

MICHIGAN TRADESMAN

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Thirty-First Year

GRAND RAPIDS, WEDNESDAY, JULY 15, 1914

Number 1608

Opportunity

They do me wrong who say I come no more
When once I knock and fail to find you in;
For every day I stand outside your door,
And bid you wake, and rise to fight and win.

Wail not for precious chances passed away,
Weep not for golden ages on the wane!
Each night I burn the records of the day—
At sunrise every soul is born again!

Laugh like a boy at splendors that have sped,
To vanquished joys be blind and deaf and dumb;
My judgments seal the dead past with its dead,
But never bind a moment yet to come.

Though deep in mire, wring not your hands and weep;
I lend my arm to all who say "I can."
No shame-faced outcast ever sank so deep
But yet might rise and be again a man!

Dost thou behold thy lost youth all aghast?
Dost reel from righteous Retribution's blow?
Then turn from blotted archives of the past
And find the future's pages white as snow.

Art thou a mourner? Rouse thee from thy spell;
Art thou a sinner? Sins may be forgiven;
Each morning gives thee wings to flee from hell,
Each night a star to guide thy feet to Heaven.

SUMMER CANDY

We have a most excellent line of candy that will stand hot weather. Let our salesman show you samples.

Keep it in mind,
The Double A kind.



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

Good Yeast
Good Bread
Good Health

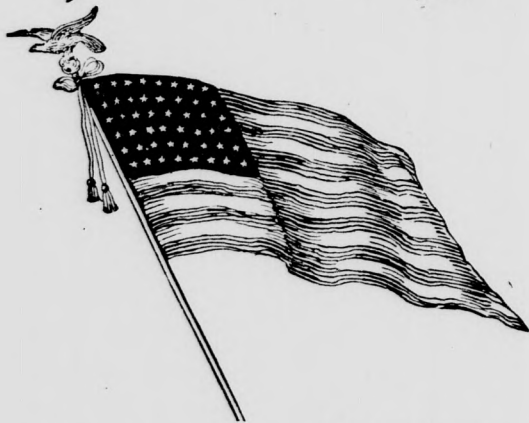
Sell Your Customers
FLEISCHMANN'S
YEAST

Summertime Is Tea Time

Nothing so Refreshing, Invigorating and
Bloodcooling as Delicious Iced Tea.

We recommend our

PEERLESS



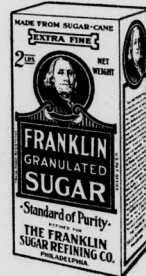
ICED TEA BLEND

As the acme of perfection. Scientifically blended specially for Iced Tea, from the choicest growth of Ceylon and India. Put up in handsome 10 lb. caddies.

The Pure Foods House

JUDSON GROCER COMPANY, Grand Rapids, Mich.

Take advantage of the berry
season to push the
sale of
FRANKLIN
CARTON SUGAR



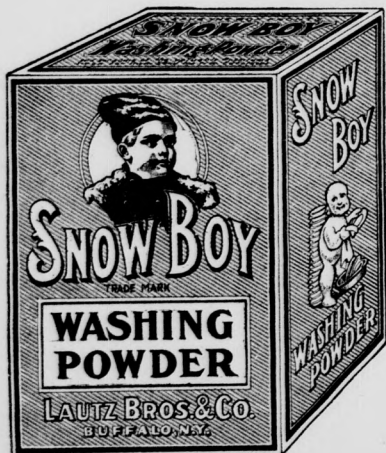
The Use of a Free, Smooth Running, Dry Sugar
Greatly Increases the Enjoyment of Berries,
Fruits, Cereals and Desserts

Tell your customers about the superiority of FRANKLIN CARTON SUGAR—NOW, when they are using lots of sugar on the table, and you'll start an increased sale that will last all year round, because the Purity, Cleanliness and Fine Quality of FRANKLIN CARTON SUGAR makes steady customers of all who once try it. It will PAY YOU to increase your sales of FRANKLIN CARTON SUGAR and save what you are now losing by overweight, loss of time, cost of bags and twine incident to selling bulk sugar, to say nothing of the great convenience of being able to take a ready-filled carton off the shelf and hand it to the customer without any more effort than selling a can of corn. Think of it!

THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA

"FRANKLIN CARTON SUGAR is guaranteed FULL WEIGHT
and refined CANE sugar."

You can buy Franklin Carton Sugar in original
containers of 24, 48, 60 and 120 lbs.



SNOW BOY FREE!

For a limited time and subject to withdrawal without advance notice, we offer
SNOW BOY WASHING POWDER 24s FAMILY SIZE

through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE
10 boxes @ 3.60—2 boxes FREE
5 boxes @ 3.65—1 box FREE
2½ boxes @ 3.75—½ box FREE

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.

All Orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Order from your Jobber at once or send your order to us giving name of Jobber through whom order is to be filled.

Yours very truly,

Lautz Bros. & Co.

BUFFALO, N. Y., January 2, 1914.
DEAL NO. 1402.

MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, JULY 15, 1914

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MIDSUMMER CROP SCARES.

Efforts last week to put up corn and wheat prices, on the basis of drought in the corn belt and black rust in the Northwestern wheat states, have attracted close attention to the actual facts of the situation. In parts of the corn belt—notably, Western Kansas, Texas and some sections of the Ohio Valley, droughty conditions certainly prevail and temperatures are high. But it should be remembered that the corn crop is made by weather conditions during the whole of July and August and that corn can stand a great deal of heat and dry weather after it gets a good start.

It got such a start this year. In most states, the crop is one to two weeks ahead of last year's; it is tasselling over the greater part of the Southwestern corn belt. This is traditionally the critical moment, when damage by unusually high temperatures can result to the tassel. But it will take a lot of drought and high temperature, to cause a really serious loss between now and harvest—not to mention last season's 525,000,000 bushels loss.

As for the spring wheat country, there is more or less black rust in the Northwest, as there is every year, and as there probably will be, so long as wheat is raised there. There is, however, no damage of consequence so far, although it will be about forty days before the crop is well out of danger. Even with black rust in a wider section than that in which it has been discovered so far, prospects are for an average crop or better. The five-year average yield in all the spring wheat states is 245,000,000 bushels, and of winter wheat 441,000,000 bushels. The present crop indication is 115,000,000 bushels more than the average for the past five years.

Back of all stands the fact that the year's assured wheat yield, as the Government reports it, is so immense that, had any one in the trade predicted it a year ago, in succession to another record crop, he would have been regarded as unbalanced. It is

in some ways the most remarkable showing in the history of agriculture. It is so large that it may not be equalled again in years. The winter wheat has about all been cut, and threshing is under way, with large yields. The total average yield per acre of 18.5 bushels is the largest ever reported. In Kansas alone, the yield is nineteen bushels, which far exceeds all records.

WATCHFUL WAITING.

The Detroit Board of Commerce has compiled statistics showing manufacturing and industrial conditions in Detroit during the first half of 1914, and a comparison of these figures with those of 1913 is somewhat significant. The report shows that the city's exports were below those for the first half of 1913, and that the imports have greatly increased. This year is the first since 1892 when exports did not practically double those of the preceding year.

It shows further that fewer manufacturing businesses have been incorporated so far this year than were started in a similar time last year. It shows that the subscribed capital for these concerns is less than that of the first six months of 1913.

Increase in the capital of established concerns has fallen off about one-half.

The building permits are fewer in number than they were last year and a far smaller proportion is for manufacturing concerns.

•Against these discouraging futures is an increase in the municipal appropriations, tax levy and net debt. There is also an increase in the expenditures for buildings, big hotels and office blocks bringing up these figures.

Real estate values, the report says, are still being upheld, indicating that in this line confidence still exists. In regard to manufacturing, however, the report states that the business men have assumed a watchful waiting attitude.

Sometimes it pays to be curious enough to want to know the why of things. A woman employed in one of the large New York City hotels had noticed that her carpet sweeper made a peculiar sound and that it was scratching the floor. She had never seen a carpet sweeper until she came to this country a while ago, and she was curious to see how it worked. That fact and the scratching sound made her determine to investigate. With a screwdriver she picked the sweeper apart, when a marquise diamond ring valued at \$2,500 fell out. The maid reported the find, the owner was found and the girl given \$10. She is firmly convinced that it pays to investigate strange sounds.

Uncle Sam's Prodigious Drink Bill is Growing.

Despite the wave of temperance and prohibitory legislation which reformers use as evidence of the decadence of the drink habit, official statistics of the United States Government, as analyzed and compiled by the American Grocer, show rather conclusively that America is drinking heavier than ever before. And this in the face of the fact that no less than nine states have absolute prohibition, and one state goes so far as to make it "unlawful to manufacture, sell, or give away intoxicating liquors anywhere in the commonwealth; forbids their sale by clubhouses or druggists; and fixes a heavy penalty for their advertisement by circular, billboard, newspaper, or any other agency."

The per capita consumption of spirituous and malt liquors for the fiscal years ended June 30, 1913, was 22.68 gallons, a quantity never exceeded except in 1907 and 1911 when it was 22.79 gallons, or 0.11 gallons more in each of those years. The average annual per capita consumption for the past seven years was 22.24 gallons.

It is estimated that the users of alcoholic stimulants constitute 25% per cent. of the total population, which would make their per capita consumption 89 gallons, of which 91 per cent. is beer.

The total estimated cost at retail of alcoholic beverages for the fiscal year ended June 30, 1913, was \$1,724,607,519. Non-alcoholic beverages, coffee, tea and cocoa cost consumers \$259,459,239. Total expenditure for stimulants \$1,984,066,758.

It was once remarked of this country's history that Nature seems to take pleasure in playing tricks with the oracles of politics and finance. In 1896, Mr. Bryan was pivoting his campaign on the assertion that wheat could never return to a price remunerative to the American farmer until free silver coinage was adopted. Before election day, the wheat crop of India had failed, Europe was buying here to make good the shortage, and wheat at Chicago had risen from 53 to 94 cents a bushel, with a bumper crop the ensuing year, sold at a dollar price because of a disastrous season on the farms of Europe. In 1901, when Wall Street, at the top of a wildly excited boom, was warned that the autumn harvests were still an uncertain quantity, it retorted that "the country had outgrown dependence on the crops;" whereupon a prolonged and scorching drought ruined more than one-fourth of the country's growing corn, with undoubted effect on the Wall Street boom. These are only two out of many instances of the

kind, and it now seems altogether probable that 1914 will present an equally interesting picture of Nature making sport of the political and financial prophets. Every one knows how American prosperity, two or three months ago, was permanently killed. Either the tariff or the Trust bills had given business a death blow. So long as Congress continued to legislate, there was absolutely no hope of business revival. Whimsical Nature has responded with a wheat crop which the Department of Agriculture has estimated at the amazing figure of 930,000,000 bushels—nearly one-fourth as large as the whole world's yield of 1913, and greater by 160,000,000 bushels, or 21 per cent., than the largest wheat crop ever previous harvested in this country.

People of the North can not understand the attitude of those in the South who maintain that the negro is worthless. Northerners will laugh over a dilemma that is perplexing a newspaper in Richmond, Va., which some time since offered a prize of \$10 for the best argument against woman suffrage. There were 640 answers and the prize was awarded to one who signed herself "Mrs. Goode." The argument was sound and well written and the manager of the contest wrote to the winner asking for her picture, which he wished to publish. When the photograph arrived it pictured a negro woman and the newspaper declined to publish the portrait. The white women are indignant that a colored woman should dare compete for the prize and still more indignant because she won it. They can not get over the fact that they have been in a contest with a negress and that she came out ahead and the newspaper is blamed for not investigating before awarding the prize to one of colored blood.

Every year the American Government spends a good chunk of money for the purchase of seeds which are distributed by congressmen to their constituents free of charge. The size of this annual order is large, and heretofore American seedsmen received the patronage. This year five European firms were honored with a share each, two being English, two French and one Dutch. One English house had an order for nearly forty-four tons of flower and vegetable seeds, like peas and beans. This news will make those who shout that the Government should patronize home industries all the more emphatic in their arguments.

The high cost of living still enables home to pose as the dearest place on earth.

GONE TO HER REWARD.

Death of the Wife of William Judson.

When the Silent Messenger touched the tired eyelids of Mrs. William Judson Sunday afternoon and she passed to her eternal rest, the community of Grand Rapids lost one of its most beloved women whose beauty of soul and nobility of character will leave a lasting impression in the world of activity in which she mingled and which she brightened and bettered.

For many long months this well-known and universally esteemed woman has been a patient sufferer from a complication of diseases and naught that medical skill or tender nursing could do to check the progress of the distressing ailment was left undone. Hoping against hope until the very last those nearest her prayed and believed that somehow this splendid, lovable woman might be spared them, but even her strong constitution proved unable to withstand the inroads that the malady made upon it and at last worn out with the unequal struggle, she closed her eyes in the sleep that knows no waking and her weary soul took flight.

Few women there are who have more endearing traits of character than did Mrs. Judson. She was gentle, charitable, thoughtful as to the happiness of others, high-minded, gracious to all, companionable and lovable to the last degree, her self-sacrificing nature and kindness of heart winning the esteem and admiration of all who were honored by either her acquaintance or friendship. She was merry of heart and her good cheer and smile were infectious. Her hand was ever out to help those in distress and the kindly deeds to humanity that she did were many and admirable. Modesty and sweet dignity became her as do the rose blooms a June garden, and the fragrance of her presence was always a joy and inspiration to all with whom she came in contact. In death she will be mourned no less than she was beloved in life.

This earth has little need for more religious doctrine or for new prophets. It already has enough sects and creeds to serve it until the conclusion of things. But the earth never can have enough women like Mrs. Judson, embodiment of the one vital principle of all religion, love for humanity.

Biographical.

Ella M. Barnhart was born at Mayville on Lake Chautauqua, New York, in 1860. Six years later she came with her parents, Mr. and Mrs. H. W. Barnhart, and brothers to Schoolcraft, where in 1880, she was married to Mr. Judson.

Besides the husband she is survived by a daughter, Mrs. Edgar H. Johnson, and a grandson, William Judson Johnson, who reside at 49 Prospect avenue and also four brothers, Willard and Franklin Barnhart of this city, Rev. Clinton L. Barnhart of Coldwater and O. H. Barnhart of Coyote, Cal.

Mrs. Judson took great delight in

her home life. She cared little for display and was happiest when guiding the affairs of her home. She found time for other activities, however, and was a member of Sophie de Marsac Campau chapter, D. A. R.; the Ladies' Literary Club and was a valued worker in Park Congregational church.

Mrs. Judson's marriage to William Judson proved an ideally happy one and the devotion of the two was often the subject of comment and commendation and during the protracted sickness Mr. Judson was in constant attendance at the bedside.

The funeral services were held Tuesday at 3 o'clock and were conducted by Rev. Daniel F. Bradley, of Cleveland, the former pastor of Park church who is occupying the pulpit during the absence of Rev. E. W. Bishop. Dr. Bradley is an old friend of the family.

Tribute by Dr. Bradley.

A beautiful tribute to Mrs. William Judson was paid by Dr. Bradley in his sermon Sunday morning at Park church on "Bird's Nest." Dr. Bradley had described in choice language the life and habits of the birds, drawing lessons for application to human conditions. He then referred to Mrs. Judson, who died only a few hours afterward. He said:

"Good women—modest, sensible and constant—building homes and caring for their little ones with their own good men—there is nothing this side of heaven better than that."

Crisp News and Notes From Owosso.

Owosso, July 13.—"Some hot." Well, yes sir. The writer has one of those short thermometers that comes with prize baking powder, but for the last two days we were obliged to borrow one of Brother Pitt to hang directly above our own to give the mercury a chance.

Notwithstanding the terrific heat, the regular meeting of Council 218 was pulled off on schedule time, with a fair attendance. Those old regulars who were absent had, no doubt, contracted fish previous to their vacation and hadn't nerve to show up.

The Carnegie library of our fair city was dedicated July 4. The speech by Mrs. Wm. Kilpatrick, in presenting the tablet to the founders and pioneers of Owosso (1835) by Shiawassee Chapter, Daughters of the American Revolution, was a gem and with this magnificent library at our command, if we Owossoites don't pick up some, intellectually, our case is hopeless.

Anyway, down in our think tank, we hope that the patronage of pool parlors by boys of 14 and 18 years old will become noticeably less and that the reading rooms of the library will be frequented regularly and often by these same promising young gentlemen. In looking back in retrospect over my past irregular existence, I cannot at my age just dope out that if I was to raise a boy under the present difficulties of political manipulation whether my aspirations for his future would lead me to endeavor to fit him for President of the United States or a life insurance agent.

The date for the annual U. C. T. picnic was fixed for Aug. 8. Any person who is in possession of a job on the road—a U. C. T. button and a fried chicken is eligible to membership in our gastronomic assembly on that date. Any good speaker who can't get a job with a Chautauqua lecture course and wants to trade

hot air for grub will be made welcome.

Owosso, after being on the shelf for several years, is now going to have a real old time up-to-date county fair in September. As a starter we have the county, a car of lumber and six or eight thousand good healthy Owosso boosters; and with an array of Shiawassee fruit and vegetables, some log cabin bed quilts and Han-fan's and Royce's chickens, a merry-go-round and balloon ascension, we feel assured that the undertaking will be crowned with success.

R. J. Shannon of Carland, has erected a fine new store building in that growing little burg and will occupy it with a line of general merchandise. Bob is a hustler and will get there with both feet.

Here's hoping every old grocery salesman in the State had a good enjoyable vacation!

Honest Groceryman.

Honks From Auto City Council.

Lansing, June 13.—Fred Mott (National Grocer Co.) returned last Saturday from a very successful week's fishing at Long Lake. Many fish were taken, the largest of which weighed better than six pounds.

T. S. Jacobs (National Cash Register Co.), a member of Traverse City Council, now living in Lansing, is out again, after a two weeks' enforced vacation, brought about by a badly sprained ankle. Mr. Jacobs will transfer his membership to Auto City Council within the near future.

R. C. Miller (Brooks Candy Co.), a prominent member of Kalamazoo Council, was a Lansing visitor on Tuesday of last week. Mr. Miller will move his family to Lansing a little later in the season and probably transfer his membership as soon as he has an opportunity to attend one of the Bohemian suppers which has made our Ladies Auxiliary famous.

The injuries sustained by A. E. Leighton recently at St. Johns are far more serious than we supposed when Honks of June 29 were written. Aside from a dislocated thumb, one of the bones in the right forearm was broken. The break is doing well, however, and Mr. Leighton expects to be able to take up his work again in a short time.

Chas. Nesen (National Grocer Co.) left on July 3 for a week's fishing at Houghton Lake, driving the distance in record breaking time with his rough rider. Plenty of fish were taken and a splendid time was had until they reached Clare on the return trip, when the rear axle refused to stand up any longer under the severe strain of carrying so many twelve pound pike. A local garage repaired the overworked parts and a new start was made Sunday night at 9 p. m. When within a few miles of St. Johns at 1 a. m. the blamed thing busted again in the same place and Charlie snoozed in the car until daylight and then telephoned to Lansing for help.

F. D. Engle (American Seeding Machine Co.) has returned from a week's outing at one of the lakes near Mosherville.

Below we give the names of the various members of our Council who have contributed news items for this column during the past four months:

Every one a booster!

Pardon this one attempt at being funny, but on one of the recently overcrowded street cars of Battle Creek, a lady fainted and Guy Pfander.

E. H. Simpkins (Perry Barker Candy Co.) says he is tickled almost to death when he can glance over the columns of the Michigan Tradesman without seeing his name in print or some reference to the slowness of his new car. He says he drives close to the curb from choice rather than a desire to strictly comply with the city ordinance.

H. D. Bullen.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

St. Joseph, July 1.—In the matter of James Ingersoll Day, bankrupt, of Decatur, the objections to the allowance of the claim of Morris Wallbrun was continued for two weeks, at which time the matter will be disposed of by the referee.

July 3.—An involuntary petition was filed against the McMahon-Wicks Coal Co., of Kalamazoo, and the corporation adjudged bankrupt by Judge Sessions. The referee was appointed receiver of the bankrupt's assets, which consist of a small stock of fuel, six head of horses, about \$1,200.00 in cash and accounts receivable of the estimated value of \$6,200.00. An order was entered by the referee appointing Charles L. Dibble of Kalamazoo, custodian pending the first creditor's meeting.

In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, an order was entered by the referee confirming the sale of one parcel of real estate to Milo A. Snow, for \$56.25. The trustee was authorized to sell the remainder of the real estate at private sale.

In the matter of the National Gas Light Co., bankrupt, of Kalamazoo, the referee rendered a decision on the trustee's objections to the claim of the Kalamazoo National Bank of \$3,000, allowing the bank's claim at \$2,500, whereupon an order was made directing the trustee to pay the dividend due the Bank on the claim.

July 7.—In the matter of the Michigan Buggy Company, bankrupt, of Kalamazoo, hearings were had on the trustee's objections and exceptions to certain claims. The referee made a ruling that the preferred stock claims were not proper claims against the estate and could not be allowed; also that the claims of dealers for deposits should not be allowed. In all claims to the amount of \$31,000 were disallowed.

July 8.—In the matter of the National Gas Light company, bankrupt, the referee rendered a decision on the trustee's objections to the claim of Oscar Gumbinsky for \$10,159.39 in favor of the claimant and also made an order allowing the claim in full.

July 9.—In the matter of James Ingersoll Day, bankrupt, an order was entered by the referee dismissing the trustee's petition to declare null and void a certain mortgage given by the bankrupt to Matthew P. Cady. The order was based upon the fact that the matter was one to properly come before the District Judge.

July 10.—In the matter of Willis Meredith, bankrupt, of Kalamazoo, the first meeting of creditors was held at the latter place. Roscoe G. Goebel was elected trustee, his bond being fixed at \$500. Harrison Merrill, Charles Lawrence and Burr Osborn, of Kalamazoo, were appointed appraisers. Claims were allowed and the bankrupt sworn and examined without a reporter. The report of the custodian was received and approved and the meeting adjourned for thirty days.

July 11.—In the matter of the McMahon-Wicks Coal Co., of Kalamazoo, an order was entered by the referee for the first meeting of creditors on July 23, for the purpose of electing a trustee, the allowance of claims and the examination of the officers of the bankrupt. The President and Secretary of the bankrupt were ordered to appear at the first meeting.

Detroit Store to Enlarge.

Plans are being made by the Crowley-Milner Co., of Detroit, for the addition of three stories to the main building. This enlargement will give the Crowley-Milner Co., a solid, square, nine stories high, making it one of the largest department stores between New York and Chicago.

In all probability work on the additional stories will be started by fall and completed by next spring.

An official of the Crowley-Milner Co., speaking of the company's business, said: "Some of our departments are doing considerably better than last year, while others are either holding their own or showing only a slight increase. The depressed conditions have not affected the ready-to-wear departments nor those where articles of actual necessity are sold. On the whole, we are well pleased, as this will be by far the best year in our existence, taking the amount of business done so far as a criterion. Furthermore, we still have left the six best months of the year."

THE JOBBER SECURE.

Economic Link in Chain of Efficient Distribution.

Necessarily the continuance of the small grocer will require for all time a larger factor in distribution, the jobber. He is not a middleman in a speculative sense, but an economic link in the chain of efficient distribution. He is the depot man, the assembler of products and the "merchandise banker," who extends reasonable credit to the retailer. So long as the retailer remains the jobber must. If retailers were forced to buy all their thousands of articles in jobbing quantities direct from manufacturers none but concerns of large capital could stand the test of the situation and concentration is not conducive to public convenience or service or economy.

Nor can jobbing be left to a few concerns in widely scattered centers. The distance factor plays more of a part in groceries than in any other line. Retail grocers being necessarily numerous—more than in any other line of business—call for an intimacy of contact which no National manufacturer can himself maintain as efficiently or as cheaply as through a jobber. Experience has shown—reformers' claims to the contrary notwithstanding—that to canvass the retail trade direct, make small shipments to retailers, collect accounts and take chances on credits will cost any manufacturer far more than the average 10 or 12 per cent. paid the jobber for performing this service. And this without for a minute taking into account the advantage of the jobber's familiarity with local conditions, personal acquaintance and knowledge of social and mercantile customs. Even in cases where manufacturers have eliminated the jobber, it has been done for other reasons—competitive, for instance—than because it meant a saving in the cost of distribution. In the recent incident where the Proctor & Gamble Co. cut out the New York jobbers, they raised their price to retailers to compensate them for the additional expense they met in doing the work themselves.

It never appears reasonable to the reformer to contend that the jobber, with his involved 10 per cent. recompense, is an economy over the plan whereby he is eliminated. Probably the secret of the jobber's ability to perform the work cheaper than the manufacturer lies in the co-operative nature of his service. A manufacturer canvassing the trade for his own product alone makes one product bear all the burden, whereas the jobber performs the work co-operatively for hundreds of products. Even in the cases where it has been proposed to eliminate the jobber generally—and this is practical only in a few centers where population is congested—it has been predicated on some form of co-operation among participating manufacturers, whereby the salesmen would carry all the lines interested. In other words, it would make economy by the same conditions which make the jobber efficient and economical.

As stated above, the distance factor plays an important part in groceries. It is also a strong factor in the future of the big city jobber. It is probably more in the line of competitive efficiency, however, than purely because of economy. And this is quite distinct from the development of big department store modifications of the typical distributing factor. It is being forced largely by the standardizing of brands at an advertised price and the influence of freight charges.

For instance, suppose an article is to ultimately sell to the consumer at a certain price established by the manufacturer (for the present disregarding the very live issue of manufacturer's enforced price.) Such an ultimate price ought to involve an equally uniform price to the factors in distribution—the jobber and retailer. If goods were sold "f. o. b. factory" it would mean that the cost to the jobber or retailer would be the factory price, plus freight, and, as the freight would necessarily vary greatly, so would the cost to the trade. To equalize this the manufacturer of established priced articles usually sells goods "f. o. b. jobber's point" and thereby starts the distributive process on a basis of equal opportunity.

This policy has naturally encouraged the local jobber as against the "interstate jobber" of the big cities. The local jobber owns the goods at his point as cheaply as the big city jobber does hundreds of miles away, and the latter, to sell in the local jobber's town, must add local freight to his home cost. Big city jobbers are already feeling this keenly, and more and more they are being confined to their own immediate towns, leaving the outlying districts to the local jobber. The result is the multiplication of jobbers rather than the elimination of them. Of course, this has to do only with specialties rather than staples and unidentified articles.

It has been said, and truthfully, that what has taken place in the dry goods trade is not so much the elimination of the jobber as the modification of type. The old style jobber is doomed, it is said, and must change with the times. In the dry goods trade the department store has probably been the most common new type in the East, although this is not so true of the West.

In the grocery trade there are unmistakable changes in type taking place, but not along the lines reformers are wont to mention. For instance, most reformers claim that the jobber must go and that the chain store and buying exchange are the coming type in the grocery trade. There may be some ground for this belief in large cities, but broad and large throughout the country they are not strikingly a factor. Furthermore, they are not actually different in type, but thrive on their ability to buy cheaper than the small merchant, which amounts, as things are now—and probably will continue to be by reason of the necessities for distribution—to little more than favoritism. So far as function, or relation, or capacity are concerned, there is little

difference between them and the individual retail grocer.

But a more probable index of what is coming is found in the modern "drug store." Strict classification between groceries, drugs, bakery supplies, woodenware and scores of other things is fast disappearing, and all these lines are growing together on the basis that their legitimate line comprises anything they can sell at a profit. Grocers carry steadily expanding lines of "medicines" and drug stores steadily add to their lines of merchandise foods, stationery, books, photo supplies, toilet articles and no end of things once found only in specific stores. One of the big chains of drug stores is already selling products heretofore peculiar to the grocery, and the A. D. S. with its 19,000 retail drug stores is said to be considering the introduction of certain brands of food products.

Then there is the type of grocery known as the delicatessen—a combination of the grocery store, restaurant, bakery and kitchen. And again, there is the fruit stand, which adds candy, then package crackers and bottled goods and gradually evolves into a real food supply store. Already there are hundreds of stores which would be difficult of classification on the lines of twenty years ago. And they are changing every day.

But these modifications are coming in accordance with the logical development of service efficiency; not because of price preferment and inequality. No one ought to find much fault

with the merchant who sells whatever his customers want without being over-sensitive as to whether it is strictly in his line. But in these days of sharp scrutiny of business morality there is very fair ground for questioning whether or not it is moral to pay one's distributors varying profits for the same service, especially if the custom leads to the growth of the great and the crushing of the small competitor.

Boomlets From Bay City.

Bay City, July 13.—Bay Council, No. 51, is still increasing its membership, notwithstanding the extremely hot weather. We initiated two candidates last Saturday evening.

The councils of our State have been notified that Wm. T. Ballamy will be Bay Council's candidate next year for Grand Sentinel.

E. B. Braddock spent several days in Detroit last week and is racing through his territory this week to recover lost time. E. B. always sets the pace for the younger traveling salesmen.

The writer was informed recently that the tea department of the Woolson Spice Co., Toledo, is an acknowledged success under the direction of Martin Grone, a former Bay City boy. Pub. Com.

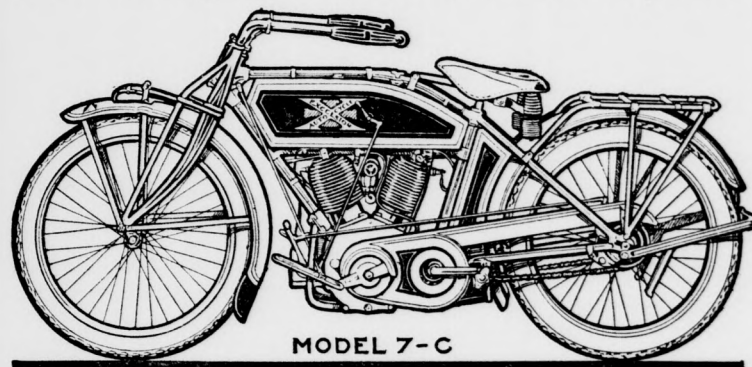
The Good Old Clothes.

"Surely you don't want me to wear clothes that are out of style!" she protested.

"Yes, I do," replied the reckless man. "As a matter of decorum, I wish you'd put on the clothes you wore five years ago!"

No one ever wanted to "get even" for a worthy cause.

Real Bargains in Used Motorcycles



MODEL 7-C

We are overstocked with second hand machines and are offering them at astonishing prices. They range from \$55 to \$175. All in first-class condition.

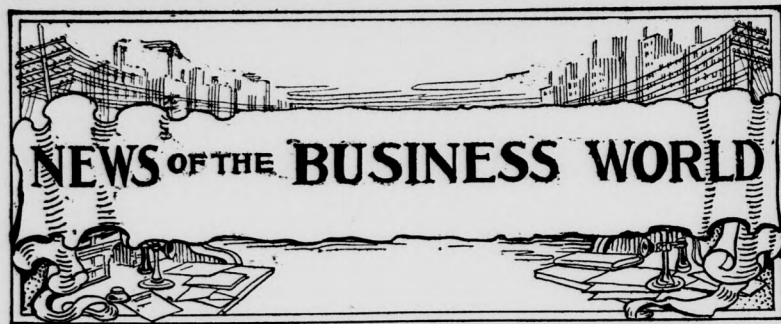
All Makes---All Models---Prices Cut in Half
CASH or EASY TERMS

Write now for complete list and full description
Never again will you see such bargains

Any one of the above machines and one of our delivery vans make the fastest and cheapest delivery outfit on the market.

The Harry Svensgaard Sales Corporation
471-473 Woodward Ave. Detroit, Michigan

(We are state distributors for the Excelsior and want an agent in every city, village and hamlet. It's a money-making proposition.)



Movements of Merchants.

Muskegon—John Hyma succeeds the De Young Coffee Co.

Olivet—G. C. Alden has purchased the implement stock of A. H. Covey.

Evart—Robinson & Brunk succeed A. Brunk & Co., in the jewelry business.

Cheboygan—Walter Poirier has engaged in general trade at Walker Point.

Jackson—S. Lublin, furrier, has removed his stock to 218 West Main street.

Boyer City—N. G. Osterhouse succeeds Thompson & Son in the restaurant business.

Alpena—Joseph Cota has sold his stock of second-hand goods to Joseph Matt, who will continue the business.

Ishpeming—Bayard & Hasselblad are remodeling their grocery store at the corner of Second and Ridge streets.

Pontiac—Donohue & Donohue succeed Donohue & O'Connor in the grocery business at 100 South Saginaw street.

Snover—Young & Legg have closed out their stock of meats and will devote their time to other business interests at Pontiac.

Lansing—Mrs. Effie Hicks, who conducts a millinery store at 1142 South Washington avenue, lost her stock by fire July 10.

Kalamazoo — Fire damaged the Francis B. Drolet drug stock to the extent of about \$5,000. The loss was covered by insurance.

Marquette — Frank LaBonte is building an addition to his grocery store on Third street, which he will utilize as a warehouse.

Sand Lake—Mrs. R. E. Brisbin, who conducted a millinery store at Saranac, has moved her stock to this place and will continue the business.

Detroit — The German-American Bank of Detroit on July 1 declared an extra dividend of 1 per cent. in addition to the regular quarterly dividend of 2 per cent.

