

# MICHIGAN TRADESMAN

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Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 9, 1914

Number 1616

## The Land of the Pretty Soon

I know of a land where the streets are paved  
With the things which we meant to achieve;  
It is walled with the money we meant to have saved  
And the pleasures for which we grieve.  
The kind words unspoken, the promise broken,  
And many a coveted boon  
Are stowed away there in that land somewhere—  
The land of "Pretty Soon."

There are uncut jewels of possible fame  
Lying about in the dust,  
And many a noble and lofty aim  
Covered with mold and rust.  
And, Oh, this place, while it seems so near,  
Is farther away than the moon  
Though our purpose is fair, yet we never get there—  
To the land of "Pretty Soon."

The road that leads to the mystic land  
Is strewn with pitiful wrecks,  
And the ships that have sailed for its shining strand  
Bear skeletons on their decks.  
It is farther at noon than it was at dawn,  
And further at night than at noon.  
Oh, let us beware of that land down there—  
The land of "Pretty Soon."

Ella Wheeler Wilcox.

## Dreamers of Dreams

We are all of us dreamers of dreams;  
On visions our childhood is fed;  
And the heart of the child is undaunted, it seems,  
By the ghosts of dreams that are dead.

From childhood to youth's a span,  
And the years of our youth are soon sped;  
Yet the youth is no longer a youth, but a man,  
When the first of his dreams is dead.

There's no sadder sight this side the grave  
Than the shroud o'er a fond dream spread,  
And the heart should be stern and the eyes be brave  
To gaze on a dream that is dead.


'Tis as a cup of wormwood and gall  
When the doom of a great dream is said,  
And the best of a man is under the pall  
When the best of his dreams is dead.

He may live by compact and plan  
When the fine bloom of living is shed,  
But God pity the little that's left of a man  
When the last of his dreams is dead.


Let him show a brave face if he can,  
Let him woo fame or fortune instead,  
Yet there's not much to do but bury a man  
When the last of his dreams is dead.

W. H. Carruth.

## Shine Where You Are



Don't waste your time in longing  
For bright impossible things,  
Don't sit supinely yearning  
For the swiftness of angel wings;  
Don't spurn to be a rush light,  
Because you are not a star;  
But brighten some bit of darkness  
By shining just where you are.



There is need of the tiniest candle,  
As well as the garnish sun;  
The humblest deed is ennobled  
When it is worthily done;  
You may never be called to brighten  
The darkened regions afar;  
So fill, for the day, your mission  
By shining just where you are.

John Hay.



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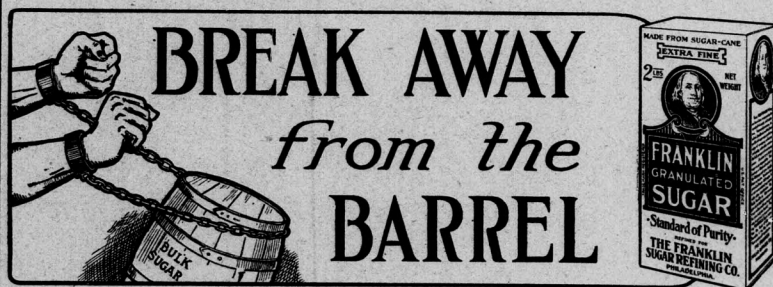
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GRAND RAPIDS

MICHIGAN



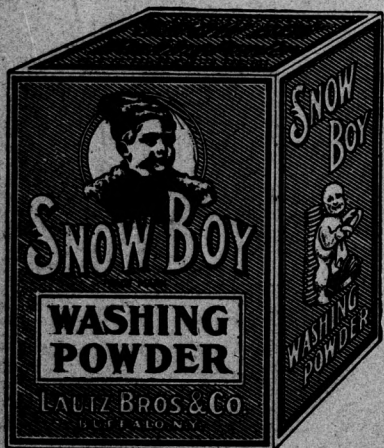
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F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.

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Yours very truly,

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



# MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 9, 1914

Number 1616

## SPECIAL FEATURES.

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### Gabbing Gleanings From Grand Rapids.

Grand Rapids, Sept. 8.—L. H. Fuller and wife, of Manistee, were in Grand Rapids for the fair Saturday. Mr. Fuller represents the National Biscuit Co. in Manistee and adjacent territory.

After the Industrial Exposition given by the U. C. T.'s a few months ago, the West Michigan Fair was pretty tame.

H. D. Hydorn, popular salesman for the Standard Oil Co. and Secretary-Treasurer for Grand Rapids Council, is now covering his territory with a new car furnished by his company.

At the last regular meeting of Grand Rapids Council, three well-known salesmen joined the fraternity. They are Arthur C. Chapman, Secretary and also a traveling representative of the Michigan Hearse and Buggy Co.; Jacob Ralph Berg, who represents the Valley City Candy Co. and Joe Myer, distributor of Grand Rapids Notion Co.'s lines. These men are favorably known in Western Michigan and Grand Rapids Council is glad to extend the right hand of fellowship to them.

The U. C. T. entertainments committee for the season 1914 and 1915 was appointed at the last regular meeting and are as follows:

- E. J. McMillan, Chairman.
- A. N. Borden.
- G. A. Clark.
- W. E. Lovelace.
- A. A. Peters.
- C. M. Lee.

In connection with the fraternal feature of the United Commercial Travelers, it is a well-known fact that members of the order are aided in a substantial way when in need of new positions. At present we have an opening for a good live member of the U. C. T. Any member out of a position will do well to communicate with Secretary H. D. Hydorn or Scribe W. E. Sawyer.

L. S. Pierson, member of Saintry City Council (St. Paul), was a guest of Grand Rapids Council last Saturday night. Mr. Pierson is proprietor of the Albion Hotel, at Albion.

Mr. and Mrs. Frank Hoss and daughter, Gladys, and Mr. and Mrs. Charles Bennett, of Lansing, motored over from the Capitol City and spent Sunday with Mr. and Mrs. A. F. Rockwell, 1422 Wealthy street. Messrs. Hoss and Bennett are prosperous merchants of Lansing, each conducting an up-to-date grocery store in that city.

The little town of Vicksburg is taking on the appearance of a prosper-

ous young city. This enterprising place is now having the main streets paved. The town also has a new up-to-date postoffice, with all the latest conveniences for handling mail and the parcel post business.

William Parkhurst, one of the pioneer merchant of Nunica, who conducts a successful general store at that place was a Grand Rapids fair visitor the first of the week.

The Brown & Sehler Co. had a very attractive display of its lines of merchandise at the Greater Michigan Fair and the sales force were called in to take charge of visiting customers. Among others these are some who called during fair time:

- E. Strassberger, Grass Lake.
- Wm. J. Helm, Vermontville.
- H. H. Snyder, wife and daughter, Climax.
- Z. J. Townsend and Silas Endsley, Nashville.
- E. J. Merrifield, Bloomingdale.
- F. Lattey, Hastings.
- Fred McLaughlin, Vermontville.
- Ed Twitchell, of Merrifield & Twitchell, South Haven.
- Morris Peck (Coloma Hardware Co.), Coloma.
- Henry Spayman, Martin.
- Isaac Van Dyke, Zeeland.
- M. D. Bunker, Conklin.
- Leonard Mastenbrook, Bowens Mills.

Our jovial friend, John D. Martin, denies the allegation that he participated in a melon contest at Benton Harbor while en route to Chicago, but in a letter he does admit acquiring a terrible headache in Chicago, the exact cause of which he leaves the reader to infer. Like all good loyal travelers, he appreciates the good fellowship which follows wearing the U. C. T. emblem and describes a typical travelers' picnic which he attended while on his vacation, as follows:

"I positively refute the accusation of entering a melon contest in Benton Harbor as your official assistant reported, but I do confess to being one of a party who participated in a melon feast. Now, my good friend, H. W. H., positively knows that a contest is of the nature that you stop at a given time or quantity. A feast is where you have so much before your eyes that you desire to covet all—the sailing was fine going, but coming back, my! such a headache. Just ask the Mrs. the first opportunity. She won't even go in the bath tub since the trip. I found out, and many others the same thing, that it certainly pays to wear a U. C. T. button. Going over on the boat some members of Northwestern Council came to see us and extended the hand of good fellowship. On arriving at Elgin, we again met members of Elgin Council and as was our good fortune it was the day before their annual picnic, and we were given a royal good time, Jess and his wife also being in the party. They held the picnic in Lord Park, named after the man who gave it to the city, and it is a very beautiful park of about 125 acres. They called at the noon hour and served dinner, then had a good line of games and sports. I tried to enter the fat man's race, but they barred me because I did not weigh enough and when the race for lean men was called I was again barred. I protested and wanted a middle

class race pulled off, but they told me just to keep on smoking and try to be pleasant to the ladies. I tried. Jess won the fat man's race. Finally it was announced there would be a sewing contest for the men—sewing a button on with a given number of stitches. I entered that, and thought sure I had a walk away, but gee! some of those Elgin fellows could sew buttons on faster that I could cut them off. After the games and sports were all over, the ladies served supper and we broke camp for home—the wind up of a mighty enjoyable day. Sunday some of the boys came up to Jess' home with their automobiles and took all to another park named Wing Park, named after the man who gave it to the city. It also contains about 125 acres and has free golf links and as fine running spring water as anyone ever drank. I drank some—I often drink water. I enjoyed the visiting with the members, both of the Northwestern and Elgin Councils, but good old No. 131 is always pretty good to me and the different fellows I met all admitted having heard much of the doings of Grand Rapids Council."

C. Boertje, of the firm of C. Boertje & Son, Beaverdam, returned last Wednesday from his several months' visit in the Netherlands. Mr. Boertje had several novel and exciting experiences in returning, his boat being stopped twice by British men of war and the officers questioned as to the nature of the cargo carried, the destination of the boat, etc. On both occasions the boat was allowed to proceed without being searched. He states that all able bodied men in the Netherlands have been called to the front to preserve the neutrality of Holland and that women and children, aided by old men, are tilling the soil and looking after the industries of the country. A fact not generally known is that Europe produces about 45 per cent. of the world's sugar supply. Mr. Boertje states that in Belgium, Austria and Germany, vast fields of sugar beets have been destroyed and that in the Netherlands, where the crop of sugar beets is very fine, the growers and manufacturers are fearful that they will be unable to refine the sugar this year, because the European war has caused a coal famine in the Netherlands. He states that before he left the Netherlands sugar sold at 23 cents per pound and butter at 80 cents. He states that all the good horses owned by the farmers were requisitioned by the government, while the poor ones were sent back to their owners. The Queen's agents appraise the value of all horses seized and the owner is compelled to be satisfied with the value placed upon his animals, for which he receives a check on the governmental treasury. He states it is costing Holland \$1,000,000 a day to preserve her neutrality. When asked how long he thought it would take Europe to recover from the effects of this war, he said if it ended at once he would say it would take fifty years to recover from it. This terrible conflict which is robbing Europe of the best of her toilers, because of the rapacious greed of the Kaiser, calls to mind the words of Henry Richard:

"Give me the money that has been

spent in war and I will purchase every foot of land upon the globe. I will clothe every man, woman and child in an attire of which kings and queens would be proud. I will build a schoolhouse on every hillside and in every valley over the whole earth; I will build an academy in every town and endow it; a college in every state and fill it with able professors; I will crown every hill with a place of worship, consecrated to the promulgation of the Gospel of peace; and will support in every pulpit an able teacher of righteousness, so that on every Sabbath the chime on one hill should answer to the chime on another round the earth's wide circumference; and the voice of prayer and the song of praise should ascend like a universal acclaim to heaven."

Will E. Sawyer.

### The Kaiser and the Almighty.

Saginaw, Sept. 8.—Being of German parentage, I sympathize with the Germans in the great struggle now in progress in Europe. But why so many Germans in America so rabidly espouse the German cause when it represents all that most Germans left Germany to escape from, is more than I can see.

