal, at wholesale and retail, in automobiles, their parts and accessories and to do a general garage business, with an authorized capital stock of \$50,000, of which \$30,000 has been subscribed and \$15,000 paid in in cash.

**Detroit**—The Michigan Foundry & Supply Co. has been organized to manufacture and sell at wholesale and retail, all articles which can be manufactured from iron, steel, brass or copper, with an authorized capital stock of \$2,000, of which \$1,750 has been subscribed and \$650 paid in in cash.

**Hamtramck**—The Vanguard Manufacturing Co. has been organized to manufacture and deal in automobile engines, their parts and accessories and fly screens, with an authorized capital stock of \$100,000, of which \$85,000 has been subscribed, \$15,000 being paid in, in cash and \$70,000 in property.

**Battle Creek**—The Taylor Candy Co. has been organized to continue the business formerly conducted by the Taylor Bros. Co., the creditors of the latter having accepted bonds to the amount of \$90,000 in lieu of this claim. The directors of this company are as follows: James G. Redner, of the firm of Redner & Cortwright, Battle Creek; Charles J. Higgins, banker, Detroit; Robert E. Stabler, of the Kalamazoo Paper Box Co., Kalamazoo; W. E. Taylor, W. A. Taylor and D. M. Taylor, of Battle Creek.

**Detroit**—R. A. Carmichael & Co., manufacturing chemists at 20-24 Woodbridge street East, will increase their capital stock from \$50,000 to \$150,000 to permit the enlargement of the plant and increase the output, the \$100,000 in new stock now being on the market. About 100 of the largest department stores in the country will be contracted with to carry the firm's line of toilet articles and remedies which are in general use. These products will be made up especially for the clientele thus established.

**Ionia**—An acknowledgment of the business importance of Ionia is shown by the establishment here of a special delivery by the National Biscuit Co. The company will have its own delivery wagon here and deliver to dealers one day each week its products free of charge. This accommodation has been brought about by Mr. Barnhart, representative of the company for this territory with headquarters at Grand Rapids. By rules of the company this service is extended to towns of 10,000 population or more, where

the trade justifies it. Some towns of that size do not have it, and Ionia is the first town of less than 10,000 to obtain it.

**Shelby**—Samuel W. Webber, of the firm of Churchill & Webber, died at his home in Lyons from Bright's disease. He was a man of robust appearance and had only been sick a short time. He was a son of S. W. Webber, who with the late Judge W. H. Churchill and D. C. Oakes founded the Shelby Bank in 1883. The elder Webber visited Shelby at frequent intervals but the son, who succeeded to his interests only came at rare intervals and his part in the management of the Bank was not nominal. The death of Mr. Webber will in no way affect the affairs of the Bank. C. L. Churchill, who has been, since the death of his father, chief owner and active manager will now probably take over the interests of the Webber estate.

**Saginaw**—Plans have been completed for the new plant of the American Cash Register Co., which will remove its headquarters from Columbus to this city. The building will be 101 feet wide and 400 feet long, and one story in height, giving about 40,000 square feet of floor space. It will be of saw tooth brick construction. There will be an addition for the furnaces and boiler rooms, while offices will be provided for temporarily in the factory with the intention of constructing a separate office building later. Work is to commence at once and will be finished by November 15. Work will be carried on in such

a way as to complete parts of the factory at a time so it will be possible to start moving machinery here from the present plant at Columbus by the latter part of September.

**Don't Plunge in Ginseng.**

Washington, Aug. 10—Ginseng, for which practically the only market is China, where it is valued as a medical drug, has been shipped from the United States to the Orient at the rate of about 150,000 pounds, valued at more than \$1,000,000, a year during the past ten years, according to a report just issued by the Department of Agriculture. On account of the limited market and the fact that 700 acres, this area allowing for the seven years required for maturity of the root, would raise all that is needed, Dr. Walter Van Fleet, of Department's drug-plant investigation division, advises against "plunging" in ginseng.

"Ginseng," he said, "offers attractive possibilities to patient cultivators, who are in sympathy with limitations of growth and the slow development of woodland plants in general, and who are willing to make a material outlay with only scanty returns in view for several years."

The amount exported last year was 155,000 pounds, valued at \$7.20 a pound. Before the wild forest supply of the plant diminished so largely, it brought only 40 cents a pound. The native cultivation began only about fifteen years ago.

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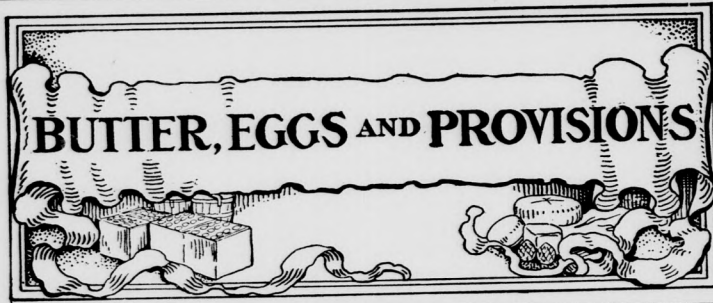
**ARTEMAS WARD**

Publisher

**50 Union Square**

**NEW YORK**





#### 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.

#### Grades of Poultry in the Wholesale Market.

There are more chickens and fowl sold than any other kind of poultry, which is but natural on account of the quantity raised. Of the fowl quoted there are only twelve or fifteen varieties. The reason is that, though a chicken has many different sizes and qualities, a fowl is a fowl everywhere as far as quality goes, the only practical difference being in the size. A fowl is tough and there is only one degree of toughness.

An Eastern fowl may sell for a little more than a Western fowl, but this is not usually the case, for, as I have said, a fowl is tough whether it comes from the West or from the East. The difference in fowl is in the size. Four weights are standard:

- 60 pounds and over to the dozen,
- 48 to 55 pounds to the dozen,
- 36 to 42 pounds to the dozen,
- Under 36 pounds to the dozen.

This makes the grading of single birds five pounds and over, four to four and a half pounds, three to three and a half pounds, and under three pounds. The difference in prices between these grades is from a cent to two cents, according to market conditions. For instance, the top grade was selling recently at 18½ cents a pound, the next grade at the same price, the three-to-three-and-a-half pounders at 17½ cents, and the smallest did not average over 16 cents.

Barrel-packed fowl were worth just about a cent less per pound than box-packed. The reason is the same as in the case of chickens; the grading in box-packed is closer and the quality and size run more evenly. There is a good deal in the fact that when a man buys a barrel of fowl he expects to pay a little less than he would have to pay for boxed fowl. If he intends to freeze barreled fowl they must all be repacked, whereas boxed fowl can go into the freezer just as they are received. Under barrel packings we have eight or ten quotations.

Four-pound fowl, average best, dry-packed, were selling at 17½¢, the last of June, while fowl under three and a half pounds ranged from 16 to 16½ cents. Southern fowl seldom sell over the poor Western grade, for quality is not usually good. They are small and the bones are more plentiful than the meat. Ohio and Michigan scalded fowl, the largest,

are worth about a cent less than other Western dry-picked, and if they are ice-packed the price drops off even more. The poorest fowl, familiarly called "culls," were a good sale at 10 cents.

There is one kind of poultry on which we have but one quotation—old roosters or as they are known on the market, "O. C.'s." No matter where old cocks come from they are all the same and sell at the same price, ranging from 12 to 12½ cent for the period in question. The demand is limited for cocks, many going to hotels and restaurants to be used in making soup. The next time you eat at a hotel and find a piece of meat in your chicken soup you can wager ten to one that it is from a former monarch of a country barnyard.

There are from five to ten different grades of ducks, according to the time of the year. The best is the Long Island duck, but after September there are none of these birds, freshly killed, on the market. However, great quantities of these ducks are put in cold storage during the summer season of production so that we have Long Island ducklings the year round. New Jersey and Pennsylvania produce ducks that are almost as good as those of Long Island and sell for about half a cent less.

The holiday markets bring in the Western spring ducks, the best of which are those from Wisconsin, which are stall-fed, and during the holidays they are worth 1½ cent a pound more than any other Western ducks, for they are large and fancy. Of the other Western ducks there are three grades: large and plump, average best, and inferior. The largest run a little over five pounds, the smallest we will say nothing about. I saw some on the Christmas market sold for 8 cents a pound—ducks that were meant for fertilizer, not for food. The first grade sold at that time at 17 cent, the second at 15, and for the poorest any price is good from 8 to 12 cents.

With ducks we always associate geese. All over the country Maryland geese are famous. They are large and fat and very soft-meated. The quality is the finest. But again from Wisconsin we have a stall-fed goose, on a par with that State's stall-fed duck and very nearly as good as a Maryland goose. In fact, on the present market there is not much difference as far as price goes, and it is the price that counts. On the other Western geese we have three quotations: fancy dry-packed, choice ice-packed, and inferior, selling at 15, 12 and 10 cents respectively. One will

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always find that ice-packed poultry early in the winter sells very slowly, and the price on that account is considerably less. Of course through the summer all poultry is ice-packed and there are no dry-packed quotations.

Turkeys, next to chickens, have the greatest number of grades. During the holiday markets there are from twenty to twenty-five quotations given on turkeys. At Thanksgiving the best grade is probably the fancy New York State turkey. He has had a better chance to fatten than his Southern competitor because of the cold weather. This is disputed by many commission merchants, especially those who do not receive any State turkeys. But the Maryland and Delaware and New Jersey turkeys are given the preference at all times. There is no question here about quality; they are fine.

Next come Virginia turkeys of good quality and size, selling at the same price as those of fair grade from Delaware. Rhode Island produces a good turkey, but few are seen on the New York market. Western turkeys packed in small boxes are worth fully one cent more than any other Western variety. Barrel and dry-packed, selected turkeys, dry-picked, often sell at around 20 cents, while scalded turkeys are 2 cents less. Tennessee and Kentucky dry-packed turkeys are classed together. The quality is only fair and the price correspondingly lower. From Texas comes the lowest-priced spring turkey on the market. The price is 2 cents lower than old hens and toms.

Just a casual glance at the frozen poultry quotations show us that there is a big increase in price over that figure at which they were stored. Fancy young tom turkeys were selling the latter part of June at 27 cents, corn-fed two pound broilers at 25 cents, corn-fed roasters at 20 cents, and fryers at 18 cents. Frozen capons Western sell at 26 cents.

Thus we have the entire market classification of poultry. It is complicated, but it shows just what the market demands, and what sections of the country produce the best of the different varieties. I want the reader to bear in mind, however, that the prices I have quoted are not set or standard. The market fluctuates every day; it is as uncertain as the weather. Weather, supply, demand, speculation, rumors and many other things take a hand in regulating the market.

Lee Edwards.

#### Ice Shortage for the Retail Butcher.

The present summer has been notable in the meat trade because of the high price of ice. A remarkably mild winter gave a short crop to the harvesters and, while the artificial ice manufacturers have been working their plants to full capacity, they hardly possess the facilities to make up the shortage in the natural supply. This increased price has naturally caused a good deal of suffering on the part of retail butcher, the larger ice bill in some cases digging deep into his profits and leaving him with a whole summer without a cent to show for it.

Refrigeration of some sort is an absolute necessity to the man who handles perishable goods, as does the butcher. He is entirely dependent on a constant supply of refrigerating materials in order to run his market on a successful basis, yet the average butcher takes no particular account of this, so long as the ice man comes around to his market every morning and delivers him a supply at a fairly reasonable price. When a shortage comes and the price soars, instead of looking for a substitute he grudgingly pays what is asked, because he has to, and takes it out of the ice man with complaints and kicks. That individual, though as unpopular as the coal man, has no more to do with the price of ice than the butcher himself.

The present price of ice to the large consumers, including the butcher, ranges about \$6 per ton, in comparison to the normal figure of \$3.50, which was paid earlier in the spring. This figure by no manner of means can be considered constant, as the supply in the ice houses is rapidly dwindling away, and it would not be surprising if the price jumped to \$8 or \$9 before the new crop is harvested. With this situation confronting him, it behooves the butcher to cast about for some means to check this increasing cost, and save a part of his profit for himself.

Mechanical refrigeration offers the solution. It is economical, efficient, convenient and keeps the box in better condition. Constant improvements in mechanical structure have simplified the operation of these machines to such an extent that any man can run one with hardly any instruction. They take up a minimum of space and give results that more than warrant the initial investment.

Just compare the market that uses artificial refrigeration and the market which uses ice refrigeration. The butcher who uses the latter opens his market in the morning and has to wait until the ice man puts the ice in the box before he can prepare for the day. When that gentleman is not punctual the butcher may start to serve this trade, but everything will have to stop short when the wagon finally backs up to the door. The big cakes, wet and dirty, are dragged in and heaved up into the box with many a grunt and not infrequently a string of oaths which are not particularly nice for the ladies in the shop at the time. After the ice man departs it takes a clerk an hour to an hour and one-half to clean up the mess, getting in the customers' way while he is doing it, and generally upsetting the shop for the greater part of the morning.

The varying quantities of ice that must of necessity be in the bunkers of your box naturally lead to varying temperatures, with the result that you are forced to trim quite a bit. If your ice man fails you, in many cases you will be compelled to trim away your whole profit. When ice is at a premium, as it is at the present day, you cannot get anybody except your own dealer to deliver you enough for your needs. The dealers naturally

take care of their own customers first, and very few of them have a surplus left at any time.

Those are a few of the disadvantages of natural ice refrigeration. Now let us look at the market which uses the refrigeration machine. This butcher is independent of any outsiders in keeping his box cool. He has his ice man down in his basement, and it can't be late. The pipes do not take up as much space as the ice bunkers, and he, therefore, gets more storage space, although his cooler may be no larger than that of the man who uses ice. He always has full control of his temperatures, thereby keeping his meat in a much better condition.

His shop is always neat and clean, there being no big cakes of ice to be dragged through it. His clerks' time is taken up in selling meat, as it should be, and not in doing the duties of porters.

Mechanical refrigeration offers great possibilities in allowing displays of meat to be made. For instance, few butchers use their show windows to much advantage, due to the fact that it is almost impossible to refrigerate them under the old system. The butcher who uses mechanical refrigeration finds this an easy thing to do. He backs up his show window, runs refrigeration pipes into it, and displays his meat to advantage.—Butchers' Advocate.

#### Entered the Ministry.

Senator Gore attended a recent Methodist convention at St. Joseph and when addressing the delegates told the following story:

"Once there was an accomplished hen with a brood of chickens—five roosters and five pullets—down in Oklahoma. The chicks matured and went their various ways, while the mother hen busied herself with a new brood.

"In the course of time Methodists came to the vicinity of 'Chickenville' to hold a conference, and, as might be expected, the five young roosters—fat, yellow-legged and extremely tender—were feasted upon by various and sundry preachers. The young pullets, left behind, were met by the mother hen a day or so later.

"My children," she asked, "where are your brothers?"

"They have entered the ministry."

"Bracing herself from the shock of disclosure, a look of resignation spread over bidd's countenance as she replied:

"Well, my dears, perhaps it is all for the best. They would not have made very good lay members, anyway."

The man who is all for himself is all for a pretty small man.

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Written for the Tradesman.

Treat everybody alike—that's my motto. But the only way to treat everybody alike is to treat them all different.

That fellow from Chicago who clerked for me one spell had that motto down fine. Man, woman or child, he gave them the same smile, same wording, same line of talk. It was adapted to, a girl about seventeen years old who wants a maple sundae and a pair of sheepseyes. That was the line Percy had practiced most, so he gave it to them all. The first day he was here Farmer Bennett came in—he's one of the kind you mustn't talk business to until he has visited round a spell and looked through the stock. Percy saw nobody was waiting on him and thought he would show us how they did it in Chicago. So he went twiddling up to him the same as if it was Geraldine, gave him a smile that was too sweet for anything, and asked him what he could do for him, like he was buying ice cream soda for Gladys—those were the girls he was talking about all the time, and that was where he got his training in salesmanship. Bennett gave him one look and snorted.

"Nothing," he says, and that's the last I saw of him for six weeks, and the only reason he came back then was that Henry Frost was too anxious to sell to him. To get along with Bennett you had to leave him alone, just barely let him know you saw him come in, pass the time of day with him next time you go down the aisle, and let him work up to the buying point by himself. Any time anybody tries to sell him anything, he thinks he is trying to do him. He didn't think that about Percy. He allowed Percy was hinting for him to get out because he didn't look pretty. And Percy not meaning any more harm than a pup that comes running up to have its ears pulled.

Some people that are not extra stylish and brag about it a good deal, are always looking out for someone to tread on their toes. Bennett was one of that kind. Talked a lot about being a plain man who didn't care for appearance, and quicker to get sore about nothing at all than a woman who wants to be coaxed into buying a new hat. I'll bet that when he went to school he had to wear breeches with a patch in the seat and he never got over it.

But as I was saying, you have to treat everyone different, and that is why I would rather have a country bred clerk, and better still, a hand picked and hand polished one, than

nine-tenths of these salesmen that come from the city. They have too much system.

Sure I believe in system, but there's reason in all things. Remember the time Tony Prospero bought a lot of second hand fixtures because they were cheap. And because he had them he used them, to get his money's worth out of them. So he used to put the stuff he sold in the carrier and send it up to the bundle desk and go to the desk and take it out of the carrier and wrap it up and send it back in the carrier and go back to the counter and take it out of the carrier and give it to the customer. Like the old lady in the street car. She opened her satchel and took out her purse and shut the satchel and opened the purse and took out a dime and shut the purse and opened the satchel and put in the purse and shut the satchel and the conductor gave her a nickel change and she opened the satchel and took out the purse and shut the satchel and opened the purse and put in the nickel and shut the purse and opened the satchel and put in the purse and shut the satchel. At that I have gone into Tony's place and bought things I didn't need just to see him go through his rigmorale.

You can't treat everybody alike—not precisely. There's Jim Bate's wife. She can take home anything in my store on approval. If she brings it back it hasn't been abused, and she doesn't bring it back just because she has changed her mind. Others, they ask to have it sent out on a whim and they send it back on another whim, with a third of the value knocked off it. I could name one who would make second hand goods of a keg of nails if they were set inside her kitchen door five minutes. The kids would manage to bite a piece out of each nail I do believe. Or get tar over them so they wouldn't drive. It wouldn't be any more surprising than the way they tracked up an art square that was sent to her house on approval. No, I'm not telling the name, but you all know who she is.

And exchanges. Of course, I have the same rule you do. Money cheerfully refunded if the goods are not exactly as represented. And if there is a defect I always try to tell the customer I am much obliged for calling attention to it, and I try to say it as though I meant it. In a way I really do mean it, but I guess nobody likes to have an article come back to the store, and it is hard not to look as if it was the customer's fault. But when a woman will cut into a piece of cloth and then send

it back because of some defect that I can't see, or return a box of strawberries Saturday night by telephone, or wear a pair of shoes three days and then complain that they hurt her, it bears down pretty hard on the cheerfulness. I think it was Marshall Field who had for his slogan, "The customer is always right." Well, it's a good rule, but when a customer is so terribly right all the time I just get to the point where I won't play. I don't mind a particular customer; some of the best trade I have are people like Jim Bate's wife, who look everything inside and out before they take it and weigh every package when they get home, government stamp or guarantee or not. But there's a difference between being particular and being picknickity. And you can't treat them alike.