Detroit—The White Cross Pharmacy has been organized with an authorized capital stock of \$3,000, of which \$1,500 has been subscribed and paid in in cash.

Marquette — Archie Fleury, who conducts a confectionery store on South Third street, has sold his stock to Fred Evon, who will continue the business at the same location.

Kalamazoo—Frank A. Cowlbeck, who has conducted a shoe store here for the past twenty-six years, has closed out his stock and will devote his time to his farm at Oaklands.

Lansing — The Hickox Shoe Co. has opened its store at 309 South

Washington street, in the store formerly occupied by the Brown shoe stock, which they recently purchased.

Ironwood—The Tim Hanley Co. has engaged in the general merchandise business, with an authorized capital stock of \$6,500, all of which has been subscribed and paid in in property.

Lake Linden—Frederick Carpenter has resigned his position as manager of the dry goods and women's ready-to-wear departments of the E. F. Sutton Co. and will engage in general trade in the Gale building, about August 15.

Newberry—J. A. Shattuck is erecting a concrete and brick store building, 79x90 feet, at the corner of Helen and Handy streets, which he has leased to Oscar Sundstrom, who will occupy it with his stock of clothing and dry goods.

Hancock — August Mette, President of the First National Bank of Hancock, died at his home in that city last week. Mr. Mette was chairman of the City Board of Public Works and was Secretary-Treasurer of the Hancock Mining Co. He was a self-made man, having come to the Upper Peninsula as a penniless youth in 1867.

Manufacturing Matters.

Detroit—The H. K. Tupton Truck Co. has changed its name to the Federal Cartage Co.

Leroy—Wm. A. Conry, formerly of Avalon, Wis., succeeds D. B. Ketchum in the creamery business.

Detroit—The Northern Iron & Chemical Co. has decreased its capital stock from \$8,025,000 to \$5,350,000.

Jackson—The Ruby Manufacturing Co., manufacturer of electrical signs, has increased its capital stock from \$50,000 to \$75,000.

Niles—Mill No. 3 of the Niles Board and Paper Co. was destroyed by fire July 9, causing a loss of about \$80,000. Insurance \$31,000.

Detroit—The Wallace Shock Absorber Co. has been organized to manufacture, buy, sell and deal in motor vehicles and motor vehicle accessories, with an authorized capital stock of \$5,000, which has been subscribed and \$1,000 paid in in cash.

Mt. Clemens — The Sarns-Snyder Co. has engaged in the general machine shop business, repairing automobile and motor boats and selling autos and motor boat supplies, with an authorized capital stock of \$5,000, of which \$2,600 has been subscribed, \$200 being paid in in cash and \$2,400 in property.

Detroit—The Walker Wagon Co. has been incorporated with an authorized capitalization of \$3,000, of which \$1,500 has been subscribed and \$1,000 paid in in cash.

Adrian—The Adrian Carburetor Co. has been incorporated with an authorized capitalization of \$50,000, of which \$40,000 has been subscribed and \$36,250 paid in in cash.

Detroit—The Denby Motor Truck Co. has been incorporated with an authorized capital stock of \$250,000, of which amount \$140,000 has been subscribed and \$25,000 paid in in cash.

Detroit—The Standard Fuel Appliance Co has engaged in business with an authorized capital stock of \$2,000, which has been subscribed, \$289.73 paid in in cash and \$756.74 in property.

Saginaw—Samuel Cowles died at his home, 109 Hayden street, July 11, as the result of an attack of peritonitis. Mr. Cowles has conducted a bakery at 215 South Washington avenue for the past eight years.

Opposed to Canning Foods in the Penitentiary.

Jackson, July 13.—We wish to call your attention to a condition in this city which perhaps now may only affect us locally, but in time may become more than State wide in its effect.

The conditions we refer to is the Michigan State Prison and canning factory. Last year was practically the first season. This season they are planning to can thousands of cases of vegetables and fruits.

Now on first thought this might not appear to you as anything out of the ordinary, but when I say to you as many have said to me, "I would not use any canned goods for fear I would get a can that was packed in the prison," you will understand how this is going to cut in on the sales of canned goods.

The local business organizations have done all in their power to have the producing of food products in the prison discontinued, in fact against ever starting it. The Chamber of Commerce even offered to buy all real estate owned by the State here in the city provided they would move the prison out of the county, but the Governor and Warden claim that they can pack just as good goods and do it so much cheaper than independent packers can that the State is entitled to the business. They contend that their conditions are entirely sanitary and that all the convicts are inspected as to their health before they go into the canning factory, which we grant to be true. But we contend that the men are convicts, the majority of them low visions, and their depraved minds full of the notion that all free people are their sworn enemies looking for any chance to vent their spleen against the public. We have been told that a convict has been seen to throw a chew of tobacco into a vat of tomatoes ready to go into the cans. We contend that they would go further and commit a nuisance. We know that men in authority claim this act would be impossible, but we haven't much confidence in them or their contentions.

We do not believe that there is any State law requiring the prison to label the goods for what they are. If there isn't, I think that the next meeting of the State Legislature will be asked to pass such a law, but until such a time the goods are going out somewhere. I doubt if many or any of them will be sold here, at least not by reputable retailers knowingly.

We are not calling your attention

to this condition with the notion that you have any power to correct it, but our suggestion would be that you inform the National Cannery Association of these goods that are going to come into competition with theirs, so that they can take all precautions that they could devise in the way of labels or a definite style can or publicity, anything that would protect the retailer that does not want to sell that kind of goods and the public or consumers who do not want to use them.

A. E. Webster,
Pres. Jackson Retail Grocers' Assn.

Failure of an Old Time Grocer.

Battle Creek, July 13.—Frank G. Sherwin's grocery store at 53 East Main street is closed, and will probably remain closed, although an effort is to be made to keep the affair out of the bankruptcy courts. A trust mortgage has been filed by Mr. Sherwin which names Frank E. Halladay as trustee under the mortgage. The plan is to sell off the assets of the store, which inventories at \$5,600 and then divide the money pro-rata among the creditors. The liabilities total \$9,802.39. Indications are that claims will be settled on a basis of about 40 cents on the dollar. The assets include \$1,600 in book accounts, \$2,200 in fixtures, and a stock said to be worth \$1,800. Creditors estimate that the sale of the assets will bring between \$3,000 and \$4,000.

Included in the liabilities are loans from two of his relatives amounting to \$3,500 and one other loan of \$1,400. All of the wholesale dealers in this vicinity also have claims although none of them are very large. Some of these are: Lee & Cady, Kalamazoo, \$783.67; Godsmark & Durand, \$547.65; J. F. Halladay & Son, \$297.29 and Mitchell & Company, \$29.60. Aside from the loans made by relatives and others few of the claims are over \$100.

Mr. Sherwin is an old time grocer in Battle Creek but he sold out and for a while was a traveling man. About three years ago he opened the store on East Main street, equipping it with modern fixtures, and running a first class establishment.

Morley State Bank Organized.

The banking department of the Morley Mercantile Co. has been merged into a State bank under the style of the Morley State Bank, with an authorized capital stock of \$20,000. The stockholders and the number of shares held by each are:

Wm. F. Turner, Morley—73.
Frank S. Coleman, Grand Rapids—33
Chas. W. Crimmins, Morley—15.
Peter Hansen, Morley—20.
John S. Weidman, Weidman—10.
Felix Ludington, Morley—15.
F. S. Lockwood, Grand Rapids—10.
W. M. Lemke, Grand Rapids—9.
B. S. Davenport, Grand Rapids—15.
The directors will probably be Wm. F. Turner, Frank S. Coleman, Chas. W. Crimmins, Peter Hansen and John S. Weidman.

The officers will probably be as follows:

President—Frank S. Coleman.
Vice President—Chas. W. Crimmins
Cashier—Wm. F. Turner.
Mr. Turner is manager of the Morley Mercantile Co.

Mr. Coleman is Vice-President and Cashier of the Grand Rapids Savings Bank.

Mr. Lockwood is Assistant Manager of the local branch of the Standard Oil Co.

Even a man's enemies are anxious to sympathize with his widow.



Review of the Grand Rapids Produce Market.

Apples—Duchess and Red Astrachan are beginning to come in, finding a market at \$1.25@1.75 per bu.

Butter—Receipts are about normal for the season and the consumptive demand is good. The proportion of fancy butter is about the same as usual and there is some demand for storage purposes. The market is in a healthy condition at the present range of quotations and likely to remain unchanged, while the quality is running fancy. The flush of butter is about over and no change in conditions is looked for in the near future. Factory creamery is now quoted at 26@27c in tubs and 28@29c in prints. Local dealers pay 21c for No. 1 dairy, 15c for packing stock.

Bananas—The price has declined to \$3 per hundred pounds. This reduces the bunch price to \$1.25@1.50.

Blackberries—\$1.75@2 per 16 qt. crate.

Cabbage—Home grown is now in command, selling at 70c per doz. heads.

Cantaloupes—Arizona Rockfords fetch \$3.25 for 54s and \$3.50 for 45s.

Carrots—20c per doz. bunches.

Celery—Home grown is now in market, commanding 30c per bunch.

Cherries—\$1@1.25 per 16 quart crate for sour and \$2 for sweet.

Cheese—The make is increasing and the market is steady at about 1/2c lower than it was a week ago. The average quality arriving is very good, and there is some little demand for speculation. Very little change is expected in the near future.

Cocoanuts—\$4.25 per sack containing 100.

Cucumbers—65c per dozen for home grown hot house.

Currants—Red or white, \$1.25 for 16 quart crate.

Eggs—Receipts of fresh are about normal for the season. Owing to the extreme weather, the bulk of the receipts are showing heat effects. The percentage of fine eggs is very light, and the market is very firm at an advance of 1/2c per dozen on the finest eggs, while there is an abundance of eggs around that have to be sold at concessions, according to quality. Local dealers pay 19c for candled stock.

Gooseberries—\$1@1.25 per 16 quart crate.

Green Corn—20c per doz.

Green Onions—15c for silverskins and 10c for evergreens.

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

Lemons—Californias are steady at \$6@6.50 and Verdellis at \$5@5.50 per box.

Lettuce—Head, \$1 per bu. Garden grown leaf, 50c per bu.

New Beets—25c per doz.

Nuts—Almonds, 18c per lb.; filberts 15c per lb.; pecans, 15c per lb.; walnuts, 19c for Grenoble and California; 17c for Naples.

Onions—Illinois stock, red and yellow, \$3 per 70 lb. sack.

Oranges—Californias are in ample supply at \$3.50.

Peppers—Green, 65c per small basket.

Pineapples—Cubans, \$4@4.50 per crate.

Potatoes—75c for old and \$1.25 for new. Virginia, \$4.50 per bbl.

Pop Corn—\$1.75 per bu. for ear; 5c per lb. for shelled.

Poultry—The market is steady on all lines with the exception of young birds. On these, prices have sagged because the supply is more than the demand. Shipments of the small birds have been very liberal. Local dealers pay 17c for broilers; 12c for fowls; 9c for old roosters; 9c for geese; 9c for ducks; 14@16c for No. 1 turkeys and 12c for old toms. These prices are 2c a pound more than live weight.

Radishes—10c for round and 12c for long.

Raspberries—\$2.25 per 16 qt. crate for red and \$2 for black.

Spinach—65c per bu.

Tomatoes—Home grown hot house command 65c per 8 lb basket.

Veal—Buyers pay 8@12c according to quality.

Water Melons—\$3 per bbl. of 8 to 10.

William H. White of Boyne City, has the sympathy of his friends in the death of his only daughter, Mrs. J. Ralph Aldendifer, who passed away at her home in Boyne City last Saturday. The funeral was held at the family residence Tuesday evening. The interment was in Oakhill, Grand Rapids Wednesday forenoon.

Wm. Schlientz now does business under the style of the West Side Knitting Mills at 1511 Hamilton avenue.

David O. Markley has engaged in the wholesale building material business at 862 South Division avenue.

E. Heeren & Co. succeed Heeren & Lachniet in the grocery business at 107 West Michigan avenue.

C. A. Flanders has engaged in the wall paper business at the corner of Travis and Center streets.

Indifference is the one thing capable of freezing the milk of human kindness.

The Grocery Market.

Sugar—The prediction of the Tradesman that granulated would touch 4 1/2c before the canning season is over seems likely to be realized. This prediction was made when the market was at 4.20. During the past week all of the refiners, except the Federal, have advanced the quotations to 4.40. The consumptive demand for sugar is increasing.

Tea—The new Japans now arriving hold up well in the cup, compared with last year's leaf, although the liquor is slightly darker. The principal demand is for the better cup teas. Low grades are now being harvested and the advance of 1 to 3 cents per pound, according to grade, is noted. All grades of tea dust are higher and scarce. Japan Nibs are expected to be at a premium before the end of the season. While the demand for India tea is just now greater than the supply, a re-action is expected from the present high prices, as it is thought they cannot be maintained. The market is active in Formosas, at strong prices. London reports Ceylons easier.

Coffee—The market is dull and featureless. Santos and Rio grades are selling quite well, and command a steady price. Ordinary grades are easier, and concessions could probably be obtained upon them. Mild coffees show no change for the week. Java and Mocha grades are unchanged and quiet.

Canned Fruits—The situation in California fruits is unchanged. Jobbers have little spot stock of any kind left and are not anxious to make sales. In futures a considerable amount of business is said to have been done at the opening prices, but at the moment buyers are resting and there is no pressure to sell from packing quarters. Gallon apples are inactive. The market, however, is steady, as holders are reluctant to make any concessions from quoted prices.

Canned Vegetables—The demand for new packed peas is dragging, as most buyers are well protected against early requirements and are disposed to hold off for a possible change in their favor. String beans are sparingly offered and firmly held, but there is comparatively little demand at present. Southern packers are showing reluctance to meet the market on either No. 3 or No. 2 tomatoes. Offerings of the latter are light, as the stock is small and under control of a few holders. In future tomatoes little or no business is reported, but packers decline to make any concessions from the opening prices. Corn is dull and unchanged. Holders of spot goods maintain prices at the previous level and decline to shade quotations on futures. At present there is very little demand for spot or future goods.

Canned Fish—Salmon is in good seasonable demand, without further change in price. Domestic and imported sardines are all firm and unchanged.

Dried Fruits—While the trade here is doing little toward covering re-

quirements for early fall delivery out of the 1914 crop of California prunes, advices received by wire indicate that the end of concessionary prices has been reached. As before stated, the bears among the packers have concluded to abandon their plan of depressing the market, and the short sellers, according to reports received here, are now starting in to cover and are meeting the growers on the latter's terms on fruit that must be shipped in time to cover early October deliveries. Locally, the movement in prunes, as usual at this time of the year, is comparatively light, but as stocks are limited and in few hands, a steady feeling prevails, and prices are held well up. Future apricots appear to be getting little attention and the movement in spot stock is light at present. Future peaches also are dull, most of the principal buyers seeming to have covered their early fall demands.

Rice—Quiet conditions prevail in the local market, the enquiry being lighter. The tone remains firm, however, and former prices are repeated. New Orleans advices state that the market there has been very quiet recently, not because there is a lack of enquiry but because of the scarcity of supplies.

Salt Fish—Summer caught Norway mackerel are now obtainable and some sales have been made at comparatively low prices, but this grade of fish is not wanted, as the quality is poor. Autumn caught fish are not yet offered, but will be before long. Irish mackerel is unchanged and only in fair demand. Shore mackerel in fair supply at moderate prices. Cod, hake and haddock are unchanged and dull.

Provisions—Smoked meats are firm and slightly higher. Stocks are reported to be about normal. The market is in a healthy condition and no change is looked for in the immediate future. Pure and compound lard are steady at unchanged prices, with a fair consumptive demand. Barreled pork, dried beef and canned meats are unchanged and steady, with an increased demand.

Fred Mason a Banker.

Friends of Fred Mason never expected to hear of him breaking into a bank, but he has. At a meeting of the Power City Bank directors at Niagara Falls, N. Y., on July 2, the biggest bank in the city, by the way, with resources of over three and a half millions, Mr. Mason was elected a director. Mr. Mason's management of the Shredded Wheat business has produced surprising results and his selection for a high advisory position in so important a financial concern is a testimonial of what his neighborhood business men think of him. And only eight years ago Mr. Mason was begging support from the manufacturers of the National Retail Grocer's Association.

"No man is born into the world, whose work is not born with him, there is always work, and tools to work with, for those who will, and blessed are the horny hands of toil."

People suffering from the hives should speak honeyed words—but they don't.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, July 13.—Learn one thing each week about Detroit: The largest sheet, copper and brass rolling mills in the United States are located in Detroit.

Some men are educated for the ministry, some for business, while many others do not consider their education complete until they have learned the names of all the mixed drinks.

Frederick C. Colby has purchased the property known as the Newton homes:ead, in the Bloomfield hills district, about three miles south of Pontiac, for a summer home site. The tract contains 92½ acres. Mr. Colby is Secretary of Berry Bros., Ind., the largest manufacturer of varnishes in the country.

A New York woman deposited \$20,000 in the bank that her husband knew nothing about. Get busy at once and quiz your life partner.

L. D. Owens, well-known druggist of Memphis, was in Detroit on a business trip last week.

At the Wentworth Hotel in Lansing last week, Mr. Kern, the genial boniface, and several traveling men were discussing the propriety of the guests going into the dining room minus their coats. Several insisted they should be allowed this privilege. (Undoubtedly, these same persons would be the first to raise a howl if a man came in wearing a pair of double braced cross-back suspenders.) Joe Kain, Burnham, Stoepel & Co.'s representative, stood back listening to the discussion without any apparent intention of entering the flab fest. Finally, after listening to one ardent advocate of the leave-your-coat-off-crowd, he turned to a friend and said, "I should like to suggest a remedy for those who find their coats a burden, when appearing in public dining rooms." "What is it?" asked his friend. "Simply that the management furnish linen dusters for the guests and check the obnoxious coats during the time they are obliged to 'work' at the dining table." That ended the discussion.

C. D. Carpenter was in the city on business last week. Mr. Carpenter conducts one of the leading dry goods stores in Big Rapids.

A crop of a billion and a quarter bushels of oats is predicted for this year. Might be well to feed some of those down-in-the-mouth people who have become "hoarse" from calamity howling.

Speaking of the present business "depression," the total number of building permits issued last week in Detroit amounted to \$949,000, as compared with \$436,280 for the preceding seven days, a gain of over \$500,000. Raphall Herman, President of the Diamond Power Specialty Co., in Washington last week, said the business of the company is the best it has been for three years. By the way Mr. Herman is a Republican. Several new manufacturing corporations have been organized within the past few weeks, one of which is headed by a former Republican congressman. Verily, say we, with wonted sarcasm, the country is going to the canines.

Prosperous times will not make a "live one" out of a "dead one" any more than hard times will make a "dead one" out of a "live one." You can't keep a dead one up nor a live one down.

After thirty-seven years of active business life—the entire time in the service of Standart Bros., Ltd.—Edward A. Fowler has retired. Probably no one in the State is better known to the hardware trade than is Mr. Fowler, who during his thirty-seven years in the business has met and made friends of hundreds of merchants throughout the State. His

genial manner and sterling honesty commanded the respect and admiration of those with whom he came in contact. In this city Mr. Fowler is recognized as one of our most respected business men. It is Mr. Fowler's intention to travel considerably, accompanied by his wife. As a token of the esteem of the employes, he was presented with two handsome traveling bags, one for himself and one for his wife.

James O'Connor, clothier of Lansing, was a Detroit business visitor last week.

"Mrs. Pankhurst arrested again," is one of the week's headlines. This is our idea of nothing to be surprised about.

C. B. Farnum, who conducts a large clothing and furnishing goods store in Jackson, is having a new electric elevator installed in his building.

Leo Garvey, member of Cadillac Council, who was badly injured in the collision of two electric cars near Jackson recently, is reported doing nicely in the Jackson hospital. Mr. Garvey had both legs broken, besides sustaining minor injuries.

Meat prices are going up. Still they say perpetual motion has not yet been discovered.

"Ben" Baldwin, formerly of Detroit, now manager of the Richardson Dry Goods Co. of Warsaw, Ind., was a visitor in Detroit last week. Mr. Baldwin was connected with Burnham, Stoepel & Co. for a number of years before going to Warsaw.

Owing to the growth of the J. E. Bolles Iron & Wire Works, a directors' meeting recently decided to add a sales department. W. H. Le Fevre, formerly Secretary, Treasurer and General Manager of the Marine Iron Works, of Bay City, was selected to fill the position of sales manager.

Mr. Crofoot, of the drug firm of Lewis & Crofoot, Pontiac, was in Detroit in the interest of his store last week.

The following story was contributed by J. M.: Some time ago Bill Freleigh, who isn't much larger than two pounds of puffed rice—but nevertheless one of the big cigar salesmen—was called to take a trip that brought him some distance from his home. Bill made the trip and when he was about finished with his work, decided to buy some bric-a-brac and other souvenirs for his wife. After making the purchase he had them neatly packed in a box which he addressed to his home, thinking to arrive before the box did. His plans miscarried, however, and he was detained. The box, having nothing more on its mind, went directly to Detroit, where it was duly delivered to Mrs. Bill Freleigh. She grabbed up a hammer intending to open it, when suddenly she screamed—and screamed again. The neighbors rushed in to offer first aid to the screaming Mrs. Freleigh. Asking the panic stricken woman what the trouble was, she pointed to the box and the neighbors peering at the cover read the following: "Mrs. Bill Freleigh, 125 Hancock avenue, West Detroit. Handle with care, Bill inside."

The Delray business men, first in the country to institute a town-wide holiday, will hold their annual outing August 12. On that day the stores will close, the factories will close down and all will join in a general good time. Delray Day, as the occasion is called, is the greatest day of the year for the residents of that section of Detroit. The committee in charge promises this year's outing will eclipse that of previous years.

L. Winkelman, well-known proprietor of a large department store in St. Ignace, was in the city last week looking over the new styles and lines being shown by the local jobbers and manufacturers.

Continuous luxuries often turn out to be necessities.

Fred Miller, manager of the bargain basement of L. H. Field & Co.,

Jackson, received some permanent company at his home a few days ago in the shape of a lusty 9 pound boy—and Fred acts as if he had received a real fortune, too. We haven't any comment to make other than if the youngster emulates his dad through life, Mr. and Mrs. Miller will be proud of their son.

The fellow who made a mistake at least had the satisfaction of knowing he tried to do something.

Nine thousand people turned out at Bad Axe to see a ball game between Kinde and Bad Axe last Saturday, which fully emphasizes the fact that Bad Axe has no immediate or near future use for an undertaker.

Harvey Auger, with the Murray Sales Co. and member of Cadillac Council, was overcome by heat at the Council meeting last Saturday night and was in a serious condition for a time. Prompt action by the members revived him and at this writing he is none the worse for his experience. Harvey says a mere thing like being overcome by the heat won't prevent him from attending a regular U. C. T. meeting.

George Huhler, the popular department manager for the Ernest Kern department store, spent a few days in St. Louis, Mo., last week.

What's become of that garden that was so diligently started in the spring?

M. W. Burke, general merchant of Columbus, was in the city on business last week.

A great howl is being raised by union labor loafers because the Japs are coming into Michigan to take up some land in the Upper Peninsula, notwithstanding the fact that the uncultivated land has been there for ages for the white man to take up—and still the white lights shine in the cities.

Despite the recent additions acquired by the J. L. Hudson Co. to its Woodward avenue frontage, a deal was consummated by that corporation last week whereby it has secured the building occupied for the past eighteen years by Weil & Co., who will move into their new home, now in the course of construction at the corner of Michigan avenue and Wayne street. The building will be utilized as an exclusive department for pianos and the Victrola business. The Hudson Co. is now awaiting the completion of its new ten story addition next door to the Weil store.

Mr. Jewett, of the Reynolds, Jewett Co. department store at Elkhart, Ind., was in Detroit last week on a combined business and pleasure trip.

C. S. Briggs, President of the Briggs-Detroit Co., has announced the appointment of Wallace C. Hood as sales manager. Mr. Hood is one of the best known automobile men in the country, having been engaged in the industry since its infancy. He has served in the capacity of sales manager for the Thomas B. Jeffery Co., of Kenosha, Wis., the Thomas Co., of Buffalo and the Metzger Motor Car Co. of this city. The acquisition of Mr. Hood will relieve Mr. Briggs of much of the selling end of the business, which time will be devoted to the production of the cars.

The building occupied by the Choep-Stevens Paper Co. was struck by lightning Monday morning, causing the building and entire stock to be destroyed. The loss was \$150,000, covered by insurance. Other mercantile companies that suffered losses in adjoining buildings were Firth-Sterling Co., tool steel manufacturer, \$1,000; E. S. Jackman & Co., steel jobbers, \$500; Valentine Schroeder, confectioner, \$2,000; also slight damage to Thos. H. Eaton & Son and Gebhard Paper Co., all covered by insurance.

The fellow who was so careful in picking out a wife should look in the glass and then stop to consider that the wife wasn't so particular.

Gently wafted down from Holland

is the news that Otto Cohan, with Harry Padnos, clothing and furnishing goods, is to become a real dyed-in-the-wool married man. Otto is secretly telling his friends that the event is to happen in September. The lucky young lady hails from Chicago.

George Dunn, who conducts a general store in Williamston, was in Detroit a few days ago making the trip in his Ford car. He stopped in Pontiac for a day en route. As Mr. Dunn expressed himself, it was one of the best trips he ever had. Having put in a portion of the time in Detroit, how could it have been otherwise?

Hoover Holton, formerly sales manager of the Empire Automobile Co., of Indianapolis, has been appointed sales manager of the Monarch Motor Car Co., of this city.

Lathrop & Jeffery, well-known and popular druggists of Armada, were in the city last week and while here announced the sale of their store to Lane & Lane, of Bad Axe. The store is considered one of the best in the State for a town the size of Armada. Lathrop & Jeffery made hosts of friends, not only among the trade, but with the traveling men who had occasion to call on them. Lane & Lane were likewise known in Bad Axe, so the popularity of the store is sure to be upheld. The future plans of Messrs. Lathrop & Jeffery have not been learned.

It is with extreme regret we are obliged to announce the death of Frances H., wife of James W. Ailes, which occurred at the home, 42 Watson street, on July 10. Mr. Ailes is well known in the city and is a charter member of Detroit Council. Besides her husband, Mrs. Ailes is survived by a son, Edgar R. Ailes.

The Denby Motor Truck Co. is the latest addition to Detroit's automobile industry. The contract for the plant, which will cover 20,000 square feet, has been let and work begun at Franklin and Dubois streets. Garvin Denby, formerly Secretary and Treasurer of the Federal Motor Truck Co. and director of the Century Electric Co. and Hayes Manufacturing Co., is President and General Manager. J. Walter Drake, President of the Hupp Motor Car Co. and director of the Federal Motor Truck Co. and Detroit Pressed Steel Co., is Vice-President. Arthur Webster, member of the law firm of Chamberlain, May, Denby & Webster, is Secretary. Edwin Denby, formerly Vice-President and director of the Federal Motor Truck Co. and Treasurer of the Hupp Motor Car Co., is Treasurer. R. P. Spencer, who has been appointed sales manager, has acted in like capacity for the Federal Motor Truck Co., and Geuder, Paeschke & Frey of Milwaukee. The company will manufacture trucks of 1,500 and 2,000 pounds capacity.

Very few hotels will put a traveling man off for to-morrow if they can do him to-day.

From Jackson we received the following: Ed Smith, the genial manager of the dress goods and silk departments of the L. H. Fields Co., took a vacation Sunday, July 5 and went to Detroit. While there he attended the ball games. Far be it from us to insinuate, but the Detroit team had been playing pretty good ball, but on Sunday (during Mr. Smith's presence) they dropped two games.

Archibald W. McCallum, who died in this city last Saturday at his home, 92 East High street, was well known to many of the traveling men in the State, having at one time owned and conducted the McCallum House, at Evart. At the time of his death he was 79 years old. Surviving him are a widow and three daughters, of Detroit, and one brother, Alexander, of Evart. The remains were taken to Evart for burial.

The Johnson Carburetor Co. has been formed and will manufacture

carburetors at its plant, 272 to 280 Harper avenue. C. F. Johnson, of the Cadillac Motor Car Co., Harry Potter, sales manager of the McCord Radiator Co. and Rex Johnson, production manager for the Cadillac Motor Car Co., form the company.

Thomas Griffith, of Mt. Clemens, was in Detroit last week in the interest of his dry goods and furnishing goods store.

L. L. Barnes, formerly of the Westinghouse Electric & Manufacturing Co., has joined the sales force of the Federal Motor Truck Co.

The faster you eat the sooner the funeral.

One of the social events of the season in Grand Ledge was the wedding last Thursday of Miss Agatha Knickerbocker and Albert Niles, at the home of the bride's parents, Mr. and Mrs. W. E. Knickerbocker. The bride's father is a well-known hardware merchant in Grand Ledge. Both Mr. and Mrs. Niles are very popular and the Tradesman joins in wishing them a long and happy wedded life.

China exported 2,472,833 pounds of human hair last year, which brings to mind that if hair was worth \$75 an ounce, some of us wouldn't be able to bring in over 2 cents' worth.

The following concerns have leased different parts of the building and shops formerly occupied by the R-C-H Corporation: Lakeside Foundry Co., H. J. Walker Co. and Sorenson-Frank Nut Co.

A great deal has been said apropos the mysterious accident that befell Mr. Hildebrand, better known as "Hildy," manager of the Hotel Whitney, at Ann Arbor. The other day while John McMahon, Michigan Central representative for Edson, Moore & Co., was in Ann Arbor, Hildy took him up to his home to show him the cherry tree from which (so he says) he fell, causing the fractured arm. After looking the tree over John turned to Mr. Hildebrand and said, "You have misnamed that tree, Hildy, it is a slippery elm."

C. F. Gish, who started in South Haven about five years ago with a small stock of groceries, owning today one of the leading grocery stores of that town, has added a meat department. Mr. Gish is one of those optimistic and successful merchants who, despite the calamity howls, continues to not only do business but manages to show an increase in sales.

Owing to the order made by Judge Tuttle to discontinue selling liquor on the Pere Marquette, it is understood that the other Michigan roads will do likewise.

E. H. Patterson, well-known business man and head of the firm of E. H. Patterson & Co., undertakers, died at his home, 306 Fourth avenue, Sunday. At one time he served on the Common Council. At the time of his death Mr. Patterson was 66 years old.

Howard J. Cunningham, formerly a member of the advertising staff of the Chicago Record-Herald, has joined the Carl M. Green Co., advertising agent of this city. Mr. Cunningham has had a wide experience in the advertising business. Previous to his connection with the Record-Herald he was associated with the William B. McJunkin Agency in Chicago.

The races are on at Windsor this week and on this occasion a great deal of horse sense will be displayed—by those who do not bet on the horses.

Mrs. Margaret Richardson, wife of Fred Richardson, died suddenly at her home, 189 Canton avenue, of heart disease. Mrs. Richardson was prominent socially in Detroit and it is with sadness the news of her sudden death will be received by the hosts of friends of the family. Mr. Richardson is traveling salesman from Crowley Bros. Besides her husband, Mrs.

Richardson is survived by a one year old daughter.

A mother's prayers, silent and gentle, can never miss the road to the throne of all bounty.—Henry Ward Beecher.

William Lehman, formerly of the Commerce Motor Car Co., has secured the position of special representative of the Grant Motor Car Co. He immediately started on a trip through the West.

G. Young (A. Krolik & Co.) resident of two countries, says that a chauffeur is a man who is smart enough to run an automobile, but too clever to own one.

The Abbott Motor Car Co. has opened a new branch salesroom at 467-469 Woodward avenue. L. E. Wood, sales manager of the company, will have charge of the new branch, assisted by O. A. Scheiber.

According to a prominent Western railroad man, it will take a train 7,000 miles long to transport the country's crop.

Calamity howlers, gnash your teeth.

James M. Goldstein.

Gabby Gleanings From Grand Rapids

Grand Rapids, July 13.—Ye official scribe wishes to take this occasion to express his gratitude to his most excellent helpers who are always loyal in coming to his support with news items. Last week's issue rather put one over on him. It was a complete surprise party and was greatly appreciated. Those who have been especially helpful in recent issues are A. E. Rockwell, John D. Martin, Walter S. Lawton, David Drummond, H. A. Harwood, E. J. MacMillan and Homer Bradford. These gentlemen are 100 per cent. o. k. and have never failed to help when asked for items. There are many others who have also assisted at times and their items are always greatly appreciated. Keep it up, boys. Glad to hear from every member of Grand Rapids Council.

Grand Rapids Council and the A. M. of B. have jointly purchased an electric fan to be used in the different hospitals during the hot weather to make it more comfortable for any member who may be ill.

Mr. and Mrs. J. A. Keane have returned from a ten day visit in Detroit. The league games claimed a part of Jack's spare time while there.

H. J. Shellman and wife called on Mr. and Mrs. John D. Martin last Sunday. John promptly ordered a limousine and took his callers out for an hour's ride. Some class to John, eh?

J. E. Reed, of Eau Claire, has purchased the hotel and livery there. Mr. Reed has renovated the place and has everything in first-class shape. The home-like cooking is especially good and service is excellent. Boys, pass the good word along.