Moreover, as a consistent member of the German Reformed church, it seems to me but a shade better than sacrilege for the Kaiser to continually refer to God as being with him in this crusade of murder and pillage. If the Kaiser is not responsible for this war, he certainly did nothing to prevent it. One can hardly believe that the venerable Franz Josef would have attacked Serbia without the sanction of the German Emperor. To me it seems as absurd to call upon God, the Prince of Peace, for aid in an avoidable war as it would be for a bank burglar to pray to the Lord for the power to murder the night watchman, blow open the safe, and make good his escape.

Otto Stuntz.

### Death of Furnishing Goods Salesman.

Saginaw, Sept. 7.—Napoleon Comeau suffered a sudden paralytic stroke yesterday afternoon in the lobby of the Hotel Schuch. He was removed to Saginaw General hospital, where he died at 10 o'clock last night without regaining consciousness. Little is known of him. He was 53 years of age and had been engaged some years ago in the clothing business at Au Sable. He later traveled for a men's furnishing house. During the past year he has lived at the Hotel Schuch. During this time he has been practically an invalid, although he was able to get around with a cane. His fatal attack was the third stroke.

### Voices the Sentiment of the Thoughtful.

Lake Ann, Sept. 8.—Your editorial comment on the Kaiser's war and its effect on the German people is, to my mind, a master stroke. I cannot but admire your frank, straightforward course, turning neither right nor left, but pushing ahead when in the right. In this, as in other matters, the Tradesman has voiced the sentiment of all honest, fairminded, thoughtful men. S. S. Burnett.

A man may be as old as he feels, but a woman is generally older than she thinks she looks.



## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 7.—A Crawford, formerly one of our leading grocers, who retired from business a short time ago after selling out to Haugh Bros., decided to take life easy for a while, purchasing a new auto. He had an unusual experience last week when he discovered one morning that his auto was conspicuous by its absence. After doing much detective work himself the matter was also reported to the police, who later in the day found the auto in one of the remote parts of the city where the thieves had to abandon the machine on account of the engine stalling. Mr. Crawford, while somewhat put out by the audacity of the thieves, feels very thankful that the motor did the proper thing at the right time. He has purchased a new padlock for his garage and is once more wearing a pleased expression.

The war times are having a marked effect upon some of the inhabitants in this vicinity, but John P. Connolly, proprietor of the Connolly Harness Manufacturing Co., here is feeling somewhat elated over his loss last week when he found that burglars had entered his place of business and took the contents of the cash register amounting to about \$17 and were satisfied to let it go at that, while they overlooked \$500 that had been locked up in the safe. Mr. Connolly says there is always something to be thankful for in this world.

Mrs. A. Trombley, wife of one of our popular jewelers, contributed a \$20 mesh purse containing about \$2 in currency to a highwayman on one of our main streets last week on her way home. The highwayman may have been a professional, as there was no argument put up at the time. He merely snatched the purse and was soon out of sight.

The commodious steamer North American arrived here last week with 400 Illinois bankers and their wives who were taking a lake cruise. They were a jolly lot. A novel feature of the cruise was the fact that the majority of those on the trip were of Scotch descent and were liberally equipped with bagpipes and many dressed in Scotch plaids and wearing Scotch Tam O'Shanter's of various descriptions. Had Kaiser William arrived, he would not have caused much more commotion. From the remarks made by Richard L. Crampton, Secretary of the association, while ashore, the visitors had one of the best times ever and stated that they expected to make the trip an annual affair.

The State Board of Equalization fixes the value of Chippewa county at \$17,500,000.

James Sinclair died at his home in Marquette last week after a long illness. The deceased had been associated with J. L. Lipsett for a number of years, being in the contracting business.

The telephone company is extending its lines to various parts of the city. The Government has a lookout station at Brush Point to which telephone connection will be made in the near future. This will give the people at The Shallows telephone service, which will be a great convenience to the resorters spending the summer at this famous resort.

The many friends of I. H. Battin, who for the past few years has been a local representative of the Standard Oil Company, traveling throughout the Upper Peninsula, with headquarters at the Soo, are sorry to learn that Mr. Battin and family have been transferred to Marinette, Wis. Mr. Battin was one of the best known men in the Upper Peninsula and the traveling fraternity will miss him

greatly. He was a man of exceptionally pleasing personality, over six feet in height and had a pleasing smile for all he came in contact with. He leaves for his new home with the best wishes for a bright and prosperous future.

J. Thompson, the new physical director for the Y. M. C. A., arrived this week and will take charge of the local gym. He has had eight years' experience in Minnesota and Kansas and the Soo is fortunate in getting him. It is hoped that he will be pleased with the work. Every assistance and encouragement will be given him by the members here.

The closing down of the steel plant in the Canadian Soo has thrown much labor out of employment and the city council is undecided as to what is best to do with the unemployed. It is hoped they will reach some decision whereby the necessary improvements on the streets and other public places will be made while the excess labor is to be had. Some of the members of the city council, in offering the resolution for cutting the salaries of the municipal employes, caused much comment, as there really is no cause for a reduction at this time and it was not considered a wise move, as the cost of living has been increased instead of reduced and such action would cause much hardship.

A merry company of traveling men, consisting of J. B. Melody, Swift's famous soap salesman, J. McKenzie the hustling salesman for the Carpenter-Cook Company, Charley Hass, the renowned representative of the National Biscuit Company, Frank Allison, pork salesman, and J. Merrifield, proprietor of our leading cigar industry, made a tour from here Friday in Mr. Hass's large touring car, taking in the Snows and surrounding country, stopping off en route at De Tour, where a private launch was waiting to take the party around Drummond Island. The crowd had much merriment along the road. Mr. Allison volunteered to furnish apples en route, but after succeeding in getting over a barbed wire fence, Frank found the apples were not as good as they looked from the road, which was a great disappointment to the remainder of the party. However, it looked for a while as if there would be an epidemic of cholera, but Charles Hass came to the rescue. After passing around Uneceda biscuits, the party was soon on easy street once more. Mr. Allison stated that he would stick to ripe tomatoes hereafter, as he has been making a specialty of tomatoes, having a commodious garden of his own.

H. Hauptli, general manager and salesman for S. & S. here, reports having an unusually busy week on his territory last week. According to his speedometer he walked only forty-eight miles during the entire week. This is unusual for Mr. Hauptli, who has a record of usually making 100 miles during the week overland on foot. Mr. Hauptli is going to take a vacation to-day, as he has received information from headquarters to take a day off, which he expects to spend fishing down the river.

Mackinac Island, which has been doing an unusually good business this year, had a few slack days last week, but is now filling up again with the hay fever tourists and from present indications there will be much activity for the next few weeks.

What might have been a serious accident was averted by the prompt action and keen hearing of T. A. Leigh last week, who was made a hero by saving the lives of C. O. Pregitzer, of this city, and J. F. Kennedy, of St. Paul. Mr. Kennedy, who was a visitor at the Cornwell Beef Co. was being shown through the plant by Mr. Pregitzer, and while inspecting the

freezer, the outer lock became detached and they were prisoners for nearly half an hour with the temperature at 5 degrees above zero and without being clothed accordingly. They had almost given up ever seeing the light of another day, the room being heavily insulated, and kicking at the door being their only means of communication with the outside world, which, finally, drew the attention of Mr. Leigh, who promptly made investigation and found the prisoners nearly frozen stiff. They were released just in the nick of time. Mr. Leigh is wearing a leather medal awarded him by the entombed men in consequence.

"Man wants but little here below, but he wants that little long."

Edward Bolender, one of our well-known barbers has sold out to Lester G. Burcham. Mr. Bolender has been in business here for the past twenty years, during which time he has made many friends and worked his business up to the highest standard. Mr. Bolender will leave with his family for Canton, Ohio, where he contemplates purchasing another barber shop. While their departure is deeply regretted, their many friends wish them every success in their new enterprise. Mr. Burcham, the new owner here, is well known as one of the best barbers in the city.

September 22 Pomona Grange convention will hold its regular meeting, when matters of importance will be discussed. One of the subjects to be brought up at this meeting is the "Ways and Means for Effectively Financing County Organization for the Employment of a County Agent." This is a matter of much importance and a very interesting discussion is looked for.

Next Tuesday the qualified electors of Brimley will vote to incorporate Brimley into a village. The proposed charter has been approved by Governor Ferris, which will be voted upon at this time.

In the annual report of traffic through the canals at Sault Ste. Marie, Michigan and Ontario, the total amount of tonnage of August is practically the same as that of July. During the month of July 8,830,256 tons passed through the canals, while the increase for August was 104,730 tons. This shows that the war has had no telling influence on shipping on the Great Lakes in spite of predictions that it would surely cause a standstill.

William G. Tapert.

## "Worthy of No Little Praise."

Petoskey, Sept. 8—I happened to see in your paper of Sept. 2 an editorial referring to Henry Ford, of the Ford Motor Co., of Detroit, as an undesirable business man for the community. I feel that a word in his defense is not at all out of place. Even if he does sell a car which is low in price and within the reach of the poorer classes, is it not true that his cars are worth the price when compared to other much higher priced cars? I know that if this is all the credit that could be bestowed upon him it would not be much, but when a man is self sacrificing enough to divide with his employes \$10,000,000 in profits in one year—and this is exceptional with large business men, I think—he is worthy of no little praise. This, of course, is only a personal opinion. S. A. Lane.

Detroit—The National Motor Appliance Co., manufacturer and dealer in automobiles, automobile appliances and accessories, has been incorporated with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed, \$1,300 paid in cash and \$18,700 in property.

## Thirty-six Tested Principles of Business.

John Wanamaker has what he calls a store chain which enables him to make his stores in New York and Philadelphia, Sure, Secure and Stable. The links of this chain are as follows:

1. Stability
2. Strength
3. Reliability
4. Integrity
5. Knowledge
6. Experience
7. Perseverance
8. Confidence
9. Thoroughness
10. Enterprise
11. New System
12. Recall and Refund
13. Accuracy
14. Truth
15. Straightforwardness
16. Progress
17. Originality
18. Humanism
19. Courtesy
20. Safe Structure
21. Convenience
22. Education
23. Service
24. Concentration
25. Personification
26. Ideals
27. Resolution
28. Dignity
29. Foresight
30. Orderliness
31. Courage
32. Industry
33. Application
34. Clarity
35. Economy
36. Justice

## In the Wrong Pew.

John Dietrich (G. J. Johnson Cigar Co.) was talking with a Dutch Master's customer in Indianapolis recently when an apoplectic little man pounded the counter with his apoplectic little fist.

"I have never dealt here before and I'll never deal here again he shouted. "The management is rotten. You have nothing, nothing! I'll try once more. Have you any tomatoes?"

"No, sir; sorry, sir," replied the clerk.

"What? Not even in cans?"

"Not even in bottles."

The apoplectic little man crushed his hat down farther on his head and bit his moustache until the blood came. He consulted the list in his hand.

"I'll give you another chance. Have you any potatoes? Think carefully now!"

"Not a potato in the place," said the clerk, apologetically.

"Ye gods! Well, I'll give you one more chance. I'd like to see the end of this. Have you any sugar?"

"Not a grain, sir. Sorry, sir."

The apoplectic little man sat down on a stool and let his list flutter to the floor.

"And you call this a grocery store?" he said, tauntingly.

"No, sir," corrected the clerk mildly.

"This is a cigar store."

The apoplectic little man rolled off the stool in a fit.

A Young Men's Business Association has been formed at Sandusky to promote the town's interests.



## REFUSING CREDIT.

## An Unpleasant Feature of the Credit System.

Written for the Tradesman.