Old Man Knowles used to treat everybody alike—as though they had come to rob him and he was going to defend himself or sell his life as dearly as possible. You had to do the buying and he sort of clutched the goods to the last minute. But once the sale was made, "a board's a play," was his rule. If he had got the best of it—and he always figured on doing it—why, that was what he was there for. Might as well go back and play a game of smear over as refund the money after the sale was made. Of course he had the same rule we have,—Money refunded if the goods are not exactly as represented. That rule you can find in the law books, I guess, up at the court house. But with Old Man Knowles that simply meant the deal stood unless she up and down lied, and he didn't lie. I never knew any money to be refunded as long as I worked for him. With us it means we return the money if the customer isn't satisfied—except those cases that are never satisfied.

Handling goods nowadays is mechanical in a way. In Old Man Knowles' time every deal was different. The goods have been pretty much standardized and so have the prices. I could go into any store within fifty miles of Buffalo Hump and mark prices and I bet the proprietor would never know the difference. But people are not standardized. In our business we're dealing with all kinds of folks, and between you and me, that is what makes it interesting.

Treat everybody alike—did you ever watch Tom Tibbetts at the cigar stand? It's better than a correspondence course in salesmanship. He has a different approach for every customer, different way of taking the cigars out, different way of showing the box, different way of taking the money and different way of giving the change. He doesn't know it, but that boy is an artist. A nickel in the slot machine will sell cigars. But no: the way Tom Tibbetts does it.

John S. Pardee.

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

## Supposing To-night FIRE

### Destroys Your Store

and with it your day book, journal and ledger, or credit account system.

What would you do TO-MORROW?  
WHAT COULD YOU DO?

The "CHAMPION"  
Complete Accountant is

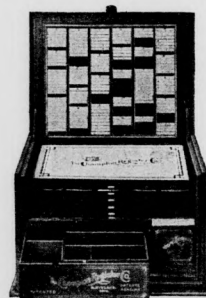
### FIREPROOF

We back this statement with a

**\$500**

**Guaranty Gold Bond**

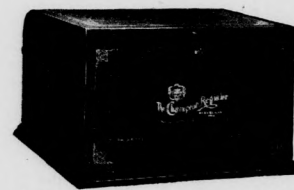
to the merchant. No insurance company will protect your accounts—WE WILL.



Open—A Desk, Money Drawer, Recorder, Filing System and Credit Register.

You are not only protected against fire, but also:

- 1—You know every cent you pay out or take in.
- 2—You can instantly tell what every person owes.
- 3—You save all bookkeeping
- 4—Your accounts are always "up to the minute."
- 5—You know how much each clerk sells.
- 6—You prevent disputed accounts, rebates and forgotten charges.
- 7—You have your finger constantly on the pulse of your business.



Closed—A Substantial, Fire-proof Safe.

### Champion Register Company

403-412 Society Savings Bldg.  
CLEVELAND, OHIO

Use the coupon today—be protected

Champion Register Co. Date.....  
Please send me information about the Champion Complete Accountant (Fire-proof.)

Name .....

Address .....

Business .....

No. Accts.....



## BANKRUPTCY MATTERS.

## Proceedings in Eastern District of Michigan.

Detroit, July 31.—In the matter of Taylor Brothers Company, bankrupt, of Battle Creek. Meeting of creditors held by Referee Joslyn to complete offer of composition and to carry out terms of offer. J. M. Powers reported that the \$35,000 had been raised, mortgage executed and moneys on deposit in Metropolitan State Bank of Detroit to the credit of the bankrupt and subject to the order of the referee. Form of mortgage to creditors and of bonds submitted for consideration of the court and creditors. Messrs. Sabin, Stewart and Leaby appointed committee of creditors to report on form of mortgage, name of Board of Directors and voting trustee agreement.

August 4.—In the matter of Harrison Fairchild, bankrupt. First meeting of creditors held by Referee Joslyn at the office of W. S. Putnam, Attorney, Ypsilanti. Present the bankrupt and Mr. Putnam, custodian. Bankrupt sworn and examined by the referee. William S. Putnam unanimously elected trustee and his bond fixed at \$2,000. The trustee is authorized to sell the entire plant and contents at not less than \$1,500 at any time on or before August 19. If not then sold, he is to report to the court, with recommendation as to the best manner to effect sale. He is also authorized to collect book accounts and employ assistance in doing so. Mr. Putnam has duly filed his written acceptance of the trust and also his bond, duly approved by the referee.

In the matter of Max J. Feldman and Peter Moskowitz, copartners, as Michigan Cap Co., bankrupts. Withdrawal of appearance of Finklestein Naitove & Co., in opposition to confirmation of the offer of composition in this cause filed. Referee Joslyn thereupon duly filed his report on the order to show cause why the composition should not be confirmed and recommending that same be confirmed.

August 5.—Order entered by Judge Sessions confirming the offer of composition in the above matter, also order of distribution. Receiver allowed, with the consent of bankrupts, the sum of \$50 as his compensation and receiver discharged.

In the matter of Albert McColgan, bankrupt, Detroit. Final meeting of creditors held. Final account of trustee allowed. Wm. J. Weakley allowed the sum of \$25 additional for services as custodian and a total of \$300 for attorney fee. The trustee is allowed the full statutory fee. After payment of administration expense, ordered that a second dividend of all but 2 per cent. of balance on hand be paid.

In the matter of Harry Disner, bankrupt, Detroit. The final distribution sheet has been made up and forwarded to the trustee to issue checks thereon. The total liabilities proven and allowed against the estate amount to \$3,302.19. The total assets realized was \$1,345.57 and will be distributed as follows: Dividends to unsecured creditors, \$1,063.19; exemptions paid to bankrupt, \$117.63; deposit fees, \$30; fees and commissions of referee, receiver and trustee, \$170.53; attorney fees, \$200; miscellaneous expense, \$175.22.

August 6.—In the matter of the Kastner Coal & Cartage Co., bankrupt, Detroit. The trustee reported that he had received a bid of \$23,500 for certain real estate of the bankrupt and also an offer of \$10,500 for certain other parcels of real estate belonging to this estate. The trustee recommended that the offers be not accepted and thereupon an order was duly entered refusing to confirm such sales and authorizing the trustee to return to the bidders the amounts deposited and to again sell the said parcels at either public or private sale, as might be determined to be most advantageous, and to report same to the court for action thereon. The trustee has been further ordered to pay the amount of the mortgages and the balance due on the land contract at once.

In the matter of F. B. Smith & Co., bankrupt. First meeting of creditors held by Referee Joslyn at the office of Baldwin & Alexander, Adrian. The bankrupt was not present. Franklin J. Russell, Adrian, elected trustee with bond fixed at \$900.

In the matter of R. S. & J. D. Patterson, bankrupt, Port Huron. The final meeting of creditors has been called to be held at the office of Referee Joslyn August 15 upon the trustee's final account, administration expenses and to declare final dividends and close the estate.

In the matter of Jacob F. Meier Co., bankrupt, Detroit. The final meeting of creditors has been called in this case to be held at the office of the referee August 15, at which time the trustee's account will be considered, the administration expenses allowed, final dividend declared and the estate closed.

August 8.—In the matter of James E. Barker and Joseph Sauer, individually and as copartners doing business as Barker & Sauer. Voluntary petitions and schedules duly filed with the District Clerk and referred to the referee for his action thereon in the absence of the Judge. The partnership schedules of unsecured creditors, the unsecured liabilities amounting to \$1,305.92. All local creditors. The property listed by the

partnership is as follows: One gray mare, \$50; harness and two wagons, \$80; utensils and fixtures used in bakery business, now in storage, \$120; paid attorneys in these proceedings, \$100. The above property is claimed as exempt. No individual liabilities beyond partnership liability is scheduled. James E. Barker lists the following property: Household goods and personal effects, claimed as exempt, no value stated; insurance policy in the sum of \$1,000, in the Sun Life Insurance Co., of Montreal, payable to wife and held by said company as collateral for loan, no value stated; tools used in and about trade of gas engine repairer, \$50. Joseph Sauer also schedules no liabilities beyond the partnership debts and lists household goods and personal effects, no stated value, and insurance policy in the sum of \$1,000 in Sun Life Insurance Co., of Montreal, payable to wife and held by company as collateral for loan.

In the matter of W. G. May Morrison Company, bankrupt. The final distribution sheet in this matter has been made up and forwarded to the trustee to issue checks thereon. The total liabilities proved and allowed against this estate were: Secured claims, \$486.93; unsecured, \$5,868.09. The total assets realized were \$3,101.13 and will be disbursed as follows: Dividends to unsecured creditors, \$2,077.02; payments to secured creditors, \$486.93; deposit fees, \$30; fees and commissions of referee, receiver and trustee, \$139.16; attorney fees, \$300; miscellaneous expense \$68.02.

## The Inconsistency of James Goldstein.

Mears, Aug. 11—I made a canvass of the Hart merchants, trying to get some news, but they are as badly side tracked as I am. I did beg each one to spare me just half a minute to tell me all they knew, which they willingly did, and no one overruled their time limit either. Well, to sum it all up, we, collectively and individually, separately and as a whole, know enough to read, enjoy and appreciate the Tradesman. That's surely a whole lot to know in just a little while. Now, I faithfully promised to cut out spoiling your good paper. I am writing to ask you to please fine James Goldstein 37 cents for that near poetry of his in the last issue. Didn't you give everyone fair warning that you had put the kibosh on that awful stuff? Why should Jim be immune? Look at the inconsistency of him (in any other person I would say nerve). He comes out in a July issue with his hands raised in holy horror, protesting against near poetry. Then in the next issue rings in a little four-lined verse. He must be related to the preacher who said, "Do as I say, not as I do." Please fine him. He has it coming. Between you and me and the corner drug store, I am glad the fines don't cover past misdemeanors. Darned if I'm not sore at Jim. The idea of his getting jealous and calling me names. A humorist, bosh! In all my less than 65 years of selling ice cream, wagon grease, silk thread and American Beauty corsets, I have been called most everything and anything under the moon, but I protest against Jim Goldstein, an almost total stranger, slipping that on me. The next I hear from Goldstein he will be trying, either to have me hung or tried for insanity. Well, friend Goldstein, you surely put me on the blink, as the minute my wife read your dig, she packed up her Sunday sunbonnet and made me motor down to Muskegon and she and my daughter took the boat to Chicago. I think after they spend a couple of weeks at our old home at Freeport, Ill., they will discover they love me still (the trouble is, I am seldom still) and will return. The weeks they spend visiting won't affect my pocket book. Women are better financiers than men. They can

room around and have a good time on half the amount it takes for me thirteen hours in Grand Rapids. How comes it so?

Here is some news from your Movements of Merchants: Venus Handy, who recently sold his barber shop in Hart, has nearly bought S. Sloan's ice cream parlor in Mears. Horace Lattin is assisting Frank and Venus with the invoicing. After three weeks of hard work, they have finished the inventoring. We gain in population and Hart loses a Handy barber.

Ches Brubaker.

## Received No Returns.

Said a mother to her young hopeful, noting an omission in the latter's bedtime duties:

"Aren't you going to say your prayers, Willie?"

Answered Willie, who had asked in vain for certain impossible favors:

"No, I'm not. I'm tired of praying for this family and getting no results."

## As They See Each Other.

## The Farmer.

This farming! I swan, it's a pity  
When I was a young one and active,  
That I didn't go into the city  
And do something good and attractive.  
My back has grown crooked and double  
From hoeing and plowing and raking;  
Rheumatics and kidney trouble  
Have left me discouraged and aching;  
My buying this farm was a blunder;  
I'm poor and I'm old and unhealthy—  
If I'd gone to the city, by thunder!  
I might be contented and wealthy.

## The Banker.

I've plodded my way as a banker  
For something like forty-five years now;  
And my life has grown blander and blander,  
And there isn't much left me that cheers now;  
My back becomes rounder and rounder  
As over my books I am bending;  
Dame Fortune—I never have found her,  
Though I've sought her with efforts unending.  
Farm life is the life I was meant for;  
My choice was a huge piece of folly;  
What have I grown crabbed and bent for,  
When I might have been happy and jolly?



Tradewinners 1913

**Built for Service**  
**Wear Like Iron**

**In Stock**  
**Ready for**  
**Shipment**

**Mail Orders**  
**Solicited and**  
**Promptly**  
**Attended to**

No. 979—Men's Gun Metal Calf. Button, Goodyear Welt, ½ Double Sole, up-to-date, perfect fitting last . . . Price **\$2.35**  
No. 960—As above. Blucher . . . . . Price **\$2.35**

**HEROLD-BERTSCH SHOE CO.** Mfrs. of Serviceable Footwear  
Grand Rapids, Michigan

**JAPANESE NIGHTS**  
**AT**  
**RAMONA PARK**  
**AUGUST 20-21**

**RAMONA THEATRE**

ALL THIS WEEK

**HARDEEN**

The Handcuff King

**THE MOZARTS**  
"Snowed In"

**INZA & LOVELLA**  
"Bumps the Bumps"

**4—OTHER BIG ACTS—4**

Matinees at 3:00 10c and 20c.

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

SEAT ON SALE AT PECK'S DRUG STORE



### Personality—Is Yours of the Right Kind?

Written for the Tradesman.

Personality is a powerful force; be sure that yours works for you and not against you.

Here is an illustration of personality working against a merchant.

Mrs. Mather is about to buy material for a silk dress. As she expects this to be her best rig for the coming fall and winter, and "some gown," she has been to all the dry goods stores in her town and made careful examination of what each has to offer, deciding just this morning to buy at Chiswold's.

"But I don't want to buy my dress at Chiswold's," she declares. "I don't want to buy anything there. I don't want ever to go into that store again. I'd rather visit a morgue any time. I never go there unless I am thinking of buying something that amounts to enough that I feel it my bounden duty to go around and see where I can do the very best.

"This time that happens to be at Chiswold's. In fact, there is only one other place in town where they have the kind of silk I want in the shade I want. There they ask 20 cents a yard more than at Chiswold's, and the goods is not a bit better nor handsomer; so of course I feel I must buy where I can do the best.

"But Mr. Chiswold, who happened to wait on me himself, was so disagreeable when I was in yesterday to see about it! He is not a rich man at all, nor can I see any reason why he should consider himself any better than other people, but he always makes one feel so poor and so little and so insignificant, and that he is conferring such an extraordinary favor to show one a few pieces of goods.

"He seems to think that one ought to buy, and buy at once, and buy just the particular thing that he is most anxious to sell. I never was in his store in my life that he didn't try to argue me into taking something I didn't want. He did yesterday. Then he has such a sneering way with him. When I asked for a little clipping of the silk, he gave it to me remarking at the time that in order to make a sale now-a-days a dealer is expected to hand out samples enough that if sewed together they would make a dress. His clerks are just like him—he has impressed his personality upon all of them. Everyone there seems to have been hit with the same club.

"I shall go there to get my silk, but as a matter of personal prefer-

ence I should far rather spend my money at any one of the other places. And I shan't buy another thing there. The lace and ornaments that I want for making up the dress I shall get at Stillson's, where they were so very kind about showing me all they had in that line. I know a whole lot of women that feel just as I do about Chiswold's."

Now this merchant Chiswold furnishes an example of a personality that repels, antagonizes, creates a barrier between himself and possible customers. It is true that he sells some goods in spite of his personality, but it is clear that except as he may offer a very low price, an exceptionally beautiful pattern, or some other plum, patronage will go to his more magnetic competitors.

Here is an example of personality working in behalf of a business.

Mr. Ralston has it in for the express companies. He has read the magazine and newspaper articles about them, and has at his tongue's end the hand-over-fist manner in which the companies have made money, their extortionate, not to say dishonest practices, and all the fiscal and ethical irregularities with which they are charged.

Last week he wanted to send some drawings, hand-made posters, etc., to an acquaintance in a neighboring state. Of course he bethought him of the parcel post, of which he is an especially staunch supporter, and dropped into the post office. He explained to the lady at the information window the nature of what he wanted to send and asked the rate.

"Letter postage—two cents an ounce," came the reply.

"But there will be no writing inside," protested Ralston.

"All hand work is first-class," persisted the lady.

The package would be quite heavy, and letter postage, even though the proceeds would go to his beloved Government and be just so much toward the support of his particular pet hobbies, was more than Ralston would stand for.

Clearly Uncle Sam's handmaiden was mistaken about the rate, but Ralston has had much experience and must get the drawings off that day, so he didn't argue the matter.

He went home, picked up his drawings and posters, placed them between two pieces of pasteboard he chanced to have handy, and with a martyred air went to the nearest express office, which happened to be that of the very company that has waxed the richest off the people's necessities.

# 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.**

*We Have Greatly Enlarged Our*

## Hosiery and Underwear Department

by the addition of two floors to our building. Our stock is heavier and our line is larger and better than ever before. It will pay you to examine our Cotton and Wool Hosiery before purchasing your fall stock.


Our underwear line includes such advertised brands as Vellastic, Setsnug, Queen, Atlas, Piqua, Darthmouth, Hanes, Lambsdown, Faith, Tivoli, Lackawanna, Wright's Health and Mole-skin.

**Paul Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Michigan

# Bed Blankets

We carry them in a variety of different grades, all new goods at prices that are right. 

**Cotton Blankets in Tan, Gray and White.**

**Woolnap Blankets in Tan, Gray and White.**

**Gray Camp Blankets Weighing 5, 6 and 7 Pounds.**

**Wool Mixed Blankets in Gray and White.**

**All Wool Blankets in White, Gray and Scarlet.**

**Hospital Blankets in Gray, Tan and Blue.**

**Wool Plaid Blankets in Light and Dark Styles.**



**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan



There, to quote Ralston's own words, he found a man whom, "although in the employ of one of the most nefarious organizations that disgrace the footstool, it was a genuine pleasure to do business with. It was a joy merely to see the ease and skill with which he decided upon the classification and looked up the rate."

In times past Ralston has had many a set-to with express clerks who were slow and stupid and blundering in looking up rates, or reluctant to do it at all.

Then the clerk examined the pasteboards, made a little favorable comment upon the drawings and posters and said that a thin piece of board really should be placed beneath; otherwise the corners were likely to become crumpled or even torn.

Ralston does not like fuss and bother, but the clerk's persuasive manner and friendly interest in his affairs had won him over completely. Certainly the package ought to be properly protected.

He found an art store near by, where they consented to sell him a piece of unplanned quarter-inch stuff a foot wide by two and a half feet long, for fifteen cents, claiming this was the exact cost.

As Ralston used to work in a lumber yard he quickly figured it out that this would be paying at the rate of something over \$200 per thousand for rough lumber. While Ralston is not a niggardly man, he has a special aversion to being trimmed. But the little man at the express office had persuaded him so convincingly or convinced him so persuasively of the need of a board, that he paid the price without comment.