W. S. Cain, member of No. 131, has recovered from his recent illness.

J. J. Berg figured in an automobile accident one day last week. Fortunately, he was not very badly hurt.

R. J. Elwanger and wife spent the Fourth in Muskegon. While there they enjoyed R. J.'s favorite sport—launch riding. We are informed that R. J. is going to have a launch on Reed's Lake. In case he does, his boat will be well patronized by his many friends.

P. M. Van Drezer and wife have returned from an extended trip through Wisconsin, Van's home State, and they also visited points of interest in Canada. They both enjoyed every minute of their vacation trip.

John D. Martin is about to remodel his residence on Henry avenue, converting it into a two family flat. Bus drivers will notice a falling off in their revenue at once and continuing for some time.

Mr. and Mrs. P. Anderson spent their vacation in Chicago. Pete didn't make up his mind to go until 4 p. m. Saturday. Mrs. Anderson had invit-

ed company for a 6 o'clock dinner. The company came—all had a fine time—and Mr. and Mrs. Anderson caught the 8 p. m. boat car for Chicago. Pete is just as good a hustler for a good time as he is for business for his firm and that is going some.

Wm. De Kuiper, Fremont, representative of the Worden Grocer Co., is wearing an unusually large smile these days, the occasion being the recent arrival of a fine 8 pound boy.

Ed Wykkel and Ed Bottje, devoted followers of Izaak Walton, brought home nice catches of black bass Saturday afternoon. Questions concerning the kind of bait used are not in order.

John Maurits and wife have returned from Niagara Falls and other points of interest. Both say they had a most enjoyable vacation trip.

Mr. and Mrs. J. I. Wernette spent the latter part of last week visiting at the home of D. P. Thomas of Kalamazoo.

James F. Hammell, of Lansing, Past Grand Counselor of Michigan, now holding the offices of Deputy Labor Commissioner and Hotel Inspector, was seen on Monroe avenue last week. Brother Hammell was accompanied by Mrs. Hammell, so ye scribe, being quite bashful, did not approach them, so cannot tell whether Jim was on a hotel inspection trip or Mrs. Hammell on a bargain hunt. In any event it is always a pleasure to see our good brother from Lansing in our city—also Mrs. Hammell.

The week closing Saturday, July 11, showed a registration of about 900 furniture buyers visiting this market and the report from the different salesmen was of many good orders being placed. Friday night a large number, buyers and salesmen, left for over Saturday and Sunday, some to their homes, some to the resort hotels, but this week will see the market here crowded, for it will be the large week of the season.

James M. Goldstein, representative for Burnham, Stoepel & Co., Detroit (Sunny Jim) was in our city last week. Jim remarked as he was going down Monroe avenue trying to find an opening to get across the street, "Gee, how this town does grow. I've been away from here only a short time and see all the changes."

Wm. H. Wilson, Past Senior Counselor No. 131, seemed to be spending part of his two weeks' vacation (from July 4 to 12) walking around town looking so lonesome, like he really was out of a job. The "old war horses" never look quite so happy as when booking good big orders.

The Grand Rapids Furniture Bulletin's daily list of arrivals of furniture buyers shows buyers from forty-one states, Buenos Ayres, Argentine, and Canada. This week's list will, undoubtedly, show more foreign buyers.

Notwithstanding the extreme heat Saturday and Saturday evening, a pretty good attendance turned out for the meeting of No. 131, and even though there were no initiations, those who did come were fully repaid. The dance committee made their report and were honorably discharged with thanks. The hotel and transportation committee made their report and were given the same treatment. A vote of thanks was given to Brothers Young and Merryweather for their good work in handling the lunch coming home from Saginaw and the same treatment was handed Harry Hydorn for his very efficient work in marshalling the boys in the parade at Saginaw, for we brought back a check for \$25 for the best appearance in the parade; the management of the ball team, as well as the individual members, were remembered in the thanking services and altogether, it was a good meeting. There was a very good one on our worthy Junior Counselor. We all had a good laugh, but Cliff found out one thing—everybody was ready to vouch for him.

Ask Fred Beardsley which he is the most in favor of, collectively or individually. Fred is strongly in favor of segregation, however.

It was decided at the meeting Saturday evening to have an August picnic and the following committee was appointed to take it in charge: H. Fred De Graff, Walter S. Lawton, John D. Martin, Harry T. Miller and W. E. Lovelace. The picnic will be held the second Saturday in August. The place and further particulars will be announced by the committee later through these columns.

Ever since the good people down in Cass county decreed that there should be no spirituous or intoxicating beverages dispensed within its confines, the solid and dignified brick building at Marcellus, formerly known as the Columbia Hotel, has been closed to the traveling public. At stated intervals venturesome individuals have looked the situation over with a view to running a hotel without the old-time bar, but the bravest of them shook their heads and said, "It cannot be done," forgetful of the fact that there are dozens of hotels throughout our fair State—hotels that rank among the best—that have no bar. It remained for a heroic youth from Webberville—Frank Hasbrouck, by name—to begin the hazardous undertaking. Now Frank is one of those chaps who is no novice to the hotel business and Mrs. Frank knows all he knows about and a whole lot more that he doesn't know, which makes a good team for a town like Marcellus. As a result, this little village has one of the best hotels in Southern Michigan. The first thing Frank did was to get mad when he got possession of the building and had a "raus mit 'em" party, at which he got rid of all the old furniture, bedding, etc., and then proceeded to buy new double deck springs, mattresses, bedding, individual turkish towels, put in running water and in every way possible improve the old hostelry. Every room upstairs and down has new paper on the walls, new pictures, new rugs on the floors and fresh paint. The table menu is in keeping with the rest of the accommodations and the hotel is known as Frank's Tavern. On top of all this, Frank is an obliging fellow, a gentleman from head to foot and a staunch friend of the traveling men. This item isn't written to fill up space, but is an expression of appreciation from one who has been there. Make it a point, boys, to give Frank's Tavern a trial and if the above is false, call on genial Bill Sawyer for the name of the guy who gave you the bum steer and we will treat.

Mr. and Mrs. E. A. Kraai arrived in Grand Rapids Sunday, after a three weeks' visit in Boston, New York City, Plymouth and other historic places of interest in the East. Mr. Kraai, who is one of the most popular grocery salesmen out of Grand Rapids, enjoyed this trip especially well, as it is the first vacation he has taken in a number of years. Judging from his description of the places seen, he and his wife were both good travelers and did not lose much time sleeping on the trip. Ed's many friends will be glad to see him back on his territory again.

The L. Perrigo Co., manufacturing chemist at Allegan, is building a three-story brick addition back of its plant, which extends out into the Kalamazoo River. The increased volume of business has made this move imperative. The L. Perrigo Co.'s name on a package of drugs has always stood for the very best quality. To this fact is probably due its success. To-day its products are known and handled in every town in the State. Its representatives also cover part of Ohio, Wisconsin and Indiana. The goods are sold in the more remote sections of the United States by the jobbers. Will E. Sawyer.



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E. A. STOWE, Editor.

July 15, 1914.

TRADE ON THE UP GRADE.

The two foremost considerations, in the grain trade's view of last week's Government crop report, are, first, the amazing estimate on the wheat harvest, and second, the aggregate indicated yield on all grains, as figured by the Government. The 930,000,000 bushel estimate on the total wheat yield is remarkable from many points of view, not least of all in the raising of the estimate thirty million bushels, as compared with a month ago, whereas the July report on last year's then unprecedented crop cut the estimate nine million bushels from June. The yield of winter wheat, now positively assured, is almost beyond comprehension; its total is actually only thirty-one million bushels short of the past five years' average total wheat crop.

As for the five principal grains, maintenance of present conditions and indications, as figured by the Government, would give an aggregate of 5,256,000,000 bushels, the second largest on record. The three grains, wheat, corn, and oats, have a prospect of 5,000,000,000 bushels, which would be an increase over last year's final returns of 705,000,000 bushels, or 13½ per cent., although the total would still be 276,000,000 bushels below their aggregate in 1912, when the corn crop reached high record.

It may now be safely said that general business is responding to the crop situation. The turning point in business has been reached, and trade is once more on the upgrade. In the past week, close observers of business conditions have noticed improvement, not only in the way merchants talk, but in actual buying in certain lines. It is the securing of the immense winter wheat crop, with the promise of good average crops of other grains, which has had more to do with this result than any other factor.

The long depression cannot now be continued, unless under wholly extraordinary circumstances. There is now, indeed, more disposition to admit that consumption of goods has gone on at a fair rate, even in the past six months. Of the vast amount of pessimistic talk put out during that period, some was warranted by the actual conditions, but trade is now being forced by the logic of events to look at the bright side of things,

to ignore the passing clouds of business, and to see the sunshine of prosperity beyond them.

There is in some quarters still an inclination to make the situation look as blue as possible. This is partly stubborn prejudice, partly a matter of interested motives. But the facts stand out in favor of better things.

One manufacturer, in close touch with business conditions and with a wider source of information than the majority of his colleagues, to-day summed up the situation thus:

"There has been too much pessimistic talk about dull business and its causes. It is well to remember that the manufacturing capacity of this country has been swelled enormously these past five years; in such things, we are apt to move in cycles of five-year periods. It ran temporarily ahead of consumptive capacity and we had to wait for it to catch up. We have gone through the same thing before and come out all right, and we shall do it again; but that takes time. Those who have tried to force things have had to do so at the sacrifice of profits, and in diverting trade from others. Had they realized the real situation and slowed up on their own account, things would have been better for them in the end. They are now beginning to see it in that light."

In short, the situation is fundamentally sound, but it will take time to work out. With the good crops that seem assured, and with the supply of merchandise in hands of most distributors below the average, there is prospect of largely increased buying later in the season, after crops are secured, and when producers and interior merchants get their affairs straightened out, and are able to push ahead with more freedom.

The plain fact is, that the country is now doing a business that would have been considered very large five years ago, yet people are complaining. They lose sight of the past, and think that they should be forging ahead at the same rapid gait all the time. It is necessary for the country to slow up once in a while. We have done this, but now we are going ahead, and it looks as though we were on the right track and would make great progress later.

ENDORSES BENZOATE.

And now comes another "settlement" of the benzoate of soda question. This time it is "made in Germany" and is the result of an elaborate series of experiments there to determine, whether or not, and in what quantities benzoate of soda was harmful. The results are set forth in the "American Food Journal" in an interpretation of the report of the Imperial Board of Health in the issue of December 19, 1913. It appears from this that the investigations were carried out by three prominent members of the staff. Dr. Rost, Dr. Franz and Councillor Weitzel, and deal with the subject of the action of benzoic acid and sodium benzoate on the animal organism.

Dogs and rabbits were employed in the experiments because they represent two types of animals which dif-

fer from man only through the greater preference for an animal diet on the one hand and a vegetable diet on the other. The behavior of man lies between the two and the conclusions drawn from the studies of the metabolism of the two classes of animals would undoubtedly apply to the human animal. In the dog experiments, puppies were frequently employed, and the observations on gradually increasing doses of benzoate were carried out through the growth of the animals.

In all cases relatively large doses were given to these dogs, and these were intentionally carried to the point where some harmful effect was found. It appears that up to one gram, per kilogram of body weight, one-tenth of 1 per cent. of the weight of the animal, these doses of benzoate had no action whatever, either on the growth, development, appetite or general condition of the dogs. When greatly increased doses were given, of course, various symptoms began to appear. Generally speaking it was found, in such cases, that the same results occurred as would have been occasioned by the same quantities of common salt.

If these relations are applied to man it is estimated that daily amounts of benzoate, running up to 1.6 ounces per day for a man of 100 pounds, would have to be administered through months to show any possible action, and there is no evidence that any result would appear then. According to this, a man would have to consume 160 eight-ounce bottles of ketchup preserved with one-tenth of 1 per cent. of benzoate of soda to inject 1.6 ounces of the benzoate.

The one gram per kilogram per day dose was the smallest quantity which seemed to have any action on the animals, and the authors conclude that any amount smaller than this might be given through indefinitely long periods. With most of the dogs larger weights, 1.5 grams per kilogram of weight, for example, had to be given to bring harmful action.

In the case of rabbits the doses of benzoate required to exhibit some harmful action were about 50 per cent. higher than the dogs. Rabbits seem to have a greater capacity for furnishing glycocholl and combining it with benzoic acid than have dogs, and the whole question appears to hang on this. In man the situation is midway between that of the animals and the excretion of the product formed, hippuric acid, is extremely slight in all cases. The excretion is rapid and even in large amounts without action of any kind on the kidneys. There is no retention in the body as was sometimes asserted, although without warrant, some years ago.

These long studies of the German Imperial Board of Health confirm the findings of the Remsen board and other investigators as to the lack in harmful effects of benzoate administration. It is claimed that salt and many other common things if administered in the same large quantities would be found as harmful, possibly more so. The finding seems to

show in a final and authoritative way that such small quantities as have significance in the preservation of food are so far below the possible toxic quantities as to merit no further attention from that point of view.

SAVED MAKING A CUT.

Turning a misfortune or an accident into a source of profit or emerging from a bad deal with money to the good is a knack that every merchant doesn't possess.

The possibilities along this line are instanced by the experience of a Canadian grocer. Rather careless in looking after his stock, he often allowed stuff to accumulate without realizing until too late that he was overstocked.

Each year he gauged the demand for glass sealers by the condition of the fruit crop, and ordered pints, quarts and half gallons in much the same proportion as when he first started in business. Meanwhile, the demand for quarts rose steadily, while that of pints declined. To his astonishment the grocer found, after receiving a good-sized shipment, that a corner of his basement was stacked with pint jars that had been dodging his easy-going stock-taking methods for a couple of seasons past.

He at once decided that the extra pints must be cleared out. To this end he determined upon cutting the price in half.

But he took a night to think the matter over. Next morning, instead of filling his show window with pint jars at half price, he drafted a circular letter to his regular customers. The theme was the coming preserving season. He discussed general requirements in the way of fruit, sugar and jars, spices and condiments, and added his belief that pint jars were bound to come back in favor.

The pint jar, he explained, meant a larger investment at the start, but it spelled actual economy in the long run. The pint would hold enough fruit for one, two or three meals, according to the size of the family. Before they had time to tire of any particularly variety of fruit, the jar would be empty and the housewife could shift to something else. With the quart and half gallon jars the fruit often lingered on the table unwelcome or was thrust upon the pantry shelf and left there to spoil. The loss in preserves would pay for a complete outfit of pint jars.

Furthermore, the ambitious, up-to-date housewife liked to inject as much variety as possible into the family menu. This was facilitated by the use of the small-sized jar.

That was the gist of a fairly well-reasoned talk. Copies of the circular were sent to the store's regular patrons and to a number of likely prospects, bringing considerable direct results.

Naturally, too, the housewives included the pint jar idea in their afternoon gossip. The idea spread and, although not generally accepted, nevertheless enabled that particular grocer to clear out his surplus stock of jars without making a cut in price.

MEN OF MARK.

John Bertsch, Veteran Tanner of Western Michigan.

For over twenty years the Tradesman has endeavored to secure a biographical sketch of John Bertsch, but that gentleman has met every overture with the utmost indifference. He happened to be in a talkative mood the other day, when the following facts were stenographically recorded as they rolled from his lips:

"I was born February 9, 1834, in Philipsburg, Beaver county, Pa. In March, 1840, my parents moved on a forty acre wood farm in Crawford county, Ohio. They built a log cabin on the place. Father averaged to clear about five acres each year. From the time I was eight years old I had to help father each day; he called me half a man. When I was 14 years old a school district was laid out and a school house was built. Both German and English were taught. I studied German for two seasons. Father could only let me go to school about eight weeks each term; then we were put in another school district where only English was taught. I went to that school two winters of about eight weeks each. Our vacations then were work, from as early in the morning as we could see until as late in the evening as we could see. Often we had lanterns to make the day longer. From the time I was 16 years old, like most all the boys then, I had to do a man's work. Most of the boys then would be ashamed to think they could not do a man's work at most anything. When I was 18 years old I left home to learn the tanner's trade. Tanneries then were small. The owner usually had an apprentice and a boy; also a horse to grind bark. When employed my wages were \$50 a year, with board and washing. I was an apprentice for three years and had three different bosses. They all liked me because they said I was not like most boys.

"March 4, 1855, I left for Michigan, where they had larger tanneries than in Northern Ohio. I reached Grand Rapids March 13 and found work at Tanner Taylor's. He wanted a currier, but I knew very little about finishing leather. Isaac Cappon, my first partner, finished leather for Mr. Taylor. I made his acquaintance and told him how little I knew about finishing leather. He said Mr. Taylor was not particular and that he would show me so that my work would pass. Mr. Cappon did as he agreed and I got along fine. I worked for Mr. Taylor until his tannery burned down in December. I did not find a job until spring; then I found work at Albee & Woodberry's in Grand Haven. I worked there until December. During the summer Tanner Taylor put a temporary building over his vats and tanned a little leather and had Isaac Cappon finish the leather. I paid Mr. Cappon a visit on my way home and told him that I intended to have a tannery of my own soon. I spent the winter at home and the next spring I came

back to Michigan with the intention of building a tannery at Newaygo. I thought Newaygo was about my size. I called on my friend, Isaac Cappon, again and asked him to go in company with me and we would build a tannery in Newaygo. I had \$900. I asked Mr. Cappon how much he had. He said he did not have any money, but he owned 80 acres of land near Holland, for which he was offered \$450 and that he would sell this land and put in with me, if I would go with him to Holland. I told him I wanted to go to Newaygo first and see the place. The next day I went to Newaygo and found that it was no place for a tannery. I came back and told Mr. Cappon that I was ready to go to Holland with him. He asked me if I was ready to go the next morning and I told him I was. The next morning we started on foot for Holland with about two

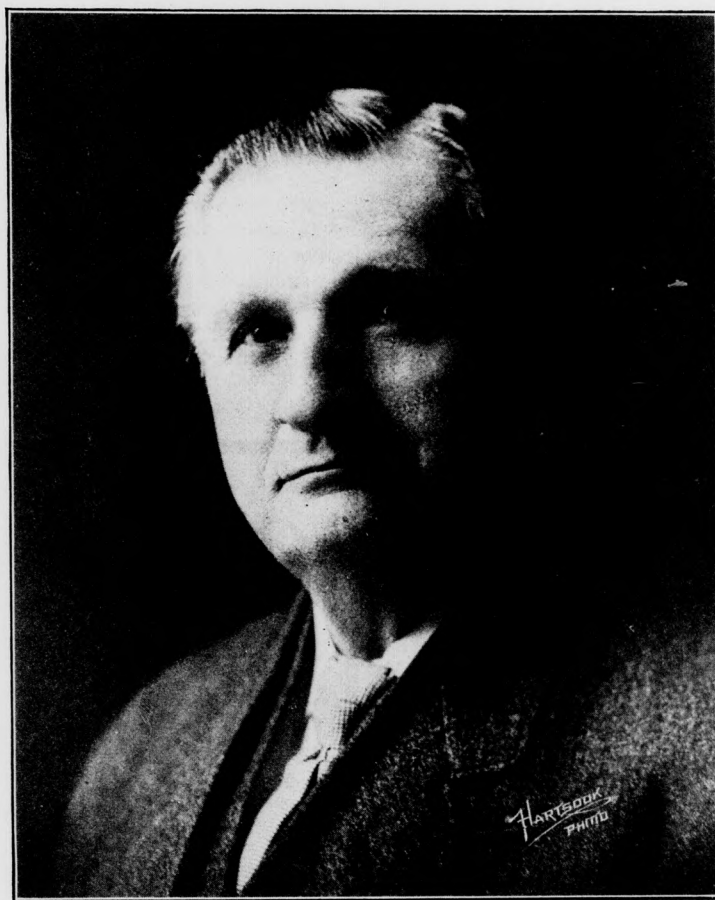
about two lots and I will sell what land you want for \$85.' We told him we wanted as least one acre, and he answered, 'All right, you can have an acre for \$85,' Mr. Cappon told him to make a deed, which he did, and I paid him in gold. The next morning Mr. Cappon went back to Grand Rapids after his family and I bought an axe and shovel to clear our patch of land. Mr. Cappon returned in less than a week with his family and rented a house and I boarded with them. As soon as Mr. Cappon returned, we made an agreement with Schling & Salzman to build us twelve vats, four beam vats, six tan vats and two leaches. Mr. Cappon and I finished clearing our place; then we dug a place for our vats. When the vats were finished we put up poles for a building and boarded it on both the inside and outside, filled in with tan bark and put a board

and hired one man. In May, 1860, I came to Grand Rapids and rented a store of Jacob Winsor, right where the Peoples Savings Bank is now. We paid \$12 per month rent. The property was for sale for \$1,500. I finished and sold leather at this store and bought what hides we needed at the tannery. In 1861 we moved to 17 Canal street. We bought of Charles Williams an undesirable stock of boots and shoes at about twice the price the stuff was worth. This was done to give me more to do. The next year we moved to 8 Canal street, bought a good stock of shoes and hired N. A. Stone to help me. After that we did well.

"In 1864 we built a tannery with thirty-two tan vats where the Cappon & Bertsch Leather Co. now stands. The ground and buildings cost us \$13,000. We paid for this out of the profits of the year. In 1866 we went in company with Whitley & Rindge, under the name of Whitley, Rindge & Co. In 1870 we sold our shoe business to Rindge, Bertsch & Co.

"1866 we started a new company with Mr. Cappon, Mr. Cartwright, Mr. Noble and myself, under the name of Cappon, Bertsch & Co. We had a capital of \$5,600 to do a leather finding and hide business at 112 Canal street. Three or four years later we built a store at 100 Canal street. October 21, 1871, our tannery burned. Before the fire we had \$80,000 invested in the tannery, but after the fire we had only about \$30,000 left. We loaded what hides we had in the beamhouse, the green leather and full tanned leather in the yard on a scow and took it to C. B. Albee's tannery in Grand Haven. We also bought a few hides to keep that tannery running all winter. Early in the spring we rebuilt our Holland tannery. In January, 1875, we incorporated the Holland and Grand Rapids businesses under the name of the Cappon & Bertsch Leather Co., with a capital stock authorized at \$200,000, with \$146,000 paid in, all in property. Of this the Grand Rapids business had \$107,000 and the Holland business the balance. About six years later we increased the capital stock to \$400,000. A. D. Noble, who was our Secretary for years, did not take an active part. A. D. Noble and F. L. Noble went in the hide, fur and wool business, and also handled coal, plaster, lime and cement. Mr. Cappon, Mr. Cartwright and I endorsed their paper in their wool deal. The deal turned out bad on account of the big decline in wool. We then had to take their business off their hands and we sold it out. In 1905 we re-organized the Cappon & Bertsch Leather Co., increased the capital stock to \$800,000, \$600,000 of which was paid in. In 1897 we incorporated the Michigan Leather Co. at Mill Creek, capitalized for \$100,000 and sold out in 1906 to the Central Leather Co. for \$250,000. In 1909 the Cappon & Bertsch Leather Co. sold out to Armour & Co. for \$673,250."

Mr. Bertsch was married in 1860 to Miss Agnes Cartwright, of Grand



JOHN BERTSCH

feet of snow on the ground. We stopped at Zeeland for dinner. I noticed that most of the people wore wooden shoes and I told Mr. Cappon we were going to a bad place to make leather where everybody wore wooden shoes. He said they wore more leather shoes in Holland than here. When we reached Holland we called on Rev. A. C. Van Raalte. He was as fine a man as I ever saw. He owned most of the land in Holland. We told him we had come to Holland to build a tannery and asked him if he had any land he wanted to sell us. He answered, 'Yes, I can sell you a piece of land in the Tannery addition, west of the Schurr tannery. (His place was west of the steamboat landing.) He said, 'You will want

roof on. The building was about 24x44, the bark mill building 24x26 feet. We used the main building for both tanning and finishing our leather. A bad panic came on in the fall and we had to sell our leather for what we had paid for the hides.

"After our tannery was built I went to Chicago and bought twenty-five dry hides and about 600 green salted calf skins. Mr. Pfanstel sold us a horse and wagon on time, also feed for the horse, groceries and paid our orders for bark. Before we were in business a year we owed him over \$600 and we had very little to show for it. The second year trade was better and we paid our good friend Pfanstel. The third year we did still better. We built a finishing shop

Rapids. Mrs. Bertsch died fourteen years thereafter and the following year Mr. Bertsch married Miss Caroline L. Harley. They have five children, Amy, wife of David H. Brown of the Century Furniture Co.—Nellie, William (now dead), Harley, a member of the firm of Barclay, Ayers & Bertsch, and Florence, who is married to Mr. Arthur C. Ayers, of Barclay, Ayers & Bertsch.

Mr. Bertsch has large financial and property interests in this city and elsewhere. He is interested in Barclay, Ayers & Bertsch, the Globe Knitting Co., Wykes-Schrouder Co., several banks and trust companies and owns a large amount of profitable real estate, including the land and building occupied by the Michigan Hardware Company on Ellsworth avenue.

Mr. Bertsch attributes his success to keeping everlastingly at it. It is a matter of common knowledge that no one was more faithful to his business than Mr. Bertsch was in the days of his greatest activity. He recently remarked that if he were to live his life over he would not do very much differently than he did except that he would be extra cautious as to whom he selected as a partner.

Mr. Bertsch scoffs at the idea that the leather manufactured at this time is inferior to that of fifty or sixty years ago. When he was a boy a farmer kept a hog two years before he killed him. Now he fats him up in eight or nine months and gets as heavy a hog in that time as he used to get in two years. The same is true of the leather business. New processes have shortened the time required to complete the tanning process. So great has been the change that if Mr. Bertsch wanted to go into the leather business again—which he would not be likely to do at his age—he would have to learn the trade all over again. This does not apply to sole leather so much as it does to upper leather.

Mr. Bertsch has never fished or hunted or owned a fast horse. His time has been so fully occupied by keen attention to his business that he has had very little time to devote to anything else until the last few years. While he still exercises an oversight over his property interests, he devotes his time mostly to the guidance and encouragement of his children and friends.

Mr. Bertsch has lived a very busy and a very useful life. His career is full of encouragement for those who are compelled to begin at the bottom of the ladder, as he did, and it goes without saying that no one receives more friendly assistance than those who appeal to him for counsel.

Mr. Bertsch's two outstanding characteristics are absolute integrity and human kindness. The conventional virtues are his in fullest measure and the ordinary advice given to young men as to the requisites for success in life—honesty, industry and all the list of important but minor qualities—have been exemplified through all his career by Mr. Bertsch.

Mr. Bertsch's character is the result of both inheritance and training. He is deeply philosophic in his thought and feeling and has a profound respect for law, both divine and human. Always mindful of his own humble beginnings, he acutely sympathizes with those in trouble or in need. He is easy to approach and is quick to see and to appreciate both sides of any question. It is a pleasure to meet him, for he is always interested in what the other man is interested in, asking many questions, constantly seeking information.

So far as the most intimate acquaintance can determine, Mr. Bertsch has never consciously wronged an individual or that aggregation of individuals called the people. He has not merely avoided any violation of the law in his business transactions, but he has scrupulously observed what he felt to be its spirit as well as letter. That is to say, his kindly integrity not only extends to individuals with whom he comes in contact—a virtue common enough—but it has a broad civic scope as well. His sense of personal responsibility and obligation includes not merely his family, his friends and his partners, but the community in which he lives and the Government under whose protection he prospered.

He is not only just but kind. Dozens of men and institutions owe to Mr. Bertsch their present status in the business community. It is to be regretted that the story of these practical benefactions can never be told, but that such is the case is due to his modesty and self effacement, which have been lifelong characteristics.

"Miles of Smiles" in Michigan.

"Business is good in Battle Creek and there are miles of smiles." This is what they are saying in that city, and better still, they are acting that way. The factories are busy and the idle are employed. Under date of July 8 the Chamber of Commerce sent a telegram to President Wilson which reads in part as follows: "The mental attitude of business men in Battle Creek is not pessimistic because the business of this city is better than it was a year ago, as the city has freedom from labor troubles such as it has not enjoyed for many years. Battle Creek business men are big enough to want to see other communities prosper. We recognize that a large part of stagnation is due to the fear of continued tinkering with legislation against business interests generally, and we protest against further experimental legislation and ask Congress to adjourn and give the country a chance to seek for its lost prosperity."

The factories of Hillsdale are being worked almost to the limit of capacity and the manufacturers there say that the depression has been felt very little if at all in that city.

Good business is reported in all the factories at Adrian and the summer shutdowns will be short.

Lansing prospers, an index being the postoffice receipts for the fiscal year ending June 30, which show an

increase of \$17,000 over the previous year.

Deposits at one of the Ludington banks have increased over \$50,000 in the past three months, due to improved conditions in Ludington and Mason county. The outlook there is the best in years.

Detroit rejoices over the re-opening of some of its big factories, after months of idleness. The American Car and Foundry Co. has put thousands of men back to work and the Detroit Oak Belting Co. and other plants have resumed operations.

Postal receipts at Flint show an increase of \$22,000 over the previous year and there are approximately 3,000 more men employed in her automobile factories to-day than a year ago. Indications are that the number of men employed there will soon be a record-breaker and that the year 1914 will be the best in Flint's history.

Again much might be said of canning factories rushed to the limit, of bumper fruit and farm crops now being moved to market. Surely there are "miles of smiles in Michigan."

Almond Griffen.

Annual Gasoline Bill.

It is estimated that there are approximately 1,000,000 automobiles in use in this country, and that they consume \$100,000,000 worth of gasoline in a year.

It's a pity we can't put some of our youthful enthusiasm in cold storage and keep it for old age.

Things We Do

Conducts Special Sales. Expert Advertising. Arrange Stocks for Quick Showing and Rapid Selling. Card Writing and Window Trimming. Install Store Systems. Manage Business Adjustments. Make Appraisements. Personally Purchase Goods for Merchants. Buy and Sell Stocks of Merchandise.

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Service means to us the obtaining at any cost, and every pains, and every effort the best goods that the world's markets can afford.

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THE PROMPT SHIPPERS

THE MEAT MARKET

Why Book-keeping Is Important to the Butcher.

There's a good old story about a butcher whose whole book-keeping system consisted of two hooks and his pants pockets. On one hook he placed the bills that were receivable, on the other the bills that were payable, and his pockets served as his cash drawer. When asked how business was the best he could answer was that he guessed it was all right, for he was taking in enough to pay his bills, and support himself and family. And that is all he ever knew about his business from the time that he started until the time that he quit, declaring that there was no money in the butcher business.

Of course, there are very few butchers to-day who run their markets on this plan, but there are a great many who never know any more about their business than did this old time butcher. True enough, they have systems in their markets which ought to tell them all that they desire to know, but usually the butcher handles it himself in his spare time, or else he hires an incompetent cashier for a few dollars a week, who usually puts things in greater confusion than they were before she started in. The result is that these butchers are usually at their wits' end to find out how things are standing in their business and that they never know until one fine day they are unable to meet their bills and go to smash.

Book-keeping is mighty tedious work, but like all tedious things it is very important. The butcher who takes care of his books himself, should devote more than a few moments spare time to them. Keeping books for the average sized market is not such a hard job, if it is tackled systematically. It only becomes hard when the butcher lets things slide, and the work pile up. Then, it is no wonder that he becomes discouraged when such a proposition as that confronts him.

Every butcher should strike a weekly balance in his market. This is an absolute necessity. It is better to end your week, say, on Wednesday, as this does away with the work coming at the times of the Saturday rush. A monthly balance is good but a weekly one is better. This balance should be made up so that it will show the absolute profit which the butcher has made on the week's business. In it everything that is an expense should be figured—rent, heat, light, ice, salaries, including your own (figured on the basis of what you would have to pay a manager)

delivery expense, repairs, depreciation on fixtures, etc., for unless all of these are figured accurately and exactly the result which you get will not be a true index to your business, and without such an index you can never know whether or not you are making money in your market.

Poor book-keeping systems also result in a number of small leaks through which your profits may disappear little by little. Perhaps the greatest of these is a failure to note each charge as soon as it is made. For instance a woman comes into the shop and orders a steak that comes to 65 cents. The butcher is just about to enter this when another customer comes in and wants to be served in a hurry. Anxious to take care of her, he puts off entering the charge with the result that he forgets all about it, and never does enter it. That means just so much meat given away, as it is rare that the customer reminds the butcher that he failed to charge her.

Some butchers to get around this condition use the customers' pass book. This is all right as far as it goes, but it does not go very far. In the first place the butcher who does this, usually forgets to keep a duplicate account of what she owes in the market, and when the customer loses the pass book, which happens a great deal more often than one would think it would, the butcher has to accept a settlement which is dictated to him by his customer. And you can be sure that it is rarely all that it should be.

The butcher who does not have a proper book-keeping system can never figure his selling cost in the proper way, and therefore can never tell what he should charge for his meat. I know a butcher whose selling cost is at least 20 per cent. who obstinately claims that he is doing business on an overhead of from 12 to 13, and who bases his prices on that figure. The result is that his profits are from 7 to 8 per cent. less than he thinks they are, and he is lucky if he is breaking even on his business. And he is one of those who claims that there is no more money in the butcher business. How did he arrive at this figure? Why, he took a balance a few years ago and that is the last one that he did take. He gives no consideration to the fact that his expenses have increased since that time.