The merchant who grants credit must also refuse credit. He must if he would do a safe business. But refusing credit is not a pleasant task. Sometimes the after effects of a refusal are decidedly unpleasant. This is one reason why it is not always done when the merchant feels that he ought to do so. The refusal seldom closes the incident as is the case in the performance of some disagreeable duties. Nor does the refusal always preclude the possibility of loss, which is the primary reason for every refusal of credit. It is often a perplexing problem which will lose the merchant most, to refuse or to grant credit. The applicant may obtain credit elsewhere and prove a satisfactory customer, or being compelled to pay cash will deal with the merchant who refused him only when absolutely necessary. He or she ever after maintains an unfriendly attitude, and possibly influences others against the store. Profit on trade lost as a result of a refusal might equal or excel the loss on a bad account which the merchant sought to forestall.

Granting credit forces upon the merchant burdens in addition to those he carries for his credit customers. The latter are considered great and sometimes grievous. The merchant must devote time, study and perhaps money to determine whether credit may be safely granted to prospective customers. He must handle requests for credit with care and kindness. He needs to be a good judge of human nature—keen to discern between the desirable and undesirable customers. He must be prompt to give an answer and yet not hasty.

Not every undesirable credit customer may be refused. The good will of one who may have to be coaxed, prodded or watched for opportune moments to collect accounts may be worth considerable. Relationships and social connections have to be considered. If one whose trade is large and constant is trusted some one else must not be refused although because of delays, disappointments or some other features their trade yields no real profit.

In some cases people who are honest, industrious, and provident are by unusual combinations of circumstances unable to pay for what they need. They cannot borrow money and as a last resort ask for credit. If strangers to the merchant he must be as careful not to offend as he is to protect his interests. Timidity, tokens of poverty, inability to promise positively to pay at a certain time need not count against them. Rather beware of the self-confident, well-dressed, well-fed applicant, ever ready with apparently good reasons for asking credit and sure of his ability to pay soon or at stated times.

In refusing credit the merchant must school himself to do so kindly, as well with old offenders with whom his patience has ceased to be a vir-

tue, as with the stranger against whom nothing is surely known. Many an applicant for credit does not realize the annoyances, disappointments, and vexations of the credit system—does not know that it drives the merchant into tight corners to raise money to pay bills. Just when he may be most perplexed and most impatient with the system, some one who has failed to keep his promises, some one who is already indebted more than is considered safe, or an entire stranger without recommendation or proof of his reliability, asks for credit. He has no definite plan for handling such cases; he does not pull himself right out of that unfavorable state of mind and deal with the case in a free and unbiased manner. He refuses credit without due consideration and perhaps in a manner which arouses hostility. The old offender is not influenced to do better nor is the stranger favorably impressed.

There are merchants, salesmen and saleswomen who can say "No" when necessary, who can rectify errors, exchange goods, explain the reasons for delays and smooth over disappointments so kindly, gracefully and truthfully that no one can take offense. If possible let such deal with requests for credit.

A merchant is sometimes unduly influenced by gossip which he overhears. Not every one who is unpopular in the community is dishonest or a dilatory debtor. To grant credit to the average customer and refuse such usually causes trouble.

The business of a merchant ought not to include that of a judge and a divider of the people. It ought not to be a part of his daily duties to inform people of their failings or bring to the front unpleasant inferences. But if he chooses a location or is already in one where he must do a credit business he must plan and prepare to handle it impartially, kindly and wisely.

It is many times safer to take chances as to the payment of an account than to refuse credit. The merchant can't afford to spend money and time, use all honorable means to induce people to enter his store and then drive them away without positive proof that they belong to the class that intends to defraud him. If he grants credit at all he must take risks. He must grant credit in some cases where no one but himself can see any good reason for doing so.

The merchant may dispense charity through granting credit, but he should not allow people to run up larger accounts than they can pay and then charge it up to charity. That is a detriment to the debtor—an encouragement to slackness and other undesirable characteristics. Alleged help should be positive help. Pleasure from giving is derived from anticipation, premeditated beneficence and realizing the grateful attitude of the recipient.

A mistake in refusing credit to one whose intentions are the best seems an almost irretrievable error. The person refused seems unable to regard the matter in any other way than

that he or she has been set down as dishonest.

The merchant ought to post himself as to the applicants' reputation before a final out-and-out refusal. He ought to do so; yet by rights the burden of proving oneself worthy of credit should be born by the applicant. It is unfair not to give the merchant ample time and opportunity to decide the matter.

One inevitable sequence of the credit system is the liability of loss—loss if credit is granted, loss if it be refused. Fortunate the merchant who is able to decide wisely.

E. E. Whitney.

## Bankruptcy Proceedings in the Western District of Michigan.

Grand Rapids, August 27—In the matter of Everett F. Northrup, bankrupt, Boyne City, the trustee has filed his final report and account and the final meeting of creditors has been called for Sept. 10. The final report and account shows the following: Balance on hand, as shown by first report and account, \$1,764.79; additional receipts since the filing of the first report and account, \$7.45; total, \$1,772.24; disbursements as follows: attorney fees and expenses, including entry fee to Clerk of Court, \$110.50; administration expenses, \$196.82; first dividend of 10 per cent., \$514.69; total, \$822.01; a balance on hand for distribution, \$950.23. A substantial final dividend may reasonably be expected in this matter.

Aug. 28—In the matter of Holland Rod Co., bankrupt, the adjourned first meeting of creditors was held this date. Claims were allowed and referred to the trustee. The inventory and report of the appraisers was filed and approved and a general order for the sale of the assets of the bankrupt at public sale was issued to the trustee. The trustee was authorized, by vote of creditors, to fill such orders as may come in from day to day from the assets on hand. I. W. Allen, Frank P. Graves and Con De Free, Secretary and Manager of the bankrupt, were sworn and examined by attorneys for the trustee and creditors. There is some question of the liability of the bankrupt on certain of the claims and some litigation is likely to follow. It is impossible at this time to state what the dividend for general creditors will be.

Aug. 31—In the matter of Levi R. Shippeil, bankrupt, Grand Rapids, the first meeting of creditors was held this day. It appearing from the schedules of the bankrupt and from his examination by the referee at this first meeting of creditors that there are no assets not claimed as exempt by the bankrupt, it was accordingly ordered that no trustee be appointed. There will be no dividend for creditors in this matter.

In the matter of Richard W. Elwood, bankrupt, Bellevue, the adjourned and held open final meeting of creditors was held this date. The trustee's final report and account, showing, total receipts of \$655.87 and disbursements for administration expenses, store rent, bankrupt's exemptions, etc., aggregating \$411.04, and a balance on hand of \$244.83, was considered and the same appearing proper for allowance was approved and allowed, there being no objection to the account. The final order for distribution was entered and a first and final dividend of 3 per cent. declared and ordered paid. Distribution will be made at the expiration of ten days allowed for appeals from the final order.

In the matter of the Gelder Millinery Co., bankrupt, Grand Rapids, S. & M. Margolis Company, of Dayton, Ohio, has filed petition for the allowance of preferred claim for rent of store department, the trustee has objected to the same and hearing on the petition and objections has been fixed for Sept. 17.

In the matter of the Gelder Millinery Co., bankrupt, the receiver has filed his final report and account and the trustee has filed his first report and account, and a special meeting of the creditors has been called for Sept. 17, at which time, claims will be allowed, petitions for the allowance of fees and expenses of attorneys considered, and a first dividend declared and ordered paid if found to be practical. The final report and account of the receiver shows the following: Total receipts from all sources, \$2,036.29; total disbursements for administration expenses and for goods purchased by order of the court in continuing the business of the bankrupt as a going business, \$504.35; balance on hand, turned over to the trustee on the filing of this report, \$1,531.94. The report also shows accounts receivable still uncollected by the receiver, aggregating \$1,357.46. The receiver asks that he be allowed a reasonable sum for his services as such receiver. The first report and account of the trustee shows the following: Total receipts from the sale of assets of the bankrupt, \$3,596.95; total disbursements for administration

expenses to date, \$246.45, and a balance on hand to date of \$3,350.50. This amount does not include the amount turned over by the receiver as shown above.

Sept. 1—In the matter of William C. Walsh, bankrupt, Boyne Falls, the trustee has filed his second report and account, and a special meeting of the creditors of the bankrupt has been called for Sept. 18, at which time the second dividend will be declared and ordered paid. A first dividend of 25 per cent. has been heretofore paid in this matter. The second report and account shows the following: Total receipts from all sources to date, \$7,624.03; disbursements as follows: First dividend of 25 per cent., \$3,375.71; administration expenses to date, \$538.63; total, \$3,914.40, and a balance on hand of \$3,709.63. Also showing certain notes and accounts receivable in process of collection aggregating, \$584.50, and certain other assets of doubtful value. The second dividend will probably be about 10 per cent.

Sept. 3—In the matter of George P. Dowling, bankrupt, the referee has this day entered an order on the petition of M. T. Vanden Bosch. Petitioner claimed that a certain bill of sale given by the bankrupt was an absolute bill of sale and the trustee contended that it was given in the nature of a chattel mortgage and therefore void as against creditors. The referee by his order finds that it was given in the nature of a mortgage and decides against the petitioner.

In the matter of Anna Eliasohn, bankrupt, Ludington, the trustee has filed his final report and account which shows total receipts of \$75.97 and disbursements of \$3.65 and a balance on hand of \$72.32. The final meeting of creditors will be called in the matter within a few days, but it is certain from the small amount of assets on hand that there will be little or no dividend for general creditors in the matter.

In the matter of Commercial Photo Equipment Co., bankrupt, Grand Rapids, the trustee has filed his final report and account, and the final meeting of creditors will be called for within the next few days. The account shows receipts aggregating the sum of \$518.19, disbursements of \$87.85 and a balance on hand for distribution of \$430.34. The preferred claims in this matter are large and it is almost assured that there will be no dividend for the unsecured and general creditors.

Sept. 4—In the matter of Oliver J. Morse, bankrupt, Shelby, the trustee has filed a report of sale of the assets of the bankrupt to E. D. Collar for the sum of \$1,930. The sale has not yet been confirmed by the court, however, as it is considered possible that another and higher bid will be received. The trustee also reports the sale of certain of the assets on the farm of the bankrupt for the sum of \$115.50. This sale has not yet been confirmed.

Sept. 8—In the matter of L. J. McNaughton, doing business as the Champion Quick Repair Co., Lowell, the trustee has reported sale of the assets of the bankrupt to Hirth-Krause & Co., Grand Rapids, for the sum of \$296.08. The sale has not yet been confirmed.

## St. Joseph Referee.

St. Joseph, September 1—In the matter of William Dannenberg, bankrupt of Allegan, an order was entered calling the first meeting of creditors at the latter place on Sept. 17, for the purpose of filing claims, the election of a trustee and the examination of the bankrupt.

Sept. 2—In the matter of Nemer Etoll, bankrupt of Allegan, the inventory and report of appraisers was filed, showing total assets of \$485, which assets are covered by a chattel mortgage of \$495. The trustee filed petition asking permission to disclaim title to the property as the same was burdensome and of no value to the estate, whereupon an order was entered by the referee granting the request.

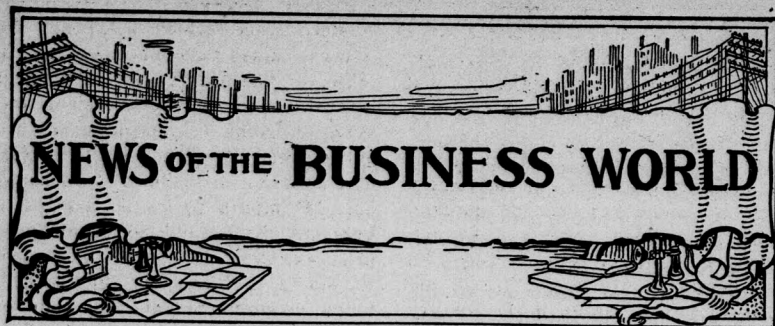
Sept. 3—In the matter of H. A. Fisher Co., bankrupt of Kalamazoo, the inventory and report of appraisers, showing total assets of \$1,880.73 was filed, and the trustee directed to sell the same. The trustee has filed petition alleging that Benjamin Shapiro of the city of Kalamazoo, has a certain automobile which he refuses to turn over to the estate. An order was made for a hearing on the trustee's petition.