He went back to the office. The clerk pronounced the board just right, slipped it in place, and then very deftly and also willingly and cheerfully wrapped the package in tough paper and tied it securely with strong string, all the while chatting pleasantly with Ralston.

"Of course I am as much down on the express companies as ever," Ralston says, "but it's pleasant to be treated right even by a grinding monopoly. If ever I have to patronize the express again, I shall go right back to that office and to that very pleasant little man."

Now if pleasing and agreeable personality can so draw the fangs of prejudice in as good a hater as Ralston, notwithstanding the episode of having to pay an exorbitant price for a scrap of board, what can it not do in attracting the easily persuaded common run of people to a store? Personality is great, only it should be the kind that works for and not against a business. Fabrix.

#### Colossal Waste of Energy.

The policy of fixed salaries for certain work, which some corporations adhere to, is open to question on purely economic grounds. It often causes a waste of energy far greater than a variation of the policy might cause.

A department manager in a large

concern was allowed \$15 a week for a stenographer. He secured the services of a young woman at that figure, although she was actually worth only about \$10 per week, patiently taught her all the intricacies of his work and was able to shift upon her much of the detail which had been requiring his personal attention. He had just begun to use this freedom to work out some new plans for the development of his department when the stenographer asked for more money—a good position being open to her elsewhere—because she had made a good year's progress in her work. The manager was obliged to inform her that he was helpless in the matter, as the firm had fixed the salary of a stenographer for him at \$15, had declined to increase it before and would do so again. Accordingly she left—and the manager was obliged to give up his freedom and his new plans and begin all over again to break in a new helper to carry on the burden of detail which otherwise would hold him to his desk. All his former effort at organizing his work had been lost—just as it would be again with the next helper.

There is a colossal waste of energy caused by the theory of fixed salaries—for the same thing must happen thousands of times.

Chas. Barnes.

#### Fall Suits and Coat Lengths.

The following resolution on standard lengths for the fall of 1913 was adopted at the United Cloak and Suit Designers' convention:

"In semi-annual discharge of a responsibility entrusted to us by the universal consent of the American cloak and suit trades and in regular reaffirmation of our first move toward American sartorial home rule:

"We, the United Cloak and Suit Designers of America, in convention assembled, agreeing that the coming season's tendency will be toward cut-away effects, and that the standard garment of the coming season can no more be considered as a straight-bottom jacket;

"Hereby adopt 38 inches as the standard length for suit jackets for the coming fall season, 1913.

"Whereas, the tendency of the coming season, in full length coats will be toward those shorter effects which keep the bottom of the garment from sweeping the ground, we therefore;

"Adopt 50 inches for the standard full length coat, and 46 inches for more stylish effects."

#### Value of Determination.

Determination has quite as much as means or opportunity to do with giving one success. If a man is determined to do, he will be likely to do whether things favor or oppose him. If a man makes up his mind that, as things are, he cannot do what he ought to do, or would like to do, he will not be likely to accomplish anything, however circumstances combine to help him. "Only Omnipotence can hinder a determined man," and Omnipotence will not oppose a determined man who is set in

the right direction. It is not the opportunity that a man has, or the tools that are available to him, but it is the determination with which he pushes on against unfavorable circumstances, and with which he uses such tools as are available, that settles the question of how much he amounts to and what he accomplishes in life.

#### Puzzled the Preacher.

An earnest-minded youngster seized the opportunity of the minister's visit to put a perplexing question.

"Dr. So-and-so," he asked sweetly, "angels have wings, haven't they?"

"Yes, Bobbie."

"Then," meditatively, "what do they do with them when they want to sit down or go to bed?"



Like Every Success  
**Mapleine**  
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.



TO REACH YOUR  
**PATRONS AND FRIENDS**  
USE  
**A MICHIGAN STATE TELEPHONE**

## We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

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

Established in 1873

BEST EQUIPPED FIRM IN THE STATE  
**Steam and Water Heating  
Iron Pipe  
Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work**

THE WEATHERLY CO.  
218 Pearl Street Grand Rapids, Mich.

## 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

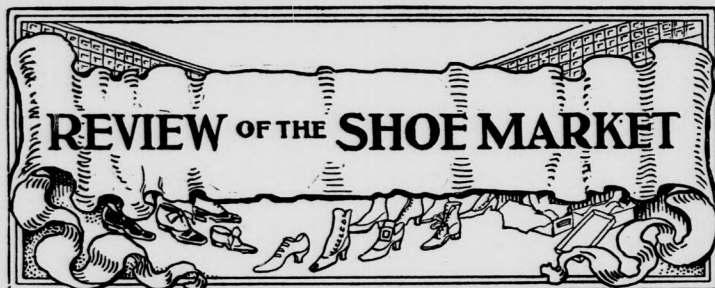
## Modern Plant Complete Stock Competent Organization Location

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



### Make Your Advertising Striking and Effective.

Shoe advertising is the making known, in some form of public notice, of information regarding shoes as desirable merchandise to buy. Successful shoe advertising, in the run of the day's work, is an art, a science, a philosophy, a subject and result of thought and hard work, and a matter of fact and common sense. As such, it may be analyzed into elements concerning which theories may be announced and principles predicated.

The first thing a man should seek to do is to give his advertising character. He may give character to the appearance of his advertising by skillful use of drawn signature and original border, careful selection of type panels and illustrations. He may give heart and substance to this character by the honesty, conservatism, directness, simplicity, common sense and logic of his arguments in the text of his advertising. If his advertising is successful in steadily building up the business, then he will know that he has succeeded in creating real character in his advertising.

The shoe merchant has only begun his campaign when he has signed contract with the newspapers. These contracts are written orders for a certain number of columns of blank space. That space is worth nothing until it is filled with "copy." Sometimes a merchant will pay about forty dollars for the blank space, and use about forty cents worth of time in filling it—making the whole expenditure a poor investment. I ask for more thought and consideration to be given to the "copy" that advertises shoes throughout America.

You say that you want your advertising to be striking, attractive and effective?—that you want it to help you into the good favor of the community, and to build up for you an enviable reputation in the world of local business? Then do not forget that only the best "copy" should appear over your firm name. There is a way to reach the intelligence of every person who sees your advertisement. It devolves upon the writer of the advertisement to discover that way, to reach each man and woman, make their acquaintance and secure a favorable introduction and cordial welcome for you and your merchandise.

This matter of "copy" writing is rather complex. First, the attention and interest of the consumer must be aroused; this must be followed by creating a desire for possession, which if affected by writing into the copy those qualities of clearness, force

and earnestness upon which all conviction rests. Crowning this, there must be the persuasive touch that facilitates the final victory—the actual making of the sale.

The chief reliance for success must be placed upon truth and accuracy, for the advertising man who allows himself to write with extravagance and exaggeration, has stepped beyond the boundaries of prudence.

In this connection let us note the necessity for truth and honesty in advertising.

The advertising man occupies a peculiar position in the business world. He may be either a man employed by a merchant, or the merchant himself, and hence he represents the seller of the merchandise. But, by the very fact of the publicity of his announcements, he puts himself into a special relation with the public in which he stands as the representative of all those men and women who will be, or may be, buyers of the merchandise. In this sense, he does not hold a strictly private position, but rather occupies a public office. The words he writes have the free interpretation of any and all who see his advertisement in newspaper, magazine, store literature, street car cards, window cards, or anywhere else. He is, therefore, under equal obligations to be true to the customer and to the merchant.

"Honesty is the best policy" is a saying old and trite, but never truer than in the business world of to-day. It is more generally appreciated than ever before. Hence the talk of doing something to prevent the continuance of fraudulent and undesirable advertising of shoes, which the honest shoe advertiser realizes is a danger and a menace to all legitimate advertising, in that it misrepresents character of goods and conditions of merchandizing.

I venture the prediction that it will not be many years before shoe retailers, through their local, state and National associations, will secure and enforce laws that will make it impossible for any dealer to advertise "sample shoes in all sizes" for every business day in the year—or for any dealer to advertise that, by climbing a flight of stairs the customer can "save from one to three dollars on every pair"—or for any dealer to put on sale job lots of shoes four or five years old, so old and out of date that it is difficult to imagine how any manufacturer could accumulate such an assortment of junk, and to advertise such stuff as a special sale of "all the newest and best of the season's lasts and patterns." Organiza-

## Never Lose Sight of This Fact



R. K. L. SHOES MAKE CUSTOMERS OF FRIENDS OF CUSTOMERS

Rindge, Kalmbach, Logie & Co., Ltd.  
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.



tion of retailers is going to do away with all of this.

Honest shoe advertising is powerful and effective, exerting its force according to the law of nature so well expressed by the famous essayist, who said, "It is the privilege of truth to make itself believed." The successful advertising man was either born honest, has acquired honesty or has had it thrust upon him, and has established for himself a high standard of honesty, looking toward justice and equity for the consumer. For he knows that by living up to this standard, he can communicate to the readers of his advertising his own knowledge of the goods he advertises, and his faith and confidence in them, and so inspire in the public respect and a wish to deal with him in business.

After ten years of advertising experience, I pin my faith to fact. The strongest, most persuasive and effective statement that can be made is a statement of fact. How important, then, that we should deal at first hand with all the facts concerning our merchandise, not indirectly through the perhaps over-enthusiastic buyer or salesman, but directly, with the goods in our hands, subject to the tests of our own sight and touch. When we have discovered and verified the facts, there is no better advertising than to give these facts frankly to the public.

In stating facts, aim at simplicity—not at smartness, cleverness or

spectacular effect. Let us, if we can, be fresh, vigorous, forceful, direct, different and varied even to novelty in our style, but more than all else let us be simple. The necessity of strict adherence to truth and simplicity is well expressed in the words of a traveler and writer of a past generation, who says:

"I remember, when in my younger days, I had heard of the wonders of Italian painting, I fancied the great pictures would be great strangers; some surprising combination of color and form; a foreign wonder, barbaric pearl and gold. When I came at last to Rome, and saw with eyes the pictures, I found that genius left to novices the gay and fantastic and ostentations, and itself pierced directly to the simple and true; that it was familiar and sincere. I now require this of all pictures, that they domesticate me, not that they dazzle me. Pictures must not be too picturesque. Nothing astonishes men so much as common sense and plain dealing. All great actions have been simple, and all great pictures are."

We may add—without being charged with facetiousness, I hope—that all great shoe advertisements and advertising campaigns will be simple, also, for the words of this thinker are quite as applicable to genius in shoe advertising as to the genius of Italian painters in composition and coloring.

Just a few personal conclusions, culled from my experience, may have something of interest. I am convinced of their accuracy, although that might be difficult of demonstration.

There is nothing to equal newspaper advertising to bring purchasers into a shoe store.

Use as much newspaper space as your volume of business will stand, carefully selecting the publications in which your publicity will appear, and signing the largest contracts you can afford.

Use large space for the individual advertisements, on the ground that it has been proved that doubling the space more than triples the results, and quadrupling the space increases the returns more than six times.

Make your advertising continuous, in season and out of season, pushing the campaign when the season is on, but never dropping out entirely even in the dullest season. Dull season advertising increases the harvest when trade begins.

Supplement your newspaper advertising by showing the actual goods as advertised, in windows and in inside display cases. These shoe displays exert on many people the final psychological force required to change a desire to possess the goods into a determination to buy.

Do not be afraid to put plenty of reading matter into your advertisements, of course, without crowding. Give strong display to headlines, prices and firm name to win the notice of men and women who merely skim advertisements; but add, in smaller type, complete arguments for the perusal of those who will read advertisements through and through. Thus you reach both classes, each in

the way in which it is most deeply affected.

Do not expect your advertising to do more than bring people into your store; it is not to be relied upon to sell the goods. For the actual selling of shoes, salesmanship and store service will be responsible.

Though there have been such things as advertisements in all ages and in almost all lands, modern advertising, including shoe advertising, is only in its period of beginnings. For the present, it is both a beginning—and an encouragement of greater things in the future. We are reaching a point where we may expect market innovations and development—an evolutionary process into another stage of progress. Exactly what it will be, no man knows. But we do know that it will follow psychological principles—that it will be simple, direct and common sense—and that it will be to the advantage of the consuming public. No class of merchants, should watch this development with more attentive interest than American's shoe retailers.—O. K. Johnson in Shoe Retailer.

One kind of a coward is a man who remains away from his office the first day of each month.



# Get to Know Our Salesmen

They Are Now Out With Our **NEW SPRING LINE**  
of the following **SPECIALTIES**

## *The Wonderful Shoe for Men*

A Strictly High Grade  
Dress Shoe.

All Goodyear Welts.

Specialties in B-C-D and E Width.

## *The Delightful Shoe for Women*

The name tells all, and means  
what it implies.

Snappy Goodyear-Welt Shoes  
in the latest modes and in  
B-C-D-E widths.

## *The Tredrite Shoe*

Medium Grade Fine Shoes.  
Built for service but with  
lots of snap. In both Good-  
year Welt and McKay Welts.

D-E-EE wide.

## *The MICHIGAN DAIRYMAN'S Shoe*

For the man who works.

Solid western made work shoes  
in Goodyear Welt and Standard  
screw, made to stay put—whole  
vamps and solid. Trade builders.

## TERMS AND PRICES

Compare our prices with any or all considering the quality.

Deduct 10% for all bills paid strictly within 10 days from date thereof.

Are you wise enough to get what is coming to you?

Ask to see the line.

## Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



#### A STORY IN RHYME.

An implement farmer moved into our town  
 Who thought himself wise, and looking around  
 Saw a man called "A Dealer" living at ease  
 Raking in money with a go as you please.  
 "Now", says the farmer, "there's room for one more,  
 I'll buy me an auto and rent me a store,  
 Make a contract of sale of goods in my line.  
 Place them on the market. Now that looks fine.  
 I'll contract the spreaders, they ought to sell,  
 Perhaps, too, a binder and mower as well.  
 These are the ones that bring a good price;  
 I'll clean up a thousand or more in a thrice.  
 I own my home, as well a good farm,  
 And am sure I can trade without doing harm.  
 The makers will do it because I am good  
 And what I don't know, no one else should."  
 So muses this farmer as he gets into line,  
 To make a "new dealer" and do it up fine.  
 Away goes a letter to the harvester man,  
 Who sends down a blockman as fast as he can  
 To write up his contract in wonderful haste,  
 For sure this poor farmer has money to waste.  
 And as he is good without much to learn,  
 He draws up a contract and gives him a turn.  
 "Now," says the blockman, "Let's take a ride;  
 I have a good prospect, with others beside;  
 We'll canvass the country and beat Dealer Brown  
 Who has sold them for years, the oldest in town.  
 We'll start in with Jones for he wants to buy,  
 And next go to Smith and give him a try.  
 We'll sell two or three to give you a start,  
 By getting signed orders, which you have a part."  
 They drive up to Jones' as fast as they can  
 To give him a smile, extend out a hand.  
 Well, Jones he falls for it, so easy you see,  
 But first names the price before he'll agree  
 To sign up the order. "Pay in the fall—  
 If the crops fail you, don't pay it at all.  
 The payments are easy, one, two, three years,  
 The machines will make good, don't have any fears."  
 "We'll now drive to Smith's and give him a rub,  
 I'll keep the order, you keep the stub.  
 When he gets his machine, throw in the twine  
 We think we can hold him to payments on time.  
 We close for the moment, sale number one,  
 You've made a good profit, your start has begun.  
 When we get up to Smith's, you bring it around,  
 This is the place where the best crops are found.  
 For Smith is a sooner and hard to agree,  
 Money sticks to him like bark to a tree.  
 He will work hard to lower our price  
 But to take on his order, will look very nice.  
 But here we are now." "Smith, how do you do;  
 We just drove over and were looking for you;  
 We heard you are needing a binder to bind  
 And we are out selling just the right kind."  
 "Oh, ho," says Smith smiling, "now what is your price?  
 I hear that your binder works wonderfully nice,  
 But I have been talking with a dealer named Brown  
 Who has been for years selling binders around.  
 His prices are higher, though he deals on the square,  
 And when I need parts, he has them all there.  
 Now if you sell me, you must beat Dealer Brown  
 Or I'll get it from him when I next go to town.  
 He has a standard machine—time tested and tried—  
 Will work with two horses, carry bundles besides."  
 "Well," quotes the agent, "what you say may be true;  
 Here is the point, what we say we will do.  
 We build a machine with a hundred less parts,  
 It is well put together by men of high arts.  
 When it ties up a bundle it wastes not of string,  
 Don't clog in the aprons, it's an open end thing.  
 The levers work easy, all parts free from flaws  
 And sure it's a wonder how easy it draws."  
 "Very well," says Smith smiling, "how much for cash?  
 You throw in the twine, a whip with a lash,  
 A set of those trucks, canvas cover and knives,  
 For I want all the fixings," Smith quickly replies.  
 "Now, Mr. Smith, that's a lot to throw in,  
 But we want your order as you have the tin.  
 We'll throw in the extras for one thirty five  
 Deliver it here with two extra knives."  
 "No, you can do better, or I'll go and see Brown  
 Who has quoted me better if I bring it from town.  
 But say, Mr. Agent, how are you on the trade?  
 I've an old machine there, the best ever made.  
 If you will take that and allow me enough

## H. Eikenhout & Sons

### Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Figure out how much Building Paper you can use  
 this fall, and let us give you a price on it.

## Order Hay Tools Now

AND BE SUPPLIED, AS  
 THE SEASON IS SHORT

### We Carry

Meyers Hay Tools  
 Whitlock Rope  
 Diamond Steel Goods  
 Blood's Scythes  
 Fenn's Snaths  
 Pike & Carborundum Scythe Stones

### Other Seasonable Goods

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

### Garden Hose

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

## Michigan Hardware Company

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

## Foster, Stevens & Co.

### Wholesale Hardware



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

Grand Rapids, Mich.