This book-keeping problem is a mighty big subject for discussion, and a mighty important one. Butcher accounting must be simple, so that it does not take all the time of the butcher to keep it correctly, yet it

must be complex enough to show all that the butcher wants to know. Too much system is worse than no system at all, if such a thing is possible. How are you getting along with your accounts?—Butchers' Advocate.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Business men of Zeeland will hold their annual picnic July 17 at Jenison Park. Free coffee and lemonade will be on tap, with ball game and other special events.

The canning factory at Scottville put up 126,000 cans of peas in a run of fourteen hours recently. The company employed 325 people during the rush season.

The Gile Boat and Engine Co., of Ludington, has completed a large addition to its plant and is employing more men.

The F. E. Tappen shoe factory, at Holland, has started operations. First salesmen went out July 1.

Bay City grocers and butchers will hold their annual outing Aug. 7 at Wenonah Beach. Plans are laid for a big event and invitations have been issued to Saginaw, Flint, Port Huron and many smaller towns to join them.

Improved passenger service is now given over the Michigan East and West Railroad between Manistee and Marion, connecting with the G. R. & I. at Tustin and the Pere Marquette at Peacock.

Carson City will hold a Chautauqua and home coming Aug. 22-26.

The new plan of giving the faculty concerts in Hill auditorium, Ann Arbor, and opening them to the general public will add to the attractiveness of the university town as a place to live.

The Boyne City Chamber of Commerce has adopted resolutions favoring paving at least two blocks in the business section; also the installing of a fire alarm system.

Work has begun on a new \$30,000 building at the Ionia State hospital grounds.

The Alpena county fair will be held in Alpena Sept. 30 to Oct. 2.

The plant of the Alpena Motor Car Co. will be sold to the highest bidder July 16 in that city.

Port Huron is taking immediate steps toward better fire protection. Larger mains will be laid and a new pumping engine installed.

Almond Griffen.

Usually the persons who talk a great deal about the world growing worse never do much to make it better.

Are Your Net Profits Satisfactory?

Probably not, if you are like nine out of ten merchants.

Your trouble probably is (1) you have too much of some items; (2) not enough items.

If you will buy the "many lines in one bill" offered by our monthly catalogue of General Merchandise, you easily can apply the remedy.

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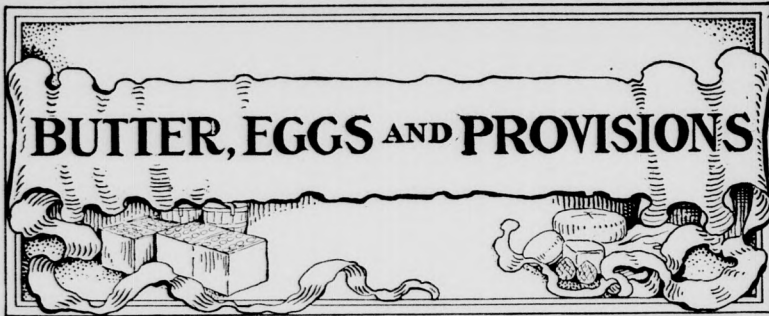


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Michigan Poultry, Butter and Egg Association.

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

Chinese Egg Competition on the Coast.

Loeb, Fleishman & Co., Los Angeles, Cal.: "We are really not in position to express an opinion regarding the importation of Chinese eggs; but it looks to us as if they are going to cut quite a figure. The quality of them is not strictly first-class. They are small, brown and look like pullet's eggs, and when the weather gets warm, considering the long time they will be in transit we doubt if they will suit the trade; but they are cheap, and there is always a certain class of trade looking for something cheap."

A. C. Fry Co., Inc., Seattle, Wash.: "We are of the opinion that Chinese eggs will influence the market price on our local and Eastern eggs. Bakers, Japanese, Chinese, lunch counters and some of the cheap restaurants are using them, which, of course, cuts into the better class of egg trade, which does not take to the Chinese egg."

Pacific Warehouse & Brokerage Co., Los Angeles, Cal.: "Chinese eggs are not received with favor by the produce jobbers generally. However, they are a factor and will probably tend to hold prices at a lower level."

Hamill Brothers, Seattle, Wash.: "In our estimation, the importation of Chinese eggs into this market or any other market in the United States is detrimental to the best interests of the trade in general, and in addition to that is detrimental to the poultry raisers, especially throughout this Western country. We do not believe that the white man can compete with the Chinese or Japanese."

Rivers Bros., Co., Los Angeles, Cal.: "There is no question in our minds that the Chinese eggs will very materially effect the situation this next fall and winter. We have been handling Chinese eggs the last two months, and we find them very satisfactory for a cheap egg. They have also been pronounced wholesome by our health inspector. How much they will affect the market this season and what quantities will be used are questions that all the dealers are trying to solve at present. We wish we knew."

Armour & Co., Los Angeles, Cal.: "The Chinese egg, unless there is some radical state legislation, will undoubtedly cut a very considerable figure in the Pacific coast egg business as far as the handling of Eastern eggs is concerned. These Chinese eggs are coming in in enormous quantities, and the general quality is improving right along. Stock coming now is practically as large as and of equal quality to Western Kansas or Oklahoma eggs. Don't believe they will ever seriously affect our good-quality eggs, but they will take the place, to a very large extent, of the Eastern stock that has been shipped to the Coast to supply the bakery, cheap restaurants and cheap grocery trade."

Richardson, Holmes & Lamb Co., Los Angeles, Cal.: "We have handled quite a lot of the Chinese eggs this season. While the size and appearance of the eggs are not as good as the local and Eastern eggs, we find that the quality, where they are properly candled and graded is all right and compares very favorably with the Eastern storage eggs. There are a great many of them being shipped to this Coast. They will quite naturally be sold here, and we figure they will take the place of just that quantity of Eastern or local eggs. Of course, this is a new thing, and the effect on this market is something that we cannot determine at present, but we figure they will supply the demand for the cheaper grade eggs here."

Lewis-Simas-Jones Co., San Francisco: "The importation of Chinese eggs is going to cut a big figure in the market here. They will not come in competition with the California white eggs, but will take the place of Eastern eggs to a great extent. Nearly every baker in the city is now using Chinese eggs, and have found them to be very satisfactory. There are now in the San Francisco cold storage houses over 10,000 cases of these eggs, and about 600 to 800 cases are being consumed every week."

Nye & Nissen, San Francisco: "A great many eggs have arrived in this market from China in the past two months and the predictions are that there will be a great many more brought in during the year, particularly during the late summer and fall months. Despite the fact that many of the eggs in the first shipment were of inferior grade, the trade took hold of them fairly well, and they went into channels which formerly consumed great quantities of the poorer grades of Eastern eggs. There does not seem to be so much enthusiasm among the dealers now in handling the Chinese eggs as there was shown earlier. We suppose this is on account of the newness of the thing wearing off. However, the Chinese egg is destined to be a factor in our market, and it must be reckoned with. We have been informed that several American concerns have arranged for packing establishments in China, and that better facilities in transportation will also follow. There is no doubt that the importation of Chinese eggs into our market will have a very material bearing upon the quantity of eggs ordered from Eastern points, but we do not anticipate that this will affect in any marked degree the sale of our California whites."

H. F. Backer, Los Angeles, Cal.: "A considerable quantity of Chinese eggs are being shipped here, starting since the tariff rate went into effect. In the first shipment the eggs were of rather poor quality, and the dealers were not inclined to take on any more; but since, the importers have adopted different methods of handling them. They transfer and candle them into our own cases, and in this way these eggs are meeting with very much better success in this market. They are being sold here to the jobber's trade for about 17 cents delivered, and the dealers are

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Fruits and Produce

Grand Rapids, Mich.

Huckleberries, Sweet Cherries

Want regular supplies. Correspond with us.

M. O. BAKER & CO.

TOLEDO, OHIO

Ship your BUTTER, EGGS, POULTRY and VEAL to Grand Rapids. Will pay spot cash or sell on commission, as shipper prefers. We refer to R. G. Dun & Co. and Kent State Bank.

JACOB KONING,
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Try F. J. SCHAFFER & CO.

Eastern Market Detroit, Mich.

EGGS AND LIVE POULTRY

WRITE FOR QUOTATIONS

SHIP YOUR

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to us. We pay spot cash. Ask for quotations.

We also receive Veal and Poultry on consignment.

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BRANCHES

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IND.

using them to supply the cheaper trade. In my opinion they are going to affect the storage holdings to a great extent this coming fall and winter, and, if they continue to come in sufficient quantity at the figure named, dealers here will take them rather than to pay 8 or 10 cents per dozen more for storage eggs, which they will have to do in order to make any money on storage stock. The Western dealers were anticipating buying storage eggs for less money this year, but the market conditions back East have kept up, and there are but few eggs stored here that cost the holders less than 22½ cents in storage. I believe that storage eggs will be handled without much profit to the dealers this season.

Scheer, Grandi & Co., San Francisco: "Chinese eggs are being imported regularly, and large quantities are arriving on every steamer. They are all of the brown shell, such as is shipped to this market from the Middle States. The shell is somewhat harder than our eggs here, but the quality, we must say, is fairly good. These eggs are being used by bakeries, restaurants and cheap hotels, but they will go anywhere where they are to be used for cooking eggs. There are, at the present time, thousands of cases of these eggs in storage here, and the large holders of them are not meeting with any great success in disposing of them quickly, for the reason that there are sufficient quantities arriving on each steamer to take care of all wants, and those that cannot be sold are placed in storage. There are several dealers who are importing. They all have eggs at the present time in storage and some are very anxious to move same. The eggs cost about 16 cents per dozen delivered here, and can easily be sold at 18@20c. Our opinion is that they will come in direct competition with eggs which are purchased from the Middle States, but will not have very much effect on our local eggs, for the reason that the best eggs sold on this market, and which command the best prices, are white, and the trade are so educated that they will not have a brown egg, unless they buy it for cooking purposes. The only opposition to the importation of Chinese eggs at present is on the part of the egg producers of Sonoma county, the largest egg center of our State; but, as eggs which are arriving, all pass the pure food department, we do not see where their opposition will have much effect."

Advantage of Marketing Male Birds.

Although there has been selected no special rooster day for the State of Illinois, C. O. Hallbeck & Sons, who operate plants at West Salem, Bonegap and Brown, not only had a rooster day but a rooster week recently, during which time they offered 9 cents per pound in cash for roosters. They advertised the event rather extensively by large bills and otherwise. The chief points, in addition to the special prices paid by them for roosters during rooster week, were as follows:

"Now that the hatching season is over, we respectfully urge all producers of poultry and eggs to dispose of all their roosters without delay, so that their summer or hot-weather eggs will not be fertilized. Feed is high and there is no reason to keep your roosters any longer. A large part of the heavy loss from bad eggs can be obviated by the production of infertile eggs. This has been demonstrated beyond a doubt by the investigations concerning the improve-

ment of the farm egg, which, during the past two years, have been conducted in the Middle West by the Bureau of Animal Industry of the Department of Agriculture. Secretary Wilson estimates that, between the producer and the consumer, there is an annual loss of \$45,000,000 in the egg crop of the United States, the greater portion of which falls on the farmer, who is by far the largest producer. Of this enormous loss about one-third, or \$15,000,000, is caused by heat, which develops the embryo of the fertile egg, causing what is known to the trade as a 'blood ring.' As it is impossible to produce a 'blood ring' in an infertile egg, an infertile egg will stand a higher degree of temperature without serious deterioration than will a fertile egg. The secretary says that if farmers and others engaged in the production of eggs would market their male birds as soon as the hatching season is over a large saving would be made, as practically every infertile egg would grade a first or second if clean and promptly marketed. No more simple or efficient method for the improvement of the egg supply of the country could be adopted than the production of infertile eggs.

"As an experiment, to prove our statement, take a fertile egg and an infertile egg and place them in a tight package and in a cool place for twelve months, where both will undergo the same conditions. At the end of the twelve months break both eggs, and the proof will be self evident. Let us work together in this great work and better the quality of the greatest product raised."

Uses of Cold Storage.

Eggs are stored in March, April and May for the next winter's trade. If this could not be done eggs would be worthless on the farms when they are the most plentiful, and priceless in the cities when they are the scarest. Apples are sold in every month of the year. If this were not so there would be a market for about a third of our annual crop. Cold storage makes this possible. Grapes are marketed from their time of ripening until into the holidays. Cold storage makes it possible for this to be done, and thus makes the market for grapes. These are some of the many utilities of cold storage to farm and city. Legislation which will prevent the holding of the food supply too long is a good thing. The meats held over unduly are a club by which the prices of live stock are beaten down and a jimmy by which the consumers' bank accounts are depleted. Eggs in storage after the new supply begins are bad for all parties, since it is the March, April and May surplus which must be stored. But eggs must be held for more than three months, or there is no use in storing them at all. Some apples should be held until March, some not longer than until December.

Cold storage is a regulator of supply. We all ought to know what is in the reservoir, and the provision for reports of stocks on hand is a wise thing—Farm and Fireside.

Satisfy and Multiply
Flour Trade with
"Purity Patent" Flour
Grand Rapids Grain & Milling Co.
Grand Rapids, Mich.

When shipping Poultry, Calves, Pork, Eggs or Produce, remember we can sell that shipment at top market price.
Phelps, Naumann & Co.
303 Market St. Eastern Market
Detroit, Mich.

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.

POTATO BAGS
New and second-hand, also bean bags, flour bags, etc. Quick shipments our pride.
ROY BAKER
Wm. Alden Smith Bldg. Grand Rapids, Mich.

HART BRAND CANNED GOODS
Packed by
W. R. Roach & Co., Hart, Mich.

Michigan People Want Michigan Products

Geo. L. Collins & Co.
Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.
29 Woodbridge St. West
DETROIT, MICH.

Make Out Your Bills
THE EASIEST WAY
Save Time and Errors.
Send for Samples and Circular—Free.
Barlow Bros., Grand Rapids, Mich.

Are You Sharing
with us the steadily growing popularity of
Mapleine
Order from
Louis Hilfer Co.
4 Dock St., Chicago, Ill.
Crescent Mfg. Co., Seattle, Wash.

When in the market to buy or sell
FIELD SEEDS
Call or write
Both Phones 1217 **MOSELEY BROTHERS** Grand Rapids, Mich.

Write or wire us when ever you have
POTATOES TO OFFER
LOVELAND & HINYAN CO.
236-248 Prescott St. Grand Rapids, Mich.
We have seed potatoes to offer in local lots

Rea & Witzig
PRODUCE COMMISSION MERCHANTS

104-106 West Market St.
Buffalo, N. Y.
Established 1873

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

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

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

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

THEY ARE GOOD OLD STAND-BYS
Baker's Cocoa and Chocolate
are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.
Trade-mark on every genuine package
MADE ONLY BY
Walter Baker & Co. Ltd.
Established 1780 Dorchester, Mass.

Watson-Higgins Milling Co.
Merchant Millers
Grand Rapids :: Michigan

Use Tradesman Coupons



The Union State Bank of Mio has been organized with a capital of \$20,000. Effie R. McNichol, of Oscoda, is the largest stockholder. Her holding is 113 shares.

The Union Bank of Jackson now has resources of over \$3,000,000.

Two decided views prevail in this city as to the business and financial outlook for the remaining months of 1914. At present neither leans to the belief that the period is going to be one of exceptional prosperity, nor does any one predict greater depression than has been seen in the first half of the year. On the contrary, a middle position is generally taken. But the failure of precedent to serve as a guide so far this year, in respect to basic influences, has made for more or less mistrust in anticipating the conditions of exceptional prosperity which such influences as the harvest outcome would ordinarily seem to assure.

Usually, at this time of year, the market shapes its views of the future according to the showing of the Government's crop report. It is still adhering to this practice, but the extent of its anticipatory movements is hardly as yet perceptible in a strictly business sense. The same attitude is applicable to the investor. The question being asked on every side is, what is to be the actual outcome? The response, almost without exception, is that not until the adjournment of Congress will a genuine turn in the tide take place.

The banker and business man are perplexed. New enterprise is certainly still held in abeyance. The security markets are dealocked; good and bad news alike are ignored. Difficulty in defining the outlook is operating to hold back future enquiries in the volume which would ordinarily appear at this season. The result is that mills and factories are not operating at over 60 per cent. of normal capacity. This, to be sure, is 5 per cent. better than was reported a month ago.

On the optimistic side come advices from the Central West of a most confident character. Local furniture manufacturers who have been sounding conditions in that territory through the buyers now coming to this market, declare prospects to be for the best volume of business experienced in three years; they all agree that the keynote there is the

unprecedented crop outlook. This is what prompts the Western business houses to prophesy that nothing can stop an upward swing of the pendulum. Those who have wide opportunity for observation vary in their testimony as to the status of conditions and prospects throughout the country, as seen from this section; but nearly all acknowledge measurable betterment, and think things are on the mend. More enquiries are in sight; but many of these are tentative, and made for the purpose of sounding the market, yet this tells of improvement over two weeks ago, when there was general complaint of absence of enquiries.

One highly interesting fact is the unusual degree of composure with which the Claffin failure was received in this city, where many of the company's creditors are located. This has occasioned widespread comment as providing conclusive evidence of the inherent strength of the mercantile situation and of the almost completely liquidated conditions as to merchandise. The unfortunate suspension has rather generally been accepted as the kind of belated trouble that in the past has frequently marked the ending of a period of business depression. Acceptance of this view may explain why the extreme caution shown in discounting mercantile paper in the fortnight following the Claffin failure has now given way to a less rigid and perhaps entirely normal attitude on the part of bankers.

Ask for our Coupon Certificates of Deposit
Assets over \$4,000,000

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$400,000

Resources

8 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

We offer a limited amount of HIGH GRADE PUBLIC UTILITY BONDS

Secured by a lien on a very successful property in which the owners have a cash investment of more than \$2,500,000 over and above the bonds.

The bonds have been issued with the approval of the Railroad Commission of Wisconsin.

Net earnings of the company are more than twice the annual interest charges on the bonds. Price and circular upon application.

GRAND RAPIDS TRUST COMPANY

123 Ottawa Avenue, N. W.

Grand Rapids, Mich.

A WORD OF ADVICE

The cautious investor who demands safety of principal and a reasonable interest return thereon, can secure such an investment by buying the securities of the

**American Public Utilities
Company**

which serves fourteen prosperous cities with gas, electric light, heat and power, and which pays its dividends quarterly.

Write for full information to

KELSEY, BREWER & COMPANY

Engineers, Bankers, Operators

Michigan Trust Building

GRAND RAPIDS, MICH

Fourth National Bank

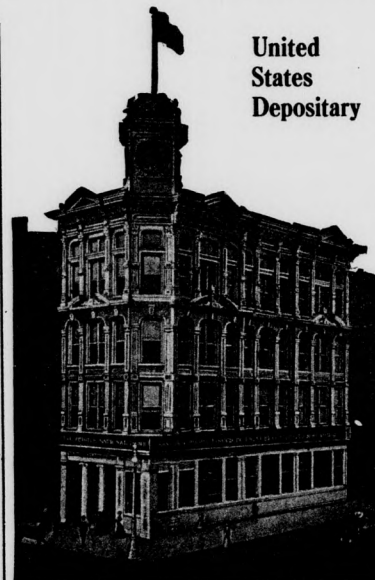
Savings
Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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



United
States
Depository

Commercial
Deposits

3 1/2

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

Broadly speaking, it is the judgment of our bankers and business men that the world-wide period of liquidation and attendant depressions, brought about by the era of over expansion in the recent decade, has about passed, and that whatever weakness may subsequently develop will have only momentary influence. It is true that politics are still regarded as the greatest check to a revival in business—not in the sense that proposed legislation is expected seriously to militate against progress of trade, but because of the uncertainty as to just what will come under the ban of the new restrictive laws.

There are some large interests here which contend that industry need not fear any great change in methods of doing business as a necessary result, immediately at least, of the passage of the Trust bills. But the opinion of men who guide affairs of large corporations is that various Federal courts will be called on to do much interpreting, and that finally various clauses of the bills will have to pass the "acid test" of the Supreme Court before we can be wholly certain what they mean.

Should the rate increase be granted to the railroads, it would be welcomed here more as a step in a helpful direction than as a definite solution, in dollars and cents, of the existing railroad problem. Yet our people do not approve of the demands from many quarters for postponing the important bills now before Congress. They now hold that it would be better to enact the laws and have the matter ended. The thought entertained in this vicinity is that Congress will adjourn in the next six weeks, and that trade conditions will start to improve from that period. These influences, along with abundance of cheap money and bountiful crops, inspire hope for the future, and are accepted as explaining the stubbornness holders of stocks are showing in not disposing of their securities at this level.

Railroads are unquestionably assured of an immense business this fall and winter. It can hardly fail to tax the capacity to the limit. The movement of the immense winter wheat crop is at hand, and the sale of this

will enable farmers to liquidate their indebtedness which in the Southwest had become larger than they have been confronted with in years. There is so much wheat west of the Mississippi River this year that it will give the roads months of continuous large tonnage. The question is, in fact, how the roads located in the Central West, as well as in the Southwest, are going to take care of the traffic that confronts them. Those who operate in the Northwest are differently situated. The movement in the Central West will be on first, and the early rush can be handled before the Northwestern crops will be ready for the market. Conservative people are, therefore, looking ahead with cheerful expectations to the future for the railroads, the jobbers, and the manufacturers. They do not expect an old-time boom in trade, but a steady growth in volume of buying is inevitable, which will create a better feeling and help people to forget the unpleasant influences that have been so marked in the six months past.

In connection with the Iron Age's editorial statement that, in the steel trade "the corner seems to have been turned at last," its Chicago correspondent reports that "the inclination to buy is increasing among consumers of iron and steel. They are specifying more freely for prompt shipment and pressing their claims for consideration into the future at the current low prices as far as possible."

Quotations on Local Stocks and Bonds.
Public Utilities.

	Bid.	Asked.
Am. Light & Trac. Co., Com.	339	342
Am. Light & Trac. Co., Pfd.	107½	110
Am. Public Utilities, Pfd.	70½	72½
Am. Public Utilities, Com.	45	49
Cities Service Co., Com.	76	79
Cities Service Co., Pfd.	72	74
Citizens Telephone Co. ex div	72	75
Com'wth Pr. Ry. & Lt., Com.	61	62
Com'wth Pr. Ry. & Lt., Pfd.	84½	86
Com'wth 6% 5 year bond	100	101
Pacific Gas & Elec. Co., Com.	39	40
Tennessee Ry. Lt. & Pr., Com.	13	15
Tennessee Ry. Lt. & Pr., Pfd.	67	69
United Light & Rys., Com.	65	67
United Light & Rys., Pfd.	74	75½
United Lt. & Ry. new 2nd Pfd.	68	69
United Light 1st and ref. 5% bonds		89
Industrial and Bank Stocks.		
Dennis Canadian Co.	99	102
Furniture City Brewing Co.	59	65
Globe Knitting Works, Com.	125	145
Globe Knitting Works, Pfd.	97	100
G. R. Brewing Co.	120	130
Commercial Savings Bank	216	220
Fourth National Bank	215	220
G. R. National City Bank	174	178
G. R. Savings Bank	255	
Kent State Bank	255	260
Peoples Savings Bank	250	

July 15, 1914.

The City Banks of Grand Rapids

A practical acquaintance with business conditions throughout Michigan equips us in a special way to handle commercial accounts of firms and individuals.

The City Banks' services combine quickness and courtesy with thorough attention to the interests of every customer.

Capital \$1,200,000
Surplus and Profits 557,000
Resources 11,000,000



The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3½ % if left a year.

6%

Bonds may be bought from us as easily and safely by mail as in person

Tax exempt in Michigan
We recommend them for investment

The Michigan Trust Co.

United Light & Railways Co.

H-S-C-B

H-S-C-B

Write us for quotations on First Preferred 6% Cumulative Stock of the United Light & Railways Co. This stock is exempt from the normal Federal Income Tax to the holder, for the reason that the Tax is paid at the source. Send for circular showing prosperous condition of this company.

Howe, Snow, Corrigan & Bertles

Citizens 4445 and 1122
Bell Main 229

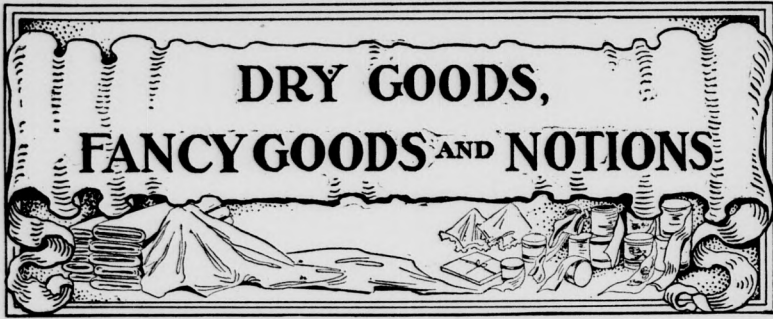
Grand Rapids, Mich.

Fifth Floor
Mich. Trust Bldg.

THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

OLD LINE INSURANCE AT LOWEST NET COST
WHAT ARE YOU WORTH TO YOUR FAMILY?
LET US PROTECT YOU FOR THAT SUM

The Preferred Life Insurance Co. of America Grand Rapids, Mich.



Time Required for Courteous Explanations Not Lost.

Written for the Tradesman.

The idea very generally prevails that to be business like one must be crisp, curt, brief and strictly to the point, this, whether in conversation or in correspondence, but particularly in the latter. To a certain extent this is true. Time is money and the business day must be devoted strenuously to accomplishment, else the evening hours overtake us with our work only partly completed, and upon to-morrow's proper duties must be loaded the disgraceful residue of to-day's tasks. Long stories and much social chat must be taboo with the successful man of the present time. When he has anything to say he says it directly and forcefully, he does not palaver nor beat around the bush.

But conciseness and brevity may be carried too far. By a curt answer when a polite response would require only a minute or possibly two minutes more time, a customer may be offended, one whom, if lost, you would gladly give many minutes and many hours to regain.

In letter writing it is of even greater importance not to carry brevity to an unwise limit, than in talking. The voice, the manner, the friendly smile, may express kindness and good will, albeit hurriedly. But on paper you use words only, and you should use enough words and take time enough in their arrangement that the sentences you send out will convey to the reader not bare facts alone but courtesy as well. If you limit your missive to bare facts, the coldness and hardness of your phraseology and diction are apt to give the reader the impression of unkindness and discourtesy on your part.

If there is anything to be explained to a customer, take time enough to do it right. If there has been an error, try not only to make a proper adjustment, but to have everything clear and satisfactory. Not infrequently it happens that a customer gets a wrong idea regarding some transaction and believes there has been a mistake when there has been none. It requires far more tact and insight to clear up a matter of this kind than to correct a genuine error.

Mr. Cardiman, a dry goods merchant in a small but flourishing village, is very good at this kind of thing. Here is the way he handled a recent case:

One morning Mrs. Osborn, who lives eight or ten miles out in the country, came in to shop. The Os-

borns have "traded with" Mr. Cardiman for years and years—in fact he regards them as among his most valued customers. They are not wealthy and they are rather "close figurers." Indeed they have to be for the family is large and their income is made by hard work on the farm. But they are substantial people and steady, reliable patrons. Mr. Cardiman appreciates them as such for he is wise enough to know that no merchant ever has enough of this most desirable class of customers.

Mrs. Osborn purchased quite a bill of goods that day. She bought underwear and stockings for the children, gingham for school dresses, a bolt of wide sheeting, a lot of towels and a tablecloth, to say nothing of a dozen or more items in notions and sundries. One important thing to be gotten was a sweater for Jamie. Various kinds and sizes were tried on the small boy and finally a dark red one, a special value at \$2.50, was chosen as the right article. This done, Jamie was allowed to go to a ball game with his cousin who had been waiting for him.

Mrs. Osborn, being a careful and economical buyer, often is a little slow in making up her mind, and is somewhat given to changing her decisions. So Miss Salisbury, who is one of Mr. Cardiman's most capable helpers, spent an hour and a half or two hours in showing her goods and helping her make selections. Finally Mrs. Osborn paid her bill, \$25.92, and went to another store to buy groceries.

In two or three days there came a letter from Mrs. Osborn, misspelled, poorly written and hard to decipher, but from which Mr. Cardiman managed to gather that the sweater for Jamie was not to be found in the packages of goods. She was positive it should be, adding as corroboration that Jamie remembered her saying they would take the red one, and saw her carry it over to the counter and place it with her other goods. She was sure she had paid for it, she paid \$25.92 and would send in the bill "only, Mr. Cardiman, the baby got the bill off the supper table and I can't find what she done with it. It is a grate inconvenience to Jamie not havin' the sweater."

Mr. Cardiman went to the files of duplicate bills and soon found the record of Mrs. Osborn's purchases. It contained no sweater. The bill was priced and footed correctly. Many would have thought it sufficient merely to drop Mrs. Osborn a brief line, regretting the occurrence



The G. R. D. G. Co.'s Misses' Waist

is a form moulding corset waist for misses' wear and for figures that do not require full corsetting. It buttons at the front and laces at the back.

Body cloth is of exceptional durability; strengthened and stayed with thread wound sisal cord in outside sateen striping. It has two removable buttons at each side, also removable non-rustable back wires.

Sizes are 18 to 30.

Price, \$4.50 per dozen.

**A Corset Stock is Incomplete Without a
Good Half Dollar Misses' Waist.
Try Ours—It's Good.**

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



**A Good, Strong,
Medium-Priced Line
Buffalo Trunk Mfg. Co.**

MANUFACTURERS OF

TRUNKS, BAGS, SUIT CASES

127-139 Cherry St., Buffalo, N. Y.

JULIUS R. LIEBERMANN
Michigan Sales Agent
415 Genesee Ave. Saginaw, Mich.

Write for Catalogue

SIX CENTS Per Dozen

is the price at which we are offering

Ruth Fringed Hair Nets

All colors. Just the thing for your mid-summer sales. Mail an order or ask for a sample to-day.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

and enclosing a duplicate bill of the goods she had purchased and paid for.

Not so Mr. Cardiman, who has had long and successful experience in welding the allegiance of just such families as the Osborns. He went to Miss Salisbury and showed her the letter.

"I remember just how that was," she said. "You know how hard it is for Mrs. Osborn to decide on things. Well, after I thought the sweater sale was all solid, and after the little boy had gone, she picked the sweater up from the pile of her goods, looked at it and seemed to be studying about it. 'Don't put that in yet, Miss Salisbury,' she said to me. 'I may decide to get one like my sister got for her boy,' and she laid it to one side. So the matter was left.

"I intended to bring up the subject again, but when she returned for her packages I was very busy with another customer. I saw her stop at the ribbon case and thought she would be there a few moments, but before I could leave to go to her she was gone. Of course the sweater was not wrapped with the goods nor included in the bill."

The Osborns have no telephone and it might be six weeks or two months before Mrs. Osborn would come to town again. It was important to have the matter cleared up at once. So Mr. Cardiman dictated a long and careful letter, tactfully giving Miss Salisbury's account of how the circumstances occurred. He enclosed a duplicate bill and added that he was sending out the missing sweater by parcel post.

In a few days he received from Mrs. Osborn another line, spelled and composed as laboriously as the preceding one, for the good woman's education is very limited, but expressing complete satisfaction with Mr. Cardiman's explanation. When she came to think of it, she remembered she had told Miss Salisbury to leave the sweater out, but this had so completely slipped her mind that she had fully supposed it should have been included. Jamie was wearing the sweater and she would be glad to settle for it the first time she came to town.

No matter how entirely the customer may be in error nor how trivial may be the thing concerning which there is likely to be misunderstanding, if the customer is honest, listen to all her assertions with respect, and while trying to persuade her to look at the matter in the proper light, do it in a way that will cause her no humiliation. Fabrix.

Small Compared With the Value Received.

Entrican, July 6.—I am sending you my lonely dollar. It looks small, compared to the value received, when your wonderful paper comes to my desk weekly, full of information and store helps. I look forward to it nearly as much as I do to my meals. Be sure to continue me on your list as long as I remain in trade.

H. W. Smith.

Intentions are as good as far as they go—but results are better.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Durand has organized a Business Men's Association, with A. B. Freeman as President.

The annual fair of the Northeastern Michigan Association will be held in Bay City Sept. 7-11.

The Lansing Chamber of Commerce has investigated 141 propositions for new industries during the past year. Of this number all but one wanted financial assistance of some kind. Twenty-two of them had failed elsewhere and thirty asked for out and out bonus.

The underwriters who made a survey of Battle Creek two years ago have been checking up the improvements recommended and find that not all of them have been complied with. There is a chance that the city will be dropped to fourth class with marked raise in fire rates.

Probate judges of Michigan will meet in Bay City July 14-16.

Street and waterworks bonds for \$50,000 issued by the city of Bessemer were bought by the First National Bank of that town.

Marquette has amended its milk ordinance and now requires the regular inspection of cattle by the city health officer and application of the temperature test for tuberculosis.

Marquette merchants will investigate the central delivery system in use at Escanaba, with a view to adoption of same.

Lansing has opened three public playgrounds for the summer.

Lansing will hold a special election July 18 to vote on the proposition of garbage disposal by municipal collection and incineration.

The Wright Gas Lamp Co. has been formed at Adrian by business men and an arc lamp will be manufactured.