Sept. 4—In the matter of the Poultry Pointers Publishing Co., bankrupt of Kalamazoo, the trustee has sold the assets and good will of the bankrupt for the sum of \$300.00 and unless cause is shown why the sale should not be confirmed upon the expiration of the five days the sale will be approved by the referee.

Sept. 5—In the matter of Frank W. Flint, bankrupt of Saugatuck, the F. Mayer Boot & Shoe Co., of Milwaukee, Wis., a creditor of the bankrupt, has filed objections to his discharge, on grounds that the bankrupt made false financial statements. The objections have been referred to the referee to hear and report as a special matter.

Many a man who thought he could set the world on fire turned out to be a wet blanket.





### Movements of Merchants.

Portland—B. A. Jackson has closed his creamery.

Petoskey—Lee V. Wilson succeeds Lewis H. Fry in the restaurant and cigar business.

Fremont—Ross Hartwell has engaged in the harness business.

Vestaburg—Clarence Caris succeeds George Crawford in general trade.

Whitehall—Grieve & Montgomery have opened a meat market here.

Muskegon—The O. & R. Chemical Co. has discontinued its business.

Eaton Rapids—A. R. Boyd will open a bazaar in the Vaughan building Sept. 1.

Copemish—R. B. Barnes succeeds R. K. Lewis in the cigar and tobacco business.

Middleville—Charles Gordon succeeds H. J. Campau in the undertaking business.

Farwell—I. R. Schlegel succeeds the Calkins-Schlegel Mercantile Co. in general trade.

Iron River—Arne Bros. have closed out their stock of drugs and retired from business.

Marquette—Hager Bros. have added lines of stoves and ranges to their furniture stock.

Sunfield—Paul D. Palmer is succeeded in the elevator business by J. H. Palmer & Son.

Mancelona—Mrs. Emil Johnson succeeds Mrs. Helen J. Humphrey in the millinery business.

Charlotte—Miss Jessie Fisher has engaged in the millinery business in the Jackson building.

Glenn—Fire partially destroyed the George Tourtelotte stock of general merchandise Sept. 7.

Manton—The McGregor Hardware Co. succeeds Waters & McGregor in the hardware business.

Jackson—The Metal Stamping Co. has changed its name to the White Frost Refrigerator Co.

Howard City—George Massey, of Reed City, succeeds A. B. Potts in the undertaking business.

Pentwater—I. C. Harwood has sold his grocery stock to Mr. Tweed, who will continue the business.

Bancroft—J. H. Hutchings has sold his drug stock to Dr. E. R. Johnstone, who has taken possession.

Flint—Glen Stephen has engaged in the shoe business in the basement of the Union Trust & Savings Bank building.

Reed City—Miss Mary L. Gingrich has engaged in the millinery business under the style of the Popular Priced Hat Store.

Saginaw—The Franklin Hotel Co. has purchased the Kirby building, on

Franklin street, and will remodel it into a modern European hotel. It will be known as the Franklin House.

Saginaw—W. H. Mead has engaged in the furniture business at 521-523 Genesee avenue under the style of Mead & Co.

Fowlerville—The Commercial Hotel, which has been closed for several years, has been leased and opened by W. A. Farmer.

Hancock—Henry Lindquist lost his bakery building and stock by fire Sept. 7. The loss was partially covered by insurance.

Forest Hill—J. B. Smith, who has leased the Elvin B. Hafer general store, will add lines of dry goods and prepared meats to the stock.

Howard City—The J. W. Neuman Produce Co. has sold its warehouse to R. W. Moulton, who will continue the business under his own name.

Calumet—Gartner & Field, of Hancock, will open a 50 cents and \$1 store at the corner of Fifth and Oak streets, Red Jacket, September 12.

Owosso—Lavin La Satell, who conducted a jewelry store at Corunna, has removed his stock to this place, where he will continue the business.

Ishpeming—August West has sold his stock of confectionery to James Quayle, who will continue the business at the same location on Cleveland avenue.

Vermontville—LeRoy Beck has sold a half interest in his grocery stock to Charles R. Lentz and the business will be continued under the style of Beck & Lentz.

Romeo—Howard H. Morland, hardware dealer, died at his home Sept. 5 of concussion of the brain, caused by a fall from a buggy in a runaway accident.

Holland—Louis Padnos has leased a store building at the corner of River avenue and Ninth street and will occupy it with a stock of clothing and shoes about Oct. 1.

Jackson—Burglars entered the Great Four Co. clothing and men's furnishing goods store, on West Main street, Sept. 7, and carried away goods to the amount of about \$75.

Pentwater—F. L. Fuller has purchased the interest of his partner, S. W. Duncan in the Fuller & Duncan meat stock and will continue the business under his own name.

Marquette—Louis Apostle and James Poulos have formed a copartnership and will engage in the confectionery and ice cream business on Washington street about Oct. 15.

Manistee—C. D. Gardner, who has conducted a jewelry store at the corner of River and Oak streets for the

past forty years, is closing out his stock at auction and will retire from business.

Copemish—R. K. Lewis, who has conducted a grocery store and ice cream parlor here for the past three years, has sold his stock to R. G. Barnes, who will continue the business.

Sparta—The Hub Clothing Co. has increased its capital stock from \$10,000 to \$25,000, changed its name to the Hub Clothing Company of Grand Rapids, and moved its principle office to Grand Rapids.

Pontiac—The V. L. Chamberlain Co., general retail jewelers, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Alma—Morris Messinger, who conducted a clothing store in St. Louis for twelve years, will engage in a similar business in the Redman block Sept. 12 under the style of the Daylight Store.

Rothbury—John H. Ten Brink has purchased the interest of his partner, John R. Grieve, in the Grieve & Ten Brink stock of general merchandise and will continue the business under his own name.

Lawrence—The Lawrence Co-Operative Co. has been incorporated with an authorized capital stock of \$10,000. This company will conduct a general mercantile business on the co-operative plan.

Kalamazoo—The Kalamazoo Vegetable Parchment Co. suffered a loss of about \$12,000 to the stock stored in the basement of its plant on River Road as the result of the severe rain storm August 31.

Hastings—Financially involved to the extent of \$8,000 Mrs. S. S. Godfrey, proprietress of a local clothing store, has made an assignment for benefit of creditors. Grant Otis has been appointed trustee.

Battle Creek—R. D. Cone has sold a half interest in his meat stock to William Bogett and the business will be continued at the same location, 32 North Jefferson street, under the style of Cone & Bogett.

Canada Corners—George E. Burley, who has conducted a general store here for the past twenty-three years, has gone to Attica, N. Y., his birthplace, where he will spend a couple of weeks visiting relatives and friends.

Adrian—The Rogers Lumber & Coal Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash. This firm will engage in the sale of coal and building materials as well as wholesale and retail lumber.

Bailey—Charles W. Gould, who has managed the branch produce business of Loveland & Hinyan here for the past five years, has arranged to engage in the coal and produce business on his own account as soon as he can rebuild a warehouse he has acquired as a location.

Detroit—The Chamberlin Craft Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,020 has been subscribed, \$1,520 being paid in in cash and \$1,500

in property. This concern will engage in the manufacture and sale of wood and metal novelty goods.

Carson City—George Walt, who has conducted a meat market here for the past fifteen years, has sold his stock to his former employe, Frank McCrary, who has formed a copartnership with Don Jennings and the business will be continued under the style of McCrary & Jennings.

Manistique—L. Yalomstein is organizing a stock company with \$75,000 or \$100,000 capital for the purpose of conducting a department store under the style of the People's Store. It will take over the stock of the Consolidated Lumber Co. and will erect its own store building.

Mt. Pleasant—The Mt. Pleasant Lumber Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash. This company will engage in the sale of coal, lime, cement and building materials of all kinds as well as lumber.

Holt—Fire destroyed the J. J. Manz store building and grocery stock, causing a loss of \$2,500. Insurance, \$1,800. Albert M. Nickel, dealer in general merchandise, sustained a loss of about \$2,000, half of which is covered by insurance. D. Potter, hay and grain dealer, lost about \$200 in stock in the same fire.

Saginaw—The annual convention of the Michigan Bean Jobbers' Association will be held in Saginaw on Wednesday and Thursday, September 23 and 24. The Hotel Vincent will be headquarters for the bean jobbers while in Saginaw, and the two business sessions of the convention, one on each day, will be held there. A banquet will be served on the evening of the 24th. There are about 250 members in the Association and a full attendance is expected at the convention.

### Manufacturing Matters.

Owosso—The Owosso Canning Co. has decreased its capital stock from \$40,000 to \$30,000.

Detroit—The Venus Electric Lamp Co. has increased its capital stock from \$2,000 to \$6,000.

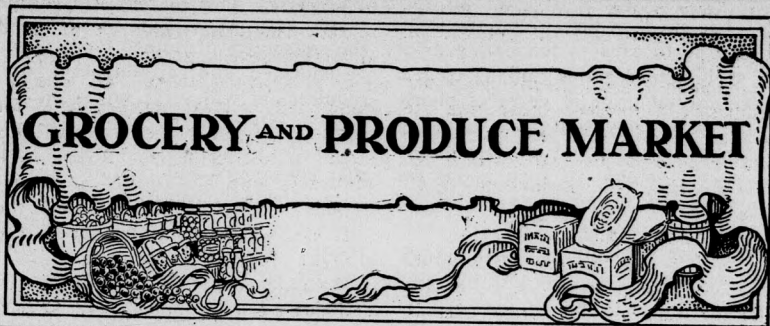
Manistique—The Manistique Handle Co. has increased its capital stock from \$15,000 to \$25,000.

Jackson—The Metal Stamping Co. has changed its name to the White Frost Refrigerator Co.

Detroit—The Detroit Electrical Devices Co., manufacturer of automobile and motor parts and accessories, has been incorporated with an authorized capital stock of \$20,000, of which amount \$12,300 has been subscribed, \$400 being paid in in cash and \$1,600 in property.

Lansing—The Genesee Fruit Co. has been taken over by the Oakland Vinegar & Pickle Co. G. A. Davies, who acted as manager for the former owners, will continue in the same capacity for the new proprietors. It is expected the plant will be in running condition about October 1 when forty to fifty people will be employed. The plant will be devoted solely to the manufacture of vinegar.





### Review of the Grand Rapids Produce Market.

Apples—Duchess, Wealthy, Maiden Blush and other seasonable varieties are in large supply at 60@75c per bu.

Bananas—The price has declined to \$2.50 per hundred pounds. The price per bunch is \$1.25@2.

Beets—60c per bu.

Butter—Receipts are about normal for the season. The quality arriving is good, considering the hot weather we have been having. The consumptive demand is very good. The market is in a healthy condition on the present basis of quotations. All grades are moving out satisfactorily. No change is likely to occur in the immediate future. Factory creamery is quoted at 30@31c in tubs and 31@32c in prints. Local dealers pay 22c for No. 1 dairy, 18c for packing stock.

Cabbage—50c per bu. for home grown.

Carrots—75c per bu.

Cauliflower—\$1 per doz.

California Fruits—Pears, \$2.65 per box; plums, \$1.50 per box; grapes, Diamond, \$1.75 per box; Malaga, \$2 per box; seedless, \$2.50 per box.

Cantaloupes—Benton Harbor Osage fetch \$1 per crate; Benton Harbor gems commandment 75c per crate.

Celery—Home grown, 15@20c per bunch.

Cocoanuts—\$4.25 per sack containing 100.

Cucumbers—25c per dozen for home grown hot house; garden grown, \$1 per bu.

Eggs—Receipts are normal. The market is in a healthy condition, with a good consumptive demand. No change from the present quotations is expected in the coming week. Local dealers pay 22c for candled stock.

Grapes—Both blue and white varieties command 15c per 8 lb. basket; in 4 lb. baskets crated, \$1.40 per doz.