## Use Tradesman Coupons



I'll give you the cash and buy of your stuff.  
 You are still making half," as he bluffs their surprise  
 Whose skin would crack if he closed up his eyes.  
 Up speaks the new dealer, "We must have your biz  
 And if price does the business, cut price it is.  
 We'll take your machine and cut it a ten,  
 So sign up the order, here is pencil or pen."  
 This closes the finals to deal number two,  
 Puts over another, what else could they do?  
 So on after the others, whoever they be  
 And finally land their man number three.  
 This manner of sales runs on until fall  
 When a settlement man on the new dealer calls.  
 "I've called to make settlement," he says un-abashed,  
 "Hand over your note and give me the cash.  
 You owe me two thousand, a little bit more."  
 "But I've not got it," says the man of the store.  
 "Where has it gone," says the man who is wise,  
 "I vow I don't know," with a look of surprise.  
 "I had a good sale, some sold for cash,  
 Some I have traded for a lot of old trash."  
 For some I took notes, as good as the bank  
 And a horse that I took, was re-sold to Hank.  
 Now I figure it up there must be some lost.  
 We sold at a profit, how much did they cost?"  
 "Now, Mr. New Dealer, we'll be easy on you,  
 Take your note for a balance, a thousand is due.  
 We've figured your notes and counted your cash,  
 The balance will settle, without counting the trash,  
 Your note with a mortgage secured by the farm  
 We'll accept without interest, so don't look alarmed.  
 We'll give you a contract on which to make good,  
 Others have done it, you could if you would.  
 Now you have signed it, thanks that's all right,  
 I'll pocket the proceeds and bid you good-night."  
 "Now," ponders the New Dealer, "I'll try it again,  
 Trust to my luck, for they all do the same.  
 I'll buy for a hundred and add on a ten,  
 Sure in the difference is the profit, by hen.  
 Now Brown over there, is taking his ease  
 Has laid by some money by selling to please.  
 He started in business not so many years ago  
 And how he made good, I reckon I know.  
 I'll go and do likewise, I'll get in the game  
 Sell Tom, Dick and Harry, no matter what name.  
 As long as I sell for more than the cost  
 I'm sure that the profits will cover my loss."  
 We will now draw the curtain, step over to Brown's  
 The man who made good and ease he had found.  
 We'll ask him to loan us his key to success  
 The one that all dealers ought to possess.  
 "I'll be only too glad," says frank Mr. Brown  
 To show you the way that I to success found.  
 That brought me my trade, made me some cash,  
 How I guard against losses, resulting in smash.  
 I first buy my goods of those who are fair,  
 Who do not play double and feed me hot air.  
 Now when they arrive, I check the goods in,  
 If it happens repairs, I place them in bins,  
 All numbered and lettered according to part  
 Where I could go to them alone in the dark.  
 The regular goods, I place on my floor  
 With samples complete set up by the door.  
 With this all finished, I figure my cost  
 And sure with my figures to cover all loss,  
 By charging up time, my rent and expense,  
 Even postage I add, for my future defense.  
 Upon this I add profit, this key I possess  
 And standing firmly by it, to reach my success.  
 In selling my goods I try to be nice,  
 And quote one and all, my one only price.  
 Some may remonstrate and say, neighbor Jim  
 Has quoted him better, a special to him.  
 For this I care not nor do I complain,  
 But show them my service, 'tis this I explain.  
 I show them though higher they money will save,  
 I stick to the truth, though they say I'm a knave,  
 And when I have sold him he is pleased to declare  
 That Brown sells the goods, no other compare.  
 They go from my store no troubles to brood,  
 Their troubles are ended, I knew that they would.  
 They always come back when they want any more,  
 This is the way we succeed with our store.  
 I read the trade journals, all published by men  
 The "Savers of life," by the power of pen;  
 They may not be holy or always just right,  
 It's a help to us all to read what they write.  
 Upon every subject they speak out the truth,  
 And when they hit hard can furnish the proof.  
 They teach us the difference between sword and pen,  
 That a little more gospel will make better men.  
 They help extend trade, if we wish to apply  
 The methods they teach and of whom to buy.  
 Their columns are full of the latest and best,  
 From these I posted and gave them a test.  
 I wish to make mention of paying my bills  
 Without worry or fright that brings nervous chills,  
 I buy what is needed, they can sell me no more  
 Or I would be filled from garret to floor,  
 Discount my bills promptly, not several days late  
 But enter a record that gives me the date.  
 In selling, I sell for cash or a note,  
 As failing in this, I might have been broke,  
 When the goods are delivered not after they're tried.  
 Sell only such goods as are known far and wide.  
 I buy of the makers that don't double play,

Treat them all fairly in a frank open way.  
 When I send in an order, though small in amount  
 I make it so plain that it comes on a count.  
 This rule I apply in getting repairs  
 With customers waiting, all hurry for theirs,  
 I look up the list and send in the price,  
 It comes with the asking, back in a thrice.  
 I realize a maker cannot have small accounts  
 From Dan to Beersheba for these small amounts,  
 No more can I, no better than they  
 Take chances on such with promise to pay.  
 I never stand out and say what a fool  
 When through some mistake they ship the wrong tool,  
 But quickly advise them an error was made,  
 Ship on another I'll see that your paid.  
 Another point here, that I wish to make plain,  
 That an order and contract are one and the same,  
 And when I have made it for goods that I buy  
 I will always stand by it, root hog or die.  
 I never cancel, for cancel means loss  
 And adds one more item in figuring cost;  
 No matter if I or they are to blame,  
 Somebody pays it, if Brown is my name.  
 The way that I figure the point is just here—  
 If I get it allowed, we pay it next year.  
 We may think it mean, this much I know  
 It is added expense wherever you go.  
 'Tis better by far to turn a traveler down,  
 And not be afraid he will call on others in town,  
 Than give him an order to tie up his goods  
 Expecting to cancel, as some dealers would.  
 There's truth in the gospel, do as you would,  
 Live and let live, as others you should.  
 'Tis this that I practice day after day,  
 And sum up my finals—there's no other way.  
 But say, I am drifting, I was talking of ways  
 That brings me my business and where success lays.  
 I started in here, it's some years ago;  
 Some said I would fail if I did not go slow,  
 But others advised me to be of good cheer,  
 Be prudent, buy careful, have nothing to fear.  
 Well I started at once to get into the race,  
 Determined that busting I'd keep from my place.  
 Though business then was conducted on wind  
 And the longer the time, the lighter the sin,  
 I plodded along in the same old way  
 That I had been told, take his promise for pay,  
 Until I soon found that money was tight  
 And the way I was going would do me up right.  
 Well just about then, like a star in the East  
 Came a letter inviting, which told of a feast;  
 The place it was Lansing in the State Hall,  
 Where the implement dealers both great and small,  
 Would gather together and frame up a plan  
 To better conditions—all come if you can.  
 Well, I went with decision, found much to learn,  
 And a good healthy bunch, all spoke in their turn.  
 Some thought it was frosty, others said it would last,  
 Others were doubtful and brought up the past.  
 Well no matter what happened, this much is true  
 This meeting brought benefits for me and for you.  
 We started a something that brought in more pay,  
 By teaching the new the much better way.  
 They taught above all to figure the cost,  
 Not sell goods too cheaply; or all would be lost.  
 They taught us protection, they taught us to give,  
 To cut down expenses to let others live.  
 They saved us insurance, they saved in good will,  
 Secured better discounts from factory and mill.  
 Say, that's not all, there's a new one of late,  
 With an Audit Committee, they're saving us freight.  
 I cannot tell all of the 'is' and the 'ain'ts',  
 But this I'm sure, they've adjusted complaints.  
 You asked information, this then I'd explain:  
 A membership did it and made me this gain;  
 Made me this store with cash in the bank,  
 Bought me this auto, now whom should I thank?  
 I own that I did it by adopting new ways,  
 Installing a system and found that it pays.  
 I know when I sell that my prices are right,  
 My profits are here when I leave for the night.  
 This all came about by attending these meets,  
 Where dealers are brothers ever ready to greet,  
 To bring out in council, asking justice for all,  
 In Annual Meetings held once in the fall.  
 A spirit of fairness that all may join hands  
 Connected on earth with good will to men,  
 Protecting my business with pencil and pen.  
 You may have my story of how I succeed,  
 Not selfish to neighbors or swallowed in greed,  
 I stand by my colors of justice and right,  
 If you'll excuse me, I'll bid you good-night."

## Part Two.

This picture of business, so true yet so old,  
 Ought to set others thinking to get in the fold.  
 We may or may not all be like Mr. Brown,  
 But the implement farmer is everywhere found.  
 Let us just for a moment change our text  
 To point out the dangers to all of our sect.  
 Our business is drifting fast onto the shoals,  
 The rocks of destruction will soon take our tolls,  
 Unless you who are dealers give us a hand  
 To pull by these wreckers now over our land.  
 There's one way to do it, unloosen your sails,  
 A good local club can put crimp in their tails.  
 Now do not be selfish nor hold up by greed,

Come across with your neighbors to follow this creed  
 By insisting that makers treat one and all fair,  
 Insisting that everyone play on the square,  
 Now the word organize to some gives a pain,  
 While others, who're thinkers, come in when it rains;  
 But think what you will or do what you may,  
 If we don't stand together the devil's to pay.  
 All dealers take warning to the sign of distress,  
 Come over and help us, let all do their best.  
 Our ship is now sinking, we'll go on the rocks  
 Unless you give a hand and make for the docks,  
 Where protection and progress, fair profits as well  
 Will make machine business for dealers to sell.  
 If you'll join with our members in seeking right ways,  
 You'll find in the end that the system well pays.  
 A pull at the pumps will bring her through still,  
 Protection will land her, so work with a will.  
 You have much to win with, all to lose,  
 An implement dealer will soon have to choose  
 With selling direct, what then will you find?  
 Nothing to do. How does that ease your mind?  
 Your business gone, your town out of commish,  
 Caused all by indifference, is this what you wish?  
 Since shipments by parcel now go in the mail  
 It helps out the 'loger to spread on more sail.  
 The fact is just here, care not how it sounds,  
 Such houses are growing by leaps and by bounds.  
 The proof of the pudding is chewing the string,  
 Just read your papers and see how they sing  
 To the tune of two hundred millions or more,  
 Goods that might have been bought at your store.  
 Now do not lament or read this with surprise  
 These figures so large, they give you sore eyes;  
 For this is only one of the many that be,  
 At the rate we are going many others you'll see.  
 To the regular dealers, I'm going to speak plain  
 And tell you the truth of the implement game.  
 That our path is not golden or covered with flowers,  
 Our time goes to others and we work at all hours.  
 Between buyer and maker, we stand for a lot,  
 While we hold the bag, they've got the pot.  
 Need I say more upon it or who is to blame,  
 For its fish or cut bait in the implement game.  
 How can we change? we're so long in the ruts,  
 We've learned to use swear words while screwing the nuts;  
 Stood for damnation and for high priced repairs,  
 When we sum up our profits the most of it's theirs.  
 But say, Mr. Dealer, let all these things pass  
 And listen with ears as long as an ass,  
 If you wish to bring changes in way of reform  
 Put your hand to the wheel, help weather the storm,  
 Get out and work, now don't be a dub,  
 But work with a will to form local clubs,  
 Get all your members to join with the State  
 Who meet once a year and remember the date.  
 Try and make one that would to see rise  
 The mist now heavy in the implement skies,  
 Make the standard of members, no other compare,  
 When they meet in convention be sure and be there.

#### Part Three.

We will close, Mr. Dealer, this drama of life,  
 With its thorns and its thistles so everywhere rife.  
 I cannot tell all in this day of much greed,  
 But pluck out the roses from amongst foul weeds.  
 Remember all nature which you see at a glance,  
 Is run on a system and not on a chance,  
 A system so perfect that not even a flea  
 But what counts in its purpose to help you and me.  
 Our Creator was wise when He gave us the land,  
 But to bring us home comforts, He added our hands,  
 And to balance it all, He gave man his brains  
 That he might control all, and handle the reins.  
 That His purpose was good, no man can deny  
 But does man do his best, or some even try  
 To help his conditions or do with his hands  
 The work laid upon him that our Maker demands?  
 How much better for all if we cut out our greed,  
 Willing that all should partake of their need.  
 Help one another as the conditions demand,  
 With these words for our final, "United we stand."

F. M. Witbeck.

#### What Some Michigan Cities are Doing.

Written for the Tradesman.

Kalamazoo has asked the State Railway Commission to provide additional protection to the public at more than half the crossings in the city. This action is a result of the recent fatality at Portage street.

The American Card Co., of Kalamazoo, next to the largest concern in the United States making playing cards, has closed its factory for an indefinite period and the officers state that operations will not be resumed until the fight among other card manufacturing concerns of the country,

which has been going on for five years, is ended. The fierce competition has demoralized prices.

Coopersville will hold its fifth annual picnic and barbecue August 21.

The American Cash Register Co., Saginaw's new industry, has awarded contracts for its factory buildings.

The Motor Castings Co. is enlarging its plant at Pontiac.

Saginaw is preparing for the race meet to be held there the second week of September.

The Kalamazoo Stove Co., Kalamazoo, has started the season's operations with a full force in all departments.

The annual German picnic will be held in Kalamazoo Aug. 28 and visitors are expected from Ingham, Calhoun, Eaton and Washtenaw counties.

Knights of Pythias of the State will assemble at Kalamazoo Sept. 2 to 4 for the State convention.

The Menominee Commercial Club has ordered 1,000 buttons for distribution, which will read "Menominee is a Good Town to Boost."

Pontiac is considering plans for installing a boulevard lighting system.

Scottville will celebrate Aug. 21 and 22, the affair being under the auspices of the Business Men's Association of that city.

The city market grounds at Saginaw are being completed, the work including tile, drains and sewers.

The Common Council of Muskegon has turned down two applications for permission to extend store fronts and there will be no more extension of stores into the streets.

Lansing milk dealers have raised the retail price a cent a quart, and prices are now eight and nine cents.

The Michigan State Fire Prevention Association will meet in Menominee Aug. 19.

Menominee merchants are discussing ways and means of keeping trade at home.

George P. Chambers, Secretary of the Alpena Chamber of Commerce for the past three years, has resigned to accept a similar position at Menominee, entering upon his new duties Sept. 1.

Battle Creek is trying to induce the Michigan Central to try out motor electric cars on the Goshen division, with hourly service. Under the present plan of operation as a steam road there are only two trains a day each way.

Cadillac may open a city market and establish market days.

White Cloud's reunion and homecoming will be held Sept. 8-14 and business men have organized to boost the affair, with Dr. C. A. Row, C. E. Cooper and L. W. Fuller as members of the Executive Committee.

Bay City will clean up its segregated district of vice and Aug. 20 has been fixed as "moving day" for its scarlet denizens.

The new school census at Pontiac shows an increase of 349 children over a year ago.

Negaunee has passed a milk ordinance, which provides for an inspector and regulates the sale of milk, cream and butter.

Almond Griffen.

#### Teaching Correct Grammar.

The teacher was trying to break Sam of the habit of saying "I have went." The task seemed hopeless, but she persevered bravely. As a last resort she had the boy stay after school and write twenty times on the blackboard: "I have gone home."

Called from the room presently, she returned to find Sam's task accomplished and himself absent. On her desk, with the proof of his obedience, was a note:

"Dear teacher: I have wrote what you told me, and have went home."

# FANCHON

THE  
QUALITY  
FLOUR

## From Kansas

### Judson Grocer Co.

The Pure Foods House

### GRAND RAPIDS, MICHIGAN

WHOLESALE DISTRIBUTORS FOR  
WESTERN MICHIGAN



**Must We Be Slaves to an Octopus.**

Lansing, Aug. 10—This United States is now in a state of civil war. Whether we choose to call it that or not, nevertheless it is such in reality. From Missouri comes report that the lead miners have voted to strike. The Western Federation of Miners has been working the camp. In Duluth a strike of dock hands; in Montana the telegraph operators; in Cincinnati the teamsters; and all spring and summer a constant succession of strikes.

One might say, if the people do not want to work, then don't; but do not interfere with others who do want to work. The working people of this country are better paid, clothed, fed and housed than those of any other country on earth. We have civil liberty—too much, I fear. Then why all this insurrection? Answer: The American Federation of Labor.

Agitators are in every shop, factory, mill and mine of this country, inciting the workers to rebel against those who provide them work and wages; making them dissatisfied; prejudicing their minds; teaching them to disrespect their employers; instilling hatred, jealousy and rebellion in the mind of every man who will listen. Sometimes by coercion.

The American Federation of Labor is at the root of the whole matter. It desires fresh recruits and more funds to fatten its insatiable appetite. The employers of labor in this country are not tyrants. In fact, many employers provide every comfort for their working people, which were unheard of. Yet, when the Federation gets to work, we hear of the tyranny, oppression and abuse of working men, etc., merely hatched-up excuses of the agitators. Men who never knew of the comforts of life in their own country are clamoring for luxuries here.

Every battle won by this aggregation of agitators is drawing the noose tighter around the throat of this Nation. We have cuddled, nurtured, laughed at and played with this American "hopeful" for years, granting every demand for the benefit of the working man, until at the present time it is a hydra-headed monster which bids fair to devour the universe, as well as its progenitors. Its motto is, Rule or Ruin.

Every battle won by this monster but fattens its own bones—the men, blinded by its promise for gain, lose more in wages than their extra earnings could replace in many moons. Yet the paid agitators go about like princes, waxing fat with ease, living at \$5 a day hotels, smoking fragrant Havanas, drinking 25 cent drinks and calling upon "likely" parties, holding meetings in the parks, flashing diamond rings and exhorting their poor dupes to hold on even if they starve! Then, when the fight is over, they are sent to Europe as "delegates" to continue their work. Do you wonder there are so many striving for promotion? Soft snap for the agitators—not so for the dupes who have been reduced to the starvation limit through long weeks of idleness.

How long will the American people slumber and blink their eyes at this

menace? Must we, in this free country, be slaves to this octopus, the most gigantic trust, the most unfair and defiant organization in the world today? Minnie W. Beers.

**COMING CONVENTIONS TO BE HELD IN MICHIGAN.****August.**

Blue Ribbon Races, Detroit, 11-16.  
Grand Chapter Royal Arch Masons, Ann Arbor, 18-22.  
Electrical Workers of Michigan, Saginaw, 22-23.  
Michigan Blacksmiths' and 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.

To have two prices nowadays for any kind of goods is to make everybody suspicious that there is a third still lower that someone else is getting.

**Bean Harvesters**

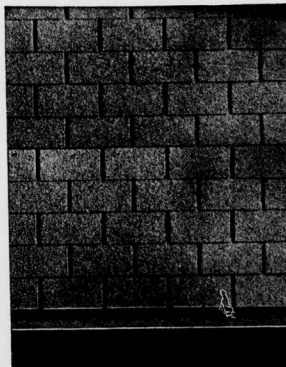
The season of the year is here when your customers will want BEAN HARVESTERS. We have a very complete stock on hand and can ship promptly. Do not delay but get your orders in before the rush.

Mail orders given prompt attention. Particulars on request.

**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

Fire Resisting

Fully Guaranteed

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

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Saginaw  
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Jackson

Kalamazoo  
Battle Creek  
Flint  
Toledo

Columbus  
Cleveland  
Cincinnati  
Dayton

Youngstown  
Buffalo  
Rochester  
Syracuse

And NEW YORK CITY

Utica  
Scranton  
Boston  
Worcester

Milwaukee  
St. Paul  
Lincoln, Neb.  
Chicago

**H. M. REYNOLDS ASPHALT SHINGLE CO.**

Original Manufacturer, GRAND RAPIDS, MICH.

**Klingman's Sample Furniture Co.**

The Largest Exclusive Retailers of  
Furniture in America

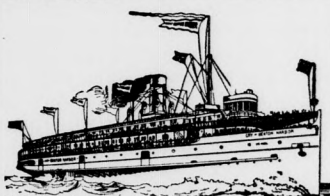
Where quality is first consideration and where you get the best for the price usually charged for the inferiors elsewhere.

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

Corner Ionia, Fountain and Division Sts.