Business houses of Lansing, except drug and candy stores, have adopted a Wednesday night closing plan.

The Copper Country Commercial Club of Houghton has opened a campaign to increase its membership to 1,000.

Postal receipts at Flint for the past fiscal year are upwards of \$22,000 ahead of the previous year.

Scottville's leading industry this summer is the cannery, with over 300 people on the payroll. During one

run of fourteen hours the company packed 126,000 cans of peas.

The Board of Education of Alpena has opened a free employment bureau at the high school building to furnish jobs for the students during the summer vacation, both in town and in the country.

An improved waterworks system for Alpena will cost \$83,000, according to the report of an expert, and the question will be decided at a special election.

The Northwestern Railroad has started work on a new freight depot at Ironwood.

The Gurney grist mill property, at Hart, has been bought by J. C. Hasley, of Maybee, and operations will be resumed after a shutdown of four years.

The Northern State Normal School at Marquette, has opened for the summer term, with 400 students enrolled.

Business is good in Battle Creek and they have "miles of smiles" there.

Reports from Hillsdale state that the business depression is over there, that the factories have all they can do and that everybody is busy and happy.

Detroit has a somewhat grewsome record for a city "where life is worth living." During the year ending June 24 there were 106 cases of suicide and 133 attempted suicides, thirty-four homicides, forty-five deaths by railroads, forty-six by street cars, forty-one by autos and four by motorcycles.

Marquette has re-opened three public playgrounds for two months.

Sault Ste. Marie has opened public playgrounds on the old Ft. Brady field.

The Muskegon Board of Education has voted to retain Raymond Wyer as director of the Hackley Art Gallery for another year, at a salary of \$2,500.

Almond Griffen.

Their First Thoughts.

Wine Drummer (to widow of dead customer, a composer)—May I ask how old your husband was when he died?

Widow—Only 40. Who knows how much more he might have done?

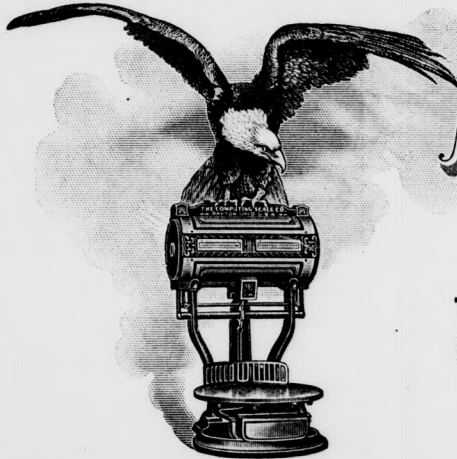
Wine Drummer—Ah yes—and if we calculated it at only 100 bottle a year!

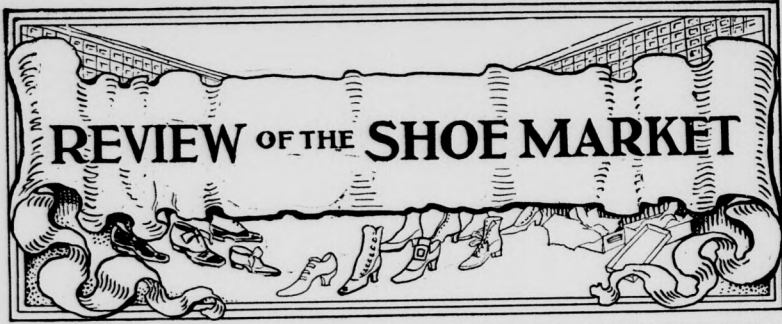
We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.
CORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

For Sale
Four cylinder Franklin touring car, 1911 model. Has run only 11,000 miles. In good condition. Enquire Michigan Tradesman office.

Resort Special
The Citizens Telephone Company's Long Distance Lines
Possibly a Long Distance call to your place of business will eliminate the necessity of a trip to the city, allowing you to enjoy an additional day's pleasure but with the knowledge that your business will not suffer.
IT'S WORTH WHILE
USE CITIZENS SERVICE

MONEYWEIGHT Scale Co.
GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
Dayton, Ohio.
THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES
GENERAL SALES OFFICE
165 N. STATE ST., CHICAGO
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN





The Universal Call for Better Shoes.
Written for the Tradesman.

People of awareness in the shoe trade have long been interested in what has been well phrased a grading-up process.

They have been heartily in favor of it, because they realize that it is a good thing. And that for several reasons.

First the increasing cost of materials of which good shoes are made brought shoe manufacturers face to face with a critical situation; namely, either increasing the price to the dealer, and giving him just as good or better values; or, by skimping or "skinning" the shoe, maintain the old figure.

Time and again this whole proposition was gone over in the Tradesman and in numerous trade publications devoted exclusively to the interests of the shoe trade.

The consensus of opinion among shoe manufacturers and prominent shoe retailers the country over was that the quality of the shoe should, by all means, be kept up. "Don't skin the shoe," said the average shoe dealer; "by all means let us have the same value in shoes of a given grade, even if we must pay more. We'll explain the situation to our customers, and they'll consent to a somewhat higher asking price."

So manufacturers and dealers did precisely what they should have done under the circumstances. They took the consumer into their confidence, and explained to him just how the matter stood. In other words they put it up to the consumer to pay a trifle more and get just every bit as good—if not a fraction better; or, at the same old price get shoes not quite so good as those he had been getting at that figure.

In view of the fact that the price of commodities of all sorts—food-stuffs as well as wearing apparel—was appreciably on the increase, the intelligent consumer readily understood that no concerted effort was being made to swindle him; in other words, that he was against a situation rather than a stratagem. So he paid the difference, and either forgot the incident entirely, or recalled it only to be glad he had done as he did.

Pure Shoe Legislation.

Just about the time the public had gotten used to the new retail price schedule of shoes, the pure-shoe-legislation germ got busy and caused a lot of hitherto perfectly rational gentlemen to run amuck and utter strange language.

From their inflammatory utterances

it appeared that these gentlemen were perturbed to the bottom of their respective anatomies by the idea that the ninety-two millions of liberty loving people in this country were being systematically and shamefully swindled by shoe manufacturers and shoe retailers, who were advertising and selling adulterated shoes instead of absolutely pure—i. e. all-leather-shoes!

The traffic in shoes must, therefore, be regulated! "Such things," exclaimed these wise persons, "ought not to be." Therefore they framed state bills specifying what manner of materials should enter into shoes; and how shoes, when finished and displayed in retail stores for sale purposes, should be branded.

From a purely psychological standpoint, this so-called pure shoe legislation is one of the most interesting of our latter-day phenomena. In the years to come it may even be casually mentioned by some political historian who is writing exhaustively of the happenings in this country of the twentieth century.

Underlying all this diffusive righteousness apropos pure shoe legislation is the assumption, of course, that shoe manufacturers are dishonest; and that all shoe dealers are just what David, "in his haste," said men were: to-wit, liars. Sometimes this ceased to be a tacit assumption with persons who had greatly concerned themselves in the passage of pure shoe bills.

Now a little reflection should convince anybody of fairly normal intelligence that everybody in the shoe trade isn't either adherently dishonest or a silent accomplice in a huge system of fraudulent practice.

It is hardly conceivable that a business so large and important as the shoe business of this country should be built upon dishonesty and misrepresentation.

And surely that subtle and pervasive thing, styled competition, hasn't overlooked the shoe industry.

When producers in almost every conceivable line are nowadays trying to make their products better, how could it happen that shoe manufacturers should vie with one another in "skinning" their shoes? Could intelligent men hope to get away with it?

Suppose ninety-nine shoe manufacturers turned out shoes of a fairly equal grade—but not as good shoes as they should have produced at the price asked. Suppose that, instead of a legitimate manufacturers' profit, they made, say twice as much per pair; what would inevitably happen? Outside capital would see in the shoe

Supply Your Trade With These Light, Serviceable Numbers for Mid-Summer Wear



In Stock for Immediate Shipment

Orders Solicited

- No. 829—Men's, 6 inch, Horse Hide, Bike Blucher, Bellows Tongue, Leather Sole and Heel..... \$1.50
- No. 830—Men's, 10 inch, Horse Hide, Bike Blucher, Bellows Tongue, Leather Sole and Heel. Same as 829 with 4 inch cuff.... 1.75

Low priced shoe for light summer work

Gives splendid service

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear

Grand Rapids, Mich.

Quick Sellers For Hot Weather Trade



No. 3560

The following numbers are in stock awaiting your orders:

- No. 3532—Women's Patent Leather Mary Jane Pump..... \$1.35
- No. 3565—Women's White Canvas Mary Jane Pump..... 1.00
- No. 3570—Women's White Poplin Mary Jane Pump, turn..... 1.10
- No. 3560—Women's White Poplin Colonial Pump, turn 1.15
- No. 3465—Misses' White Canvas Mary Jane, 12½ to 2..... .70
- No. 3365—Children's White Canvas Mary Jane, 8½ to 1265

Mail Orders Given Prompt Attention

HIRTH-KRAUSE COMPANY

Hide to Shoe
Tanners and Shoe Manufacturers
GRAND RAPIDS, MICH.

industry one of the fattest little opportunities running around loose. And presently there'd be another shoe manufacturer—the hundredth man—in the field; and lo, he'd advertise a good, thoroughly honest shoe. And it wouldn't be a skinned shoe. And his office would simply be swamped with orders. He'd have to run his factory twenty-four hours a day, using three shifts of men. And pretty soon he'd have to increase his plant to catch up with the orders. And then, one by one, these ninety-nine dishonest shoe manufacturers who had been systematically skinning their shoes would either have to grade up or close out.

On general principles it would seem to be a good rule for any legislator who feels that his country is calling upon him to draft a pure shoe bill to look into the matter before he drafts; for thereby many a wise person has saved himself from conspicuousity of an assinine nature.

Service the Ultimate Test.

In the last analysis it is consumers who pass judgment on the shoes that our producers make, and retailers distribute.

If the shoes aren't as good as they ought to be, the consumer will be heard from—and he will be heard by those most vitally concerned in the transaction.

P. T. B. to the contrary notwithstanding, the American people are not fools—especially in the matter of footwear.

Shoe wearers as a rule are now giving more attention to the wearing qualities of their shoes than formerly. And all this tommyrot about pure shoe bills hasn't had a thing to do with it.

Everybody nowadays who buys a pair of shoes has certainly rather clearly defined ideas of what he (or she) ought to get in shoes of a given value. The shoes are judged, first, from the standpoint of appearance: how do they look? Material, last, workmanship and finish, combine to determine the question of looks. If they don't look about right to the prospective customer, nothing doing insofar as that pair is concerned. After the question of appearances is satisfactorily disposed of, the question of fit is approached. Do they fit the foot properly? If so, then the question of appearance is approached from a new quarter: how do they look on the foot? Sometimes there's a serious hitch here; the shoes looked all right in one's hand, but not so well on one's foot. And so the attention is directed to other shoes. Finally, when the demands of appearances and fit have been adequately met, there remains the question of wearing qualities; what can the dealer say authoritatively on this score? And the customer listens carefully. Later on, if the dealer's words are not verified by the conduct of the shoes, Mr. Retailer will have occasion to recall what he said concerning the wearing qualities of those shoes. With improved appearances, there is a growing solicitude about the wearing qualities of shoes. Cid McKay.

Mighty Madcaps From Muskegon.

Muskegon, July 13.—Muskegon's baseball team is leading the league. That's more than we can say for either Grand Rapids or Detroit.

Why don't Jim Goldstein part his hair in the middle?

Farmer Will Engle, of Swift meat fame, was milking one of his cows the other morning, when suddenly the cow kicked the bucket over because she did not like the way Bill looked. What's the use of crying over spilled milk?

July 18 is the date of our next meeting and the Senior Counselor asks that all who can come be on hand. Visiting brothers will be welcomed.

Matt Steiner reports good business for the year so far.

Henry Ford, of Detroit, says his business is 50 per cent. better this year than last. If Ford can sell autos, which some people claim are a luxury and show an increase, why should the rest of us peddlers who sell the necessities of life kick?

Glad to see our Grand Rapids correspondent has so many able helpers who come to his rescue in time of need.

Some of the boys have mentioned to the writer that Editor Stowe has asked them to take the Tradesman. If Mr. Stowe asks you to do anything, by all means do it. He is always doing nice things for the boys on the road.

We notice that our friend from Mears is happy because so many of the boys are off and suggests that they get two weeks off hereafter. We are in favor of this also, but wish to amend the motion to read to include all of the traveling men, no matter if they are not salesmen.

Welton refuses to report how his account stands towards the Lansing fund. Isch-ka-fiddle, Ernie, you will need your money in paying Ches. Brubaker for lessons in running a machine.

One of the finest grocery stocks in Muskegon, is that owned by Tuuk & Sietsema, on Third street. They moved in their new place a few months ago, which is as neat and up-to-date a place as you will find if you travel all your life. Mr. Tuuk and Mr. Sietsema started in life as grocery clerks and, by hard work and saving their money, have succeeded in building up a fine business. Both of these gentlemen are known well by the traveling men, who hold them in high esteem.

We are still looking for new members. Milton Steindler.

Shoe Buyers in Boston Town.

The local shoe jobbing houses are all represented in Boston this week, as follows:

Hirth-Krause Co.—Samuel Krause. Rindge, Kalmbach, Logie & Co.—Wm. G. Logie and George Washington Kalmbach.

Herold-Bertsch Shoe Co.—Alonza Herold.

Grand Rapids Shoe & Rubber Co.—D. T. Patton.

The clerk who thinks more about the way the outside of his head looks than about what he is putting inside of it is not destined to get t evnryaer of it is not destined to get very near the top.

Mayer
HONORBILT SHOES

Well known among consumers. The line that's easy to sell.

TO HAVE AND TO HOLD



No. 91½

When you buy and sell R. K. L. shoes; that is to HAVE the trade. When you continue in the merchandising of these completely satisfying shoes; that means to HOLD the trade. Fifty years of manufacturing and merchandising good shoes have proven our judgment of the demands of the trade.

The cut represents the shoe known as

E. C. SCUFFER OUTING SHOE

Stock No. 91½ Tan Lotus Bal, with bellows tongue....Price \$1.80

Ready for Immediate Shipment

Rindge, Kalmbach, Logie Company

Everwear Shoe Manufacturers

Grand Rapids, Michigan

No. T 2640
Mule-Skin Outing Bal

As stubborn as the name implies

The summer shoe of them all

Men's for . . . \$1.25

Boys' for . . . 1.10

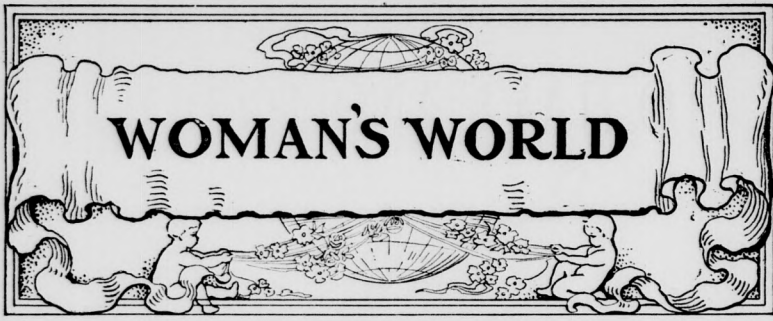
Little Gents' for90

Less 5% in 30 days

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Should the Wife Object to the Farm?

Tom Courtney is an expert photographer. He learned the profession when he was about 18 and has worked at it steadily ever since. He is now 43, so he has spent twenty-five years of his life in posing subjects, developing negatives, retouching, making prints, mounting photos and doing all the other varied work that falls to the lot of an all-round man in a photograph studio. He has met with very fair financial success considering that his occupation is one that is badly overcrowded.

He is well located in a medium-sized growing city, has a good paying business and is in every way nicely situated to continue right where he is, only—and it is a big Only—the confinement, the dark room work, the indoor life, are telling on him unfavorably. He had great natural endurance and has stood up to his work well. He does not yet present the pale, wan, bloodless appearance of many photographers, but still he knows he can not go on as he has done. While he is fond of his work and would prefer to continue with it, he feels that in a few years at most he will suffer some kind of breakdown and very likely be invalided for life.

So he would like to dispose of his city property, buy a few acres near town and engage in poultry and pigeon raising. In an amateur way he has been very successful with pigeons.

But Mildred—Mildred is Tom's wife—objects to living on a farm. She takes no interest in things rural. The finest trio of thoroughbred fowls, the prettiest Jersey cow, awakens no admiration in her urban soul. She can not bear the thought of leaving her city home and her city friends and her city church connection. She often helps Tom in the gallery, in fact is a skillful photographer and is quite enamored of the work. Then being a very practical little woman, she likes the money, and pretty plenty of money at that, coming in every day. Also, she does not quite realize that there is necessity for making a change. She always has been frail and subject to illness. Her husband has been strong and sturdy, she is the one who has been favored. Few wives are petted and sheltered as she has been. She finds it hard to believe that anything can seriously ail Tom, so she is not at all alarmed about him. It is this blindness to his actual condition that makes her so unwilling to yield her preferences.

"Why pull up and leave a good thing which we have spent a great part of our lives in getting into just the profitable shape we now have it?" she argues. So they stay on, Tom dragging along from day to day, feeling no longer the health and buoyancy which properly belong to a man in the very prime of life. Will they delay too long?

The Galbraiths are another case, only in this it is the husband's judgment that has prevailed and not the wife's inclinations. Mr. Galbraith was a superintendent in a large manufacturing establishment. He worked for the one firm eighteen years, was promoted from time to time for capability and faithfulness, had an assured position and was receiving an ample salary. But the strain and heavy responsibility threatened to bring on a nervous collapse. He consulted his physician.

"You are not physically sick," said Dr. Heminway, "and I think medicine can do but little for you. But you'll have to get out of that factory or in less than three years you will have neurasthenia."

Mr. Galbraith acted upon the doctor's advice, confirmed as it was by his own knowledge of the nervous state he was getting into. He resigned his position, bought a farm some forty miles from the city and they moved onto it.

"I know I can't make so much money on this farm as I did working for C— and Q—" he explains, "but I wanted to get away and begin my farming while I was still good for something, before I became too much of a wreck to make a start in any new undertaking."

But Mrs. Galbraith is unhappy and constantly bemoans the loneliness and other disadvantages of the country. In the city she lived almost next door to her people. Now she says "It almost kills me to live so far away from my folks!" This when they are only forty miles away and she can ride in any morning on the interurban for a day's visit. She misses her coterie of intimate associates and her lodge. Although her farm neighbors have shown a disposition to be cordial and friendly she repels their advances. She weeps and complains about her hard life. And constantly she keeps at her husband to apply for his old place with S— and Q— and go back to the city. Poor woman! and poor Galbraith!

The question of whether or not to go "back to the land" is one which sooner or later arises in many house-

holds. Not a few men, merchants, salesmen, office men, executives in various capacities, workers in many indoor pursuits, find in middle life that confinement and sedentary habits are undermining their health, that they need to be out of doors.

A change of occupation with anyone of 35 or older never is to be looked upon lightly. In some cases a little shortening and shifting of the hours of work, getting out in the air and sunshine in the middle of the day, and taking more active exercise may effect a remedy. But where a more radical change seems imperative and where a man has a natural liking and aptitude for farming and decides that is what he had best take up, what should be the attitude of the wife toward going back to the land? Ought she, like Mrs. Courtney, to oppose and so prevent the change? Or if the change is made, even against her wishes, has she grounds for complaining and moping like Mrs. Galbraith?

Women do not as a rule like the farm. Most who live in the city greatly prefer to remain there, and two out of every three farmers' wives cherish a longing to "move to town." In justice it must be conceded that the hard and unpleasant features of rural life are relatively harder and more unpleasant for women than for men. They feel the isolation more. There is no gas to cook with. The average farm house has neither electricity nor plumbing. The labors of housekeeping are greater in the country than in the city and to these often are added the care of dairy, poultry and garden. There is apt to be an ever-ravenous hired man to be fed, while a good hired girl to help with the housework is seldom to be had.

The income from agricultural pursuits is somewhat precarious. That financial condition so dear to a woman's heart—money coming in steadily and dependably even if not in large amounts—is not always found among those who till the soil. Crops may fail. Floods and drouth, frost and hail, insects and diseases, work their havoc. Outlay of labor and expense must be made. What the harvest will be or whether there will be any harvest is uncertain. Such, briefly sketched are the shadows of farm life for farm women.

But there is another side and a brighter one. There are fresh air and green trees and healthful surroundings. There is absence of the nerve-racking noise of the city and its time-consuming distractions. There is better opportunity to grow in the large and essential things. There is freedom and independence, financial and otherwise, for while what has been said of the hazards of farming is strictly true, this is true also that at least in the states which the Tradesman chiefly circulates a good farmer on a good farm that is paid for rarely lacks for a comfortable living and in favorable years has money to put in the bank.

There is no landlord to pay every month, no exacting employer to please, no dread of losing one's po-

sition to some younger man, no such struggle to hold one's own as in the fierce competition of twentieth-century commercial life. And very seldom is a good farmer found without a competence for old age.

The dark side of farming is not nearly so dark as it was in the days of our mothers and grandmothers. The telephone, the electric road, rural free delivery and parcel post, better roads and the automobile have brought the city and the country close together and have made the exchange of social courtesies in rural communities far easier than was formerly the case, so that the old-time dreaded loneliness of country life has been all but done away with.

These same agencies together with the marked improvement in rural schools have rendered practically nil the old objection that on a farm it was impossible to give a child a good educational advantage. And they have done much to modify that other and perhaps even weightier objection that the farmer boy or girl who did not care for the farm could find no profitable employment near home.

The now common practice of selling milk and cream without making them into butter has greatly lightened indoor work on the farm, while modern conveniences and all practical labor-saving contrivances are finding their way into country homes. The progressive farmer is not a Rube nor his wife a dowdy nor his sons and daughters greenhorns and gawkies. And the life of the progressive farmer's wife, while perhaps it is not what most women would choose, still is not one from which any courageous woman with resources of enjoyment within herself need shrink.

I know one fine old lady now in her eighties who moved into the woods of Northern Michigan shortly after the Civil War. It was not exactly going onto a farm for the farm had to be made—cleared of its heavy growth of timber. She had spent her girlhood in Detroit and her previous married years in town and city, so all pioneer and country life were foreign to her experience.

But she entered bravely upon the duties of her new home. Her mother heart reached out beyond her own family and she was the nurse and almost the physician of the settlers for miles around. Looking back over those days of arduous toil and many sacrifices, she declares that she never experienced any hardships. So blithe was her heart that it retained only sunny memories. Such an example puts to shame the woman who repudiates farm life under the better conditions that now prevail.

Quillo.

One touch of nature may make the whole world kin—but just the same, your next door neighbor may not stand for a touch.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

EVERYDAY HYSTERIA.

Explains Many Uncommon and Mystifying Occurrences.

Written for the Tradesman.

Contrary to what the reader might at first suppose, judging from the wording of this subject, the writer is not going to perpetrate a heavy technical discussion on a subject of no practical interest to the average Tradesman reader; but has rather assigned himself the not unpleasant task of presenting in the simplest and most direct terms some extremely interesting things regarding a body of phenomena, commonly called hysteria. And, if you will be so kind as to take my word for it until you see the truth for yourself, the nature and symptoms of hysteria are matters that everybody ought to understand, especially people who serve the public.

If we understand something, even in a general way, about the nature and ways of hysteria, we get a clue to many perplexing problems; hence we are prepared to make ourselves at once the master of difficult situations that are liable at any time to occur in our store or shop.

According to the best medical authorities hysteria is a nervous affection; and we used to suppose its typical symptoms were paroxysms of laughing and crying alternately. The hysterical woman was merely a highly emotional woman who sometimes, as in moments of extreme excitement, wept or laughed without cause. And that, most people imagine, is about all there is to hysteria.

But they are greatly mistaken. Many people of a pronounced hysterical temperament do not give way to tears without cause, and to laughter unprovoked. But they do other things far more odd and abnormal and mystifying; and some of the things they do involve other people as well as the hysteric in difficulties.

Medical authorities have discovered and explained how hysteria often counterfeits serious organic diseases, such as heart trouble, tuberculosis, paralysis, etc., etc. In such cases the hysteric is, of course, wholly innocent of any intent to deceive; and in many cases physicians are misled, so perfect is the counterfeit of symptoms.

Sometimes in the crush of shoppers—especially if a panic occurs—someone gets "hurt," or acquires an "injury" that leads to, and results in some chronic disability or infirmity. Cases are on record where the symptoms of apparently permanent disability were so thorough that everybody involved was deceived—the hysteric, attending physicians, the court, and even the merchant himself. Later on, when the merchant had paid all alleged damages together with the cost of litigation, the patient suddenly sloughed off the so-called "disability" as easily as one discards a worn garment. If a section of plastering drops from the ceiling of your store when the room is filled with shoppers, you are in for it if there happens to be an hysteric in the crowd.

She'll be as certain to acquire some "permanent disability" as the sparks fly upwards. What boots it that a little strip of plastering no wider than a man's hand struck her a glancing blow that didn't so much as make an abrasion of the skin. She'll get a wrench to her nervous system that will put her in the hospital. She'll have every conceivable symptom of something or other; and she'll fool the doctors unless they are uncommonly clever; and she'll be pretty apt to convince the court, too. Clear case of fraud, say you? Not at all. The poor woman may be absolutely honest and conscientious and as innocent of any wrong intention as a child. Her hysterical temperament makes her a creature of illusions. But the point is her illusions are generally so perfect she gets by with it.

Many cases of juvenile delinquency have been shown to have had their origin in an hysterical temperament. A spectacular case, with near-tragic consequences, happened in our community several years ago. The dealer of a community confectionery, located not far from one of the larger public school buildings, was arrested, at the instance of a girl of 14, on a serious charge. Those of us who knew the dealer couldn't believe the girl was telling the truth. He was a mild-mannered man, of middle life, and had always conducted himself in a most irreproachable manner. But the girl gave the most detailed and circumstantial account of the incident—the struggle in the room back of the little salesroom, the manner in which she was bound and gagged, etc. You can imagine the furore it created. Angry and excited men and women worked on the father's feelings until he was in a desperate mood, and the newspapers featured the alleged assault in typical newspaper style. It looked bad for the proprietor of the little candy store.

But, as he stoutly maintained his absolute innocence and contradicted the girl's story at every point; and, as there happened to be a few minor discrepancies in the girl's account, saner minds assumed control of the situation. When lo, a medical examination proved the absolute and incontrovertible falsehood of the girl's charge! She was given the third degree in a mild form, and finally admitted that the whole story was a fabrication pure and simple; that there wasn't a shred of truth in it. She had read about such things, she explained and thought it would be splendid to acquire the notoriety which could be so easily had.

Many a good man's name has been smirched for all time by girls of a pronouncedly hysterical temperament—sometimes the account being grossly exaggerated and discolored, sometimes, as in the above case, purely imaginary.

Hysteria will account for many things. Many juvenile and adult delinquents, many vandals and would-be assassins are undoubtedly hysterical in temperament. Not all, of course, but many. Perhaps some of the excellent ladies now figuring

largely in the militant suffragette escapades of England are of a hysterical temperament. Surely it would bespeak a highly deranged nervous organism for any rational creature to argue that the destruction of pictures and other works of art is a sure road to liberty and equality. "If you don't let me vote as you do, I'll destroy these beautiful and precious things that cultured people have found worth while, and want to conserve for coming generations." It has occurred to me that perhaps the best way to deal with these good ladies of highly inflammatory propensities of speech and action, would be to detain the leaders in sanatoriums and treat them for nervous disorder. Surely they are hysterics. I don't see how else we can account for their conduct. In saying this, I would not have the reader gather therefrom that I am opposed to women's enjoying the franchise. Far from it. But militant suffragetteism is hurting woman's cause; and one of the best ways in the world to help her to get the privilege she craves is to restrain her from doing those violent and irrational things that are now jeopardizing her cause.

Modern cultism—particularly those cults that claim astounding healing doctrines of one sort and another, quite apart from the use of medicine and surgical assistance—is recruited very largely from the ranks of present-day hysterics. It is unto the cultist according to his faith. He may get his or her "cure" in any one of a score of ways. The one thing essential is faith in the teaching concerning the way of healing and health and exemption from pain. There is, of course, a modicum of truth in all of these cults. And even if nobody but hysterical people—whose "ailments" spring out of a disordered nervous system—were cured, they would be of some value. I wouldn't personally care to explode anybody's cherished myth and rob him of the treasure of a spurious good that is nevertheless very precious to him. Practitioners all understand the merits of what they term suggestive therapeutics. It isn't the bread pill or the sugar pellet or the ounce and a half of distilled water that effects the cure; it is the patient's faith in his physician and so-called "remedies." That's the

reason some good doctors don't always give real medicine when they appear to. If people had perfect faith in their doctors, they wouldn't have to take much medicine. But with medicine or without medicine, it's very largely according to your faith. Now the hysteric is likely to acquire a faith in most anything under the canopy. As long as he's happy in it, and it doesn't hurt you or anybody else, let him enjoy his good fortune. If it's bliss to be dippy on something or other, then I say every citizen who is so inclined has an inherent right to pursue, possess and enjoy his own species of dippiness. But as intelligent readers of the Tradesman, we want to understand things; and that's the reason I have been at pains to show that hysteria accounts for a lot of phenomena otherwise inexplicable.

Frank Fenwick.

Some people mistake notoriety for fame.

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SNOW
CORRIGAN
AND
BERTLES**

INVESTMENTS

Let us send you our weekly Financial Letter. Ask us about any security.
Michigan Trust Bldg.
"H-S-C-B" Fifth Floor

We still have 20 large tea cans, 10 coffee cans, Hobart Electric coffee mill, some tables and counters for sale.

We also have the selling of a fine 116 acre farm, 60 acres all improved, find buildings, at \$3,000. Might trade for stock of merchandise in good town.

E. D. COLLAR,
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THE SANITARY FLY DESTROYER—NON-POISONOUS

Kills 50,000,000,000 flies a year—vastly more than all other means combined

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Michigan Retail Hardware Association.
 President—C. E. Dickinson, St. Joseph.
 Vice-President—Frank Strong, Battle Creek.
 Secretary—A. J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Clerks Should Suggest Extra Articles.

Written for the Tradesman.

One of the first things for a clerk to learn, remarked an old hardwareman the other day, is that customers will often buy things which they do not intend to buy when they first enter the store.

Having learned this, the clerk should next learn the knack of suggesting articles which they think will appeal.

The initial purchase is often a hint as to the best line to follow. For instance, a man comes in to buy some garden seeds. I sell them; pretty nearly all general hardware stores sell them.

The average new clerk will leave the customer to make his own selection, will wrap up the parcel, take the money, and say "Good morning," or maybe, if he has more than usual initiative, "It's a fine day we are having, isn't it?" Such a clerk congratulates himself that he has made a sale. Really, he hasn't. The customer made the sale; the clerk merely went through the motions of handing out the goods and taking the money.

The genuine, sure 'nough salesman, however, will take a different tack. He begins by assisting the customer to select his seeds. That's a small item—hardly worth the trouble, just for the sake of selling a couple of extra packages. After the customer has picked out beets and carrots and turnips and other old-timers, the clerk asks:

"Have you ever tried salsify?" Then he goes on to explain that salsify is commonly known as vegetable oyster. If time isn't too pressing, he works in a bit of talk about gardening in general. In a few minutes the clerk and the customer are on a friendly footing, and the customer usually buys two or three extra packages of seed, or maybe half a dozen—just because the clerk suggests new vegetables, or even old vegetables that the buyer doesn't at the moment think to include in his list.

Suggestion doesn't end there. It's perfectly in order for the clerk to enquire regarding flower seeds. He can recommend sweet peas, and if he makes that sale, he can follow, at a later stage, with the suggestion of a bit of poultry netting for the sweet peas to climb on. Or, if the flower beds are planned, he can sell a few yards of the ornamental fencing now

being generally stocked, for keeping the flowers in, and, more important still, keeping the dogs out.

Then there's the matter of rakes, and hoes, and spades and trowels. Probably the customer has most of these, but it's the shrewd salesman's business to make sure. In every outfit there is pretty certain to be one that is in dilapidated condition, and which, if the salesman only thinks to mention the subject, the customer will be glad to replace. He can follow on about the lawn mower, or a pair of grass clippers—there's only about one pair of grass clippers actually in use for every eight households that could use them. And so right down the line. If the customer is in a hurry, of course the suggesting had better be cut short; but most customers who are buying garden stuff are in the mood to talk about their experiences and to receive suggestions.

The garden seeds are cited merely as an instance of the way in which one sale can, by means of suggestion, be made to lead on to another. The same thing is true of poultry stuff. If a man buys grit for his poultry, the clerk can suggest disinfectants and netting; if the customer buys netting, the clerk can recommend grit and oyster-shells; and so on. There is, in fact, scarcely an article in the hardware stock which does not give a hint to the intelligent clerk as to something else to suggest to the buyer.

An instance is the refrigerator. In one store it was for a time customary to give a pair of ice tongs with every refrigerator sold. This is not the best sort of merchandising. Gradually the dealer worked free of the custom, and merely sold the refrigerator. Occasionally a customer would come back after buying the refrigerator, and demand the tongs, under the impression, which is not unusual, that they invariably went with the refrigerator and cost nothing extra.