Green Corn—15c per doz.

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

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

Lemons—Californias and Verdellis have declined to \$5.50@5.75 per box.

Lettuce—Head, \$1 per bu. Garden grown leaf, 75c per bu.

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

Onions—Home grown are now in large supply at 60c per bu.

Oranges—Californias are in ample supply at \$3.25@3.50.

Pickling Stock—Onions, \$1 per bu.; cukes, 20c per 100.

Peaches—The market is fully supplied with Elbertas, Crawford, In-

galls, Kalamazoos, Prolifics and other standard varieties which find an outlet on the basis of \$1.25@1.75 per bu. The high price of sugar is curtailing home canning to a considerable extent.

Pears—Clapps Favorite, Bartlett and Flemish Beauty command \$1 per bu.

Peppers—Green, \$1 per bu.; red 25c per doz.

Pieplant—75c per box.

Plums—Bradshaws and Lombards command \$1 per bu.; Green Gage, \$1.25 per bu.

Potatoes—Home grown 60@80c per bu.

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

Poultry—Local dealers pay 13c 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.

Squash—50c per bu. for Summer.

Sweet Potatoes—\$3.40 per bbl. for Virginia.

Tomatoes—Home grown are in ample supply at 60c per bu. for ripe and 40c for green.

Turnips—75c per bu.

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

Water Melons—\$2.50 per bbl. of 8 to 10.

Wax Beans—\$1 per bu.

### The Grocery Market.

Sugar—The market is stronger and in some cases higher. The American Sugar Refining Co. still offers granulated at 7¼c, but Arbuckle and Warner have both advanced to 7½c. The refiners were catching up in delivery, and with the country supplied for several weeks, there might have been a test of the real underlying strength of the market. Now, it is more than likely that the distributors will be aroused to renewed interest, and, in fact, even at before the advance there was some nibbling on their part. Some think that the large fruit crop is stimulating the consumption, but, on the other hand, the growing number of unemployed makes for curtailment.

Tea—The market is taking on a better tone and with the apparent safety of ocean freighters from war seizure more teas are arriving and the resumption of tea shipping will soon replenish the low stocks now in this country. Many of the lots now on the water have already been sold ahead. Markets are all firm and higher prices in some lines are expected. Ceylons and Indias are slightly easier on account of the raising of

the embargo. Tea importers, as a rule, are now having confidence in the situation and it is not thought that the projected 10 cents per pound duty will be imposed.

Coffee—All are afraid of the market on ordinary grades of Rio and Santos, although there has been no quotable decline in these since a week ago. Coffee is gradually being arranged for to come forward from Brazil, and there is a fair quantity in the country, especially of Rio. The available supply of Brazils, including the better grades, is not heavy, but is much better than it promised to be a short time ago. The better grades of Santos are still commanding a premium and rule relatively considerably higher than ordinary grades. Mocha has eased off still further and sales of green Mocha, in a large way, have been made during the week as low as 25c. Even this is high compared with former prices, but is about 4c below the highest price reached during the war disturbance. Java is unchanged and quiet.

Canned Fruits—An easy feeling obtains in the market for gallon apples owing to the large crop and prospects of lower prices on the canned stock. Packers are disposed to resist the downward movement and are not seeking to force business. All California and Southern fruits on the spot are steady but inactive, while in other lines little business is reported and no new features are presented.

Canned Vegetables—The easy feeling in tomatoes is more pronounced, but there is no actual decline in prices. Reports concerning crop conditions are still contradictory, some maintaining that raw fruit is in excessive supply and weak, while others assert that the market is strong and higher in the field. It seems to be largely a matter of locality. The feeling among packers of corn is firm, due to the unfavorable crop condition in most packing sections and prices tend higher, although there is no actual change for the better in quotations at this date. Western packers will fall much short of their usual output, and in some sections they will have to make pro rata deliveries, according to report. State corn promises well in some places, but poorly in others. The Southern pack promises to be short, and 70c f. o. b. Maine style seems to be an inside price. Late advices from Maine were to the effect that the crop was progressing favorably, but that owing to the short acreage and large advance sales packers there would have little if any surplus to offer this fall and winter. The situation in peas is firm, but there seems to be little demand at present. String beans are firm but are not in urgent demand.

Canned Fish—A week after opening prices on the 1914 pack of salmon were made the packers are reported to be sold up and are compelled to turn down large orders, especially for pinks, on their own terms of sale. Brokers look for an advance in pinks. More interest is shown in new pack sockeyes, particularly flats and halves, which at the prices named at the opening met with a cold reception by the

Eastern trade, which held that the figures named were not warranted. However, the packers have shown no disposition to make concessions and now, according to report buyers are getting ready to place belated orders. The situation in sardines is unchanged. All imported varieties are scarce here and the outlook for future supplies extremely doubtful. The pack in Maine is increasing, but is still below requirements and the tone of the market consequently remains firm on the basis of the prices heretofore quoted.

Dried Fruits—Prunes have shown considerable activity, and the market has advanced from ¼@½c above last week's quotations. The general impression of this advance is that same has been caused almost entirely by speculative efforts on the part of large operators on the coast, who have been buying more or less heavy all season at comparatively high prices, and they naturally desire to protect these purchases. This buying has been carried on to such an extent that reports indicate fully 75 per cent. of the crop has been sold by the growers. What the outcome will be is surely guess work, as sales to jobbers throughout the country have been rather light. There is nothing doing in peaches or apricots and prices are unchanged from quotations of last week.

Cheese—The receipts are good. The quality arriving is fully up to the standard for the season. The market is steady on the present basis of quotations. The consumptive demand is normal for the season. No immediate change in price is expected.

Spices—Consumers are buying carefully, being well supplied for the present. But stocks are moderate on the spot and prices steady. Shipments of cloves, nutmegs and ginger are arriving from Europe to fill up gaps. Several steamers will arrive from the East the next month and relieve the situation.

Rice—While large business has ceased for the time being, owing to the temporary lull in the export movement, the hand-to-mouth buying of the domestic trade furnishes a fairly good volume. The distributors have been holding off in purchases of fancy head rice, but may take hold better, provided New Orleans is maintained. The receipts there should increase with improved weather, but the mills are still selling their daily output and hence make little concession to buyers.

Salt Fish—Shore mackerel are still firmly held on a basis of a total advance of about \$7 per barrel. Irish mackerel have been and are scarce at an advance of perhaps \$4 per barrel. Some new Norways have come over on a basis of about \$5 above last year. The catch already exceeds last year and the only difficulty seems to be getting them over. If this difficulty is solved, prices will be lower. Cod, hake and haddock are unchanged and quiet, but the future market is very firm, due to poor catch. Prices will be higher than last year.

When a man is cornered he imagines that he did not get a square deal.



## DATING CANNED GOODS.

### Requirement of No Benefit to the Consumer.

As I view this matter, the real question to be determined is, will a law requiring canned goods to be labeled with the date when packed serve to protect the health of a consumer or prevent fraud and deceit? In other words, would such a requirement operate as a logical means to a beneficial end, or would it by requiring such information to be given to the consumer put the manufacturer and dealer to an increased operating cost without in the same relative degree, or to some extent at least, benefiting the consumer.

The primary object of the pure food laws is the protection of the consumers by the prevention of adulteration and misbranding. The consumer is unquestionably entitled to foods that are sound and wholesome, and which are truthfully labeled; that is, labeled to show exactly what they are without any false representation as to the ingredients, methods or place of manufacture, etc. It is needless to say that the date of packing can have no effect on the wholesomeness or unwholesomeness of an article unless it can be positively said that a canned article of a given age is *prima facie* deteriorated or unwholesome. Such a presumption is, of course, absurd because a perfectly sterilized, processed and sealed can of food carried under favorable conditions will remain absolutely sweet and sound indefinitely, while, on the other hand, a can imperfectly processed, sterilized and sealed will deteriorate rapidly. The very first consideration under all food laws is wholesomeness. The date is immaterial. Products of very recent date might be decidedly unwholesome, while others of much earlier date might be entirely sound and wholesome. Every canner knows that even with the most approved machinery and methods of canning an occasional "slow leaker" will develop through defective tin or an improperly constructed can. By slow leaker we mean a can that develops a leak so small that the regularly prescribed tests will not detect it, and the can may never become a "sweller," yet in the course of a few months such can deteriorates enough so as to become virtually unwholesome and unfit for food. Dating cannot possibly protect the consumer against any such condition, or, in fact, any condition which results from an imperfectly sterilized, processed or sealed can, be it caused by a slip on the part of the operator of the machine or to an improper method in general. It all depends on the can being air-tight, and how the food is put into the can, and, of course, to some extent on the care with which such canned goods are handled after they leave the factory. Clearly, therefore, unless it can be positively proven that all canned foods, no matter how perfectly canned, will deteriorate after a certain length of time, which point I will discuss a little later on, no benefit can possibly be derived by the consumer

by a dating requirement. By the time a can reaches the consumer through the usual channels of trade, it is either good or bad. There is no half way condition in canned goods. If the can is bad it is due to imperfect sterilization or packing, and not to the time that has elapsed since packing. The date furnishes no possible information to the consumer upon the question of wholesomeness. Protection in this respect must come from authorities working under the general food laws.

Looking at the matter from the manufacturers' and dealers' standpoint, I can see where such a requirement would be a serious burden. Aside from the cost of showing the date on the labels, I think I have been in the canning and distributing business long enough to speak authoritatively when I say that the consuming public would insist on buying the latest packed goods, regardless of quality or other considerations, and the consuming public would be justified in taking such a position, for the implication would be thrust upon the people from the mere passage of a compulsory dating law that scientists had determined canned goods deteriorate from day to day.

This discrimination would certainly result to the detriment of the dealer as to the older goods on his shelves. What then would be the result? Clearly he would not undertake to carry a very large stock because he might not be able to move the same before they reached the age when his customers would object and buy later packed goods. This would mean smaller orders from the wholesaler or jobber at an increased cost, because the cost of soliciting, packing and shipping a small order is practically the same as a larger one, and, therefore, the selling cost must be increased accordingly. Manifestly any loss sustained on account of inability to sell by reason of the deterring effect of the age of such goods would be an operating charge affecting the consumer.

Likewise the wholesaler or jobber would not carry any considerable stock of such canned goods because of fear of loss on account of the demand for newer goods brought about solely by the fact that the consumer when making his or her purchase is enabled to know the date of packing, and, having in general an opportunity for selection, taking the cans bearing the latest date. I feel entirely safe in saying that this would be the unavoidable result.

Carrying the matter back to its logical conclusions, the effect on the packer or canner would indeed be very serious. It is a well known fact that in practically all branches of the canning industry there will be seasons when material for canning is very plentiful as well as seasons when such material is exceedingly scarce. If, as is practically certain, the demand for the later packed goods will seriously operate against goods packed the preceding season, the canner of foods would not dare to can more during a season of plenty than he felt after careful calculation he could dispose

of. The effect of this, to say the least, would be to cause a fluctuating price of such canned goods ranging from a near normal price in years of plenty to an excessively high price following years of scarcity, and an accordingly decreased amount of such goods for consumption during the year following a scant season. This is not in accordance with the generally accepted ideas of food conservation and schemes for reducing the high cost of living. The canning industry has done far more than any other industry to conserve the food products of the world and thus reduce the cost of living. If it were not for the canning of fruits and vegetables they would indeed be luxuries for the rich during a great portion of the year. This is so self-evident that it needs no argument. Now, then, if the canners cannot afford during the periods of abundance to pack more than they can reasonably hope to dispose of during that season, because there is no demand for goods packed during a previous season, then much of the practical benefit from such food conservation would be lost. The producer or grower of the products so canned will also be a heavy loser on account of such condition.