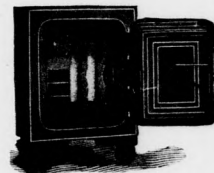
Opposite Morton House

Grand Rapids, Michigan

**CHICAGO BOATS**

Graham & Morton  
Line

Every Night

**Safes That Are Safe**

SIMPLY ASK US

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

SAFE SAFES

Grand Rapids Safe Co.

Tradesman Building



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

**Michigan Knights of the Grip.**  
 President—Frank L. Day, Jackson.  
 Secretary and Treasurer—Wm. J. Devoreaux, 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. 11—One great big holiday, Saturday, August 16, Traverse City U. C. T. picnic.

We are pleased to note that Mr. E. A. Stowe and friends will be with us at our picnic and we assure him that he is certainly welcome.

James M. Goldstein, of Detroit, is mingling with the citizens of our community in the interests of Burnham, Stoepel Co. and it is needless to state that Jim is landing some big business. Best of wishes, Jim, and hope to see your smiling countenance often.

B. J. Reynolds now acts in the capacity of hack driver Saturday afternoons, yelling to the top of his voice, "All aboard to the ball game."

Joseph Robinson and family, formerly of our city, but now of Toronto, is spending his vacation in these parts, visiting relatives and friends. Joe looks as though his Canadian friends use him pretty good.

Fred Atkinson, of Potato Implement Co. fame, is wearing the smile that doesn't come off, all because of the arrival of a nice little stenographer at his home and from all reports everybody is lovely.

Horton Williams, of Big Rapids, now covers this territory in the interests of the Brundage Drug Co., of Muskegon, succeeding his father, Clark Williams, who has engaged in the grocery business at Big Rapids. Horton informs us that he contemplates moving to our city and we sure welcome him. Best of wishes to father and son.

E. M. Allen, of Lake City, who sells Alma flour, is not only a wiser and older man, but also a poorer man since he sat at the station at Dieberts the other day and let his train pull through. It seems that Diebert is a flag stop and while Allen hurried to work the town and get down to the station in plenty of time he forgot to put up the signal and the result was that he was obliged to hire a livery to get out of town. Smokes, please.

Geo. Leisvelt, of Grand Rapids, failed to make his trip last week, owing to illness, but we hope that it is not of a serious nature.

Committee of Twenty-one baseball team will play the regular U. C. T. team at the picnic. E. A. Stowe will be the official umpire at this struggle and we are planning on having plenty of lemons and eggs if the occasion demands it.

Hotel King, at Reed City, will change hands Oct. 1, we are informed. Mrs. Frank Smith, who has been connected with the Mead, at LeRoy, for some time, will take the management of the King, while Mr. Buchanan will manage the Mead.

Wm. D. Bosman informs us that he will be off the job this week. Well, this is certainly the most newsy item Bill has favored us with for some time when he intimates that he has been on the job. We wish we could be with you and hope that you will have some big fish stories to spring when you return.

W. S. Godfrey and wife, of Grand Rapids, are spending a few weeks in this section resorting. Bill is certainly looking fine since his accident. Of course, he will attend our picnic.

M. E. Sherwood, Past Senior Counselor of Auto City Council, Lansing, was shaking hands with the trade in our city Saturday morning. M. E. reports everything lovely with Auto City Council.

Ray Thacker has sold John T. Beadle's horse and carriage.

W. R. Belding, of our city, is out convincing the trade as to the qualities of Arbuckle coffee. This is W. R.'s first attempt at road work and we wish him success.

F. E. Scott and family, of Grand Rapids, are spending a few weeks in the Petoskey territory and Gene reports the time of his life.

We had the pleasure this week of meeting Thos. Rooney, of Grand Rapids, and from all appearances he seems to be a likely fellow. He also informs us that he has no good reason why he has not joined Grand Rapids U. C. T. Council, for he thinks the order is O. K. Get busy, Harry, with your committee of boosters.

After a man has been manager of a large department store, as large as "The largest department store in Mason county" he is hardly ever willing to waste time necessary for earning a living by working. Therefore Jim Goldstein has again taken up a short road job.

Claude R. Lawton, of Grand Rapids, was seen treed in Ludington one evening this week.

Another reason for the high cost of living is that too many people have a garage in the back yard where the chicken coop used to stand.

Frank H. Conant, of Detroit, who is connected with the Delamater Hardware Co., favors us with this one: "Miss Genevieve Thomas, age 35, postmistress at Burnips Corners, while defending the postoffice against an attack by yeggmen, was shot through the general delivery window." Good for Conant!

E. C. Knowlton has returned from a visit to his house and reports a profitable trip.

For the information of our readers we might say the way we look at things is the way we see them—too many of us are cross-eyed.

Speaker of the House, Hon. Champ Clark, favors letting the commercial traveler vote where he hangs his hat. Good!

Good salesmen are judged by the mistakes they make, bad ones by the mistakes they repeat. He who never makes a mistake is a mistake.

Any one wishing stamps to be used on their letter heads furthering the interests of the National One Cent Letter Postage Association can be supplied free of charge by writing the organization at Cleveland.

Come to our picnic!

Fred C. Richter.

#### Jaunty Jottings From Jackson.

Jackson, Aug. 10—Jackson is to have a city market.

The details for the erection of the Boardman building, on Main street, are all cleared up and building will begin at once. It will be a twelve-story structure.

M. J. Moore, Manager of the National Biscuit Co., in Jackson, went with the retail grocers on their excursion to Battle Creek last Thursday. Jay says he put in the day by calling on his old customers and enjoyed it very much.

M. & F. Lincoln, grocers and owners of three stores, started a few years ago without being assessed very much on the tax rolls, for they didn't have much to assess. Very different now and another case of hard work and attention to business.

Mr. and Mrs. B. D. Legg left Friday for Chicago and from there they are to take a boat trip around the Lakes.

Myer M. Levy, wholesale dealer in hides and tallow, started in business sixteen years ago. He had worked for other concerns, but thought he would try being his own boss. He has done so with much success, but Myer is soon to have a partner. This will not change the business address of the firm, but will change the name of a certain prominent young lady

from the Soo. Brother Levy is an old and active member of Jackson Council, No. 57, and a prominent business man in our city.

The picnic held by Jackson Council at Vandercook's Lake, Saturday, August 1, was a success in every way. The attendance was large and everybody had a good time.

For the September meeting of our Council, extensive plans are being made to make it exert an influence and create an interest for all the meetings during the remainder of the year. The business session will be followed by the initiation of a large class of candidates, after which comes a social time with the Ladies Auxiliary. This meeting will open at 6:30 sharp.

The writer has in his home a volume of poems, written by Julia A. Moore, who called herself the Sweet Singer of Michigan. The poetry written by some of our traveling men places her title in great jeopardy.

There is a campaign of friendliness going on. Are you mixed up in it?

The statement of Grand Secretary Richter looks like a larger delegation from Michigan to the Supreme Council meeting next June.

If Chas. R. Longstreet was complained of for selling lard compound without a rubber stamp, his customers still have confidence in him and his reputation for honesty and fair dealing has not been hurt at all.

Wanted—Special attractions for the September meeting of Jackson Council, No. 57. Address all communications to M. Heuman, Secretary.

Miss Hazel, daughter of Past Counselor W. B. Burris, accompanied Beckwith Havens in an aeroplane flight at Vandercook's Lake last Friday. Miss Burris is associated with the Citizen Press and has the "make good" spirit of her father.

Spurgeon.

#### The Optimist Vs. the Pessimist.

Two gay frogs, from inland bogs,  
 Had spent the night in drinking.  
 As morning broke and they awoke,  
 While yet their eyes were blinking  
 A farmer's pail came to the swale  
 And caught them quick as winking.  
 Ere they could gather scattered senses,  
 Or breathe a prayer for past offenses,  
 The granger grave—that guileless man—  
 Had jumped them in the milkman's can,  
 The can filled up, the cover down,  
 They soon are started off to town.  
 The luckless frogs began to quake,  
 And sober up on cold milkshake,  
 They quickly find their breath will stop,  
 Unless they swim upon the top.  
 They swim for life and kick and swim  
 Until their weary eyes grow dim,  
 Their muscles ache, their breath grows short.  
 And gasping, speaks one weary sport,  
 "Say, dear old boy, it's pretty tough  
 To die so young. But I've enough  
 Of kicks for life. No more I'll try it,  
 I was not raised on a milk diet."  
 "Tut, tut, my lad," the other cries,  
 "A frog's not dead until he dries;  
 Let's keep on kicking, that's my plan,  
 We may yet see outside this can."  
 "No use, no use," faint-heart replied,  
 Turned up his toes and gently died.  
 The braver frog, undaunted still,  
 Kept kicking with a right good will,  
 Until, with joy too great to utter,  
 He found he'd churned a lump of butter.  
 And climbing on that chunk of grease,  
 He flatted round with greatest ease.

**Moral**  
 When times are hard—no trade in town—  
 Don't get discouraged and go down,  
 But struggle still—no murmur utter  
 A few more kicks may bring the butter.

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



## CLOVERLAND.

## Zephyrs From the Upper Peninsula of Michigan.

Marquette, Aug. 11—Frank C. Brown, formerly a member of the firm of Schneider & Brown, owners of the Dead River lumber mill, has purchased Peterson Bros.' hardware store, at Trenary. It is Mr. Brown's intention eventually to turn the business over to his son, Roy Brown, who is now 16 years old and a student of the Marquette high school. The young man will have completed his high school course two years hence and will then be ready for business. He will manage the store entirely on his own account. Peterson Bros. have built up a large and profitable business at Trenary, dealing in all kinds of hardware and especially in farm implements and machinery. They have customers in all parts of the fertile farming district of which Trenary is the center.

Eusabe Bertrand, Secretary of the United French societies, who has occupied an office in the Harlow block for several years, has rented the white brick store at the corner of Hewitt avenue and Third street. He will open a confectionery and tobacco store.

The stockholders of the Ontonagon Creamery Co. are a progressive lot of business men. Last year the company bought every ounce of cream taken to the plant and would have been glad to have bought more. The business was run at a small loss, but the stockholders have full confidence in the undertaking and will take steps to increase the number of cows furnishing cream to the creamery.

A meeting of the Menominee merchants is to be arranged for an early date to discuss ways and means for keeping Menominee trade at home. The Trade and Commerce Committee of the Commercial Club met last week to consider the situation and plan for a gathering of all business men which is designed to plan ways and means to further the movement. "Buy at Home" is the slogan that will summon the merchants into line for action that is expected to be fruitful of results. It is proposed to set a date for a general meeting and the Commercial Club will issue a special invitation to every business man in the city to attend. It is the aim to impress upon the merchants the reasons why trade goes out of town when they are complaining about not being able to keep it in town. There will be a general discussion that will develop some plain talk and the business men will be frankly told just where the trouble lies. Then remedies will be suggested and it is hoped to effect an understanding that will accomplish what the merchants have been seeking to do heretofore without proper organized effort and without that understanding and co-operation among themselves that is so essential to getting and holding new money.

The Ladoga Lumber Co. is the name of a new corporation which has as its stockholders some wellknown Escanaba and Delta county men. The

President, Treasurer and manager is A. J. Berckman, a Flat Rock farmer and lumbering contractor, and L. G. Sawdy, of Escanaba, is Secretary. The company has just completed a large camp at Ladoga, where a tract of timber has been purchased. The camp is already in operation and the company expects to get out a large quantity of timber of all kinds during the fall and winter. Ladoga is at the end of the Whitefish branch of the C. & N. W. Railway, in the west end of Alger county.

Patrick Brennan is the oldest merchant in Baraga county, having conducted a store at or near Fewsville before locating in L'Anse in 1871. Mr. Brennan was born in Ireland 68 years ago. Coming to America in 1861, he engaged in the dry goods business in Detroit, where he remained a few years before removing to the Upper Peninsula. Mr. Brennan was married in 1876 to Miss Annie A. Brady, the only daughter of John Brady, who was at that time a merchant at L'Anse. Mrs. Brennan died about two years ago. Their children are: John E., superintendent of the National Pole Co. doing a heavy business in cedar poles and ties; Thomas, associated with his father in the conduct of the store at L'Anse; Hubert A. and Leo, graduates in law, Hubert being prosecuting attorney, and three daughters, Agnes, Laura and Bernice, at home. Shrewd and careful in business, fair and upright, Mr. Brennan has accumulated a large amount of property. He has never been an office seeker although a few years ago he was elected to the Board of Education. Mr. Brennan is of that stamp of man which ornaments his town. His influence has ever been for the general betterment of the place and people.

The general stores and most of the smaller stores at Laurium have put into effect the policy of opening at 7 o'clock in the afternoon, instead of 7 in the morning. The new arrangement will be continued until the end of the strike. While it has thus not been necessary for any of the stores to reduce its clerical force, most of the employees have been put on a half-pay basis. The merchants at Red Jacket have not adopted this policy, but are considering it, as well as other schemes to bring about a reduction of running expenses.

Clarence Riley and wife, well known Calumet people, have purchased the Huebner millinery establishment at Ishpeming. Mrs. Riley has been engaged in the millinery business for some years in the copper country. Mr. Riley is an electrician and for some time was engaged in the electric wiring and supply business in Calumet.

## Honks From Auto City Council.

Lansing, August 11—Mrs. W. E. Reed, of Toledo, and Mrs. M. Paradise, of Detroit, are visiting Mrs. F. H. Hastings this week.

Brother Ward Hill has suffered a relapse of his former sickness and, for a time, was considered in a serious condition. A counsel of doctors was held last Saturday. His condition is

considerably improved at this writing and it is expected that he will recover rapidly.

Brother R. E. Fair is improving slowly, but his condition is such that visitors are not yet allowed to see him.

If you ever lived in Lansing, you will be more than welcome at the Home Coming, Sept. 1 to 6.

Brother D. J. Riordan was found yesterday wandering aimlessly about the city wearing a face long enough to eat oats out of a jug. The reason for his unusual downcast expression was explained by the fact that there was no ball game in town and Mrs. Riordan and the babies are still visiting in Chicago.

Brother L. J. Collard was recently discovered "drinking" long and deep at the water fountain on the corner of Michigan and Washington avenues. He rested a moment and then went to it again. Then, after a scornful look at the windows of the water commissioner's office, he drank some more. In answer to some friends who enquired the occasion of his unusual thirst, he merely pointed toward the city hall and remarked that the water department had put a meter in his house and he took this method of getting even.

Brother W. E. Reed and family, of Toledo, visited friends and relatives in Lansing last week. Bro. Reed, who is district sales manager for the H. J. Heinz Co., returned to his work last Saturday, but Mrs. Reed and the children will remain for a few days longer.

Brother James F. Hammill, Jr., who, for several years has been connected with the S. S. Kressge Co., of Des Moines, Iowa, has accepted a position with the above company as manager of their branch house at Zanesville, Ohio, and expects to move his family there in the near future. Our entire membership wishes him the best of success. H. D. Bullen.

## Kaleidoscopic Kinematics From Kalamazoo.

Kalamazoo, Aug. 11—Kalamazoo Council turned out last Saturday night in a way that looked good to all of the officers. Every officer was there, too, which is very remarkable for the time of the year, and it was some hot, too. One might have supposed that the baseball banquet was the cause of the turn-out, but quite a number of those present did not have time to stay for the banquet which followed at the Hotel Rickman. Benjamin Steinberg, of 510 South Rose street, was made acquainted with the mysteries of the order. Mr. Steinberg represents the Kellogg-Mackay Co., of Chicago, manufacturer of heating and plumbing supplies, and will make a good addition to our Council.

At promptly 9:30 the members assembled in the banquet hall of the Hotel Rickman, where Manager McCarty had arranged for fifty-five plates. Brother Clay, our Senior Counselor, was giving the banquet complimentary to the baseball team in honor of their bringing the cup home from Grand Rapids last June

and the other members of the Council joined with Brother Clay in making the banquet a grand success. Brother Clay, acting as toastmaster, ably introduced the speakers of the evening and by the time he was through nearly every member present was given a chance to demonstrate his ability as an after dinner speech maker, and there surely were some dark horses among them. Brothers E. A. Welch, Grand Counselor of Michigan, John A. Hoffman, Steward of the Michigan State Hospital, Clarence L. Heath, of Boston Council No. 44, were among the special orators. Brother F. W. Warren, our able manager of the baseball team, gave a review of the work done by him and the captain of the team which made it possible to turn out the winning team. The Council has heartily endorsed the ball team and have promised their full support of the team for the next year and will do all in its power to continue the good work and defend the title to the cup in 1914 at the Grand Council meeting.

One very pleasing feature of the attendance was that the officers of the Council almost to a man were in attendance and also six of the Past Senior Counselors, Bros. J. A. Hoffman, F. L. Nixon, C. C. De France, C. H. Camp, J. E. Geary, C. W. Sipley.

The September meeting will mark the beginning of the boom of Kalamazoo Council for new memberships, and the close of 1913 will find our Council numbering over 150 members. Help the good work along boys and send in one new member each and we will pass the mark easily. R. S. Hopkins.

## A Baseball Tragedy.

The umpire took his station  
Just back of the catcher's place;  
With a lordly air and without a care,  
He posed with an easy grace.  
A ball came, hotly whizzing,  
Straight at his most regal head,  
But the batter's bat just gave it a spat,  
And over the wall it sped.

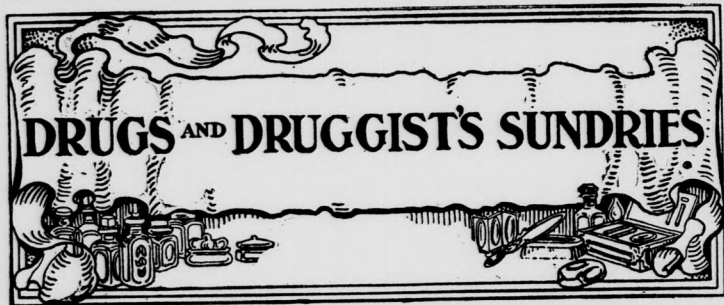
Then away the batter skurried,  
Like a race-horse on the track,  
And as he flew he wildly threw  
His deadly willow back.  
"Fow baw!" the umpire bellowed,  
As the batter started down.  
Then that flying stick came down "ker-blick,"  
And smote him on the crown.

"Ow, wow!" the fansters shouted;  
"O! yoi!" the ball men said,  
As on the ground with scarce a sound  
The ump's proud form they spread.  
They yanked his chest protector,  
And chucked his mask of wire,  
They fixed him right so that he might  
More easily expire.

The coroner then was summoned  
To sit upon the case,  
And he came and gazed, as though amazed,

Upon the umpire's face;  
And this was his speedy verdict,  
In a firm and decided tone:  
"The deceased is dead from a broken head,  
Through a fault that was all his own."

The Sellright Drug Co., composed of suburban druggists, has been merged into a stock company under the same style, with an authorized capital stock of \$1,000, which has been subscribed and \$250 paid in in cash. The purpose of this company is to facilitate cumulative buying. The stockholders and the number of shares held by each are: Henry Riechel, 80 shares; Cornelius H. Jongejan, 5 shares and Peter Vellema, 10 shares.