A shrewd clerk who had just jointed the staff was the first to meet the difficulty in the proper way. A refrigerator buyer came back and demanded the tongs. "They are extra," the clerk told him, in effect—very politely, of course. "Would you like a pair? Here"—he produced the goods—"is a pair of tongs that we can very strongly recommend." The upshot was that he made a sale, instead of a gift.

After that, whenever a refrigerator was sold, the salesman in that particular store promptly called attention to the need of ice-tongs, and sold them, too, at the same time. There were no further come-backs for free

ice tongs. Instead, the free gift nuisance was eliminated and a slight addition made to the store's revenue—which was a case of killing two birds with one stone.

An important feature in the making of suggestions is the wisdom of getting the customer into the peculiar frame of mind where they will be welcomed. This calls for tact, and a knowledge of various activities, and an ability on the clerk's part to talk about them. For instance, the clerk who knows something about poultry can sell extra things to a poultry enthusiast where the clerk ignorant on that subject will be handicapped—simply because the well posted clerk can talk to the customer in a general way and get him into the friendly attitude of mind where he will feel kindly toward specific suggestions.

This does not mean that the clerk would say a lot. The valuable clerk is rather a nuisance than otherwise. But it does mean that the clerk who is well posted on a variety of subjects, and can talk to customers regarding the things which interest them, will find many a loop-hole in the conversation for slipping in little suggestions which will result in added business.

William Edward Park.

Another Jobber Who Refuses to Be Eliminated.

Grand Rapids, July 13.—The writer cannot help but feel that the jobber is here to stay providing he conducts his business along the proper lines. He, of course, cannot serve both the retailer and consumer, but if he will

co-operate with the retailer without question he will have their loyal support.

It almost seems impossible for any one to be so foolish as to think that the jobber could be eliminated entirely. There are so many diversified items in the jobbing business that if the jobber was eliminated the retailer would find it a hardship to buy the many different items from the manufacturer. He would find his task to be a big one and he would be devoting the most valuable part of his time to getting his goods, where in a measure he should devote the larger portion of it to selling his goods. Furthermore the retailer is buying in such small quantities these days that he could not very well buy enough from the manufacturer direct.

We know in our line this would be impossible, but there are a good many of the manufacturers selling the retail trade direct. However, when they are in a hurry for goods they know who to call upon for them, and that is their jobbing friends.

H. W. Spindler.
 Pres. Michigan Hardware Co.

The average man accepts advice with about as much grace as a tramp accepts a bar of soap.

The Ventilation of School Rooms Is a State Law Requirement

For years the heating and ventilation as applied to school houses has been one of our special features.

We want to get in touch with School Boards that we may send them descriptive matter.

A record of over 300 rooms ought to be evidence of our ability.

Steam and Water Heating with everything in a material line.

Correspondence solicited.

THE WEATHERLY CO.

218 Pearl Street Grand Rapids, Mich.

Michigan Hardware Company

Exclusively Wholesale



Corner Oakes St. and
 Ellsworth Ave.

Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.



CLOTHING

Some of the Evils of Late Delivery.

My Dear Mr. Manufacturer: Now that the mutually agreeable negotiations in connection with the placing of our fall orders are completed, and while we wait for trade and time to serve us both, it may be well to speak in a general way of the difficulties which arise between us sometimes. We should like to place you for the present in the position of the retailer who sells the goods over the counter, whose troubles begin when yours are ended and who in a measure must depend upon you for many things which do not enter into a contract between us.

It is a recognized fact in the haberdashery business that goods are seldom delivered to the retail merchant on time, as promised. You have contracted with us to finish and deliver by August 15 1,000 dozen shirts. Will we not be fortunate if one-half of that quantity is in our hands on the date mentioned? The system of filling orders in part is one of the most discouraging features of buying in large quantities. Our stockroom, our stores, our entire plant from advertising department to selling force, is prepared to handle 1,000 dozen shirts on August 15. We will be ready. Will you?

Do you realize what this state of affairs means when it is applied to every article in our stock—neckwear, hose, gloves and the endless mass of accessories that should be on hand on the date specified for delivery? Our buyer has prepared for every possible demand that can be reasonably satisfied; he is given carte blanche; there are few things he has overlooked and as it stands we should be able to fill every order that comes to us. This is the situation each spring and autumn. Yet, during the busy season we lose twenty and more orders a day simply because we have not the goods which should be here to sell. Few customers will wait; the promise of filling an order on an extension of time with a man who needs shirts or undershirts is a joke; we are placed in the faulty position of offering a substitute, or he walks across the street. Agents for this and that take orders which they solemnly state will be here on a certain date and they know their plant simply cannot turn the stuff out for delivery until a fortnight or a month later. And this is true of the most reputable men in the wholesale business.

The underwear situation at the change of season is one we are afraid to face. Order the goods when we will, there is never enough of it when

the selling time is here. Our men are at their wits' ends for excuses; we see the trade leaving the store disgusted, and when it comes to our attention as to how much stuff is bought at retail to satisfy a clamoring customer, we wonder what contracts are for and if they're worth the paper on which they are written. The season's end finds us with the stockroom filled with stuff which should have been behind our counters weeks before. The shirt which we could have sold at \$1.50 or \$2 is disposed of at 85 cents, and we're glad to get that at a time when every retailer in the town is doing the same thing.

Our correspondence with customers shows a series of postponements in the filling of orders and shows as well how those same orders are lost because they will not wait. We have to set ourselves down in black or white that we cannot fill a reasonable order because an untrustworthy agent has failed to keep his promise. We don't tell the customer why; because he doesn't care—he wants the stuff, that's all. The inability to fill an initial order has robbed us of many a friend who would have been a life-long customer; on just such a small point can depend the keeping or losing of a man's trade. We'll show you some of the letters from people whom we've been forced to disappoint; they are gems of criticism and rankle most because they're entirely just.

And as to the filling of special orders: there is but little co-operation to assist us in expediting such matters at a time when mutual interest and assistance are invaluable. You write to us that the mills are operating to the very limit; the promise of a week is extended to ten days, to a fortnight, to a month and even longer. We are in a turmoil of apologies, of empty explanations and excuses to a customer who wants a sweater in a hurry and cannot understand why he doesn't get it. If you get our special orders to us on the date promised you will be doing no more than giving us that co-operation which we can justly expect.

Our stores do not substitute; we don't want to tell a customer we haven't what he wants and there is no reason why we should. If you contract to deliver our 1,000 dozen shirts by August 15, that promise should be inviolate. It should be as important as your guarantee that stands in back of the shirts themselves and which you honorably fulfill. You base your prestige on the

goods; that's why we buy from you. We know the stuff; we know you. Yet in a measure your obligation is not backed to the limit when the failure to supply our wants when we need them most is explained away by the usual excuses that interest us no more than they satisfy our trade. Every season you tell us that you could fill the orders if conditions were normal. Can you imagine such an explanation to retail customers, however rushed we are?

Whatever the fault, it is one that can and should be cured. It's your business, and yours is the privilege to adjust it. The pleasant relationship and straightforward dealing that exist between merchants who are aware of each others' worth in the trade and in the world of commerce, demands that they should know exactly where they stand with regard to each other. This is an open letter to every manufacturer of men's furnishings in the country. It is written in good faith, and with the sincere hope that these conditions may be improved. — Shopkeeper in Haberdasher.

Of a Wild Nature.

A Presbyterian preacher stopped at a Kentucky mountain cabin one day, where a gaunt, ragged woman leaned on the dilapidated gate.

"Where is your husband to-day?" enquired the preacher.

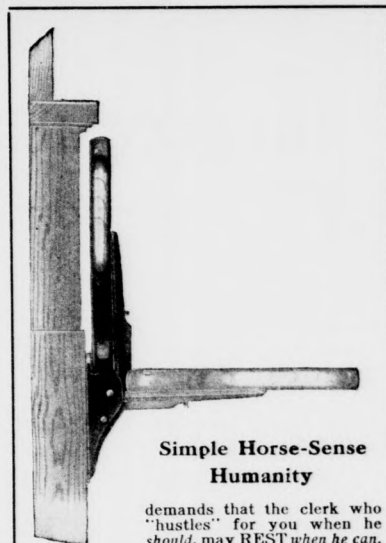
"Out huntin'."

"Any Presbyterians around here?"

"Wal, now, thet I don't know stranger, but the hide of every kind of animal thet my husband ever killed is tacked up yander on the back of the smoke-house. You might step thar an' look!"

Green Leads in Color for Fall.

It is said by one manufacturer that it is seventeen years since the trade has had such a strong run on green. According to his color card, we have had greens before but never was there such a demand for this color in the dark shade as at present.



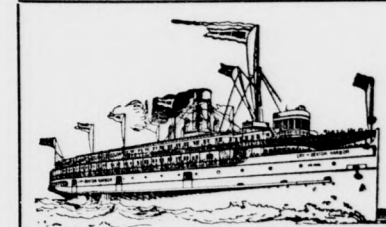
Simple Horse-Sense Humanity

demands that the clerk who "hustles" for you when he should, may REST when he can.

Here is a perfect little CLERK'S STOOL No. 409 MT. Shuts up like a jack knife as soon as the weight is removed. Can be screwed to any 2-inch surface, takes up no valuable room, is beautifully finished in Golden Oak or Birch Mahogany, with metal parts, Black Satin Lacquer or Antique Bronze.

This perfect "Godsend" to any selling force, will cost you only \$10.80 per dozen, and now PONDERS THIS A BIT. We'll send any responsible merchant as many as he needs, and if at the end of thirty days, he would sooner LET US have them than remit, he may return them at our cost—that's decent, eh? Mention this journal when you write us.

CHICAGO HARDWARE FOUNDRY CO.
NORTH CHICAGO, ILL.



CHICAGO BOATS

DAYLIGHT TRIP

Lv. Grand Rapids 8:45 a. m. daily except Sunday
" " 1:45 p. m. Sunday only.

EVENING TRIP

Lv. Grand Rapids 8:40 p. m. daily.

Graham & Morton
Line

RAMONA RESORT

Among the special features of the summer season which attract visitors to Grand Rapids are—

Ramona Theater, with comprehensive vaudeville programmes twice daily.

The Wonderful Derby Racer, which affords a thrilling ride.

Two big new free picnic pavilions in the New Family Picnic Grove.

Ramona Dancing Casino, where all the new dances prevail.

Rejuvenated Ramona is ready for your enjoyment and a hearty welcome awaits you at all times.



Grand Council of Michigan U. C. T.
 Grand Counselor—M. S. Brown, Saginaw.
 Grand Junior Counselor—W. S. Lawton, Grand Rapids.
 Grand Past Counselor—E. A. Welch, Kalamazoo.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—W. J. Devereaux, Port Huron.
 Grand Conductor—Fred J. Moutier, Detroit.
 Grand Page—John A. Hach, Jr., Coldwater.
 Grand Sentinel—W. Scott Kendricks, Flint.
 Grand Executive Committee—E. A. Dibble, Hillsdale; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. P. Thompkins, Jackson.
 Next Grand Council Meeting—Lansing, June.

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, J. W. Putnam, A. B. Allport, D. G. McLaren, W. E. Crowell, Walter H. Brooks, W. A. Hatcher.

Opportunity Awaits You on the Front Platform.

It is now a good many years since John J. Ingalls perpetrated upon a credulous public the celebrated sonnet, Opportunity, which has been read and spoken in schools, quoted in churches, orated in political speeches, hung upon the walls of business offices and printed and reprinted in a thousand newspapers and magazines.

A masterpiece of artistic expression, that sonnet yet expresses a lie—one of the most deadly and debilitating lies that was ever pronounced in the hearing of ambitious young men.

According to Ingalls and his sonnet Opportunity knocks but once at every man's door. She comes along early or late—you never know just when to expect her—and gives a careless thump on the panels. If you are Johnny-on-the-Spot and make a wild spring to pull the door open while the echoes of that knock are still sounding—all's well and good. You are made. Opportunity walks in. All you have to do is to lean back and take it easy for the balance of your life.

But—says Ingalls—if you happen to be taking a quiet snooze when Opportunity shows up and plays her celebrated rat-a-tat on your door panels—if you are absorbed in a game of penochle or a plan to sell a big bill of goods—if you have your mind so concentrated upon any matter whatever that you don't happen to hear Opportunity's off-hand knock—then, says Ingalls, the sour-faced jade turns up her nose at you and goes away—never to return. Leaves you henseforth to worry along on your own hook and fight it out unaided

with rent-collector and your other troubles. No use to chase after and ask her to come back. No use hitting up her trail and trying to explain matters or arrange a compromise—you're down and out with her—she's gone beyond your ken—skidded for good and all. You may as well make up your mind that henceforth you have no chance—that life, so far as you are concerned, is bound to be an unremunerative, tiresome grind until the Great Engineer blows the whistle and announces quitting time.

I should like to have Ingalls's remarkable literary ability. But I should hate to use it to give Opportunity such a black eye with the public as he did.

Was Ingalls right? Does Opportunity in truth knock just once at a man's door and then duck out for goods?

Don't you believe it!

Opportunity is no such quitter. There's nothing sour or capricious about her disposition. She's the kindest-hearted, most sociable creature in all your circle of acquaintances—as neighborly in calling around as the recurring seasons—as regular in her greetings as the sunrise—as sure to turn up again, when she goes away, as club dues—as much to be depended upon as the advent of fly time.

Opportunity a quitter! Well, I should say not.

You can't lose her—that's the real truth of the matter.

From the moment you leave off baby talk and acquire an intelligible dialect—from the time you are able to look at the world with a seeing eye and take in any part, however small, of the wonderful activity that is going on about you, Opportunity is always hanging around, trailing your footsteps, stepping on your heels, walking across the path in front of you—perpetually trying to catch your eye or nudge you in the side and point out to you some chance to learn something, or to do something or acquire something or be something.

You can't get up in the morning and eat your breakfast preparatory to starting out on your day's work but she's out there on the doorstep, raising a dickens of a row and waking all the neighbors, informing you that she's waiting to accompany you into the day's activities.

Shut your eyes as you appear and pretend you don't see her. No use—

you know she has her head poked around the corner—play "I spy" with you all the while, and as you stride away, she falls in beside you, keeping step like a second self.

Try to dodge her—and she'll follow hot on the trail. No matter how often you fail, she always has another hope to offer you. You can't get away from her. She's likely to lam you over the head with the sand-bag of a Great Chance when you least expect it. Disguise yourself in the garb of repeated fiascos and she will still find you out. Old Sleuth Opportunity is not to be thrown off the scent. One of these days she'll tap you on the shoulder and inform you that your bluff won't go.

Talk about Nemesis dogging the footsteps of transgressors! Why, Nemesis, or Fate, as her other name goes, is a paralytic alongside of that champion sprinter, Opportunity. Talk about the relentless pursuit of a subpoena-server! Opportunity has him faded. And she's as careful not to skip anybody as the census-taker.

She cleaves to you when the folks at home have become disgusted and passed you up. She clings to you when everyone else has lost faith in you—including yourself. She never leaves you until the undertaker gets you, which truth is expressed in the profoundly inspiring motto of one of our wittiest journals: "While there's life there's hope."

Think over your past life and own up that Opportunity has always been flirting with you—offering you sunny smiles as long as you can remember. Confess that you have ungallantly ignored her a lot of times when she claimed your acquaintance. Take the lessons that you managed to shirk in school days, for example. If you had put a little more brain-action into your maneuvers in school and carried your education further along, what a boost it would have been to you in later life! Maybe you can remember times when you had to take a back seat to some fellow who had put in his time to better advantage in school than you did. You've seen him tumble into a job that you might have had if you'd been equally qualified. Yet can you say you didn't have the same opportunity to learn that he did?

You didn't get a college training perhaps. Well you had as much chance to do so as a thousand boys who go through Yale every year. No one offered to pay their expenses through preparatory school or send them to the university. They paid their own expenses all the way through both institutions, and you had the same chance to do so that they had. Opportunity smiled at you as plain as print—but you turned her down.

Well, that was one chance she offered you. But that wasn't much of a loss, after all. A hundred good men never saw the inside of a college for every good man that has ever passed through one. The greater number of the men who do things

worth while have made their mark without a day of academic training. Opportunity forgave you when you turned down this first chance. Any number of times she renewed the flirtation.

When you were clerking in the store, for instance she fixed things so that the right sort of clerk would have a chance at a partnership. She beckoned to you, but you weren't ready, and the red-headed chap (who had a way of always getting down earlier mornings than you, and thereby throwing you into discredit) sailed in and got his name stuck up over the door. Naturally, Opportunity had to pay him some attention as well as you. She can't be too partial, you know.

But ever since that time she's had her eye on you and has kept on beneficently butting into your affairs. She's paved the way for your aspiring footsteps in every direction. All the progress you've ever made you owe to her. And what a heap more progress you might have made if you had reciprocated her interest and had been as steadfast in your attention to her as she has been in looking out for you.

We hear so much of this "I never had a chance" talk from people we don't respect that we ought to be mighty shy of using it ourselves. Think how many of these spineless folk you know—sad-eyed individuals in hand-me-down suits who tell you that life has been a fizzle with them because Opportunity gave them the go-by. They were so busy mooning over imaginary troubles that they didn't sit up and say "Here!" on any of the many occasions when Opportunity called the roll. She might have yelled her summons through a megaphone or shrieked it out accompanied by the notes of a steam calliope without attracting the attention of people in this class.

Cut out the man who says "I never had any chance." You don't want any such whining apologist for an acquaintance. Think of Helen Kellar, born deaf, dumb and blind. Didn't your man have as much chance as she did? Did he make as much use of it as she made of hers? Born without the use of eyes, ears or tongue, she has learned to see, hear and speak through the sense of touch, knows more than millions of people with normal senses, and has found abundant foundation for a healthy optimism. No one ever heard her say "I had no chance."

The people who have no chances generally make their own chances.

EAGLE HOTEL
 EUROPEAN
 GRAND RAPIDS, MICHIGAN
 \$1.00 PER DAY—BATH DETACHED
 Excellent Restaurant—Moderate Prices

HOTEL CODY
 EUROPEAN
 GRAND RAPIDS, MICH.
 Rates \$1 and up. \$1.50 and up bath.

There are only a few great men in a century. But we all have the same repeated chances at the Medal of Honor. There are Edison and George Westinghouse and Marconi and Samuel F. B. Morse. Opportunity fairly howled at all the scientists of their time to make the discoveries that they made. But she couldn't get anyone to take notice until they came along.

There was Isaac Newton. He noted an apple falling from the bough of a tree. Most men would have seen in the circumstance nothing more than a chance to spoil an appetite for dinner and invite the colic. Millions of men had seen apples fall down from trees before, and every time the thing happened Opportunity was simply begging them to draw the conclusion that meant the discovery of the law of gravitation. But she couldn't get anyone to listen to her until Newton came along and put a lot of mental effort into thinking out the reason why the apple fell down instead of up.

In the next ten years ten thousand scientific discoveries will be made. And each one will wonder why someone didn't put two and two together and make that discovery before. The chance to do so has been kicking around in everyone's way like an unclaimed package in a baggage room since a time almost as far back as the flood.

Young Watts was kept at home to do chores for his grandmother, when Opportunity spoke to him out of the boiling tea kettle, just as the Creator spoke to Moses out of the burning bush.

"Don't you wonder what makes the lid of this kettle jump up and down?" called Opportunity to Watts. "Why don't you find out if all this energy can't be used for something big?" For centuries back she had been asking the same question of other boys who had watched the kettle boil; but they were thinking about the circus that was coming to town, or the best place to dig bait—and so why should they concern themselves about the propelling power of steam?

Watts put time on thinking out the problem, and made the invention of the steam engine possible.

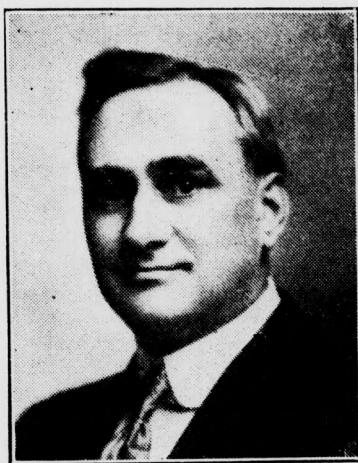
Most of us are not qualified to follow Opportunity into the fields of Science and Invention. Naturally we can't all of us leave our work to chase some rainbow of inspiration that will lead us to miraculous discoveries at its further end. Somebody must stay at home to cook beans for the rainbow chasers, and keep the factories turning out spades with which to dig up the treasure. The rainbow chasers must have shirts and shows, and trains of cars to travel in. Somebody must keep those cars in motion and somebody else must do the printing that advertises the advantages of the divers routes. The world's work has to be done, and you and I are so busy holding down our jobs that we haven't time to solve scientific riddles or monkey with great mysteries.

(Continued next week.)

MEN OF MARK.

George A. Glerum, the Popular Ewart Bank Cashier.

George A. Glerum was born at Spring Lake, Feb. 6, 1876, and moved with his parents to Leroy in October, 1881, where he attended school and later worked on his father's stumpy and stony farm. He subsequently attended Ferris Institute at Big Rapids and clerked in a hardware store. In 1900 he was elected County Clerk of Osceola county, which necessitated his removal to Hersey, the county seat, where he remained from Jan. 1, 1901 to Jan. 15, 1905, when he removed to Washington, D. C., to take the position of Secretary to Congressman Darragh,



GEORGE A. GLERUM

of the old Eleventh district. He returned to Ewart Jan. 1, 1906, to take the position of Cashier of the First State Savings Bank, which position he still retains. Mr. Glerum is the unanimous choice of Osceola county as a candidate for the office of Congressman on the Republican ticket. Mr. Glerum was an apt pupil and persistent student and has subsequently given National affairs and the needs of the people deep thought. His business career has been unusually successful and the same qualities that have insured success in business—honesty, activity, ambition, with bed rock of integrity and hard work—will make him a power in the halls of Congress. Mr. Glerum is not a politician, but a thorough business man. His public life is an open book and his close attention to duty, his untiring industry and his practical wisdom will make him a safe, wise and conservative legislator. He has the interest and welfare of the people at heart, and under all circumstances has the courage of his convictions. He is a man of affairs and a pre-eminently successful business man and the example of his life can be held up as a model for worthy emulation.

This is pre-eminently a business age—an era of marvelous industrial activity and development, giving rise to new and complicated conditions, requiring for their adjustment the most patient examination and conservative judgment. Possessed of every qualification necessary to successfully serve the people of the Tenth Congressional district the Tradesman believes that the selec-

tion of Mr. Glerum as the Republican standard bearer will never be regretted by the party which he has honored and which thus honors him.

Notable Victory For National Biscuit Company.

Much interest is felt in the grocery trade in the recent outcome of the National Biscuit Company's suit against the Pacific Coast Biscuit Co. for imitating its package, rather than doing business on its own reputation. In a sweeping injunction suit the Chancery court of New Jersey has declared fifteen of the cartons used by the Pacific Coast Biscuit Co. to be unfair imitations of the cartons of the National Biscuit Company.

The court's decree is of more than usual interest because of the general bearing of its logic on other cases of unfair trading by imitation. In part the court says:

"The alleged infringement of fifteen widely different styles of cartons and carton wrappers and applied trade names, for as many kinds of crackers or biscuits; the methods of construction of the carton and of the form of bundle package of assembled cartons, as well as the trade-mark, is involved in this litigation.

"The underlying principle that no man has a right to palm off his wares as those of another, thereby cheating the purchasing public and filching the business of a rival, is so essentially an element of natural justice and so solidly imbedded in our jurisprudence that all that is necessary to quicken a court of equity is to show that in the particular instance the offense has been committed.

"In 1900 the complainant, the National Biscuit Company, adopted as its trademark a sign or symbol known in the trade as the 'In-er-seal.' This seal is square and of a peculiar shade of red, with clipped corners and white lines thereon forming an ellipse, divided equally by a horizontal line, from which extends a perpendicular line halving the upper half of the ellipse, with two horizontal lines crossing the perpendicular line above the ellipse.

"The initial trade name coined and applied by the complainant to an important part of its cracker output is 'Uneeda' or 'Uneeda Biscuit.' The association of the 'In-er-seal' trademark and the name 'Uneeda Biscuit' formed a slogan of the complainant's business. By the expenditure of a stupendous amount of money in lavish, but judicious advertisement, they became known to almost every man, woman and child in this country as the identifying mark and name of the complainant's goods.

"In 1907," the court continues, "a red end seal termed 'Swastika Red-end Seal,' with clipped corners and white line markings upon the background of red exactly the same shade as the complainant's seal and which is the infringing seal complained of, was put on the market by the Pacific Coast Biscuit Co. It is described in the record as a symbol of prehistoric origin, that is now in use and was used fifteen centuries before the Christian era by Indian basket mak-

ers, etc. Like the complainant's In-er-seal it is being used by the defendant on both ends of paper cartons of identically the same size and shape as the complainant's cartons.

The two labels the In-er-seal and 'Swastika' differ only in their markings. Laid side by side, and dissociated from the cartons, the resemblance is not marked; but when the defendant's seals are applied to the end of cartons resembling, as to size, shape, wrapper application and euphony of coined names, the similitude is striking, and when thus associated is of a character calculated to mislead and deceive the unwary and unsuspecting purchaser."

An injunction was issued, restraining the Pacific Co. from continuing the use of any of the offending labels.

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

Buffalo, July 15.—Creamery butter, fresh, 22@27c; dairy, 18@22c; poor to good, all kinds, 16@20c.

Cheese—New fancy, 15@15½c; new choice, 14@14½c.

Eggs—Choice fresh, 21@24c.

Poultry (live)—Cox, 12@13c; fowls 18@19c; ducks, 14@17c; broilers, 22@28c.

Beans—Marrow, \$3@3.10; medium \$2.15@2.20; pea \$2.10; white kidney, \$3; red \$3.

Potatoes—\$1.10@1.15.

Rea & Witzig.

Kalamazoo Challenges Grand Rapids.

Kalamazoo, July 14.—As manager of the Kalamazoo U. C. T. baseball club, I hereby challenge Grand Rapids Council to a contest for the best four out of seven games. Last year Grand Rapids challenged Kalamazoo and, after Kalamazoo had won several straight games, Grand Rapids withdrew from the contest. At the Saginaw Grand Council meeting Grand Rapids and Kalamazoo only played five innings when the score stood 5 to 3 in favor of Grand Rapids. I hope to receive a prompt acceptance of this challenge.

Frank H. Clay.

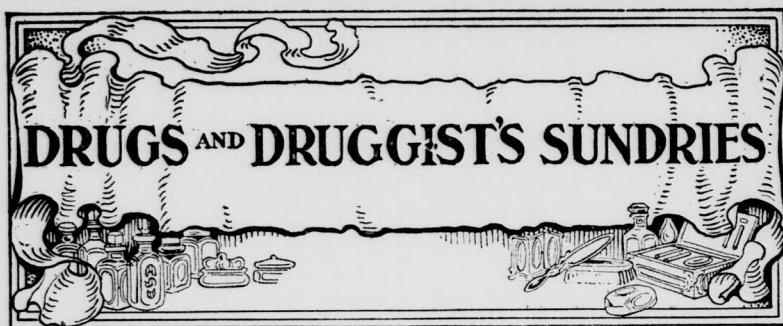
The Sherman House, at Onondaga, formerly conducted by Ira Ball, and which has been closed since Ingham county went dry last spring, is to be re-opened by Thomas Cincintine, of Jackson, who has leased the place and will conduct it as a hotel proposition. It is one of Onondaga's land mark's having been one of that town's hostelries the greater portion of the time, for half a century.

R. J. Maus, better known as "Tom," has severed his connection with the Michigan Sales Book Co. and gone on the road for the Brunswick Tablet Co. of Chicago. His territory is Southern Michigan, which he covers every five weeks.

Frank B. Marrin, Iowa representative for the G. J. Johnson Cigar Co., drove through from Des Moines in his Chalmers last week and is spending a couple of weeks with Grand Rapids relatives and friends.

S. A. Sears left Tuesday for a fortnight's automobile trip to include Chicago, Milwaukee, Oconomowoc, Lake Geneva and other Wisconsin resorts. Mrs. Sears accompanied him.

The taking of advice, like charity, should begin at home.



Michigan Board of Pharmacy.
 President—Will E. Collins, Owosso.
 Secretary—E. T. Boden, Bay City.
 Treasurer—E. E. Faulkner, Delton.
 Other Members—Chas. S. Koon, Muskegon; Leonard A. Seltzer, Detroit.

Michigan State Pharmaceutical Association.

President—D. G. Look, Lowell.
 Vice-Presidents—E. E. Miller, Traverse City; C. A. Weaver, Detroit.
 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; James Robinson, Lansing; Grant Stevens, Detroit.

Michigan Pharmaceutical Travelers' Association.

President—Geo. H. Halpin, Detroit.
 Secretary-Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.

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

The New Drug Store Has Arrived.
 Written for the Tradesman.

Unobtrusively and decorously, with no fanfare of trumpets or blazonry of banners, the new drug store has arrived.

And it is a very different sort of a merchandising institution—this representative drug store of to-day—from the apothecary shop of a by-gone era.

On a time not as yet perished from the memory of men, and perhaps on the selfsame corner now occupied by your up-to-date drug store, the old-fashioned registered pharmacist held forth in an old-fashioned apothecary shop.

It was a place of mystery and brooding silence and multitudinous smells suggestive of veterinarian activities.

The windows were small and dingy. The light was dim—yet sufficiently strong to reveal the presence of dust and disarray.

Bottles and jars of strange drugs, in stiff and sombre array, occupied the shelves and whisked one's imagination off on grotesque excursions.

What a learned man the pharmacist must be to understand the occult properties of all those potent drugs! About the facts of his profession fancy and popular tradition wove a gorgeous pattern in substantial sentiment.

Much learning, presumably, had made him queer; for whether or not the facts warranted the supposition, everybody regarded him as a person apart from the common lot of morals.

Because we all admitted that genius was idiosyncratic, we made allowances for the oddities of the pharmacist and the obvious disarray of his little shop.

Also in those halcyon days evident lapses in the creed of cleanliness and

short-circuits in the current of good sanitation, did not disturb us as they do to-day.

As we think back upon it all, that little apothecary shop on the corner wasn't exactly the cleanest spot in spotless town.

But nobody thought of that at the time, for one went to an apothecary shop only for medicine for one's self or somebody else, or for perfumed soap, toilet accessories and such other of the not overly extensive lines of extensive lines of accessories and appliances commonly carried in stock by old-time druggists.

The druggist of the old school was primarily a pharmacist. Incidentally—and often quite incidentally, judging from appearances about his store—he was a merchandiser.

His merchandising sense was not developed, generally speaking.

It was not considered essential by those entering the profession that they have a passion for business.

Druggists of those easy-going days seemed to think very little of looking up and developing new sources of business.

Pretty much everybody in the retail drug store was content to go on the soft pedal.

If business came, why business came, and that was all there was to it; if it didn't come, why worry? It might come later on.

Furthermore proprietary remedies of many different sorts sold briskly at certain seasons of the year.

But note, will you, how all is now changed with respect to the retail drug trade.

The old-fashioned pharmacist with his old-fashioned apothecary shop has gone the way of all the earth.

To-day we have the modern druggist and the up-to-date drug store.

The druggist is essentially a merchandiser of a new sort.

And the present-day drug store is a strictly modern institution.

It is bright and light; clean and airy; and the atmosphere of it carries the tang of brisk business and alert service.

There are sumptuous display cases and cabinets of beautiful trims of desirable and serviceable commodities.

There is the business-like clang of the cash register and the thirst-provocative fizz of the soda fountain.

Neatly attired and courteous clerks become immediately aware of your presence and manifest a quick willingness to attend your wants.

Electric fans keep the air of the store room fresh and pure; and the faint, delicate odors of many choice

extracts, toilet waters, fruit juices and aromatic substances, blend in one subdued, pervasive perfume of grateful quality.

Everybody nowadays likes the drug store, for the typical drug store of to-day has been at infinite pains and great expense to make itself a likely and likeable place.

The drug store has invested itself with a new atmosphere, and developed for itself a new service.

In obedience to the behest of modern business, the drug store has been revolutionized outside and in.

Floors and ceilings and shelving; cases and cabinets and counters; fountain and fountain accessories and everything about the establishment—are scrupulously clean and a-glint in the natural light of day and the splendid artificial illumination of night.

There are no dark corners where dirt is allowed to lurk; no drawers and bins and containers of conjectural utility and sanitary condition.

Such things as you require are either on display in the midst of a suitable environment, or easily accessible by the clerk who knows the stock—and you don't suffer painful disillusionments when the salesperson shows you an article you wish to inspect.

Marvelously during the last few years have the lines multiplied and developed—lines of merchandise now commonly carried and sold by retail druggists of the more enterprising sort.

Instead of having occasion to visit the drug store only at rather infrequent intervals, almost everyone is now a frequent patron of the modern drug store.

Within certain limits, the present-day drug store is a miniature department store.

But within these generally understood limits there is scope for much variety, and room for very many things that, to the average person, have become all but indispensable.

Essentially the druggist is a business builder.

He is out after more trade. All the while he is finding and developing new sources of business.

All the while he is making his store a more attractive and satisfactory place in which to shop.