Only a few years ago, as every one knows, considerable doubt and skepticism was evinced by many consumers towards canned articles of food. Cases of so-called ptomaine poisoning were continually reported in the newspapers, and in every case the trouble was ascribed to canned goods of some kind. This feeling of fear has been entirely overcome, and perfect confidence is now reposed by the consuming public in canned foods, with the result that the canning industry has grown by leaps and bounds. Under the present improved methods of putting up canned goods they can be held indefinitely in perfect condition, and the fact that such canned goods may and often do remain on dealers' shelves for long periods of time has furnished the strongest possible incentive for experts in canning to so perfect the methods that age will have no deteriorating effect. Certainly nothing should be done which will in any sense bring about a lessening of that high degree of care and efficiency on the part of the canner. In other words, the canner should not be allowed to feel that no one will be likely to buy his goods after they are, say, six months or a year old, and that without such a high degree of care or testing his products will keep that long.

As a practical matter, the real protection of the consumer of canned goods lies in the examination of the tin and the appearance of the condition of the can, and not in the knowledge of the date when packed. A can of food when "collapsed," that is, not showing any bulging or swelling, but furnishing evidence of a good vacuum, will in nine hundred and ninety-nine times out of a thousand be in good condition and safe for human food.

This, taken together with a good appearance of the contents when the can is opened, furnishes a practical guaranty of wholesomeness regardless

of the age. It is along this line that the consumers of canned foods should be educated, and certainly the dating requirement will serve no useful purpose in this respect.

On the other hand, is it not likely that consumers will rely on the date as furnishing protection to the exclusion of other means that is, that although the can may look a little swollen, or have a soft appearance on being opened, if it bears a recent date, is not the housewife likely to say: "Well, this is a new can, so it must be all right?" If this may happen, then we certainly should not give them such an opportunity to be misled.

It is of the highest importance that foods be placed in a can while in a fresh and sound condition. A dating requirement would furnish an incentive for either having the goods when marketed show a false date, or for holding such goods in cold storage or otherwise preserved in bulk in order that the date when the goods were finally canned would be recent. A premium should certainly not be placed on practices of this kind.

I am not a scientist or a chemist, and this is not intended to be a scientific paper. I did, however, make some enquiries among scientific men as to any data they might possess or could procure on the question whether or not canned goods gradually deteriorate with age, and was surprised to learn that there has been practically no research work along this line. So far as my own observation goes, I know that on a number of occasions in the past several years we have picked up cans of meat manufactured by our company and known to be many years old, and after analysis our chemists reported the same sound, wholesome and fit for food. This is not an exception, but the absolute rule whenever the cans are perfectly constructed, sterilized and sealed.

Therefore in conclusion I want to say that if there is no deterioration of canned goods with age a dating requirement would not be of any benefit to the consumer, but, on the other hand, would seriously affect the sale of canned goods for the reasons heretofore given. Arthur Meeker.

### Getting Rid of Rats.

When a house is infested with rats which refuse to be caught by cheese and other baits, a few drops of highly scented oil of rhodium poured on the bottom of the trap will be an attraction they can't refuse.

Place on the floor near where their holes are supposed to be a thin layer of moist caustic potash. When the rats travel on this it will cause their feet to become sore, which they will lick, and their tongues become likewise sore. The consequence is that they shun this locality, and seem to inform all the neighboring rats about it, and the result is that they soon abandon a house that contains such a preventive.

They may also be killed by fumigation. Chlorine, carbon monoxide, sulphur dioxide, and hydrocyanic acid are in common use.



### World's Greatest Artists Coming to Grand Rapids.

Grand Rapids and the surrounding towns are again fortunate in being able to hear during the coming winter some of the world's greatest musical artists. These artists who are to favor us this winter are:

October 23—Emilio de Gogorza, baritone; Rudolph Ganz, pianist; Mme. Jeska Swartz Morse, contralto.

December 10—Mme. Alma Gluck, soprano; Leon Rennay, baritone.

January 5—Trio de Lutece; George Barrere, flutist; Carlos Salzedo, harpist; Paul Kefer, cellist; Mme. Osborn Hannah, soprano.

January 15—Maggie Teyte, soprano; Carl Flesch, violinist.

February 2—John McCormack.

No word of introduction is needed for these stars. The greatest interest now centers in their arrival in this country. Alma Gluck arrived on the Espagne last Sunday. Emilio de Gogorza, with his wife, Emma Eames, reached here two weeks ago.



JOHN McCORMACK

Rudolph Ganz, the pianist with a message, is a Swiss and his many admirers here will be delighted to know that he has his sailings for the last of September.

Maggie Teyte and Carl Flesch are scheduled to arrive the last of this month and John McCormack, the universally loved Irish tenor, is to sail on September 28.

With most of these artists either now on this side or on their way, Grand Rapids may well congratulate herself, especially when Chicago has been obliged to abandon her opera and Boston her orchestra because of so many of their artists being in the war zone.

In hearing these wonderful stars, the patrons are not only enjoying themselves and satisfying a natural longing but they are also helping to care for the unfortunate sick. Every

penny made from this concert course is devoted to aiding the needy sick and afflicted. The managing of these concerts and the selling of the tickets is done by the Mary Free Bed Guild of the U. B. A. hospital, a group of seventy-five young women whose aim is to relieve just as much of the suffering in the city as is possible. Even though many of the members devote the greater part of their time to this work, no member receives any compensation for her services.

Your hearty co-operation and support will not only give you five charming evenings, but will also make possible the continuance of this philanthropic work.

### Reciprocity in Field of Free Publicity.

The "get-something-for-nothing" idea is not confined to the automobile trade alone, although the following story told of Charles Dana Gibson, the famous illustrator, reflects directly on that line of business. It is worked quite as effectively in the

of notepaper and wrote to the automobile firm:

"You are cordially invited to participate in my grand \$10 prize automobile contest. Each participant may submit one or more automobiles, fully equipped, of his own manufacture, and the winner will receive a grand cash prize of \$10 in gold. The automobile submitted should be brand new and must be shipped f. o. b. New York. The unsuccessful automobiles will remain the property of the undersigned."

### Cutting Out the Middleman.

Forty years ago when the order of Grangers was young the slogan even then was "cut out the middleman." A prominent Granger was hiking down the street at a pretty lively gait when he was accosted by a neighbor who enquired where he was going and why the rush. He said he was going to the undertaker's, "What's the matter?" said the neighbor. "My wife's sick," said the other fellow. "Well," said the neighbor, "what you want to do is get a doctor." "Not me," said the man, "I'm cutting out all the middlemen."

### Moral Twisted.

The telephone in a physician's office rang madly the other day, and the following conversation took place:

"We want a doctor, quick!"

"Who's sick at your house?"

"Everybody except me. I'd been naughty so they wouldn't give me any of the nice mushrooms papa picked in the woods."

### Da Stronga Man.

You skeeny leetle office man  
Dat keep da books,  
Why do you geeve Italian  
Sooch ogly looks?  
To-day w'en from your deenner-time  
I see you com',  
You sneered at me baycause dat I'm  
So plain an' dumb.  
W'en een da street I sat to eat,  
An' you went by,  
I s'pose dat you was full weeth meat  
An' cake an' pie,  
I saw you sneer an' shak' your head  
At w'at I gat:  
Som' onion, halfa loafa bread  
An' one tomat'.

You skeeny leetle office man  
Dat keep da books,  
Who was eet made dees granda lan'?  
Eh? Stylish cooks?  
Com'! tak dat leetla pen for me  
You use so wal,  
An' mak' som' figures now an' see  
Eef you can tal  
How many railroads, mines an' street  
An' buildin's high  
Was made by men dat fed on meats  
An' cake an' pie!  
Den count how many workers fed  
On w'at I gat:  
Som' onion, halfa loafa bread  
An' wan tomat'!

T. A. Daly.

### The Expected Happened.

Recently a rather unsophisticated woman from one of the back counties took a sea voyage with her niece, and just as the ship glided into the harbor one day the good aunt heard a large rattle, a clank and a splash.

"Look here, mister officer," she cried, turning to the steward, "what has happened?"

"Nothing at all, madam," replied the steward. "We have just dropped the anchor."

"I expected it!" declared aunty, with large emphasis. "It's a wonder that it didn't happen before. The thing has been hanging out there all the morning."

# SERVICE

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E. A. STOWE, Editor.

September 9, 1914.

**TRY KAISER FOR MURDER.**

Whoever is responsible for the war in Europe, the Kaiser alone is responsible for the war in Belgium. The violation of Belgium's neutrality was a carefully deliberated crime. It was not decided on at the last minute in the emergency of war. The German General Staff does not wait for hostilities. Its plans were laid and every detail worked out years in advance. It had calculated the advantages of breaking a solemn treaty. It coldly reckoned the soil of a neutral neighbor as an asset of the German arms.

All the excuses which Germans now seek to make for the Kaiser's outrage are hypocritical afterthoughts. The whole world rejects them now, and in time every honest German will reject them, too. There is not a German who does not know in his heart that the invasion of Belgium was not due to a few French aviators or a few French officers or to Belgian fortresses. Every German knows that the invasion was planned years ago by the General Staff, and was known to and approved by the Kaiser; that even while he was visiting at friendly courts, in countries which had bound themselves by solemn treaty with Prussia to guarantee Belgium's neutrality, he contemplated breaking it.

Now, this treaty-breaking is a terribly serious matter. Without treaties there can be no international relations, no international law, and no international peace. Treaties of neutrality are especially important, because they become effective in time of war when all other treaties are broken. To excuse as a "war measure" the invasion of a neutral is not only a perfidious excuse, it is an insane excuse. It belongs to a world turned upside down. It is as if a fire insurance company should repudiate one of its fire policies and then excuse itself on the ground that a fire had started! It is in time of war that a treaty of neutrality imposes on every party to it the most sacred obligations. No ghastlier tragedy has ever been witnessed than the punishment for defending her honor, inflicted upon Belgium by the Power that dishonored her.

This is why all who like Germany are so anxious to dissociate the German people from their Kaiser. No one likes to think that Germans, with

whom he has been dealing honorably for years, really consider "neutrality" only a word and a formal treaty only a "scrap of paper."

What we are all hoping and praying for is that when peace is made the Kaiser will be turned over to the Belgian courts to be tried for murder. Nothing would be more salutary—nothing would more befit the twentieth century—nothing would more effectually guarantee peace in the future—nothing could be more just—than to have the Kaiser—a common man, five feet eight inches high—striped of epaulets, gold braids, and decorations, standing before a jury of his peers in the ordinary criminal dock of an ordinary Belgian court, to be tried by an ordinary jury of shopkeepers. Let all the evidence be gathered into the dossier. Let the treaty of Belgian neutrality be brought into court with Prussia's signature thereto; the General Staff's plans for the invasion of Belgium with the Kaiser's approval thereon; the orders for the reduction of Louvain and the dropping of bombs on Antwerp; the poor Belgian peasants who survived, come forward witness after witness—Jean, the gardener; Pierre, the shoemaker; Lisette, the milkmaid—to tell of their neighbors' deaths and how they died. Wounded and blind and maimed, let them describe the pillage and murder that followed the breaking of the treaty. Let all the evidence be presented, and after the trial let it be printed and published, in every language of the globe, to tell all mankind how the German Kaiser kept his word.

Mediaeval history would end with such a trial and modern history would begin.

Beginning September 3 all packages of food packed in the United States and sold to the public, must bear on the outside a statement of the quantity of the contents in terms of weight, measure or numerical count. The law requiring this is an amendment of the food and drug act and was passed March 3, 1913, with the provision that it should not become effective for eighteen months. All packages packed after September 3 must comply with this regulation, but goods packed previous to that date need not be thrown out of stock. If a package weighs fifteen ounces it should say so on the outside, as it would be illegal under this law to say the weight was one pound. Only packages which contain avoirdupois ounces of food or less, and those bottles which contain not more than one ounce of liquid, and those packages which contain not more than six units or pieces of foods shall be exempt from the provisions of the law.

Those sending cablegrams to the foreign warring nations must send the messages in the language of the country addressed, but no restrictions are imposed on cablegrams to Japan. Any language may be used. It is not so easy to word a message in Japanese as it would be to put it in French or German.