#### 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. Cochrane, Kalamazoo; D. G. Look, Lowell; Grant Stevens, Detroit.

#### Michigan Pharmaceutical Travelers' Association.

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

#### Grand Rapids Drug Club.

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

#### Summer Time is Camera Time.

Summer time is, more than any other time of the year, the time for taking pictures. Men who make a business of developing and printing for amateur photographers do a tremendous business during the three months of July, August and September.

If you sell cameras and supplies and take orders for developing and printing you should make a special effort at this time to get your share of business. And it is a business that can be easily increased if you will give it a little attention. You have got to get busy and stir up enthusiasm about photography, both in your store and out of it. I have several times suggested prizes for best photos of various kinds.

A druggist in the Middle West had installed a camera department, but there were competitors near, who had been longer at it, who seemed to hold the business. Advertising of various kinds was tried without success. One day our druggist friend took a camera and started out to try and take a few pictures himself. (I don't know how he ever dared to take so much time from the ordinary round of duty which he always claims ties him like Prometheus to the rock!) Out in the resident portion of the city he met the little daughter of one of the most prominent citizens of the town, and he took her picture.

When the print was made, he displayed it in the window that contained his photo goods. He soon noticed that people were stopping to look at the picture. This gave him the idea to take more pictures of lo-

cal celebrities which were duly displayed in the window.

In a short time people were watching the window to see "who next." Snap shots were occasionally made without the victim being aware of the fact. Special bargains, explanatory placards, etc., were kept going in the window, and in a short while the camera department was a very profitable feature of the store.

Again, sometimes among the films sent in for development by returning vacationists, you may note a picture of special interest, perhaps a picture of some special fishing "catch." Get permission to display a print (or enlargement if it is a very small print) with the story that goes with it. Then if you are on friendly terms with the local paper suggest that they shall reproduce the picture in their columns.

Even if your store is not mentioned with it, it will all help to stimulate interest in photography and thereby stimulate trade in that line at your store.

Advise people by placards advertisement and when serving them at your store to take along plenty of films when they go on their vacation. Tell them it will save time and disappointment later. "Don't waste your good vacation time hunting for films." would be a good slogan. And you may be sure they will use up all they take and you will have all the more orders for developing and printing in consequence.

If you notice among returning prints a pretty picture of a child of the neighborhood, try and get permission to display it. It will please the parents; it will attract the attention of other people, who know the child. Other people will want to take pictures of their little ones and more business will be the result.

In short—keep something doing. A mere perfunctory display of the goods is not enough; especially in a line like this where there is endless possibilities for stirring up interest and creating more business.

#### Druggists in Summer Resorts.

The druggist in a little town which is asleep all winter, but which becomes a resort in summer, should not overlook his opportunities. Many a little mountain or hill village has a population of poor people in winter. They can not afford luxuries, and the druggist carries a few flavors in soda water, which are ample for the demand. But in summer some of the richest people in the world may come to that very resort.

The druggist who is making up a

few syrups from extracts and oils will not get much business from these people. He should study conditions and stock goods to suit the summer trade. The writer remembers one druggist in a small mountain town who sold 300 pounds of candy one summer at 80 cents a pound. This druggist did not sell ten pounds of candy during the other nine months of the year. The writer remembers other druggists who never stocked anything different for the summer trade, and who, consequently, just piked along, getting no benefit from these rich customers at their doors for three or four months.

The soda fountain can bring in many dollars, and the outlay for stock need not be great. A mountain or seaside druggist is not expected to carry all the novelties found at a big city soda fountain. Have a few specialties and have them good. Have a few sundaes on sale. Remember that most of the women drink chocolate, and have a good brand of chocolate. Look out for the fruit specialties when fruit is in season.

If your fountain is an ark, put in a new one if you possibly can. If you can't, clean up the old one thoroughly, put some life into the soda department, and try to get a start this year that will enable you to arrange for a new fountain next year. To druggists in villages we say, look out for the automobile trade. It may be coming to your very door. Tourists ought not to expect all the latest novelties, but they do expect good stuff, and the ancient drinks of 1875 will not make a hit with them.

Why, many druggists go to the big seaside resorts, open stores, and earn enough in four months to enable them to pull through the other months of the year. This resort trade is too good to be overlooked. Any little resort anywhere in the United States that has a hotel will have summer tourists, and sometimes the richest people go to the smallest resorts. Not all of our rich people have the Newport craze. Study conditions. Do not let this good business get away from you. It is the finest business in the world, for these people are out to spend money, and they have the money to spend.

W. S. Adkins.

#### Successful Candidates for Registration.

The following candidates were successful at the examination session of the Michigan Board of Pharmacy held in Detroit:

#### Registered Pharmacists.

A. O. Blink, V. A. Borgland, L. D. Condle, Sadie Dykema, A. L. Edwards, Geo. R. Green, F. M. Hill, T. C. Lucier, Earl H. Miller, Clare A. Onweller, S. W. Rady, Robt. T. Reed, Hirsh Shilkovsky, E. W. Ewald, F. M. Gibson, Hugo Keiser, W. B. Kellogg, Paul Pettit, F. C. Pomeroy, R. S. Pulver, E. D. Spayde.

#### Registered Druggists.

Frank Duvoisin, Carrie A. Huebner, Arthur C. Ruppert, G. E. Wenert, Geo. Bruce, Burt Gray, Arthur Kuehn, C. L. Reed, H. T. Wilson, Geo. B. Gust, J. T. Mills, T. H. Duncombe, Lester E. Phillips, D. K. Strickland, Walter Zdrojewski, W. G. Draves, G. A. Helberg, Geo. A. Ottaway, Martin Robinson, R. A. Wolf, G. P. Lincoln, Ray Neeland, R. H. Newhouse, L. R. Filbert, R. Alger Reno, M. D. Vokes, F. W. Beattie, H. M. Gowman, Geo. A. Korstarger, O. E. Ouellette, Irving C. Talbot, G. A. Berg, Geo. F. Maltby, R. H. Orr, C. Sterling.

## LAMSON



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ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



## WHOLESALE DRUG PRICE CURRENT

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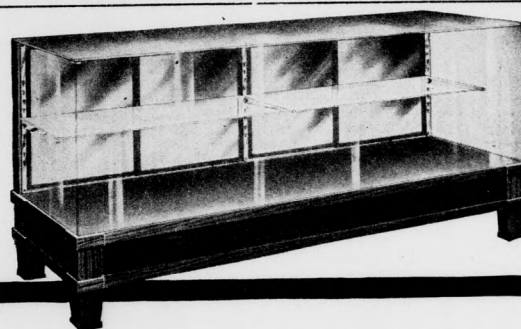
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**FOOTE & JENKS' COLEMAN'S (BRAND)**  
**Terpeneless Lemon and High Class Vanilla**  
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TRADESMAN COMPANY, Grand Rapids, Mich.

## 5

Shelled	
Fancy H P Suns	6½@ 7
Pecan Halves ....	@65
Walnut Halves ...	@35
Filbert Meats ...	@30
Alicante Almonds	@45
Jordan Almonds ..	@50

CHEWING GUM

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

Peanuts	
Fancy H P Suns	7¼ @ 7¾
Roasted .....	7 @ 7½
Choice, raw, H P Jum-	
bo .....	@ 8
Roasted .....	@ 9

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

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National Biscuit Company  
Brands

Butter Boxes  
Excelsior Butters ..... 8

NBC Square Butters .. 6½  
Seymour Round ..... 6½  
**Soda**

NBC Sodas .....	61
Premium Sodas .....	71
Select Sodas .....	81

Saratoga Flakes .....	13
Saltines .....	13
Oyster .....	

NBC Picnic Oysters ..	61
Gem Oysters .....	61
Shell .....	61

Shell ..... 8  
Sweet Goods  
Cans and boxes

Animals .....	10
Atlantics Also Asstd. .	12
Avena Fruit Cakes ...	12

Bonnie Doon Cookies..	10
Bonnie Lassies .....	10
Brittle Fingers .....	10

Brittle Fingers .....	19
Cameo Biscuit Choc. (cans) .....	25
Cameo Biscuit Asstd.	

Cartwheels Asstd. ....	8
Cecelia Biscuit .....	16

Cecilia Biscuit ..... 16  
Chocolate Bar (cans) 18  
Chocolate Drops ..... 17  
Chocolate Drop Cakes

Chocolate Drop Centers .....	16
Choc. Honey Fingers. ....	16

Choc. Rosettes (cans)	20
Cracknels .....	18
Cocoanut Taffy Bar ..	13
Cocoanut Drops .....	12

Cocoanut Drops ..... 12  
Cocoanut Macaroons .. 18  
Coenut Honey Fingers 12

Cocnt Honey Jumbles 1  
Coffee Cakes Iced ... 1  
Eventide Fingers .... 1

Family Cookies .....  
Fig Cakes Asstd. .... 1  
Frosted Creams .....  
Frosted Ginger Cookies

Frosted Ginger Cookies  
Fruit Lunch Iced .... 1  
Ginger Gems Plain ....  
Ginger Gems Iced ....

Graham Crackers ....  
Ginger Snaps Family ..  
Ginger Snaps NBC  
Round .....

Household Cookies ....  
Household Cks. Iced ..  
Hippodrome Bar ..... 1  
Honey Jumbles .....

Honey Jumbles ..... 1  
Imperials ..... 1  
Jubilee Mixed ..... 1  
Lady Fingers Sponge .. 3  
Leap Year Jumbles .. 3

Leap Year Jumbles ..  
 Lemon Biscuit Square  
 Lemon Wafers .....  
 Lemona .....

Mace Cakes .....  
Mary Ann .....  
Marshmallow Cfe. Ck.  
Marshmallow Walnuts

Medora .....  
Mottled Squares .....  
NBC Honey Cakes ...  
Oatmeal Crackers

	Oatmeal Crackers .....
	Orange Gems .....
	Penny Assorted .....
	Peanut Gems .....

	Pineapple Cakes	.....
	Raisin Gems	.....
	Reveres Asstd.	.....
kes	Spiced Ginger Cakes	.....

0	Spiced	Ginger	Cakes
5	Spiced	Ginger	Cakes
	Iced	.....	
	Sugar	Fingers	.....
bs.	Sugar	Crimp	.....

8	Sugar Crimp .....
7	Sultana Fruit Biscuit
	Triumph Cakes .....
	Vanilla Wafers .....

Waverley .....  
In-er-Seal Trade M  
Goods

		per
6	Baronet Biscuit .....	
6	Bremuers Btr Wafs.	
5	Cameo Biscuit .....	

16	Cheese Sandwich ....
	Chocolate Wafers ...
00	Excelsior Butters ....
	Fig Newton .....

Fig Newton .....  
Five O'Clock Tea Bstc..  
Ginger Snaps NBC ..

\_\_\_\_\_

## 2

By Columns		AMMONIA		Beans	
	Col.	12 oz. ovals 2 doz. box	Doz. 75	Baked .....	85@1 30
		<b>AXLE GREASE</b>		Red Kidney ....	85@ 99
		Frazer's.		String .....	70@1 12
				Wax .....	75@1 21
<b>A</b>		1lb. wood boxes, 4 doz.	3 00	<b>Blueberries</b>	
Ammonia .....	1	1lb. tin boxes, 3 doz.	2 35	Standard .....	1 8
Axle Grease .....	1	3 1/2 lb. tin boxes, 2 doz.	4 25	Gallon .....	6 7
		10lb. pails, per doz.	6 00	<b>Clams</b>	
<b>B</b>		15lb. pails, per doz.	7 20	Little Neck, 1lb.	@1 0
Baked Beans .....	1	25lb. pails, per doz.	12 00	Little Neck, 1lb.	@1 5
Bath Brick .....	1	<b>BAKED BEANS</b>		<b>Clam Bouillon</b>	
Bluing .....	1	No. 1, per doz.	45@ 90	Burnham's 1/2 pt.	2 2
Breakfast Food .....	1	No. 2, per doz.	75@1 40	Burnham's pts.	3 7
Brooms .....	1	No. 3, per doz.	85@1 75	Burnham's qts.	7 5
Brushes .....	1	<b>BATH BRICK</b>		<b>Corn</b>	
Butter Color .....	1	English .....	95	Fair .....	65@
		<b>BLUING</b>		Good .....	90@
		Jennings.		Fancy .....	@1 3
		Condensed Pearl Bluing		<b>French Peas</b>	
		Small C P Bluing, doz.	45	Monbadon (Natural)	
		Large C P Bluing, doz.	75	per doz.	1 7
		<b>BREAKFAST FOODS</b>		<b>Gooseberries</b>	
		Apetizo, Biscuits	3 00	No. 2, Fair .....	1 5
		Bear Food, Pettijohns	1 95	No. 2, Fancy .....	2 2
		Cracked Wheat, 24-2	2 50	<b>Hominy</b>	
		Cream of Wheat, 36-2	4 50	Standard .....	
		Cream of Rye, 24-2	3 00	<b>Lobster</b>	
		Posts Toasties, T.		1/4 lb.	1
		No. 2 .....	2 80	1/2 lb.	3
		Posts Toasties, T.		<b>Mackerel</b>	
		No. 3 .....	2 80	Mustard, 1lb.	1
		Farinose, 24-2	2 70	Mustard, 2lb.	2
		Grape Nuts .....	2 70	Soused, 1 1/2 lb.	1
		Grape Sugar Flakes	2 50	Soused, 2lb.	2
		Sugar Corn Flakes	2 50	Tomato, 1lb.	1
		Hardy Wheat Food	2 25	Tomato, 2lb.	2
		Postma's Dutch Cook	2 75	<b>Mushrooms</b>	
		Holland Rusk .....	3 20	Hotels .....	@
		Kellogg's Toasted Rice		Buttons, 1/2 s	@
		Biscuit .....	3 30	Buttons, 1s	@
		Kellogg's Toasted Rice		<b>Oysters</b>	
		Flakes .....	2 80	Cove, 1lb.	90@
		Kellogg's Toasted Wheat		Cove, 2lb.	1 60@
		Biscuit .....	3 30	<b>Plum</b>	
		Krinkle Corn Flakes	1 75	Plums .....	90@1
		Maple-Wheat Flakes,		<b>Pears in Syrup</b>	
		2 doz. ....	2 70	No. 3 cans, per doz.	1 1
		Maple-Wheat Flakes,		<b>Peas</b>	
		3 doz. ....	2 80	Marrowfat .....	@1
		Maple-Corn Flakes	2 80	Early June .....	@1
		Minn. Wheat Cereal	3 75	Early June siftd	1 45@1
		Algrain Food .....	4 25	<b>Peaches</b>	
		Ralston Wheat Food	4 50	Pie .....	1 00@1
		Ralston Wheat Food	2 50	No. 10 size can pie	@3
		Saxon Wheat Food	1 50	<b>Pineapple</b>	
		Shred Wheat Biscuit	3 60	Grated .....	1 75@2
		Triscuit, 18 .....	1 80	Sliced .....	95@2
		Pillsbury's Best Cer'l	4 25	<b>Pumpkin</b>	
		Post Tavern Special	2 80	Fair .....	
		Quaker Puffed Rice	4 25	Good .....	
		Quaker Puffed Wheat	2 85	Fancy .....	1
		Quaker Brkfst Biscuit	1 90	Gallon .....	2
		Quaker Corn Flakes	1 75	<b>Raspberries</b>	
		Victor Corn Flakes	2 20	Standard .....	@
		Washington Crisps	1 85	<b>Salmon</b>	
		Wheat Hearts .....	1 90	Warrens, 1 lb. Tall	2
		Wheatena .....	4 50	Warrens, 1 lb. Flat	2
		Evapor'd Sugar Corn	90	Red Alaska .....	1 65@
		<b>BROOMS</b>		Med. Red Alaska	1 35@1
		Parlor .....	3 00	Pink Alaska .....	@
		Jewel .....	3 70	<b>Sardines</b>	
		Winner .....	4 25	Domestic, 1/4 s	3
		Whittier Special	4 55	Domestic, 1/4 Mustard	@
		Parlor Gem .....	3 75	Domestic, 1/4 Mustard	@
		Common Whisk	1 00	French, 1/4 s	7
		Fancy Whisk	1 25	French 1/2 s	13
		Warehouse .....	4 00	<b>Shrimps</b>	
		<b>BRUSHES</b>		Dunbar, 1st doz.	...
		Scrub		Dunbar, 1 1/2 doz.	...
		Solid Back, 8 in.	75	<b>Succotash</b>	
		Solid Back, 11 in.	95	Fair .....	
		Pointed Ends	85	Good .....	
		<b>Stove</b>		Fancy .....	1 25@
		No. 3 .....	90	<b>Strawberries</b>	
		No. 2 .....	1 25	Standard .....	
		No. 1 .....	1 75	Fancy .....	
		<b>Shoe</b>		<b>Tomatoes</b>	
		No. 3 .....	1 00	Good .....	
		No. 7 .....	1 30	Fancy .....	
		No. 4 .....	1 70	No. 10 .....	
		No. 3 .....	1 90	<b>CARBON OILS</b>	
		<b>BUTTER COLOR</b>		Barrels	
		Dandelion, 25c size	2 00	Perfection .....	@
		<b>CANDLES</b>		D. S. Gasoline .....	@
		Paraffine, 6s	7 1/2	Gas Machine .....	@
		Paraffine, 12s	8	Deodor'd Nap'a	29
		Wicking .....	20	Cylinder .....	29
		<b>CANNED GOODS</b>		Engine .....	16
		<b>Apples</b>		Black, winter	8
		3 lb. Standards	@ 90	<b>CATSUP</b>	
		Gallon	2 50@2 75	Snider's pints	...
		<b>Blackberries</b>		Snider's 1/2 pints	...
		2 lb.	1 50@1 90		
		Standard gallons	@ 5 00		
		<b>Yeast Cake</b>			
		14			
		<b>Table Sauces</b>			
		10			
		<b>Tea</b>			
		11 12 13			
		<b>Tobacco</b>			
		13			
		<b>Twine</b>			
		13			
		<b>Vinegar</b>			
		13			
		<b>Wicking</b>			
		13			
		<b>Woodenware</b>			
		13			
		<b>Wrapping Paper</b>			
		14			
		<b>Yeast Cake</b>			
		14			



6

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

Other Package Goods	
Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC	
Family Package	2 50
Soda Crackers NBC	
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

Apricots	
California	12@14
Citron	
Corsican	15

Currants	
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 1/2

Peel	
Lemon, American	12 1/2
Orange, American	12 1/2

Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	6 1/2
Loose Muscatels, 3 Cr.	6 1/2
L. M. Seeded, 1 lb.	7 1/2

California Prunes	
90-100 25lb. boxes	4 1/2
80-90 25lb. boxes	4 1/2
70-80 25lb. boxes	4 1/2
60-70 25lb. boxes	4 1/2
50-60 25lb. boxes	4 1/2
40-50 25lb. boxes	4 1/2

FARINACEOUS GOODS	
Beans	
California Lima	7 1/2
Michigan Lima	6
Med. Hand Picked	2 40
Brown Holland	1 65