He sells cool drinks of a hundred different kinds in summer, and numerous hot, nourishing beverages in winter.

And the superintending genius back of the new drug store is essentially human—and not at all like the old-fashioned pharmacist who always kept us guessing.

Without a moment's hesitation we acknowledge that we like this new-fashioned druggist ever so much better than we did his prototype, the old-fashioned pharmacist.

Also we like his place of business better. It hasn't any of those queer veterinarian smells that seem to stick in our memory. Chas. L. Garrison.

Some men wait for things to turn up, and some others turn them up while they wait.

Dizzy Dope From the Mayor of Mears.

Mears, July 10.—There is one optimistic Democrat left in the State. If you don't think so, read last week's Detroit Detonations over once more again. I am, as yet, an old-fashioned stand-pat Republican, so hate to admit that business is good. But candidly, I am so busy I have the blues. That sounds like a pessimistic complaint, but you see my wife has left on her usual summer visit to her parents in Freeport, Ill., and when she is home I depend on her doing three-fourths of the work around this moth-eaten ranch. The resort season at Juniper Beach is wide open and in full blast. I am working twenty-six hours a day and nine days a week, and it has nearly gotten my Angora. If I could tear away for just an hour I would spend the time looking for the man who wrote, "My wife's gone to the city, hooray, hooray." That song writer certainly wasn't a country merchant who depended on his better two-thirds doing fifteen-sixteenths of the work. One of the resorters, a Chicago lady, was in this morning and complimented me very highly on the fine and fresh variety of vegetables I was furnishing them and said she must insist on my showing her the garden. She stated it was really wonderful how nice everything is and how very, very lovely it is to get vegetables with the dew on them. Of course, I was sorry that the garden was too far away from Mears, so she was denied the pleasure of a personal inspection. I didn't have the nerve to tell her that when she went home she might stroll down South Water street and see where they were grown. She will find the dew on them where it is chalked up on the bill. Imagination is a blessed thing!

I hope Brother Sawyer is having a large time on his vacation. He certainly left his nook in the Tradesman in good hands. Those "Helpers" of his are a lot better than all right. Wish I knew their addresses. I would like a quarter's worth of lessons in salve spreading.

As far as Milt Steindler's account of my whipping the rug is concerned, I never whipped out a counterfeit dollar and tried to beat the livery man. I know a punk pink paper and pin peddler who tried that stunt.

Thanks to the different boys who have branded me "Mayor of Mears." There was a time that I would have been real chesty over that, but since entering politics and running in the Governor class, it don't swell me a bit.

I ought not to have the blues. Biz is rattling good. I was only \$987 short of taking in an even thousand dollars cash yesterday. Of course, that was better than my average, but not so worse. Maybe I am blue to-day because I am overworked or again because two strange traveling men who were here yesterday called me Bluebaker.

Say, I felt awfully mortified when I saw the heading the editor placed over my last week's effusion. Isn't it bad enough to go through life handicapped with an enormous nose, without your rubbing it in? I am sensitive about that handle to my face and really it isn't just so awful big if you size it up alongside of the new Pantlind Hotel. I know a guy that has a bigger one. He is drawing \$200 a week from Ringling Bros., just for that reason. Anyway I want you to understand that's my own nose. So you should worry.

I wonder if your readers get as tired reading this dizzy dope as I am of writing it? There is only one thing that is worse to my notion, and that is Goldstein's near poetry.

I expect to be a grass widower for two weeks yet. I don't want the suffragettes to think I am mentioning that as an advertisement.

Ches. Brubaker,
 The Chronic Kicker.

WHOLESALE DRUG PRICE CURRENT

Acids	Cupbebs	4 25@4 50	Digitalis	@ 60
Acetic	Erigeron	@ 2 50	Gentian	@ 50
Boric	Eucalyptus	@ 85	Ginger	@ 95
Carbolic	Hemlock, pure ..	@ 1 00	Guaiac	@ 1 05
Citric	Juniper Berries ..	@ 1 50	Guaiac Ammon.	@ 80
Muriatic	Juniper Wood ..	40@ 50	Iodine	@ 1 25
Nitric	Lard, extra	85@ 1 00	Iodine, Colorless	@ 1 25
Oxalic	Lard, No. 1	75@ 90	Ipecac	@ 75
Sulphuric	Laven'r Flowers	@ 6 00	Iron, clo.	@ 60
Tartaric	Lavender, Garden	85@ 1 00	Kino	@ 80
	Lemon	3 00@3 25	Myrrh	@ 1 05
	Linseed, boiled, bbl	@ 54	Nux Vomica	@ 70
	Linseed, bdi. less	58@ 62	Oplum	@ 2 00
	Linseed, raw, bbls.	@ 53	Oplum Camph.	@ 65
	Linseed, raw, less	57@ 61	Oplum, Deodorz'd	@ 2 25
	Mustard, true ..	5 00@5 25	Rhubarb	@ 70
	Mustard, artif'l	2 75@3 00		
	Neatsfoot	80@ 85	Paints	
	Olive, pure	2 50@3 50	Lead, red dry ..	7 @ 8
	Olive, Malaga,		Lead, white dry	7 @ 8
	yellow	1 30@1 50	Lead, white oil	7 @ 8
	green	1 30@1 50	Ochre, yellow bbl	1 @ 1 1/4
	Orange sweet ..	@ 4 50	Ochre yellow less	2 @ 5
	Organum, pure ..	1 25@1 50	Putty	2 1/2 @ 5
	Organum, com'l	50@ 75	Red Venet'n bbl	1 @ 1 1/2
	Pennyroyal	2 25@2 50	Red Venet'n less	2 @ 5
	Peppermint	5 50@5 75	Shaker, Prep'd	1 40@1 50
	Rose, pure	16 00@18 00	Vermillion, Eng.	90@1 00
	Rosemary Flowers	@ 1 35	Vermillion, Amer.	15@ 20
	Sandalwood, E.		Whiting, bbl....	1 @ 1 1/2
	I.	@ 7 00	Whiting	2 @ 5
	Sassafras, true	@ 1 10		
	Sassafras, artif'l	@ 60	Insecticides	
	Spearmint	5 50@6 00	Arsenic	6 @ 10
	Sperm	90@1 00	Blue Vitrol, bbl.	@ 5 1/2
	Tansy	@ 5 75	Blue Vitrol less	7 @ 10
	Tar, USP	30@ 40	Bordeaux Mix Pst	8 @ 15
	Turpentine, bbls.	@ 56 1/2	Hellebore, White	
	Turpentine, less	60@ 65	powdered	15 @ 20
	Wintergreen, true	@ 5 00	Insect Powder ..	20 @ 35
	Wintergreen, sweet		Lead Arsenate ..	8 @ 16
	birch	@ 2 50	Lime and Sulphur	
	Wintergreen, art'l	@ 5 00	Solution, gal....	15 @ 25
	Wormseed	3 50@4 00	Paris Green ..	15 1/2 @ 20
	Wormwood	6 00@6 50		
			Miscellaneous	
	Potassium		Acetanalid	30 @ 35
	Bicarbonate	15 @ 18	Alum	3 @ 5
	Bichromate	13 @ 16	Alum, powdered and	
	Bromide	45 @ 55	ground	5 @ 7
	Carbonate	12 @ 15	Bismuth, Subnitrate	
	Chlorate, xtal and	 2 10@2 25	
	powdered	12 @ 16	Borax xtal or	
	Chlorate, granular	15 @ 20	powdered	6 @ 12
	Cyanide	30 @ 40	Cantharades po.	2 50@2 75
	Iodide	3 20@3 40	Calomel	95 @ 1 00
	Permanganate ..	15 @ 30	Capsicum	20 @ 25
	Prussiate, yellow	30 @ 35	Carmine	@ 3 50
	Prussiate, red ..	50 @ 60	Cassia Buds	@ 4 40
	Sulphate	15 @ 20	Cloves	30 @ 35
			Chalk Prepared	6 @ 8 1/2
	Roots		Chalk Precipitated	7 @ 10
	Alkanet	15 @ 20	Chloroform	32 @ 42
	Blood, powdered	20 @ 25	Chloral Hydrate	70 @ 90
	Calamus	35 @ 40	Cocaine	4 10@4 40
	Elecampane, pwd.	15 @ 20	Cocoa Butter ..	50 @ 60
	Gentian, pwd.	12 @ 16	Corks, list, less 70%	
	Ginger, African,		Copperas, bbls. ..	@ 90
	powdered	15 @ 20	Copperas, less ..	2 @ 5
	Ginger, Jamaica,	22 @ 25	Copperas, pwd. ..	4 @ 6
	Ginger, Jamaica,		Corrosive Sublm.	85 @ 95
	powdered	22 @ 28	Cream Tartar ..	30 @ 35
	Goldenseal pow.	7 00@7 50	Cuttlebone	25 @ 35
	Ipecac, pwd.	2 75@3 00	Dextrine	7 @ 10
	Licorice	14 @ 16	Dover's Powder	2 00@2 25
	Licorice, pwd.	12 @ 15	Emery, all Nos. ..	6 @ 10
	Orris, powdered	25 @ 30	Emery, powdered	5 @ 8
	Poke, powdered	20 @ 25	Epsom Salts, bbls	@ 1 1/2
	Rhubarb	75 @ 1 00	Epsom Salts, less 2 1/2%	
	Rhubarb, pwd.	75 @ 1 25	Ergot	1 50@1 75
	Rosinweed, pwd.	25 @ 30	Ergot, powdered	1 80@2 00
	Sarsaparilla, Hond.	@ 65	Flake White	12 @ 15
	ground	@ 65	Formaldehyde lb.	10 @ 15
	Sarsaparilla Mexican,		Gambier	7 @ 10
	ground	50 @ 55	Gelatine	35 @ 45
	Squills	20 @ 35	Glassware, full cases	80%
	Squills, powdered	40 @ 60	Glassware, less 70 & 10%	
	Tumeric, pwd.	12 @ 15	Glauber Salts bbl.	@ 1 1/4
	Valerian, pwd.	25 @ 30	Glauber Salts less	2 @ 5
			Glue, brown	11 @ 15
	Seeds		Glue, brown grd.	10 @ 15
	Anise	15 @ 20	Glue, white	15 @ 25
	Anise, powdered	22 @ 25	Glue, white grd.	23 @ 30
	Bird, 1s	8 @ 10	Glycerine	50 @ 80
	Canary	9 @ 12	Hops	80 @ 1 00
	Caraway	12 @ 18	Indigo	5 00@5 10
	Cardamon	1 85@2 00	Iodine	4 35@4 60
	Celery	30 @ 35	Iodoform	5 40@5 60
	Coriander	12 @ 18	Lead Acetate	12 @ 18
	Dill	25 @ 30	Lycopodium	55 @ 65
	Fennel	@ 30	Mace	80 @ 90
	Flax	4 1/4 @ 8	Mace, powdered	90 @ 1 00
	Flax, ground	4 1/4 @ 8	Menthol	4 25@4 50
	Poenugreek, pow.	6 @ 10	Mercury	75 @ 85
	Hemp	5 @ 7	Morphine all brd	5 05@5 30
	Lobelia	9 @ 12	Nux Vomica	@ 10
	Mustard, yellow	9 @ 12	Nux Vomica pow	@ 15
	Mustard, black ..	20 @ 25	Pepper, black pow	20 @ 25
	Mustard, pwd.	15 @ 20	Pepper, white ..	30 @ 35
	Poppy	75 @ 1 00	Pitch, Burgundy	10 @ 15
	Quince	6 @ 10	Quassia	10 @ 15
	Rape	25 @ 33	Quinine, all brds	29 @ 40
	Sabadilla	35 @ 45	Rochelle Salts ..	23 @ 30
	Sabadilla, pwd.	5 @ 8	Saccharine	1 50@1 75
	Sunflower	15 @ 20	Salt Peter	7 1/2 @ 12
	Worm American	15 @ 20	Selditz Mixture ..	20 @ 25
	Worm Levant	50 @ 60	Soap, green	15 @ 20
			Soap, mott castile	10 @ 15
	Tinctures		Soap, white castile	@ 6 25
	Aconite	@ 75	less, per bar ..	@ 68
	Aloes	@ 65	Soda Ash	1 1/2 @ 5
	Arnica	@ 50	Soda Bicarbonate	1 1/2 @ 5
	Asafoetida	@ 1 00	Soda Sal	1 @ 4
	Belladonna	@ 60	Spirits Camphor.	@ 7 5
	Benzoil	@ 90	Sulphur roll	2 1/2 @ 5
	Benzoil Compo'd	@ 1 00	Sulphur Subl.	2 1/2 @ 5
	Buchu	@ 1 00	Tamarinds	10 @ 15
	Cantharades	@ 90	Tartar Emetic	40 @ 50
	Capsicum	@ 1 20	Turpentine Venice	40 @ 50
	Cardamon	@ 80	Vanilla Ex. pure	1 00@1 50
	Cardamon, Comp.	@ 60	Witch Hazel	65 @ 1 00
	Catechu	@ 1 05	Zinc Sulphate ..	7 @ 10
	Cinchona	@ 60		
	Colchicum	@ 1 20		
	Cubeb	@ 1 20		

JULY, 1914

Our Sale of Walrus Soda Fountains

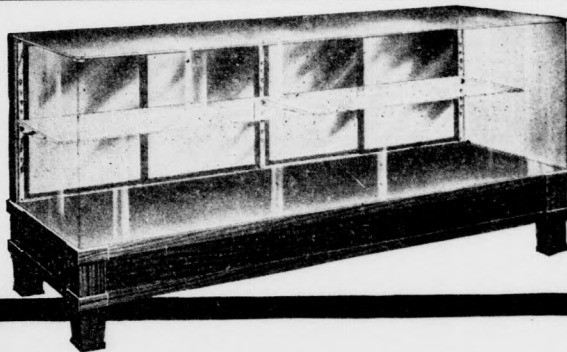
for this season has been very satisfactory.

Our Stock of Fountain Accessories

and Fountain Supplies will be kept complete during the summer and we solicit your orders.

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

P. S.—Sample line for Holiday Goods now on exhibition at Sault Ste. Marie. Wait for our announcement later for other points in Michigan.



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

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless **Lemon and** High Class **Vanilla**

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to **FOOTE & JENKS,** Jackson, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns: ADVANCED, DECLINED, Cheese, Flour. Lists various grocery items and their prices.

Index to Markets

Index to Markets By Columns. A vertical list of grocery categories from A to Y, such as Ammonia, Baked Beans, Butter, etc.

Main price list for categories 1 and 2. Includes sub-sections like AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, etc.

Main price list for categories 3, 4, and 5. Includes sub-sections like CHEESE, Mocha, Bogota, CHEWING GUM, CHOCOLATE, COCOA, COFFEES ROASTED, etc.

6

7

8

9

10

11

Graham Crackers Red Label, 10c size 1 00
 Lemon Snaps 50
 Oysterettes 50
 Premium Sodas 1 00
 Royal Toast 1 00
 Saratoga Flakes 1 50
 Social Tea Biscuit 1 00
 Uneda Biscuit 50
 Uneda Ginger Water 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 per doz.
 Adora, 10c size 1 00
 Festino 2 50
 Mallomars 1 00
 Nabisco, 10c 1 00
 Nabisco, in bulk, per tin 1 75
 Festino 1 50
 Bent's Water Crackers 1 40

CREAM TARTAR
 Barrels or drums 33
 Boxes 34
 Square Cans 36
 Fancy Caddies 41

DRIED FRUITS
Apples
 Evapor'd Choice blk 10 1/2
 Evapor'd Fancy pkg. 10
 California 15@17
Citron
 Corsican 16
Currents
 Imported 1lb. pkg. 8 1/2
 Imported, bulk 8 1/4
Peaches
 Mulrs—Choice, 25lb. 7 1/2
 Mulrs—Fancy, 25lb. 8 1/2
 Fancy, Peeled, 25lb. 15
Peel
 Lemon, American 12
 Orange, American 12
Raisins
 Cluster, 20 cartons 2 25
 Loose Muscatsels, 4 Cr. 7 1/4
 Loose Muscatsels, 3 Cr. 7 1/4
 L. M. Seeded, 1 lb. 9@9 1/4
California Prunes
 90-100 25lb. boxes 7 1/2
 80-90 25lb. boxes 8 1/2
 70-80 25lb. boxes 9 1/4
 60-70 25lb. boxes 10
 50-60 25lb. boxes 11
 40-50 25lb. boxes 12

FARINACEOUS GOODS
Beans
 California Lima 8 1/2
 Med. Hand Picked 2 40
 Brown Holland 2 00
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
Heminy
 Pearl, 100 lb. sack 2 25
 Maccaroni and Vermicelli Domestic, 10 lb. box 60
 Imported, 25 lb. box 2 50
Pearl Barley
 Chester 3 15
 Empire
Peas
 Green, Wisconsin, bu. 1 45
 Green, Scotch, bu. 1 45
 Split, lb. .04
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
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 13
 No. 8, 15 feet 14
 No. 9, 15 feet 15
Linen Lines
 Small 20
 Medium 26
 Large 34

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

FLAVORING EXTRACTS
Jennings D C Brand
 Extract Lemon Terpeneless
 Extract Vanilla Mexican both at the same price
 No. 1, F box 7/8 oz. 85
 No. 2, F box, 1 1/4 oz. 1 20
 No. 4, F box, 2 1/4 oz. 2 00
 No. 3, 2 1/4 oz. Taper 2 00
 No. 2, 1 1/4 oz. flat 1 75

FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
 Purity Patent 5 00
 Sunburst 4 80
 Wizard Flour 4 60
 Wizard Graham 4 80
 Matchless 4 70
 Wizard, Gran. Meal 4 40
 Wizard Buckwh't cwt 3 40
 Rye 4 40
Valley City Milling Co.
 Lily White 4 75
 Light Loaf 4 25
 Graham 2 00
 Granena Health 2 10
 Gran. Meal 2 00
 Bolted Med. 1 90
Voigt Milling Co.
 Voigt's Crescent 4 75
 Voigt's Royal 5 15
 Voigt's Flour 4 75
 Voigt's Hygienic Graham 4 05
Watson-Higgins Milling Co.
 Perfection Buckwheat Flour 6 00
 Perfection Flour 4 50
 Tip Top Flour 4 60
 Golden Sheaf Flour 4 20
 Marshall's Best Flour 4 75
Worden Grocer Co.
 Quaker, paper 4 60
 Quaker, cloth 4 70
 Graham Buckwht bbl 4 50
Kansas Hard Wheat
 Voigt Milling Co.
 Calla Lily 4 50
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.
 Nazetta 4 90
 Golden Horn, bakers 4 70
 Wisconsin Rye 3 65
 Bohemian Rye 3 55
Judson Grocer Co.
 Ceresota, 1/2s 5 40
 Ceresota, 1/4s 5 50
 Ceresota, 1/8s 5 60
Voigt Milling Co.
 Columbian 4 95
Worden Grocer Co.
 Wingold, 1/8s cloth 5 60
 Wingold, 1/4s cloth 5 50
 Wingold, 1/2s cloth 5 40
 Wingold, 1/8s paper 5 45
 Wingold, 1/4s paper 5 40
Wykes & Co.
 Sleepy Eye, 1/2s cloth 5 50
 Sleepy Eye, 1/4s cloth 5 40
 Sleepy Eye, 1/8s cloth 5 30
 Sleepy Eye, 1/2s paper 5 30
 Sleepy Eye, 1/4s paper 5 30
Meal
 Bolted 4 20
 Golden Granulated 4 40
Wheat
 New Red 70
 New White 70
Oats
 Michigan carlots 43
 Less than carlots 45
Corn
 Carlots 76
 Less than carlots 78
Hay
 Carlots 16 00
 Less than carlots 18 00
Street Car Feed
 No. 1 Corn & Oat Feed 30
 Cracked Corn 30
 Coarse Corn Meal 30
FRUIT JARS
 Mason, pts., per gro. 4 25
 Mason, qts., per gro. 4 55
 Mason, 1/2 gal. per gro. 6 90
 Mason, can tops, gro. 1 30
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 12
 Green, No. 2 11
 Cured, No. 1 13 1/2
 Cured, No. 2 12 1/2

Calfskin, green, No. 1 15
 Calfskin, green, No. 2 13 1/2
 Calfskin, cured, No. 1 16
 Calfskin, cured, No. 2 14 1/2

Pelts
 Old Wool 60@1 25
 Lambs 10@ 25
 Shearlings 10@ 15

Tallow
 No. 1 @ 5
 No. 2 @ 4

Wool
 Unwashed, med. @ 20
 Unwashed, fine @ 15

HORSE RADISH
 Per doz. 90

Jelly
 5lb. pails, per doz. 2 40
 15lb. pails, per pail 1 00
 30lb. pails, per pail 1 00

JELLY GLASSES
 1/4 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
 1 oz. bottles, per doz. 1 75

MINCE MEAT
 Per case 2 85

MOLASSES
New Orleans
 Fancy Open Kettle 42
 Choice 35
 Good 32
 Fair 22
 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
 1/2 lb. 6 lb. box 16

OLIVES
 Bulk, 1 gal. kegs 1 00@1 10
 Bulk, 2 gal. kegs 95@1 05
 Bulk, 5 gal. kegs 90@1 00
 Stuffed, 8 oz. 2 25
 Stuffed, 14 oz. 2 25
 Pitted (not stuffed) 1 90
 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 38
 5 gallon kegs 1 90
Small
 Barrels 9 50
 Half barrels 5 25
 5 gallon kegs 2 25

Gherkins
 Barrels 14 00
 Half barrels 6 50
 5 gallon kegs 2 50

Sweet Small
 Barrels 17 00
 Half barrels 9 25
 5 gallon kegs 3 50

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 Tourn't whist 2 25

POTASH
 Babbitt's, 2 doz. 1 75

PROVISIONS
Barreled Pork
 Clear Barreled 21 50@22 00
 Short Cut C/r 20 00@20 50
 Bean 18 50@19 00
 Brisket, Clear 26 00@27 00
 Pig 23 00
 Clear Family 26 00
Dry Salt Meats
 S P Bellies 14 1/2@15
Lard
 Pure in tierces 11 1/2@12
 Compound Lard 9 @ 9 1/2
 80 lb. tubs .advance 7/8
 60 lb. tubs .advance 7/8
 50 lb. tubs .advance 7/8
 20 lb. pails .advance 3/4
 15 lb. pails .advance 7/8
 5 lb. pails .advance 1
 8 lb. pails .advance 1
Smoked Meats
 Hams, 12 lb. av. 18 @18 1/2
 Hams, 14 lb. av. 18 1/2@17
 Hams, 16 lb. av. 15 1/2@16
 Hams, 18 lb. av. 16 @16 1/2
 Ham, dried beef sets 29 @30
 California Hams 13 @13 1/2
 Picnic Boiled Hams 19 1/2@20
 Boiled Hams 26 1/2@27
 Minced Ham 14 @14 1/2
 Bacon 18 @24

Sausages
 Bologna 12 @12 1/2
 Liver 9 1/2@10
 Frankfort 13 @13 1/2
 Pork 13 @14
 Veal 11
 Tongue 11
 Headcheese 10

Beef
 Boneless 20 00@20 50
 Rump, new 24 00@24 50

Pig's Feet
 1/4 bbls. 1 05
 3/4 bbls., 40 lbs. 2 10
 1/2 bbls. 4 25
 1 bbl. 8 50

Tripe
 Kits, 15 lbs. 90
 1/4 bbls., 40 lbs. 1 60
 3/4 bbls., 80 lbs. 3 00

Casings
 Hogs, per 1/2 35
 Beef, rounds, set 18@20
 Beef, middles, set 80@85
 Sheep, per bundle 85

Uncolored Butterline
 Solid Dairy 12 @16
 Country Rolls 12 1/2@18

Canned Meats
 Corned beef, 2 lb. 4 65
 Corned beef, 1 lb. 2 40
 Roast beef, 2 lb. 4 65
 Roast beef, 1 lb. 2 40
 Potted Meat, Ham Flavor, 1/4s 55
 Potted Meat, Ham Flavor, 1/2s 95
 Deviled Meat, Ham Flavor, 1/4s 55
 Deviled Meat, Ham Flavor, 1/2s 95
 Potted Tongue, 1/4s 55
 Potted Tongue, 1/2s 95

RICE
 Fancy 6 1/2@7
 Japan Style 5 @5 1/2
 Broken 3 1/2@4 1/4

ROLLED OATS
 Rolled Avena, bbls. 5 25
 Steel Cut, 100 lb. sks. 2 50
 Monarch, bbls. 4 95
 Monarch, 90 lb. sks. 2 35
 Quaker, 18 Regular 1 45
 Quaker, 20 Family 4 25

SALAD DRESSING
 Columbia, 1/2 pt. 2 25
 Columbia, 1 pint 4 00
 Durkee's, large 1 doz. 4 50
 Durkee's, small, 2 doz. 5 25
 Snider's, large, 1 doz. 2 35
 Snider's, small, 2 doz. 1 35

SALERATUS
 Packed 60 lbs. in box Arm and Hammer 3 00
 Wyandotte, 100 3/4s 3 00

SAL SODA
 Granulated, bbls. 80
 Granulated, 100 lbs. cs. 90
 Granulated, 36 pkgs. 1 25

SALT
Common Grades
 100 3 lb. sacks 2 60
 70 4 lb. sacks 2 40
 60 5 lb. sacks 2 40
 28 10 lb. sacks 2 25
 56 lb. sacks 40
 28 lb. sacks 20
Warsaw
 56 lb. sacks 26
 28 lb. dairy in drill bags 20
Solar Rock
 56 lb. sacks 26

Common
 Granulated, Fine 1 05
 Medium, Fine 1 10

SALT FISH
Cod
 Large, whole @ 9
 Small, whole @ 8 1/2
 Strips or bricks 9@13
 Pollock @ 5 1/2

Smoked Salmon
 Strips 9
Hallbut
 Strips 18
 Chunks 19

Holland Herring
 Y. M. wh. hoop bbls. 10 50
 Y. M. wh. hoop 1/2 bbls 5 50
 Y. M. wh. hoop kegs 65
 Y. M. wh. hoop Milchers 65
 Standard, bbls. 8 75
 Standard, 1/2 bbls. 4 63
 Standard, kegs 54

Trout
 No. 1, 100 lbs. 7 50
 No. 1, 40 lbs. 2 25
 No. 1, 10 lbs. 90
 No. 1, 2 lbs. 75

Mackerel
 Mess, 100 lbs. 15 00
 Mess, 40 lbs. 6 50
 Mess, 10 lbs. 1 70
 Mess, 8 lbs. 1 45
 No. 1, 100 lbs. 14 00
 No. 1, 40 lbs. 6 10
 No. 1, 10 lbs. 1 60

Lake Herring
 100 lbs. 4 25
 40 lbs. 2 10
 10 lbs. 62
 8 lbs. 54

SEEDS
 Anise 14
 Canary Smyrna 7 1/2
 Caraway 10
 Cardomom, Malabar 1 20
 Celery 50
 Hemp, Russian 5
 Mixed Bird 5
 Mustard, white 8
 Poppy 9
 Rape 5 1/2

SHOE BLACKING
 Handy Box, large 3 dz. 3 50
 Handy Box, small 1 25
 Bixby's Royal Polish 85
 Miller's Crown Polish 85

SNUFF
 Scotch, in bladders 37
 Maccaboy, in jars 35
 French Rapple in jars 43

SODA
 Boxes, per 1/2 5 1/2
 Kegs, English 4 1/4

SPICES
Whole Spices
 Allspice, Jamaica .9@10
 Allspice, lg Garden @11
 Cloves, Zanzibar @22
 Cassia, Canton .14@15
 Cassia, 5c pkg. dz. @25
 Ginger, African @ 9 1/2
 Ginger, Cochin @14 1/2
 Mace, Penang @70
 Mixed, No. 1 @17
 Mixed, No. 2 @16
 Mixed, 5c pkgs. dz. @45
 Nutmegs, 70180 @30
 Nutmegs, 105-110 @25
 Pepper, Black @15
 Pepper, White @25
 Pepper, Cayenne @22
 Paprika, Hungarian

Pure Ground in Bulk
 Allspice, Jamaica @12
 Cloves, Zanzibar @29
 Cassia, Canton @20
 Ginger, African @17
 Mace, Penang @75
 Nutmegs @35
 Pepper, Black @19
 Pepper, White @27
 Pepper, Cayenne @24
 Paprika, Hungarian @45

STARCH
Corn
 Kingsford, 40 bs. 7 1/4
 Muzzy, 20 lb. pkgs. 5 1/4
Kingsford
 Silver Gloss, 40 lb. 7 1/4
 Muzzy, 40 lb. pkgs. 5
Gloss
 Argo, 24 5c pkgs. 90
 Silver Gloss, 16 3lbs. 6 1/2
 Silver Gloss, 12 6lbs. 8 1/4
Muzzy
 48 lb. packages 5
 16 3lb. packages 4 7/8
 12 6lb. packages 6
 50lb. boxes 3

SYRUPS
Corn
 Barrels 27
 Half barrels 29
 Blue Karo, 2 lb. 1 80
 Blue Karo, 2 1/2 lb. 2 30
 Blue Karo, 5 lb. 2 25
 Blue Karo, 10 lb. 2 15
 Red Karo, 1 1/2 lb. 3 60
 Red Karo, 2 lb. 2 15
 Red Karo, 2 1/2 lb. 2 55
 Red Karo, 5 lb. 2 40
 Red Karo, 10 lb. 2 50

Pure Cane
 Fair 16
 Good 20
 Choice 25

TABLE SAUCES
 Halford, large 3 75
 Halford, small 2 25

TEA
Uncolored Japan
 Medium 20@25
 Choice 28@33
 Fancy 35@45
 Basket-fired Med'm 28@30
 Basket-fired, Choice 35@37
 Basket-fired, Fancy 38@45
 No. 1 Nibs 30@32
 Siftings, bulk 9@10
 Siftings, 1 lb. pkgs. 12@14

Gunpowder
 Moyune, Medium 28@33
 Moyune, Choice 35@40
 Moyune, Fancy 50@60
 Ping Suey, Medium 25@30
 Ping Suey, Choice 35@40
 Ping Suey, Fancy 45@50

Young Hyson
 Choice 28@30
 Fancy 45@55

Oolong
 Formosa, Medium 25@28
 Formosa, Choice 32@35
 Formosa, Fancy 50@60

English Breakfast
 Congou, Medium 25@30
 Congou, Choice 30@35
 Congou, Fancy 40@60
 Congou, Ex. Fancy 60@80

Ceylon
 Pekoe, Medium 28@30
 Dr. Pekoe, Choice 30@35
 Flowery O. P. Fancy 40@50

TOBACCO
Fine Cut
 Blot 1 45
 Bugle, 16 oz. 3 84
 Bugle, 10c 11 00
 Dan Patch, 8 and 16 oz. 32
 Dan Patch, 4 oz. 11 52
 Dan Patch, 2 oz. 5 76
 Fast Mail, 16 oz. 7 80
 Hiawatha, 16 oz. 60
 Hiawatha, 5c 5 40
 May Flower, 16 oz. 9 36
 No Limit, 8 oz. 1 80
 No Limit, 16 oz. 3 60
 Ojibwa, 8 and 16 oz. 40
 Ojibwa, 10c 11 10
 Ojibwa, 5c 1 85
 Petoskey Chief, 7 oz. 2 00
 Petoskey Chief, 14 oz. 4 00
 Peach and Honey, 5c 5 76
 Red Bell, 16 oz. 3 96
 Red Bell, 8 foil 1 98
 Sterling, L & D 5c 5 76
 Sweet Cuba, canister 9 16
 Sweet Cuba, 5c 5 76
 Sweet Cuba, 10c 95
 Sweet Cuba, 1 lb. tin 4 50
 Sweet Cuba, 1/2 lb. foil 2 25
 Sweet Burley, 5c L&D 5 76
 Sweet Burley, 8 oz. 2 45
 Sweet Burley, 16 oz. 4 90
 Sweet Mist, 1/2 gro. 5 70
 Sweet Mist, 8 oz. 11 10
 Telegram, 5c 5 76
 Tiger, 5c 6 00
 Tiger, 25c cans 2 40
 Uncle Daniel, 1 lb. 5 22
 Uncle Daniel, 1 oz. 5 22

Plug
 Am. Navy, 16 oz. 32
 Apple, 10 lb. butt 38
 Drummond Nat. Leaf, 2 and 5 lb. 60
 Drummond Nat. Leaf per doz. 96
 Battle Ax 32
 Brazer, 6 and 12 lb. 30
 Big Four, 6 and 16 lb. 32
 Boot Jack, 2 lb. 90
 Boot Jack, per doz. 96
 Bullion, 16 oz. 46
 Climax Golden Twins 48
 Climax, 14 1/2 oz. 44
 Climax, 7 oz. 47
 Days' Work, 7 & 14 lb. 38
 Creme de Menthe, lb. 62
 Derby, 5 lb. boxes 28
 5 Bros., 4 lb. 66
 Four Roses, 10c 90
 Gilt Edge, 2 lb. 50
 Gold Rope, 6 & 12 lb. 58
 Gold Rope, 4 & 8 lb. 58
 G. O. P., 12 & 24 lb. 40
 Granger Twist, 6 lb. 46
 G. T. W., 10 lb. & 21 lb. 36
 Horse Shoe, 6 & 12 lb. 43
 Honey Dip Twist, 5&10 45
 Jolly Tar, 5 & 8 lb. 40
 J. T., 5 1/2 & 11 lb. 40
 J. T., 5 1/2 & 11 lb. 35
 Keystone Twist, 6 lb. 45
 Kismet, 6 lb. 48
 Maple Dip, 20 oz. 28
 Merry Widow, 12 lb. 32
 Nobby Spun Roll 6 & 3 58
 Parrot, 12 lb. 32
 Patterson's Nat. Leaf 93
 Peachey, 6-12 & 24 lb. 41
 Picnic Twist, 5 lb. 45
 Piper Heidsick, 4 & 7 lb. 69
 Piper Heidsick, per doz. 96
 Polo, 3 doz., per doz. 48
 Redicut, 1 1/2 oz. 38
 Scrapple, 2 & 4 doz. 48
 Sherry Cobbler, 8 oz. 32
 Spear Head, 12 oz. 44
 Spear Head, 14 1/2 oz. 44
 Spear Head, 7 oz. 47
 Sq. Deal, 7, 14 & 28 lb. 30
 Star, 6, 12 & 24 lb. 43
 Standard Navy, 7 1/2, 15 & 30 lb. 34
 Ten Penny, 6 & 12 lb. 35
 Town Talk, 14 oz. 31
 Yankee Girl, 12 & 24 lb. 31

Scrap
 All Red, 5c 5 76
 Am. Union Scrap 5 40
 Bag Pipe, 5c 5 88
 Cutlas, 2 1/2 oz. 26
 Globe Scrap, 2 oz. 30
 Happy Thought, 2 oz. 30
 Honey Comb Scrap, 5c 5 76
 Honest Scrap, 5c 1 55
 Mail Pouch, 4 doz. 5c 2 00
 Old Songs, 5c 5 76
 Old Times, 1 1/2 gro. 5 50
 Polar Bear, 5c 1/4 gro. 5 76
 Red Band, 5c 1/4 gro. 5 76
 Red Man Scrap, 5c 1 42
 Scrapple, 5c pkgs. 48
 Sure Shot, 5c 1-6 gro. 5 76
 Yankee Girl Scrap 2oz. 5 76
 Pan Handle Scrap 1/4gr. 5 76
 Peachy Scrap, 5c 5 76
 Union Workman, 2 1/4 6 00

Smoking
 All Leaf, 2 1/2 & 7 oz. 30
 BB, 3 1/2 oz. 6 00
 BB, 7 oz. 12 00
 BB, 14 oz. 24 00
 Bagdad, 10c tins 11 52
 Badger, 3 oz. 5 04
 Badger, 7 oz. 11 52
 Banner, 5c 5 76
 Banner, 20c 1 60
 Banner, 40c 3 20
 Belwood, Mixture, 10c 94
 Big Chief, 2 1/2 oz. 6 00
 Big Chief, 16 oz. 30

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Soap, and various household goods.