**BUYING FOREIGN SHIPS.**

A question which, if the war continues, will be of absorbing interest is with reference to the purchase by American capital of foreign made ships owned by the capital of residents of countries now involved in war. The suggestion has been frequently made and in many circles favorably entertained that American corporations might buy some of the German vessels now marooned in American ports and thus begin to build up a merchant marine worthy of the name. Although neither Great Britain nor France has made formal protest, both nations have made representations to the authorities at Washington opposing such a proposition. They say that such a purchase would practically amount to helping the German nation and aiding it in its present contention by furnishing funds with which to carry on the war. It is urged that there is no precedent in international law for the purchase of a large number of ships during a war from a belligerent.

The question raised must finally be decided, of course, in accord with international rules, regulations and precedent. That it would be manifestly objectionable for the United States as a government to go into the shipping business is pretty generally conceded, although there are some who advocate it. That it is an opportunity for private capital to interest itself in promoting what presumably would turn out to be a National advantage is equally obvious. The United States needs more transportation facilities and without them a good many people in Europe will go hungry if this war continues very much longer and the prospect is that it will. There is as yet no disposition on the part of any of the belligerents to interfere with American owned vessels flying the Stars and Stripes. That is a badge of protection. This country could find use for these ships in coastwise and South American trade if it were possible to purchase them. Too long a time will elapse before it would be possible in this country to build such ships and the number available is just now woefully small. If the purchase by private capital can not be made without running the risk of involving the United States in the European controversy, by all means it better be dropped, because that is the last thing to be desired. If, on the other hand, agreeably to the the belligerents it would be possible for American business men to buy more ocean-going boats of suitable size, it is certainly very desirable and promises to lead to more prosperous conditions here and as well to promote the convenience and comfort of many people in other nations.

**THE BASIS OF PROFIT.**

A good merchant will follow a market up and down with equal fidelity. When his judgment is better than that of his fellows he "plays the market" profitably. Speculation it may be, but the line where wise trading ceases and

immoral speculation begins is difficult to define.

Leaving it to a selfish arbiter—and a weary, long suffering consumer is such—is bound to produce a one-sided judgment. Consumers never complain when prices decline; what do they care if the merchant lose money. When the market advances and they "pay the freight," of course they complain. It is human nature. Besides the consumer is seldom made acquainted with the merchant's troubles. Probably if they were—as they are after a period of hysterical investigation like the present—they would be more intelligent and sympathetic.

"It is a poor rule that won't work both ways." If goods in stock are to be governed in value by first-hand estimates they should respond to an advance as quickly as to a decline. If good mercantile morality demands that goods shall sell only at a fair advance over what the owner paid for them, then "markets" are no regulator. There are many and various shades of opinion on such matters. Retailers have commonly held to the idea that they should take only a fair profit on the actual cost of their stock, without regard to what the replacement would cost; wherefore it happens that thousands of retailers are still selling goods at less than they could buy them to-day. Wholesalers, as a rule, "follow the market" and make or lose, according to circumstance. It's all a matter of individual opinion; and probably just as well that it is. It all adds "life to trade" and saves merchandising from the fate of stagnation.

It is reported that the Japanese government, through its banking agencies, has notified its agents in this country that it will need 2,000,000 bales of American cotton during this fall and winter. Japan normally buys about half a million bales of cotton in the United States and the other million and a half from other countries, principally Egypt. Its normal sources of supply have been cut off and Japan looks to this country for cotton. The total cotton crop this year is estimated at 15,090,000 bales, but with the cotton exchanges of the world closed the cotton planters are wondering how they are going to dispose of the big crop. Japan's demand will help out a little.

Designs in silk dress goods that are truly American are being exhibited at the United States National Museum in Washington. The designs were originated by Americans, who used the symbols and signs left by the Aztecs and other early Indian peoples. The silks were manufactured by an American firm and will be worn by American women. The designs comprise the Aztec moon in rainbow tones on blue and taupe, the Aztec coat of arms on navy blue, and reminders of the Pueblo Indians.

Love is the birth of an illusion and marriage is not necessarily the death of it.

Most fire escapes are patterned after the straight and narrow way.



## FACTS ABOUT FOOD PRICES.

## President of National Wholesale Grocers Advises Calmness.

We find business in a turmoil, the people greatly concerned and highly excited. What is the cause? The great world war primarily; then, in order, the great newspapers coming out with startling headlines on the "soaring of food prices" and the ordering of investigations on the part of National and city authorities for the purpose of punishing "conspirators" and those guilty of "combinations" to regulate the price of foods.

Now, what are the plain facts?

At the request of the Department of Justice at Washington I have prepared a statement of over one hundred items of domestic groceries—those manufactured and produced in this country and about fifty items of imported foods—taking the prices of these groceries in July, 1913, and comparing them with prices of July, 1914, and also the same foods, comparing the prices at the beginning of the war, August 1, with those of August 21, of this year.

What are the results? I will give them to you in plain figures and I hope the press—that great moulder of public sentiment—will assure the people that they are unduly alarmed.

If I sold a retailer a bill of these domestic groceries (and I include sugar and flour) consisting of one hundred and three items in July, 1913, he would have paid \$228.76; if this retailer had bought these same goods, item for item, in July, this year, they would have cost him \$230.13, or \$1.37 more.

These same goods sold August 1, beginning of the war, would have cost the retailer \$230.74 and on August 21, about twenty-five days after the war was declared, this man would pay \$233.96, a difference of \$3.22, or a little over 1 per cent. advance, and this difference is more than made up in the price of one article—sugar.

These articles are the common groceries sold day after day by all retailers and are "made in this country." Imported foods are a luxury and I am little concerned, if the person who demands them is compelled to pay for the fad—the longing to satisfy a dainty palate with foreign-made goods—because I know that the best foods in the world are produced in the United States.

This retailer would have paid in July, 1913, for forty-eight items of imported foods \$391.11; July 1, this year, \$392.29; August 1, beginning of war, \$394.89, and August 21, \$497.52, or a difference of \$102.63, showing an increase on imported foods of about 30 per cent.

As the wholesale grocers carry a very light line of imported foods, I would have been compelled to pay this advance to regular importer's agent. In a short while all imported foods will be consumed even at higher prices, as the rich are willing to pay any price. But we have this satisfaction, that those who have been eating foreign made foods will be compelled to eat home made, and they will be so pleased with the whole-

ness, the purity and satisfying quality of home made foods that they will be forever cured of their foreign taste.

I have given the plain facts—plain figures—and this list has been sent to the Department of Justice at Washington, and I am willing to check the figures with anyone. This evidence would be accepted in any court, and should be received by the public as conclusively and finally showing that all this agitation is largely one of imagination—psychological, if you please.

If I am told by every one I meet a certain thing I am convinced, in my mind, that it is the truth. When the consumer is informed by apparently reliable sources from day to day that foods are going sky high—that speculators are holding foods, that the cost of living is to increase by reason of unlawful combinations of unscrupulous men and the Department of Justice is ordered by our President to investigate, and the Mayor of our city establishes a welfare department for that purpose—the average consumer concludes that it is best to buy a big supply of all foods and lay up a few months' requirements.

All this has put the people in a hysteria—a panic—as with the exception of imported foods only one article, sugar, has materially increased since the war, and the following facts will convince any one that wants to be fair that conditions brought on by the war warranted the increase.

It is a well known fact that at least one-half of the sugar consumed in the world comes from Germany and Austria, or that part of Europe directly affected by the war. That the United States, England, France and other countries depended upon and naturally expected sugar from this well known source of supply. England knowing that sugar cannot be obtained from Europe turns to Cuba, where the United States has looked for years for a large supply of sugar and buys all the sugar in sight.

Last year Congress passed a law gradually reducing the tariff on sugar and thereby taking away the protection to that industry enjoyed for years in this country, resulting in many farmers putting their land to other use than raising beets and sugar cane, and now we find that even this country is short on the usual production of sugar. On August 1 when the beet sugar people awoke to the fact that it would be profitable to plant beet seed which heretofore had always been plentiful at \$7 per bag, they found that beet seed could not be bought for \$50 per bag, and there is a question whether any great quantity of beet seed can be obtained at all, as it is almost wholly an imported article.

## The Export of Sugar.

A few days ago the American Sugar Refining Co. exported eighty thousand bags of sugar to Greece at \$8 per bag of 100 pounds, and this is the first sugar ever exported by this country to Greece, showing what a scarcity of sugar there is in the

world. These conditions governing the supply of sugar have caused the increase in price, and all this talk about combinations, agreements and a conspiracy to boost the price of sugar on the part of the wholesale grocers is mere surmise and the result of imagination.

The great publicity given to the advance of this one article, sugar, has made the retail grocer and consumer purchase supplies for months, not only of sugar but of other foods, and that fact has, of course, raised prices; this unusual demand on the part of consumers has been the big factor in pushing the market up, making business conditions with the wholesale and retail grocer abnormal.

As to flour there is only a slight increase. Flour often fluctuates 50c to \$1 per barrel, and the price of flour is not increased over 50c per barrel since the war.

The great scare the people received from reports of the European war resulted in a big demand the first week or ten days, and then the cost of flour settled to about the usual price.

## Increased Cost of Beans.

Much has been said about the increased cost of beans. This advance in beans would have come, war or no war. Beans were very low and a natural shortage caused them to be worth more.

The Department of Agriculture sent broadcast this month a notice to all farmers to use their credit and warehouse their grain. This advice from Washington was followed not only in grain but other food stuffs, and this had a tendency to strengthen the market.

Coffee has not increased materially since war commenced, although circulating false reports induced the consumer to buy in large quantities. In 1911 the people were paying from 3@4 cents a pound more for coffee than now. This fact can be verified. It is only a question of getting coffee here and in a short time the problem of transporting coffee from South America will be solved.

There is an immense crop of coffee in these countries and it can be brought here with less risk and expense than to Europe under present conditions.

As to canned goods—those produced in this country—some have decreased and others advanced, but not any more so than in other years. The serious question is the securing of tin cans—as we are largely dependent on European countries for tin, and the supply of tin is not near large enough to take care of the immense crop of fruits and vegetables waiting to be put in cans.

## Imported Foods.

You can expect very little imported foodstuffs. European countries will be so devastated and impoverished that they will look to the United States for the necessities of life, and it would be criminal on our part not to supply them. The countries at war will consume all the foodstuffs produced in Europe and little, if any, will be exported. If this bloody cruel,

senseless war continues six months or a year and the oceans be cleared so that ships can take foodstuffs from America, the old law of supply and demand will increase the cost of foods.

## The Jobber's Influence.

The wholesale grocers of this country are doing all they can to quiet this uneasiness; this, as you might say, panic that prevails, and we hope that we may have the honest co-operation of the press.

Any combination or conspiracy to maintain prices on foods should be checkmated and those guilty punished, but I feel sure that no such an agreement or combination exists with wholesale grocers or retailers, and if such were the case, I would be the first to insist upon conviction.

Wholesale grocers have endeavored to show that they are merchants performing and doing a work that is absolutely necessary; that there is no other better or cheaper medium of securing foods for humanity; that they are subservient to economic conditions and that they are not parasites or middlemen.

They stand in the same relation to the public in securing foods as do the bankers in securing money. They are the merchandise bankers of the United States, bringing foods from every country of the world and island of the seas, and to show that they are anxious to benefit the consumer, four large National trade organizations have each appointed an "Efficiency Economy Committee." These committees are composed of the best posted men connected with the association work, engaged in manufacturing, canning and distributing foods, namely, from the National Cannery, the American Specialty Manufacturers, the National Retail Grocers' and the National Wholesale Grocers' Associations.

These men consult as a joint committee; each gives suggestions and experience that will enable the manufacturers, canners or distributors of foods to sell at less expense, and in that way the cost to the consumer is greatly reduced. The work is one that should show the public that the industries interested in securing foods are working to get the very best results in the most economic way possible.