Farina	
25 1 lb. packages	1 50
Bulk, per 100 lbs.	4 00

Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20

Hominy	
Pearl, 100 lb. sack	2 00
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Pearl Barley	
Chester	3 00
Empire	

Peas	
Green, Wisconsin, bu.	2 00
Green, Scotch, bu.	2 00
Split, lb.	5

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

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

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

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

Linen Lines	
Small	20
Medium	25
Large	34

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

## FLAVORING EXTRACTS

Jennings D C Brand	
Terpeneless Extract Lemon	
No. 1 F box, per doz.	75
No. 2 F box, per doz.	90
No. 4 F box, per doz.	1 75
No. 3 Taper, per doz.	1 75
2 oz. Flat F M per dz.	1 50

Jennings D C Brand	
Extract Mexican Vanilla	
No. 1 F Box, per doz.	90
No. 2 F Box, per doz.	1 25
No. 4 F Box, per doz.	2 25
No. 3 Taper, per doz.	2 00
2 oz. Flat F M per dz.	2 00

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	

Winter Wheat	
Purity Patent	5 10
Seal of Minnesota	5 00
Sunburst	5 00
Wizard Flour	4 70
Wizard Graham	5 00
Wizard Gran. 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
Granena Health	2 20
Gran. Meal	2 00
Bolton Med.	2 00

Voigt Milling Co.	
Graham	4 60
Voigt's Crescent	5 10
Seal of Minnesota	5 10
Voigt's Flouring	4 60
Voigt's Hygienic	5 10
Voigt's Royal	5 10
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 bbl.	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	4 90
Golden Horn, bakers	4 80
Wisconsin Rye	3 75
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 50
Wingold, 1/2s paper	5 55
Wingold, 1/4s paper	5 50
Wingold, 1/8s paper	5 45
Bakers' Patent	5 35

Wykes & 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
Sleepy Eye, 1/8s paper	5 25

Meal	
Bolton	3 80@4 00
Golden Granul'd	3 80@4 00

Wheat	
New Red	82
New White	81

Oats	
Michigan carlots	45
Less than carlots	47

Corn	
Carlots	78
Less than carlots	80

Hay	
Carlots	18 00
Less than carlots	19 00

Feed	
Street Car Feed	33
No. 1 Corn & Oat Feed	32
Cracked corn	32
Coarse corn meal	32

FRUIT JARS	
Mason, pts., per gro.	4 55
Mason, qts., per gro.	4 95
Mason, 1/2 gal. per gro.	7 30
Mason, can tops, gro.	1 65

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr.	14 00
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

## HIDES AND PELTS

Hides	
Green, No. 1	11 1/2
Green, No. 2	10 1/2
Cured, No. 1	13
Cured, No. 2	12
Calfskin, green, No. 1	15
Calfskin, green, No. 2	13 1/2
Calfskin, cured, No. 1	16
Calfskin, cured, No. 2	14 1/2

Pelts	
Old Wool	60@1 25
Lambs	10@25
Shearings	10@20

Tallow	
No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 18
Unwashed, fine	@ 13

HORSE RADISH	
Per doz.	90

Jelly	
5lb pails, per doz.	2 20
15lb pails, per pail	48
30lb pail, per pail	90

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls.	
per doz.	18

MAPLEINE	
2 oz. bottles, per doz.	3 00

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	32
Good	22
Fair	20

Half barrels 2c extra	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

MUSTARD	
1/4 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 15@1 25	
Bulk, 2 gal. kegs 1 10@1 20	
Bulk, 5 gal. kegs 1 00@1 15	
Stuffed, 8 oz.	25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75
Olive Chow, 2 doz. cs.	
per doz.	2 25

PICKLES	
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 88
5 gallon kegs	1 90

Small	
Barrels	9 50
Half Barrels	5 25
5 gallon kegs	2 25

Gherkins	
Barrels	14 50
Half barrels	7 75
5 gallon kegs	

Sweet Small	
Barrels	15 00
Half barrels	8 00
5 gallon kegs	3 25

PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90

PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd.	1 50
No. 572, Special	1 75
No. 98 Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632 Tour'n't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Barreled Pork	
Clear Back	22 00@23 00
Short Cut Clear	20 50@21 00
Bean	18 00@18 50
Brisket, Clear	23 50@24 00
Pig	23 00
Clear Family	26 00

Dry Salt Meats	
S P Bellies	15 1/2@16

Lard	
Pure in tierces	12 1/2@13
Compound Lard	10 1/2@11
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 3/4
10 lb. pails	advance 7/8
5 lb. pails	advance 1
8 lb pails	advance 1

## Smoked Meats

Hams, 12 lb. av.	19 1/2@20
Hams, 12 lb. av.	19 1/2
Hams, 12 lb. av.	19 1/2
Hams, 12 lb. av.	18 1/2
Ham, dried beef	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

## SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. .... 48  
 Sure Shot, 5c 1-6 gro. 5 76  
 Yankee Girl Scrap, 2oz. 5 76  
 Pan Handle Scrp 1/4 gr. 5 76  
 Peachy Scrap, 5c 5 76  
 Union Workman 2 1/4 6 00

## Smoking

All Leaf, 2 1/4 & 7 oz. 30  
 BB, 3 1/2 oz. .... 6 00  
 BB, 7 oz. .... 12 00  
 BB, 14 oz. .... 24 00  
 Bagdad, 10c tins .... 11 52  
 Badger, 3 oz. .... 11 52  
 Badger, 7 oz. .... 11 52  
 Banner, 5c .... 5 76  
 Banner, 20c .... 1 60  
 Banner, 40c .... 3 20  
 Belwood, Mixture, 10c 94  
 Big Chief, 2 1/4 oz. .... 6 00  
 Big Chief, 16 oz. .... 30  
 Bull Durham, 5c .... 5 55  
 Bull Durham, 10c .... 11 52  
 Bull Durham, 15c .... 17 28  
 Bull Durham, 8 oz. .... 3 60  
 Bull Durham, 16 oz. .... 6 72  
 Buck Horn, 5c .... 5 76  
 Buck Horn, 10c .... 11 52  
 Briar Pipe, 5c .... 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's, Johnson 39  
 Cigar Clip's, Seymour 39  
 Identity, 3 & 16 oz. .... 16  
 Lantry Cigar Cuttings, 10c 50  
 Continental Cubes, 10c 50  
 Corn Cake, 14 oz. .... 2 55  
 Corn Cake, 7 oz. .... 1 45  
 Corn Cake, 5c .... 5 76  
 Cream, 50c pails .... 4 70  
 Cuban Star, 5c foil .... 5 76  
 Cuban Star, 16 oz pails 3 72  
 Chips, 10c .... 10 30  
 Dills Best, 1 1/2 oz. .... 77  
 Dills Best, 3 1/2 oz. .... 77  
 Dills Best, 16 oz. .... 73  
 Dixie Kid, 5c .... 48  
 Duke's 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. .... 11 52  
 F. F. A. 7 oz. .... 11 52  
 Fashion, 5c .... 6 00  
 Fashion, 16 oz. .... 5 28  
 Five Bros., 5c .... 5 76  
 Five Bros., 10c .... 10 53  
 Five cent cut Plug, 29  
 F O B 10c .... 11 52  
 Four Roses, 10c .... 96  
 Full Dress, 1 1/2 oz. .... 72  
 Glad Hand, 5c .... 48  
 Gold Block, 10c .... 12 00  
 Gold Star, 50c pail .... 4 70  
 Gail & Ax 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. .... 50  
 Hazel Nut, 5c .... 5 76  
 Honey Dew, 10c .... 12 00  
 Hunting, 5c .... 38  
 I X L, 5c .... 6 10  
 I X L, in pails .... 32  
 Just Suits, 5c .... 6 00  
 Just Suits, 10c .... 12 00  
 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. .... 11 52  
 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 76  
 Pat Hand, 1 oz. .... 63  
 Patterson Seal, 1 1/2 oz. 48  
 Patterson Seal, 3 oz. .... 96  
 Patterson Seal, 16 oz. 5 00  
 Peerless, 5c .... 5 76  
 Peerless, 10c cloth .... 11 52  
 Peerless, 10c paper .... 10 80  
 Peerless, 20c .... 2 04  
 Peerless, 40c .... 4 08  
 Plaza, 2 gro. cs. .... 5 76  
 Plow Boy, 5c .... 5 76  
 Plow Boy, 10c .... 11 40  
 Plow Boy, 14 oz. .... 4 70  
 Pedro, 10c .... 11 93  
 Pride of Virginia, 1 1/2 77  
 Pilot, 5c .... 5 76

13

Pilot, 7 oz. doz. .... 1 05  
 Pilot, 14 oz. doz. .... 2 10  
 Prince Albert, 5c .... 48  
 Prince Albert, 10c .... 96  
 Prince Albert, 8 oz. .... 3 84  
 Prince Albert, 16 oz. .... 7 44  
 Queen Quality, 5c .... 48  
 Rob Roy, 5c foil .... 5 76  
 Rob Roy, 10c gross .... 10 52  
 Rob Roy, 25c doz. .... 2 10  
 Rob Roy, 50c doz. .... 4 10  
 S. & M., 5c gross .... 5 76  
 S. & M., 14 oz. doz. .... 3 20  
 Soldier Boy, 5c gross 5 76  
 Soldier Boy, 10c .... 10 50  
 Soldier Boy, 1 lb. .... 4 75  
 Sweet Caporal, 1 oz. .... 60  
 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 .... 1 00  
 Sweet Tip Top, 10c .... 1 00  
 Sweet Tips, 1 1/2 gro. .... 10 98  
 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. .... 76  
 Trout Line, 5c .... 5 90  
 Trout Line, 10c .... 11 40  
 Turkish, Patrol 2-9 5 76  
 Tuxedo, 1 oz. bags .... 1 90  
 Tuxedo, 2 oz. tins .... 96  
 Tuxedo, 20c .... 1 90  
 Tuxedo, 80c tins .... 7 45  
 Twin Oaks, 10c .... 96  
 Union Leader, 50c .... 5 10  
 Union Leader, 25c .... 2 60  
 Union Leader, 10c .... 11 52  
 Union Leader, 5c .... 5 95  
 Union Workman, 1 1/2 5 76  
 Uncle Sam, 10c .... 10 80  
 Uncle Sam, 8 oz. .... 2 20  
 U. S. Marine, 5c .... 6 00  
 Van Bibber, 2 oz. tin 88  
 Velvet, 5c pouch .... 48  
 Velvet, 10c tin .... 96  
 Velvet, 8 oz. tin .... 3 84  
 Velvet, 16 oz. can .... 7 88  
 Velvet, combination cs. 6 00  
 War Path, 5c .... 1 60  
 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 00  
 Yum Yum, 10c .... 11 52  
 Yum Yum, 1 lb. doz. 4 80

## TWINE

Cotton, 3 ply .... 22  
 Cotton, 4 ply .... 22  
 Jute, 2 ply .... 14  
 Hemp, 6 ply .... 12  
 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 .... 3 50  
 Splint, large .... 3 00  
 Splint, medium .... 2 75  
 Splint, small .... 2 75  
 Willow, Clothes, large 8 25  
 Willow, Clothes, small 6 75  
 Willow, Clothes, me'm 7 50

## Butter Pates

Ovals  
 1 1/2 lb., 250 in crate .... 30  
 1 1/2 lb., 250 in crate .... 30  
 1 lb., 250 in crate .... 35  
 2 lb., 250 in crate .... 45  
 3 lb., 250 in crate .... 55  
 5 lb., 250 in crate .... 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

14

1 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  
 12lb. cotton mop heads 1 45

## Pails

2-hoop Standard .... 2 00  
 2-hoop Standard .... 2 25  
 3-wire Cable .... 2 10  
 Cedar all red brass .... 1 25  
 3-wire Cable .... 2 30  
 Paper Eureka .... 2 25  
 Fibre .... 2 40  
 10 qt. Galvanized .... 1 70  
 12 qt. Galvanized .... 1 90  
 14 qt. Galvanized .... 2 10

## Toothpicks

Birch, 100 packages .... 2 00  
 Ideal .... 85

## Traps

Mouse, wood, 2 holes 22  
 Mouse, wood, 4 holes 45  
 Mouse, wood, 6 holes 70  
 Mouse, tin, 5 holes .... 65  
 Rat, wood .... 80  
 Rat, spring .... 75

## Tubs

20-in. Standard, No. 1 7 50  
 18-in. Standard, No. 2 6 50  
 16-in. Standard, No. 3 5 50  
 20-in. Cable, No. 1 .... 8 00  
 18-in. Cable, No. 2 .... 7 00  
 16-in. Cable, No. 3 .... 6 00  
 No. 1 Fibre .... 10 25  
 No. 2 Fibre .... 9 25  
 No. 3 Fibre .... 8 25  
 Large Galvanized .... 5 75  
 Medium Galvanized .... 5 00  
 Small Galvanized .... 4 25

## Washboards

Bronze Globe .... 2 50  
 Dewey .... 1 75  
 Double Acme .... 3 75  
 Single Acme .... 3 75  
 Double Peerless .... 3 25  
 Single Peerless .... 3 25  
 Northern Queen .... 3 25  
 Double Duplex .... 3 00  
 Good Luck .... 2 75  
 Universal .... 3 15

## Window Cleaners

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

## Wood Bowls

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

## WRAPPING PAPER

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

## YEAST CAKE

Magic, 3 doz. .... 1 15  
 Sunlight, 3 doz. .... 1 00  
 Sunlight, 1 1/2 doz. .... 50  
 Yeast Foam, 3 doz. .... 1 15  
 Yeast Foam, 3 doz. .... 1 00  
 Yeast Foam, 1 1/2 doz. 58

## AXLE GREASE

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

## BAKING POWDER

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

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

15

## CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. Brand  
 Ben Hur

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

## Old Master Coffee



Old Master .... 33  
 San Marto .... —  
 Pilot

## TEA

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

THE BOUR CO.,  
 TOLEDO, O.

## COFFEE

Roasted  
 Dwinnell-Wright Co's B'ds



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

## SAFES



Full line of fire and burglar proof safes kept in

16

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

## COCOANUT

Baker's Brazil Shredded



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



## APEX

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

## SAFES



Full line of fire and burglar proof safes kept in

17

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

## The only 5c Cleanser



Guaranteed to equal the best 10c kinds  
 80 - CANS - \$2.80

## SOAP

Lautz Bros' &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 2 10

## Proctor &amp; Gamble Co.

Lenox, 100 cakes ..... 3 00  
 Ivory, 6 oz. .... 4 80  
 Ivory, 10 oz. .... 6 75  
 Star ..... 3 35

## Tradesman Co.'s Brand

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

## A. B. Wrisley

Good Cheer ..... 4 00  
 Old Country ..... 2 40

## Soap Powders

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

## Soap Compounds

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

## Scouring

Enoch Morgan's Sons

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

We Manufacture  
 Public Seating  
 Exclusively

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

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

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

Write Dept. Y.

American Seating Company

215 Wabash Ave. CHICAGO, ILL.

GRAND RAPIDS NEW YORK BOSTON PHILADELPHIA



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—An established lumber business in a good town of 1,900 population. Stock and plant inventory about \$9,000. Address the Young Bros. Realty Co., Lansing, Mich. 374

Coal Lands For Sale—160 acre coal mine; well developed; good coal; situated on line of Denver & Rio Grande R. R. in Rio Arriba county, New Mexico. For prices and terms write John W. Mayes, Santa Fe, N. M. 373

For Sale—An established implement business, with large trade, stock \$4,000. \$8 a month rent. The Young Bros. Realty Co., Lansing, Mich. 375

For Sale—One of the best groceries in the State. Did \$55,000 business last year. Fine location, right in the heart of the city, with a population of 8,000. Good lease, cheap rent. Delivery system, everything in the best of condition. If you are looking for a live one and a money-maker, investigate this at once. Address No. 377, care Michigan Tradesman. 377

In Southern Alberta, Canada, close to Calgary. 320 acre grain farm, steam plow land all fenced, 80 acres broken, want to sell this farm. Would exchange on town property, or merchandise stock. You are dealing direct with owner. Address S. S. Gump, North Manchester, Indiana. 378

Hotel—European, central location. Furnishings with lease of 84 rooms, all outside, steam heat, electric lights. Bell service, elevator. Address J. J. O'Donnell, Commonwealth Bldg., Denver, Colo. 372

For Sale—A small drug stock in an inland town, 22 miles from Grand Rapids. No drug store within eight miles. Dry town in wet county. Reason for selling, am not a registered pharmacist. Address Druggist, care Michigan Tradesman. 371

For Sale—Best little cash business in best town in Colorado. 10,000 people pass the door every day. Particulars, 511 North Commercial St., Trinidad, Colo. 370

A first-class 160 acre farm to trade for a stock of merchandise. Hardware preferred. Must be well located. Address Lock Box W, Honor, Mich. 369

For Sale—Well established notion store in town of 10,000. Doing big business. Address Lee Wolf, Dayton, Ohio. 368

For Sale or Exchange—To close an estate, 1,280 acres, improved land in Lake County, Michigan, on railroad. First-class for general farming, fruit, stock or sheep ranch. Has small lake and running water. Now under option to oil company for drilling oil wells on shares. Price only \$18 per acre. Will take city property or stock up to \$5,000. balance cash. Harry Thomasma, 433-435 Houseman Bldg., Grand Rapids, Mich. 367

Hotel For Sale—Two-story brick building with independent water and lighting systems. Two pool tables in basement. A money-maker. Can be bought for small payment and easy terms. Furniture included, if wanted. Address Hotel Committee, Fairgrove, Mich. 366

Partner Wanted—With \$5,000 for manufacturing business, selling to department stores. Address No. 364, care Tradesman. 364

Blacksmith stock and tools, good location, power shop, two forges. Plenty work for two men, part time only. Come see books. Good school. H. V. Thomas, Blairstown, Mo. 363

For Sale—In Glen Ellyn, seven room house, large yard, \$4,000. Nettie B. Ellis, Glen Ellyn, Ill. 362

For Sale—Art embroidery stock and store fixtures; a well established paying business. Inventories \$500. Good reason given for selling. Mrs. E. M. Cosper, Mt. Pleasant, Mich. 361

For Sale—First-class steam laundry, doing big business; actual value \$8,000, but will sell for \$6,000. Reasons given for selling on enquiry. B. G. Moorman, Ypsilanti, Mich. 360

In settlement of an estate, a Michigan druggist now owns a very productive farm of 160 acres, 63 miles south of Kansas City, Kansas. Appraised \$40 acre. Will sell on easy terms or exchange for good Michigan property or drug or shoe store. Address No. 359, care Michigan Tradesman. 359

Gonzales Pecans—We offer Gonzales Guadalupe valley pecans 1913 crop, in lots of fifty and one hundred pounds. November and December shipments at 12 and 12½ cents f. o. b. Gonzales, book orders now and we will fill consecutively. Also offer 87 acre valley farm with pecan grove on, near Gonzales, at \$125 per acre. A bargain. Address W. H. Boothe & Co., Gonzales, Texas. 376