13

Table with 2 columns: Item Name and Price. Includes categories like Pilot, Soap, and various household goods.

14

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Mop Sticks, Pails, and various household goods.

15

Table with 2 columns: Item Name and Price. Includes categories like BAKING POWDER, ROYAL, CIGARS, COFFEE, SOAP, and various household goods.

16

Advertisement for White House Coffee, featuring an image of a coffee tin and text describing the product.

17

Table with 2 columns: Item Name and Price. Includes categories like German Mottled, Proctor & Gamble Co., Swift & Company, and various household goods.

Advertisement for Fitzpatrick Brothers' Soap Chips, featuring an image of a soap box and text describing the product.

Advertisement for American Seating Company, featuring an image of a chair and text describing their public seating for all purposes.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—Stock of merchandise in exchange for 100 acres unimproved land on east side of Pine Lake, eight miles from Lansing, Michigan, on Owosso inter-urban, cars stop on land, price \$3,500. Also 25 acres (30 lots) on east shore of Pine Lake, Lansing's only resort, together with furnished cottage and \$250 launch, value \$4,500. Lots at Pine Lake selling from \$250 to \$400. A. M. Robson, Box 185, Lansing, Michigan. 390

Special sales conducted to reduce or close out stocks entirely. Greene Sales Co., Jackson, Michigan. 387

For Sale—On account of sickness, a good clean shoe stock with repairing in connection, near Grand Rapids. Will rent or sell building. Address K. W., care Michigan Tradesman. 386

Small stock of merchandise wanted. Must be cheap. Greene Sales Co., Jackson, Michigan. 388

For Sale—\$1,000 stock clean dry goods, shoes, furnishings, good Upper Peninsula town. Best offer. A. Greene, Rudyard, Michigan. 389

For Sale—The only \$2 per day hotel in city of 11,000 population. Doing a fine business. Thirty-six guest rooms, sixty rooms in all. Long lease and cheap rent. Good stock on hand. For particulars address W. D. F., care Michigan Tradesman, Grand Rapids, Michigan. 385

For Sale—Leading department store in village 2,000, best advantages in State. Best stock, building, location and business in town. Exclusive sale of best manufactured lines. About \$10,000 required. Address Gee & Salisbury, Plainwell, Michigan. 384

Will sell my stock of groceries and notions, worth \$2,200, for \$2,000. Or, will inventory and give 10% discount on goods. Good business town. Can reduce stock if necessary. Write Lock Box 36, Laingsburg, Michigan. 382

For Sale or Exchange—Cash grocery and hardware for dwelling or small farm near town. J. N. Douglas, Belvidere, Ill. 381

Wanted—To hear from owner of good general merchandise store for sale. State lowest cash price. Western Sales Agency, Minneapolis, Minn. 380

Are manufacturing Hoover disc grinder and Hoover axle set, both of which will eventually be in every blacksmith shop. Want local representatives to handle on commission and manufacturer's agent to place with their salesmen. Patents for both of these also for sale. Address The Hoover Manufacturing Co., Beloit, Kansas. 379

Best grocery and dry goods store in country town, in the best farming country in Michigan. Located on P. M. railroad, about thirty miles from Grand Rapids, southeast. Cheap rent, no delivering. No trade. Inventory about \$4,000. Will cut down stock to suit purchaser. Address No. 378, care Tradesman. 378

For Sale—Good paying, well established business, right in Grand Rapids; new and second-hand stock, fixtures and autos; big bargain for cash; might exchange for farm. Kintz, 400 Leonard St., W., Citz. 38682, Grand Rapids, Michigan. 377

"Safety First" is the great slogan of the present day. This even applies to every form of retail business. My business is to conduct special sales on stocks of merchandise, no matter where located. Merchants who have investigated and want to be safe, employ my personal services on stock reduction, going out of business, dissolution, money-raising—in fact, any form of sale. I employ only clean and upright methods and have a personal endorsement that is unequalled. Wholesale references gladly furnished. Write me for advice to-day. Be safe with your next sale. W. G. Montgomery, Hotel Ste. Claire, Detroit, Michigan. 376

For Sale—Wagon repair shop with band saw jointer and rip saw, stock and tools. Only shop in town of 2,000. David Blesath, Birmingham, Michigan. 375

For Trade—123 acres of land in one of the richest valleys in Idaho, all improved, 100 acres in cultivation and some cash for a stock of merchandise. Give description and amount of stock and fixtures in first letter. Address Owner, 820 Ellis Ave., Boise, Idaho. 369

For Sale or Exchange—Business property in small town on railroad, within nine miles of county seat, used as general store paying \$25 per month rental. Frame building and two lots, price \$3,500. At least 1-3 cash, balance on time or trade for clear or lightly encumbered property. Address A. G. Collins, Hebron, Neb. 374

For Sale or Exchange—A large clean, up-to-date stock of furniture, rugs, undertaker's complete outfit, including new funeral car, caskets, etc., all located in one of the largest and best equipped furniture rooms, (44 x 110 feet) in Eastern Nebraska, in city of near 2,000 population, on two main lines of railroad in beautiful and wealthy agricultural community. Building new brick, with 60 ft. of plate glass frontage. If absolutely necessary, may consider part trade by way of clear or lightly encumbered, well improved farm property. Stock, fixtures and funeral car, invoice about \$8,500. Real estate \$10,000, with \$3,000 encumbrance. Address A. G. Collins, Hebron, Neb. 372

Wanted—To buy a good mercantile business, hardware preferred, about \$10,000. Give full particulars. S. Johnson, P. O. Box 24, Detroit. 371

For Sale—A live shoe store in a live town. Stock about \$6,000, central location; moderate rental; satisfactory reason for selling; details on application. H. Cain & Co., Elkhart, Ind. 370

For Sale, Exchange or Rental—Best business corner in city of near 2,000 population. Building, three stories, brick, 27 x 100 ft., comparatively new, encumbrance \$7,000. Price \$20,000. Room first floor, 100 x 27 ft., suitable for any kind of business. Rental \$60 per month. Address A. G. Collins, Hebron, Neb. 373

For Sale—General merchandise store, one mile from Portsmouth, Ohio. Enquire of Box 131, Fullerton, Ky. 368

For Sale—A farm with a railroad flag station and siding upon it. A store building and a potato warehouse. Good farm buildings. 433 acres of land, over 150 acres under improvement with all necessary farm implements. A splendid opportunity for anyone who wants to combine farming with a country store. Age and failing health cause for sale. For price and terms, address H. W. M., care Tradesman. 367

For Sale—160 acres fine clay loam farm, 1 1/2 miles from R. R. station, Custer, Mason county, Michigan, 115 acres under cultivation, all free from stumps, balance not cleared; one ten-room house built six years ago. One five-room house in good order. One barn 40 x 96. One granary 16 x 24, tool shed, corn crib, chicken coop, ice house, wood shed, wind mill, cistern, fine roads. Price \$11,000, one-half cash, balance terms. Reason for selling sickness and other business. Alfred Peterson, 406 So. James St., Ludington, Michigan. 364

Party or company having money to invest in timber lands, and wish to associate themselves with an A. No. 1 timber and lumberman, address No. 365, care Tradesman. 365

For Sale—At a sacrifice, millinery and ladies' furnishings, growing town, 20 miles from Grand Rapids; owner going West. Postoffice Box 117, Wayland, Michigan. 349

For Sale—Stock of general merchandise, inventory about \$2,000. Business runs from \$1,200 to \$1,500 per month. Located in a good farming country. Address No. 350, care Tradesman. 350

For Sale—Stock of dry goods, furnishings and groceries. Invoices about \$5,000. New, clean stock. Cash trade. Sales about \$20,000 annually. Address Lock Box 188, Union City, Michigan. 351

For Sale—Variety Store in one of the best towns in Southern Michigan. Good clean stock, for a quick sale in the next few weeks will sacrifice. Doing better than \$1,200 per month, with a good prospect for more business. Best of reasons for selling. Address A. B. C., care Michigan Tradesman. 354

Fine location for dry goods or general store. University town, altitude 1,400 feet, 8,000 people. No malaria. Healthy climate. Good water, rich country, large trade territory. Frisco Railroad. A. B. Stone, Fayetteville, Ark. 357

Small stock women's and children's underwear, furnishings, notions and piece goods, to exchange for men's and boys' clothing, furnishings or for stock of shoes. E. C. Greene & Co., Jackson, Michigan. 358

Turkish bath house and barber shop for sale cheap; must sacrifice, account other business; downtown location in Detroit. Further particulars write C. Hagerly, 56 Calumet, Detroit, Michigan. 359

For Sale—One Indian Motorcycle, 7 H. P., write for photograph and particulars. G. H. Bowen, Saranac, Michigan. 353

Small grain elevator, coal, feed and flour business. C. E. Emery, Forest, Ohio. 301

For Sale—A well located stock of general merchandise in a good town of 1,500, located in Eastern Michigan. About \$5,000 invested. Snap. Address No. 342, care Michigan Tradesman. 342

Only bazaar stock in town of 1,000 inhabitants. Will invoice about \$1,600. Reason for selling, ill health. Address 355, care Tradesman. 355

Wanted—Good general store in small town on railroad. No run-down non-paying business wanted at any price. One where owner wishes to retire and can take security for payment wanted. To such an owner I will make a proposition and furnish first-class references as to character and business ability. Address No. 360, care Tradesman. 360

For Sale—Stock of groceries and eight-room modern home. Double storeroom. Best location in the city. Address J. A. Erickson, Greeley, Colo. 345

Vein four feet thick; soft coal; 640 acres; good title; price reasonable. Will sub-divide. Arlitt, Box 351-JJ, Austin, Texas. 340

For Sale—General line of hardware, stoves, sash, doors, etc., in village of 1,200, Montcalm county, Michigan. Stock will inventory about \$9,000. Annual sales \$30,000. No agencies need apply. Best reasons for selling. Address No. 338, care Michigan Tradesman. 338

For Sale—Good clean stock of shoes in town of 500 in Central Michigan. Stock will inventory about \$4,000; only one other small shoe stock in town; best of reasons for wanting to sell. For further particulars write Lock Box C, Byron, Michigan. 336

Excellent opportunities for the following stores to be opened in town 500 in Central Michigan: Dry goods store, drug store, bazaar store. For further information address No. 337, care Tradesman. 337

For Sale—Stock general merchandise in good farming community on P. M. Cheap for cash or good security. Good reason for selling. Address No. 334, care Tradesman. 334

For Rent—Store building. Good location for clothing or department store, in a live Michigan town. Address No. 328, care Tradesman. 328

For Sale—Meat market, only market in country town of 600. A moneymaker. A good one. For particulars write 161 Hague Ave., Detroit, Michigan. 316

For Sale—Hardware in good live town in Central Michigan, invoices about \$4,000. Good chance for someone to make safe investment. If interested it will pay you to investigate. Address No. 327, care Tradesman. 327

Exchange—Men's and boys' clothing and gents' furnishings (six months old) for shoes. A. & B. Leach, 248 Gratiot Ave., Detroit, Michigan. 321

For Sale—General store in inland town, fine farming country. Stock invoicing \$2,000, mostly new. L. E. Quivey, Fulton, Michigan. 320

Meat market, tools, fixtures, ice house and ice; only one here, good trade. Cheap if taken at once. C. S. Waters, Bannister, Michigan. 295

Variety Stock—Best deal in Western Michigan for the money. Invoice about \$4,000. Will sell at once for \$2,700. Address No. 276, care Tradesman. 276

For Sale—An up-to-date bakery and confectionery store. Doing large business. Address No. 281, care Tradesman. 281

Shoes—We buy any kind of shoe stock, large or small, for cash. Also furnishing and dry goods stocks. Detroit Mercantile Co., 345 Gratiot Ave., Detroit, Michigan. 257

For Sale Cheap—Full size Universal adding machine with stand. In first-class condition. Apply C. P. Co., this office. 260

Fine residence property in Frankfort, Michigan, to exchange for merchandise. Address No. 271, care Tradesman. 271

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 203

Note head, envelopes or cards, prepaid; 75c for 250; \$1.90 per 1,000. Autopress, Wayland, Mich. 65

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 204

If you are interested in selling or buying a grocery or general stock, call or write E. Krusenga, c-o Musselman Grocer Company, Grand Rapids, Michigan. 154

Large list free, farms and business chances, or \$50 selling proposition. Pardee, Traverse City, Michigan. 190

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

Notice—For closing out or reducing stocks of merchandise, get our proposition and compare with others. Merchants Auction Co., Reedsburg, Wis. 137

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

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

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

Free for six months, my special offer to introduce my magazine "Investing for Profit." It is worth \$10 a copy to anyone who has been getting poorer while the rich, richer. It demonstrates the real earning power of money and shows how anyone, no matter how poor, can acquire riches. Investing For Profit is the only progressive financial journal published. It shows how \$100 grows to \$2,200. Write now and I'll send it six months free. H. L. Barber, 433, 23 W. Jackson Blvd., Chicago. 448

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

HELP WANTED.

Wanted—Experienced traveling cap salesman to carry manufacturers' condensed line of men's and children's caps on a commission basis, through Michigan, Wisconsin and Minnesota. Samuel Serwer, 222 Greene St., New York City. 383

Wanted—A good window trimmer, card writer and interior decorator who is an experienced dry goods man and good salesman. Give full details. Dickey & Sons, Warsaw, Indiana. 348

Wanted—At once, lady clerk, experienced in dry goods, shoes, ready-to-wear, etc. Must have best of reference. Apply at once to Box 547, Hebron, Ill. 361

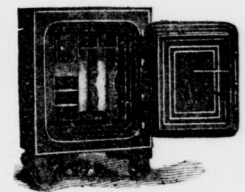
Wanted—First-class salesman, one who understands clothing, shoes and gents' furnishings thoroughly. Must be able to trim good windows. Good wages and steady position to the right party. Address A. Lowenberg, Battle Creek, Michigan. 330

Wanted—Clothing salesman to open an office and take orders for the best there is in tailoring. An active man is certain to establish a very lucrative business with this line. Write for information. E. L. Moon, General Agent, Columbus, Ohio. 591

SITUATIONS WANTED.

Position Wanted—As manager of grocery. Can furnish best of references. Address 265, care Tradesman. 265

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

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, July 13.—Now that Mr. Ford has arranged with President Wilson for better times, we look for business to make more rapid strides than heretofore.

Our Common Council is figuring on repaving Portage avenue, but it will be late in the fall before the speeders will be able to try out the new pavement, which is badly needed and will be greatly appreciated by the local autoists.

John Metzger, Mine Host and Mayor of the Shallows, is feeling highly elated over the new road which is now under course of construction, connecting the Shallows with the Soo and several new cottages are being put up in consequence. The Shallows is beginning to put on a metropolitan air. There are numerous wells being sunk by the cottagers and with the regular boat connections which are being carried on schedule time, affording the business men a pleasant opportunity to get back and forth each day, spending their evenings at the Shallows and back in time the next morning for their duties. Mr. Metzger is certainly deserving of great credit in the enterprise in which he has devoted many thousand dollars and personal attention to the comfort and enjoyment of the pleasure seeking public.

We notice that the Northwestern Railway officials, on a recent visit to Escanaba, were somewhat optimistic as to the future and do not look for any industrial panic in Cloverland. Although the ore business is slacker than usual at this time there is great activity in the farming districts of the West and Northwest, which will necessarily call upon the railroads to handle much heavier crops this year than for a number of years past. The officials express the belief that if the rate question is settled to the satisfaction of the railroad companies, many larger contracts for equipment will be placed.

The Rudyard Creamery reports a very liberal supply of cream coming in this year, enabling it to take care of more than its trade and is obliged to dispose of the excess which it has never had to arrange for before. This goes to show that the farmers are beginning to realize that it is better to sell the cream than to make their own butter and there is not near the amount of dairy butter being offered in this community this year that there was last year.

The Arnold passenger line steamer, Chippewa, made its first trip from Mackinac Island to the Soo last week with over 100 passengers, which is an unusually large traffic trip. The Chippewa will continue to make her daily trips until September, leaving Mackinac Island early in the morning and arriving here at 2:45 in the afternoon, where it will remain until 5:00 o'clock and then return to the Island. With this new schedule it gives the passengers an opportunity to make the round trip in one day and take in the sights of the Soo, which is more than they have been able to do in previous years.

The Postal Telegraph Company is moving a few doors north of its old location on Ashmun street into the building recently vacated by John Hengels. The company is making a number of improvements in its office equipment and Mr. Atchinson, local manager, states that when it is completed, the new office will be among the best in the city.

T. A. Leigh has accepted a position with the Cornwell Beef Co., as shipping clerk and manager of their warehouse department.

The many friends of R. J. Barry, the thriving merchant at Oakridge Park, conducting a grocery and general store, are pleased to learn that

he has been doing a very satisfactory business at Oakridge. Mr. Barry came from Pellston, where he was also engaged in the grocery business. This is Mr. Barry's second year at Oakridge Park and, being a natural hustler, he will soon be able to branch out on a much larger scale. "Nothing is cheap that you do not need."

A. Forrester, at one time a resident of the Soo, who moved away from here to look after his patent Log Leader, which now promises to be a winner, has returned. Mr. Forrester is now putting another invention on the market in the shape of a fire escape. During the 4th of July celebration here Mr. Forrester gave several demonstrations from the roof of the Adams building, which is six stories in height, letting himself down by a wire cable which he operates with his hands, stopping at any story while descending to take on a passenger or discharge one. Judging by the favorable comments made by the crowd of over 3,000 spectators Mr. Forrester has a good thing, which bids fair to putting him on easy street after getting the patent on the market. Mr. Forrester contemplates building the instruments at the Soo and will probably make his future home here.

W. R. Farr, who has been running the Albon meat market for the past few months, has closed his doors and is as yet undecided as to whether or not he will open up again.

Judge of Probate Chapman is having a problem to solve in reference to the boy question at the Soo at the present time. The Judge has had long experience in this line and says that the lust for adventure and excitement is born and bred in the modern youth, and to satisfy this craving some of the boys will commit little misdemeanors, such as robbing apple trees, chasing the neighbor's chickens, etc., which often leads to further development and more serious offenses, finally ending up in court. He attributes the stumbling blocks to boys seeking companions in the pool rooms, cigar stores and other hangouts. After learning to play for money in such games as "pea-pool" or "ten-cents-on-the-nine-ball," the boy is apt to get into debt, spending in excess of his wages or borrowing from his friends. This is the beginning of his downfall and the question now arising is how to better these conditions. While the Y. M. C. A. is working along this line, there is great need in other channels and it is hoped that the successful method will be worked out for the interest of the younger generation.

W. D. Foster, handling the Royal typewriter, office furniture, filing cabinets, etc., has opened up an office at 116 North Ashmun street.

We notice that the Commercial Club at Marquette is planning on a big booster's tour to Chicago in the near future. They expect to motor from the copper country, accompanied by boosters from Manistique, Menominee, Ishpeming, Negaunee, Escanaba, Crystal Falls and Iron Mountain. They expect to leave about July 22 and arrive at Milwaukee Thursday, July 23, where they will be the guests of the Chambers of Commerce of Milwaukee for the day and will be met at Chicago by the Board of Trade, which will furnish entertainment for the tourists. We are just a little bit sore here at the Soo, as there was no invitation extended to the Soo to participate in this delegation, although the Soo sent a large number of delegates on the Detroit boosters' excursion Sept. 19, 1911. This is hardly what they would have looked for had the Soo made the trip, as we should not have thought of making the boosters' trip of Cloverland without inviting the copper country to participate.

"Finish what you begin, and if you

think you cannot finish it, don't begin it."

Drummond Island is having its troubles with the liquor law violators. F. La Point was placed under arrest last week and brought to the Soo, for selling liquor without a license. He was able to furnish bail and is awaiting further developments.

The Soo Line Railway is having its trouble at North Escanaba. On account of the numerous holdups and attempts to murder the agent, they have decided to close the station at night. The ticket agent will now be accompanied by the street car crew to his home and will go to the station again in the morning with the street car crew to meet the east bound train, so as not to be alone at any time at the station during the hours of darkness. These are the plans decided upon at present. Arrangements will probably be made to have the passengers for Escanaba leave the Soo Line train at Gladstone and take a special street car to make connection on the C. & N. W.

The Escanaba Common Council is considering the adoption of the Nitrogen lamp lighting system. The new lamps will cost \$9 each and will use but one-half the current consumed by the arcs and give twice the light. Many of the other cities in Cloverland will watch the success of the Escanaba experiment with much interest and, if successful, may adopt a similar lighting system.

Fred Everling, one of our most popular young men, for several years office manager for the Soo Lumber Company, but of late in the insurance business here, has left for Roanoke, Virginia, where he expects to make his future home. Mr. Everling has made many friends while a resident here who regret his departure but wish him every success in his new field.

Wm. Howden, hay king of Cloverland, has outgrown his present quarters and is now erecting an office building on Spruce street. The material used is concrete blocks and the best part of it is that it is being constructed so that it can be moved if necessary.

The tourists, taking in the sights at the locks this year, are furnished with additional information as to the new developments that have been added to the place during the past week, as the employes on the locks have been seeing things of late in the line of a traveling menagerie and it was rumored that a live fox had dug a hole in one of the park embankments, near the Weitzel lock engine house, and would prowl around at night and play on the green. Owing to the fact that there is nothing but water to dring around the locks, it is somewhat difficult to discredit this report, and as numerous officers while on duty are firm in the belief that they have repeatedly seen the beast, there is much curiosity.

"Be cheerful and you will always be happy."

Charles Reiger, one of the Soo's most prominent patrolmen, put one over on some of his friends here last week, as it appears that Mr. Reiger failed to pay his dog tax and he was to be called into court and made to settle there, but, somehow or other, Mr. Reiger got wind of the plans and early the next morning he was on hand at the record's office, paid his dog tax and received his receipt, and when his warrant was served at 10 o'clock that morning, Mr. Reiger produced the receipt and had the laugh on the authorities. He has enjoyed several good cigars in consequence since and now stands in line for promotion for his shrewdness.

Frank Meeken, of Duluth, has accepted a position as foreman at the Connelly Harness Co. shop.

Rev. David Casler, of Easterday avenue, returned to the Soo last week from a visit with his mother in Springfield, Mass.

Glovie Gauthier, who is employed with the Chicago Mill & Lumber Co., at Neebish, spent Sunday in the city visiting relatives.

Kenneth Ferguson, son of Supt. E. E. Ferguson, formerly of this city, but now of Bay City, arrived in the city last week for a visit with friends.

The extreme heat during the past few weeks has been having its effects on the Soo, as the tourists are flocking in here as fast as trains will bring them. The Soo is the only place in the summer time and our hotels here are filled to their capacity.

Wm. Kirkbride of Pickford, was a business visitor in the city last week.

Secretary Dubridge of the "Y" here, returned last week from Chicago, bringing with him a new physical director to take charge of that branch of the work. Mr. Dubridge feels highly satisfied in his selection of Leonard Thompson, of Chicago, and Mr. Thompson comes highly recommended by many, including the State Secretary of the Minnesota association. He received most of his training and preparation in the school of Dr. Poole, of New York City, and since leaving school he has served two and a half years as assistant trainer at St. Paul. Mr. Thompson will move his family here about the latter part of August and make the Soo his future home. Mr. Dubridge, while at Chicago attended the "Y" summer school and convention and reports the largest and most successful convention ever held.

John McCarron, one of the best known residents of Chippewa county, died at his home in Donaldson last week, following a stroke of apoplexy. Mr. McCarron was born in Dunegan, Ont., in 1854, coming to Chippewa county about thirty-seven years ago and making his home here ever since. He is survived by a widow and ten children. His many friends extend their deepest sympathy to the bereaved.

James McDonald, passed away last week at the home of his daughter, Mrs. F. Bye, at Pickford. The deceased was born in Donnegal, Ireland, and when James was but three years old the family emigrated to New Brunswick, where he spent his early life. In 1886 Mr. McDonald with his family came to Michigan and took up a homestead five miles out of Pickford, where he lived until seven years ago when he retired from farming and came to Pickford to live.

"Patience is a necessary ingredient of Genius." William G. Tapert.

BUSINESS CHANCES.

Wanted—General stock merchandise, located in Northern Michigan. Inventory about \$2,500. Address X, care Tradesman. 391

For Sale—New clean stock men's clothing, paying business. Will reduce stock to suit buyer. Town 2,500. Good reason for selling. Address No. 392, care Tradesman. 392

For Sale—A splendid small jewelry store, well located in Detroit; low rent, good stock just like new; a real bargain. The Chas. A. Berkey Co., wholesale jeweler, 220 Woodward Ave., Detroit. 393

For Sale—Clothing stock in good city of 5,000. Has eight factories all running. Enquire of No. 394, care Michigan Tradesman. 394

For Sale or Trade—120, with crops, stock, machinery. Would consider clean merchandise. Also improved 40. Would trade for auto. Otis Gray, Hancock, Wis. 395

SITUATIONS WANTED.

All around department store young man with practical merchandising knowledge; strong advertiser; a business booster through original ideas; a hustler; for 10 years with big store and known many places as a result producer; at present conducting special advertising campaign for automobile factory; will be open for engagement about August 1; want to connect with some progressive store in Central States needing the services of a seasoned 34 year old worker who knows what to do to increase business; acquainted with practically all lines; knows the markets; supervisor of store arrangements and displays; rose from stock boy to general manager of half million dollar business; not a has been; not an experiment; not a low priced man either. Write L. Davis, temporary address, Box 395, Streator, Ill. 396

IMPERIAL BRAND

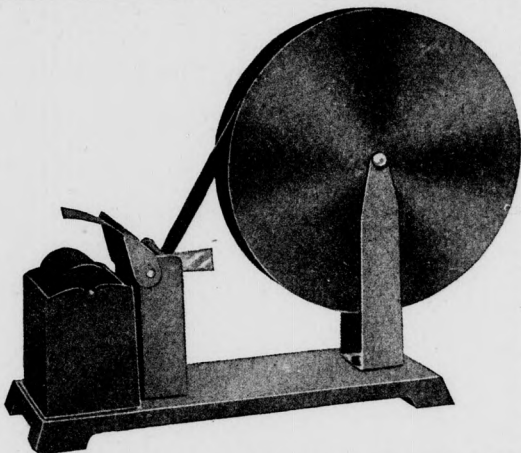
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Largest Line



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Superior Quality

Our Paris Green packed by our new American System.
Reliable dealers wanted.

Address Dept. T., CARPENTER-UDELL CHEM. CO., Grand Rapids, Mich.



The only sealer
that does not get
your fingers
sticky.

That always
holds the tape
firm and ready
to grasp.

Saves half expense in
doing up packages.

Makes nicer package.

Our customers are
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We ship by parcels
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and tapes.

Write for prices.

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SOMETHING MORE

THE chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.

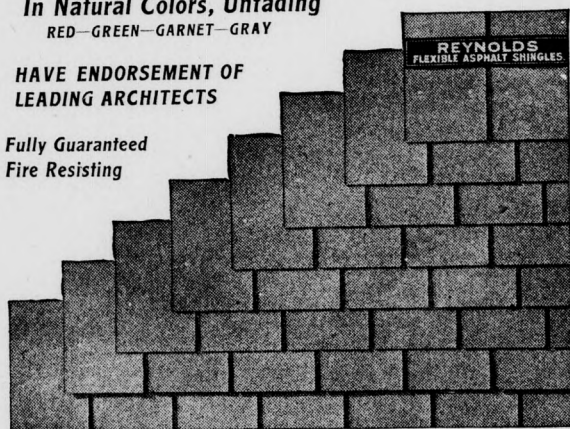
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RED—GREEN—GARNET—GRAY

HAVE ENDORSEMENT OF
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Years
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Beware of IMITATIONS. Ask for Sample and Booklet.
Write us for Agency Proposition.

H. M. REYNOLDS ASPHALT SHINGLE CO.

Original Manufacturer

GRAND RAPIDS, MICH.



GOOD FOR HIM!

"We want to emphasize the fact that we are pushing 'White House' because of our belief that it measures up to the high standard exacted by us and by our trade."

All good grocers FEEL the same way—even if they do not all as frankly admit the fact.

HOW ABOUT YOU?

Distributed at Wholesale by
Judson Grocer Co., Grand Rapids, Mich.

ENGRAVING AND WOOD

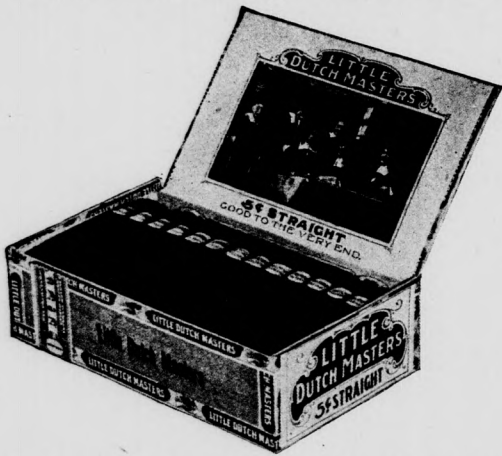
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of a mechanical na-
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are not only better
for printing and for
making electrotypes
but are cheaper than
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GRAND RAPIDS, MICHIGAN.

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory
Handled by All Jobbers Sold by All Dealers
Enjoyed by Discriminating Smokers



They are so good we are compelled to work to full capacity
to supply the demand

G. J. JOHNSON CIGAR CO.
GRAND RAPIDS

K C—BAKING POWDER—**K' C**

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PURE GOODS

Sold at an honest price
to consumer with full
profit to grocers.

Guaranteed to give perfect
satisfaction in every respect.

Retail price refunded on any
can returned.

CONTAINS NO ALBUMEN
(Sometimes Called White of Egg)

K C—BAKING POWDER—**K C**

It Pays to Stop Occasionally and Look Things Over



The fisherman who is too lazy to pull up his line occasionally
to see if his bait is allright, will eat salt pork for his supper.

The business man who does not keep a keen eye upon every
part of the commercial boat is more than liable to run up against
a snag some day that will wreck his craft.

Better, far better, to be overly careful than to be thought-
lessly negligent and full of regrets.

If when you leave your store at night you do not place your
books of account and valuable papers in
a dependable safe, you are, to say the least,
thoughtlessly negligent.

DO NOT DELAY BUT
WRITE US TO-DAY
FOR PRICES

Grand Rapids Safe Co.

Tradesman Building

Grand Rapids, Mich.