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

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 80, cement block, located in one of the best towns in the Thumb of Michigan. Sickness 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 turn-overs, 30 per cent. investment besides good living; reasons for selling. Address No. 344, care Tradesman. 344

For Sale—Stock of dry goods, ready-to-wear, shoes, men's furnishings, in live town in Central Kansas money-making 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 \$15,000; 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

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, 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

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

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

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. Schmaifeld, 10951 Michigan Ave., Chicago, Ill. 311

Business—Better than gold dollars at 50 cents. Business for sale in thriving mountain town; hotel and store combined, doing dandy business; poor health bined. 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

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 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

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 334 Indiana Ave., Toledo, Ohio. 374

To Exchange—Fine 160 acre Noble county, Oklahoma farm; this is extra good land; price \$50 per acre; \$3,000 in compliance. 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

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

Merchants! Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 359

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

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

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

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

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

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauer, Milwaukee, Wis. 32

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

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

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 194

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—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

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

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

## HELP WANTED.

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 money-maker. Address Box 215, Lathrop, Mo. 347

## SITUATIONS WANTED.

Wanted—Position by young man, sober and industrious, under a good window trimmer. Can write show cards. Best references furnished. Address 365, care Tradesman. 365

Use

Tradesman Coupons



## BANKRUPTCY MATTERS.

## Proceedings in Western District of Michigan.

Grand Rapids, Aug. 5.—A voluntary petition was filed by William A. Reynolds, of Grand Rapids, doing business as the Independent Plumbing & Heating Co., and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling a first meeting of creditors to be held at his office on Sept. 8th for the election of trustee, proving claims, examination of the bankrupt, etc. The bankrupt's schedules show the following assets:

Cash on hand	\$ 55.00
Stock in trade	406.40
Household goods, etc.	200.00
Tools, etc.	80.00
Accounts receivable	939.00
The following creditors are scheduled:	
City of Grand Rapids	\$ 10.01
Abraham Grit, labor	10.00
C. E. Smith, labor	10.00
D. W. Boyes, salary	90.00
Barclay, Ayers & Bertsch	550.39
American Plumbers Sup. Co., Toledo	521.45
G. R. Builders Supply Co.	96.87
Evening Press Company	21.10
Michigan State Telephone Co.	15.97
Buckeye Pump & Mfg. Co., Columbus	25.00
Crystal Springs Water Co.	1.35
Donker, Moll & Seborg	9.33
Great Western Oil Co.	36.77
Herald Publishing Co.	31.03
W. C. Hopson Co.	11.91
Rickersburg Press Co., Cleveland	83.41
United Brass Co., Cleveland	30.25
Pittsburgh Plate Glass Co.	6.20
Detroit Bath Tub & Brass Co.	11.50
Rosenthal & Co.	3.37
Leifelt Iron Works	37.55
H. M. Joyce Co.	9.00
James T. McAllister	100.00
G. R. Brick Company	5.73
Ferguson Supply Co.	1,573.70
S. A. Morman & Co.	394.34
Citizens Telephone Co.	9.50
G. R. Muskegon Power Co.	2.28
Martin & Wurzburg	3.75
West Side Sheet & Metal Co.	3.89
Enterprise Iron & Metal Co.	25.75
G. R. Gas Light Co.	.50
Amer. Plumblings Supply Co., Toledo (note)	850.00
Ferguson Supply Co. (note)	400.00
Joseph Flett (note)	210.00
Commercial Savings Bank (note)	325.00
	\$5,536.40

Aug. 7.—In the matter of the Grand Rapids Motor Truck Co., bankrupt, of Grand Rapids, the inventory and report of appraisers was filed and shows the following assets:

Real estate	\$ 4,475.00
Accounts receivable	4,854.72
Bills receivable	619.00
Machinery, tools, merchandise, etc.	21,135.66
	\$31,084.38

An order for sale of the assets at public sale by the receiver, after giving ten days' notice to creditors, was entered.

Aug. 8.—A voluntary petition was filed by the Rodgers Iron Manufacturing Co., a corporation of Muskegon, and it was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was also made appointing John G. Anderson, of Muskegon, as receiver, bond fixed at \$5,000. An order was made by the referee calling the first meeting of creditors to be held at his office on Sept. 17, for the purpose of electing a trustee, proving claims, etc. The following assets are listed:

Real estate, (covered by land contract for \$3,000)	\$6,000.00
Two horses	100.00
Two wagons	30.00
Machinery, tools, apparatus, etc.	2,000.00
Merchandise, iron, coke, scrap iron	500.00
Accounts receivable	2,096.09

The following creditors are scheduled:

Labor claims, preferred	\$ 152.85
P. P. and L. E. Schnorbach, Muskegon, land contract	3,000.00
Hackley National Bank, notes, Muskegon	5,900.00
Asphalt Roofing Co., Saginaw	136.00
Amer. Saw Tool Co., Chicago	27.08
Branch Saw Co., St. Louis	64.70
Chicago Pneumatic Tool Co., Chicago	200.00
G. C. Chaddock, Muskegon	100.00
Central News Depot, Muskegon	20.40
Fred Christian, Muskegon	18.97
D. Drinan, Muskegon	87.40
Detroit Foundry Supply Co.	265.50
Garden City Sand Co., Chicago	115.20
G. R. Muskegon Power Co., Muskegon	155.97
G. R. Belting Co.	114.70
W. S. Green, Muskegon	75.00
Heppes Company, Chicago	45.00
J. J. Howden Co., Muskegon	177.89
Harman Company, New York	410.00
Interstate Sand Co., Zanesville	36.16
Keystone Lubricating Co., Philadelphia	41.10
LaHacienda Company, Buffalo	84.00
Langland Mfg. Co., Muskegon	401.20
Otto Langkavel, Muskegon	69.00
Mitchell & Diggins Iron Co., Cadillac	614.78
Muskegon Aluminum Foundry Co., Muskegon	87.25
George McCullom, Muskegon	407.77

Magoon & Kimball Co., Muskegon	183.13
Muskegon Lumber & Fuel Co., Muskegon	392.47
Markle Cement Co., Muskegon	31.00
Muskegon Water Department, Muskegon	92.60
Nugent Sand Co., Muskegon	18.75
Package Publishing Co., Milwaukee	125.00
Peoples Hardware Co., Muskegon	194.96
Pere Marquette R. R. Co., Muskegon	65.05
Rodgers Boiler & Burner Co., Muskegon	1,110.40
Alex Rodgers, Muskegon	60.01
J. T. Hyerson & Son, Chicago	118.89
J. T. Simonson & Co., Muskegon	19.24
Standard Sand & Machine Co., Cleveland	160.00
Towner Hardware Co., Muskegon	529.46
Whitman & Barnes Mfg. Co., Akron	10.73
Western Rubber Co., Goshen	33.49
Wiselugel & Co., Muskegon	24.61
John G. Anderson, Muskegon	600.00

Total liabilities \$16,657.85

A voluntary petition was filed by William H. Kane, florist and ice cream dealer of Cadillac, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Wicks. An order was made by the referee calling the first meeting of creditors to be held at his office in Grand Rapids on Sept. 11, for the purpose of electing a trustee, if desired, proving claims, etc.

The following assets are listed:

Stock in trade (claimed as exempt)	\$ 20.00
Household goods (claimed as exempt)	200.00
Fixture, etc., (claimed as exempt)	125.00
Accounts receivable	60.00

The following creditors are scheduled:

Albert E. Smith, Cadillac (note retaining title in soda fountain)	111.93
Tuttle & Co., Cadillac	61.75
J. Cornwell & Sons, Cadillac	56.00
Hotel McKinnon Co., Cadillac	70.00
Peter Reinberg, Chicago	373.28
Storrs & Harrison Co., Painesville	15.85
A. A. Arnold, Chicago	11.00
American Importing Co., Chicago	3.10
Samuel Shoen, Evert	122.00
A. L. Randall, Chicago	23.62
Anderson Bros., Traverse City	5.00
Cadillac Ice Cream Co., Cadillac	85.53
A. L. Joyce, Traverse City	26.75
George Graham, Cadillac	23.50
Henry Smith, Grand Rapids	35.00
Puritan Candy Co., Milwaukee	10.00
Canfield Mfg. Co., Chicago	48.00
Hammond, Standish & Co., Saginaw	20.03
W. W. Barnard Co., Chicago	10.16
Payette, Welch Co., Detroit	14.00
Putnam Candy Co., Grand Rapids	70.00
Andrew Lindstrom, Cadillac	27.50
Consumers Ice Cream Co., Cadillac	9.00
Drury & Kelly Hardware Co., Cadillac	39.50
Arms & Cole, Traverse City	24.00
William Cassel, Cadillac	55.00
Cadillac State Bank, Cadillac	50.00
Lester Shore, Evert	50.44
Henry C. Ames, Cadillac	90.70
Cadillac Electric Light & Water Co., Cadillac	11.05
Citizens Telephone Co., Cadillac	8.95
George Troy, Cadillac	15.27
	\$1,578.01

Brooms.—In Oklahoma, which produces a large percentage of the broom corn, continued dry weather is seriously affecting the broom corn crop. Illinois reports the same state of affairs, and, as a result, broom corn in the open market has advanced \$20 a ton, and another advance is expected soon. Manufacturers of brooms will probably advance their quotations in consequence.

Provisions.—Smoked meats are firm and unchanged, demand being seasonable. Pure lard is firm and in fair demand at unchanged prices. Compound lard is in short supply and actively wanted. Barreled pork and dried beef are unchanged and in good demand. Canned meats have advanced all along the line, owing to scarcity and short stocks.

Oysters.—Tonging will start about Sept. 1, and as far as it is possible to make predictions, there are evidences of a good supply. Dealers say that the demand will be as heavy as it was a year ago, with a chance of increased demands as the season advances and as increases in the price of various staples become noticeable.

Ionia.—The Ypsilanti Reed Furniture Co. has increased its capital stock from \$200,000 to \$300,000.

## RAY OF HOPE

## What Is Left After Southern Wholesalers' Wreck.

Grocers who have carefully weighed the recent attitude of the Government and the Court's decree in sustaining it, in the Southern Wholesalers' contempt case are disposed to find still one loophole by which it may appear that associated effort for the correction of trade abuses is not entirely tabooed under the Sherman Law. It is mighty technical, but it deserves consideration in studying the drift of legal decision on trade co-operation.

According to the Court's findings, the grocers were not necessarily doing illegal things, but for the fact that it was done in the face of a stiff decree prohibiting very tangible classes of things. It is argued that perhaps had similar acts—that is the modified course of conduct latterly employed by the association—been done by some association under the ban of an injunction, the court would have made a very different finding. Contempt of court is the most arbitrary of all judicial issues, and, when proven, is regarded as demanding very rigid treatment. If these circumstances were more a governing consideration than the mere merits of the association's general acts, it may be that the decree was less of a blow to the work of associations than had been supposed.

While every honest trader rejoices in the splendid work of Assistant United States District Attorney Guiler in convicting two groups of crooked egg retailers and recovering fines to the extent of almost \$35,000 there are some who see in the finding—in the De Winter case—a decided case of inconsistency in Uncle Sam's views on the enforcement of fair trade practices; especially when it is contrasted with the Southern Wholesalers' case.

While the specific acts complained of in the egg cases were bribery and fraud, the Shimer and De Winter cases were quite different. The Shimer practice had to do with bogus and preferential egg claims; the technical cause in the De Winter case was seeking preferential treatment by bribery, looking toward quicker deliveries of eggs than other receivers could get. In all essentials, it was akin to the "tip" to a waiter to secure quicker service than is enjoyed by those who do not tip. The Government's technical claim was that it was bribery to secure discriminatory favors at the hands of the railroad, contrary to the doctrine of equal opportunities for all shippers alike.

Now, the purpose of the acts of the Southern Wholesalers was precisely in harmony with what the Government sets up as an ideal in the egg case—equality of treatment and uniform opportunity. Yet in the one case, the friends of equality are punished for enforcing it, and in the other its foes are branded as criminals. Aside from technicalities, which virtue is to be recommended, ally—the suppression of favoritism or its promotion by edicts against fair trade restraint?

Wholesale grocers do not seek to protect themselves as a favored class, but as a legitimate and necessary class assailed by unfair competition. It does not appear that they have declined to grant all the favors they enjoy to any other wholesaler, so long as he once proves himself to be a wholesaler. Clabaugh—and many other "irregulars"—they say was not a wholesaler, but a retailer seeking wholesale privileges denied his fellow retailers. For the promotion and protection of fair competition—among both the wholesalers and retailers—they preached in favor of manufacturers confining their transactions strictly to one of the other policies. And while one Federal court is saying that such a doctrine is contrary to the law, another Federal court declares that egg men seeking practically what Clabaugh did, albeit by less reputable methods, are criminals.

There isn't the slightest doubt that the National Wholesale grocers are apprehensive of prosecution, in spite of their bill of purity issued three years ago by the Department of Justice. The threats of Clabaugh are thought to have some foundation. But if any proceedings are brought, the National proposes to stand and fight for its reputation. It is as anxious as anyone to know how far an association may go in co-operated work, for while the National has never sought to influence prices by concerted action, it has many lines of action still alive which demand a legal safehold for further development.

One matter which is likely to come up for action at no very distant date is under the National auspices is a proposition to formulate a uniform system of figuring costs, in order that grocers may more intelligently conduct business. Experience among grocers shows a wide divergence of ideas as to what enters into the legitimate cost of doing business and as to how to safely figure costs, selling prices, etc. After much study, some of the leaders are convinced that only a series of exact formulae, to be allowed to by jobbers generally, will bring about the desired reform. And they feel that such educational work is the legitimate province of the association.

Another phase of this has to do with the elevation of salesmen along lines of developing into more truly profitable ser-

vants. Hundreds of salesmen boast of their ability as salesmen and point to six-figure aggregate of sales during a year as proof of their distinction. Some employers have been comparing notes and find a mutual interest in pointing out to salesmen how to be genuinely profitable. Often they find that the salesman with a smaller aggregate is really the better investment for them in the long run. It is easy to sell sugar at cost and flour at little more, and other articles notoriously sold at a loss—all contributing to great records but small profits.

There ought to appear lines of legitimate co-operation for the correction of these evils but, since they savor somewhat of "keeping the price" the recent governmental doctrines are a source of apprehension. Certainly it can hardly be a prudent policy of a government to breed a type of merchants who feel bound to do business at a loss.

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

Buffalo, Aug. 13.—Creamery butter, fresh, 24@27c; dairy, 22@25c; poor to good, all kinds, 19@21c.

Cheese—New fancy 15c; choice 14c; poor to common, 6@13c.

Eggs—Choice, fresh candled, 23@24c; at mark 21@22c.

Poultry (live)—Turkeys, 13@14c; cox, 12c; fowls, 16@18; springs, 17@19c; ducks, 14@15c.

Beans—Red Kidney, \$1.75 @ 2; white kidney, new \$3@3.25; medium, \$2.30; narrow new \$3@3.40; pea, new, \$2.15@2.20.

Potatoes—New, \$2.50@2.75 per bbl. Rea & Witzig.

## Some Warm in Indiana.

Bloomington, Ind., August 11.—Enclosed find \$1 to renew my subscription. Cannot get along very well without the Tradesman. It is just like Michigan down here—only more so. It is hot and dry and no rains, with a temperature of 101, 104 and 107½ deg. in the shade to 132 deg in the sun. G. H. Phelps.

The Grand Rapids Retail Grocers' Association and the Master Butchers' Association will hold their joint picnic on Thursday, August 21. They will leave about 7 o'clock in the morning by special trains on the Grand Trunk for Grand Haven, where they will take a boat for either Muskegon or Saugatuck. It is hoped that the round trip rate may be fixed at \$1, but it is possible that it will be impossible to secure accommodations desired for less than \$1.25. It goes without saying that the day will be an occasion of rare pleasure.

Salt Fish—Mackerel is in fair demand at prices that show no material change for the week. Cod, hake and haddock quiet at firm prices. New Holland herring are on their way from New York to this market, and will arrive next week. Prices are firm, second week arrivals having been quoted at an advance of 75c a barrel over first arrivals.

D. S. Hatfield has started on his seventeenth year with Wm. F. Zummach, the Milwaukee paint manufacturer. He has not lost a day by illness during the entire period.

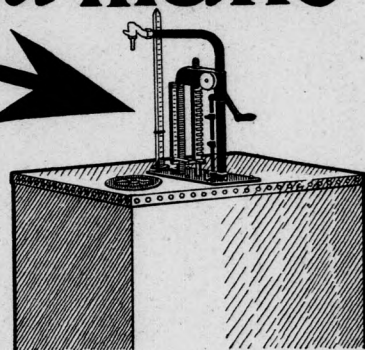
Detroit—The Excelsior Tool & Repair Co. has changed its name to the Excelsior Tool & Gauge Co., and increased its capital stock from \$7,000 to \$20,000.

Sidestep the man who talks much and says little.





# How much do you make on OIL?



There's a good margin of profit in oil. It's a steady staple and you sell lots of it. How much do you make? You can't tell unless you have a BOWSER SELF-MEASURING OIL TANK. The old style wastes oil by dripping and that reduces your profits. The BOWSER has an automatic cut-off that prevents dripping and waste and PROTECTS YOUR PROFITS. It pays for itself in a few months' savings. It not only saves oil but it saves other goods from being damaged by it. With a BOWSER you hang the customer's can on the nozzle and pump. There's no oily measure and funnel to bother with. When the can is full the BOWSER Computer shows at a glance how much to charge, just like your computing scales—no guesswork! Find out about it. Write for our catalog and full information. Let us show you how to MAKE MONEY on oil.

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ESTABLISHED 1885



## Too Late

Better a little kindness while living than a floral display at the grave.—*W. L. Brownell.*

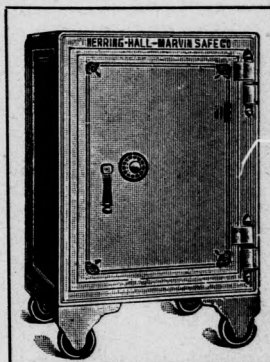
If we could bring ourselves up to the point of doing the things we know we ought to do to-day, we would chase away many of our to-morrow's regrets.

### Think Carefully Then Act Promptly

It makes no difference how large or how small your business may be, it is your business and it is your business also to protect it. How long would you do business with a bank who would leave its books in which your account with it was registered lying around in its office unprotected at night. If you are not the owner of a good reliable safe this is just what you are doing with your own accounts.

**THINK IT OVER**

Write us to-day and we will name you a low price on a dependable safe.



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In 1904 a Kansas Merchant ordered \$2.85 worth of five, ten and twenty-five cent goods from Butler Brothers.

His first day's sales from this merchandise was \$4.86.

It is no rare thing now for him to sell **one hundred times** that much in a single day, while his gross sales on all lines have multiplied **ten times**.

Do you want this kind of power in your store?

Write for particulars, naming this magazine

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Portland

Kansas City  
Philadelphia

Milwaukee  
Seattle