## The Financial Situation.

I am told that there is more money in the United States than ever, and yet the bankers are charging and demanding from the merchants the highest rate of interest that the statutes of the respective states will permit. It seems that the Federal Government has poured millions of dollars into various trade centers, but in spite of this great supply and surplus money costs the merchants more now than it has for many years. A month or two before the war wholesale grocers were paying 4 to 4½ per cent. interest; to-day 7 per cent. and still the banks will not take the money the Federal Government has placed at their disposal and give business a reasonable rate.

By joint action on the part of banks



in many money centers in the United States, sixty days' notice must be given by all savings depositors; checks must be paid through certain clearing houses and only a limited amount of cash paid by banks on checking accounts.

All these extra charges the merchant must cover and add to the price of merchandise, and the consumer pays the bill.

#### Quit Rocking the Boat.

The rocking of the boat—the big business boat of this country—ought to cease. That big business boat that carries the life, the very existence, of the Nation has run against many snags in the past year and has been dangerously near going into dry dock.

Oscar B. McGlasson.

#### Chirpings From the Crickets.

Battle Creek, Sept. 7—The writer, while waiting for a P. M. train at Lansing this morning, stepped into the Hotel Wentworth. There was a large group of men in the lobby—a convention crowd, as fine a lot of young men as it would be your pleasure to meet. They were in constant conversation with each other, yet an unkind, harsh or vulgar word was not heard. One man in the group with one arm gone was not talking as fluently as his companions. A convention of deaf mutes was on and the men I saw were in attendance. Nice quiet place Lanlord Kerns was running.

Auto Council (Lansing) drew a rather cool day to-day for the postponed picnic. We hope the boys and their families got together just the same and had a good U. C. T. time.

Woodrow Wilson has made a host of friends and admirers the last sixty days and business people and citizens generally will do well to listen and abide by his scholarly utterances. A cool head and both feet on the ground will find us prepared for a wonderful opportunity to enter the world's markets and the "Made in U. S. A." tag will be conspicuous in lands where heretofore it has been conspicuous by its absence. We have the raw material, the capital, the brains, the labor, the enterprise and as capable a Chief Executive as ever registered from Washington, D. C.

Ed. I. Austin took up his duties as Postmaster at Battle Creek last Monday. Ed. is a member of No. 253 and got the appointment after a long hard fight. Battle Creek has a good P. M. and we are pleased to see a U. C. T. man on the job.

I don't see many of our boys in my territory and I am not home enough to see them, so my notes are again few.

I keep posted on live business topics, up-to-the-minute quotations and the new and old merchants and travelers by reading the Tradesman.

Guy Pfander.

#### Mr. Copeland Is Most Modest.

Cambridge, Mass., Sept. 7—Thanks for the copy of the Michigan Tradesman for September 2, containing a reprint of my address at the convention of the National Commissary Managers' Association. There is one misprint to which I wish to call your attention. On page 37, second column, seventh line, as printed it reads "The great results of its studies." In the manuscript which was sent to you I am confident that the wording was "The first results of its studies." We do not wish to claim to have accomplished too much as yet, consequently should you receive any comment on this statement I hope you will absolve us from any charge of exaggeration.

Melvin T. Copeland.

#### What Some Michigan Cities Are Doing.

Written for the Tradesman.

The opening of regular train service between Bay City and Sandusky is proving a good business feeder for Bay City.

The Flint Board of Commerce has forwarded a resolution to Congress urging speedy action in establishing an American merchant marine.

Bay City raised a fund of \$57,000 in five days to secure the removal of the Fulton Manufacturing Co., of Chicago, to that city. A new factory will be built.

Kalamazoo plans to entertain over 8,000 teachers at the State convention held October 29 and 30.

Flint's new smoke ordinance is now in effect.

Kalamazoo's building inspector is enforcing the ordinance that awnings must be at least seven feet above sidewalks.

Domestic science has been added to the curriculum in the St. Joseph public schools.

Upper Peninsula teachers will meet at Houghton October 8 and 9 with Governor Ferris and Booker T. Washington as the leading speakers.

Extensive improvements are being made at the Three Rivers plant of the Eddy Paper Co.

Muskegon's sewer system cannot be extended without endangering the future efficiency of the entire system, according to the State Sanitary Engineer and he recommends a new system that will take care of the city's needs for years to come.

The franchise of the private water company at Menominee expires November 1 and the city has been considering the purchase of the plant.

The Ludington Woodenware Co. will close its plant at Ludington in about a month and will remove to Vermont taking ten local families along.

The Michigan United Traction Co. spent about \$50,000 in improvements at Jackson during the past year.

An expert survey of the gas situation at Kalamazoo will be made by the city, because of the early expiration of the franchise held by the private gas company.

The City Commission of Owosso has authorized the Mayor to issue bonds for \$4,500, the money to be used toward the erection of an armory and auditorium.

Large distillers of witch hazel have written the Copper Country Commercial Club, Houghton, for information of the supply of black birch in that section. There is an abundance of birch and it is expected a new industry will be established.

Bay City has invested in a portable plant for repairing asphalt streets.

Morrice will vote September 14 on the adoption of a new franchise for electric lights.

Coldwater Masons have purchased the Y. M. C. A. building there for lodge purposes.

Iron ore shipments from Marquette for August show an increase of 71,000 tons over the previous month.

Almond Griffen.

#### Newsy Notes From Busy Owosso.

Owosso, Sept. 8—Last week's letter to the Tradesman was not omitted on account of the European war, but too much doing in our old home town. The street paving army had our principal down town streets torn up in most every direction. Two cases of measles and a Chautauqua were running loose here at once. Now that quietude has again settled down among us, we again report progress.

J. D. Royce is erecting a new home nest in the shape of a magnificent medium sized bungalow.

Aug. Stephan has returned from a trip in the Northern part of the State. The fair grounds are fast becoming a veritable city of new and well made buildings.

Will Wool, the Toledo biscuit salesman, was in the city this week looking for a house and will soon settle down among us. Come on in, Bill, the water's warm. In the vernacular of more up-to-date conversation, welcome to our city and don't forget that U. C. T. meeting is next Saturday night.

Orrin Myers comes out this week with a new grip—about the right dimensions to comfortably hold a tooth brush and one collar and can be carried in his overcoat pocket. This will leave Mr. Myers with nothing to do but talk.

The Owosso Caning Co. starts up this week with a full force and an outlook for a prosperous season for tomatoes.

Frank McNitt, our old time friend and merchant of Coe, has exchanged his store building and stock for a farm near Vestaburg.

A bunch of the boys motored out Sunday to the farm of Eugene Harris, near Bancroft, and rung in on him for dinner. Our sympathies are with Mrs. Harris.

James J. Brown, the Iroquois cigar salesman, and George Gray have pur-

chased the retail end of Stephan's cigar and tobacco store and are already in possession. Success, boys. If your joint doesn't prove a good place to hang out, they don't make 'em.

Speaking of clean towels and good grub, don't overlook the little brick tavern at Vernon. Fact.

Honest Groceryman.

Love may not be a disease, but is frequently shows a rash nature.

Never pass up your friends in order to gratify strangers.



"Sunbeam"

### Sheep-Lined Coats

Of course, it is unnecessary to remind you that Fall is just ahead of you, and that the farmers and drivers will be looking around for warm coats. Are you prepared to supply the demand for Sheep-lined and Blanket-lined Coats that is certain to follow?

Our stock in this department is very complete, and we are prepared to make immediate shipments.

Send for our winter catalogue to-day, before you forget it—or better still, let us make up a sample order for you.

**Brown & Sehler Co.**

Home of Sunbeam Goods

Grand Rapids, Mich.



"The Coffee De Luxe"

—makes friends wherever it may be offered—because its superb quality is easily recognized and its perfect uniformity readily appreciated.

—never disappointed a single user; never gave any retail grocer cause for apology or trouble of any kind. It never will.

Distributed at Wholesale by

**Judson Grocer Co., Grand Rapids**





## CLOTHING

### Effect of War on Shirts and Shirtings.

Importers of foreign shirting materials, etc, are rather gloomy over the situation. With orders on hand from their samples, and the foreign mills which the importers looked for deliveries beginning in December practically closed down and facing a dyestuffs famine, they fear that if the hostilities in Europe continue for any period they will not be able to supply their trade, which they anticipate, will turn for goods to the domestic manufacturers, so far as they are able.

Some importers are already said to be negotiating for domestic lines, but are not cheerful over the conditions because of the probable inability of the local mills to get dyestuffs from abroad. Even if England keeps her lines of commerce open and can secure what Egyptian cotton she needs, there still remain the complications arising from the dyestuffs situation.

Even if England and Scotland can supply the demands of the American trade for this season the heavy rates of transportation insurance which will no doubt prevail will prohibit little, if any profit on the orders which have been booked at specific prices. The order contracts between importer and customer, as a general rule, contain no provisions for an increase in prices because of war, although the contracts between the foreign manufacturer and the importer make the usual provision for the elimination of liability due to conditions which now exist.

There are domestic manufacturers who believe the situation will result in a heavy increase of their businesses, temporarily at least, and that if the dyestuffs condition is relieved by the possible use of wood dyes, we shall be in a position to expand our trade with South America. If it comes to the worse, providing of course, we can secure the necessary yarns, then, as one man put it, the white shirt will come exclusively into its own.

A man handling a large quantity of shirts annually said that if the buyers for the shirt-making houses were wise they would go into the market immediately and buy up all colored shirtings they could lay their hands on. Colored materials will be scarce, he said, owing principally to the inability of the mills to obtain dyestuffs. For the last few years improved dyes have been used which withstand the bleaching process.

The aniline dyes, which have been used for years and which still are used, are not considered fast colors,

and do not withstand the chemicals with which they are placed in contact. The new system, however, which is patented in Germany, is said to withstand the bleaching processes used in laundering and elsewhere, and the material used is called indanthrene dye.

When the tariff on shirtings was reduced manufacturers of shirts in this country, it is understood, placed large orders abroad for material, larger than they had previously. Inability to ship the material on these orders will probably mean that rush orders will be placed with domestic manufacturers, with a probable increase in price, owing to the increased demand which, it is expected, may be in excess of the supply. One shirting man said that it was his opinion that the American mills would not be able to take care of the demand which would be created.

A prominent manufacturer of shirts said that for spring most of the business could be well taken care of, inasmuch as all initial orders for shirts have been filled and the material is in work. What work will take place when repeat orders are placed, he said, is entirely problematical, inasmuch as no one seems to be in a position to predict what action the domestic manufacturers and the importers will be able to take toward supplying the demand for the repeat orders. Not only have the manufacturers received the goods for their first batch of shirts, this manufacturer said, from the domestic mills, but they have also received large consignments from the foreign mills for the first product.

There seems to be no variance of opinion with regard to the dyestuff business. With the limited supply of dyestuff in this country, and the comparative inability of American manufacturers, who cannot begin to cope with the situation, as far as the dyes are concerned, the shirt manufacturers and the distributors of shirtings are in a quandary as to just what will be the result. Some manufacturers are of the opinion that there will be such a demand for blacks that the supply will be entirely inadequate, but, on the other hand, there are a few manufacturers who are of the opinion that blacks can be made in this country, and are made here, which are probably better than the blacks made abroad. A number of manufacturers have said that with the shortage of dyestuffs here the concerns which turn out shirtings for the exclusive houses of special design and texture are particularly up against it, inas-

much as the dyes for these materials are probably made in considerably less quantities than the others.

It is claimed by a few that some Russian and French dyes are superior to some German dyes for certain purposes, but these dyes are also impossible to get under the existing conditions.—Apparel Gazette.

### Where the Cash Customer Loses.

"On the first of every month," said a communicative suburbanite, "I smoke a couple of cigars of a much better quality than I can afford to buy myself, the reason being that I don't pay cash at the grocery.

"I pay my grocery bill on the first of every month, and my grocer invariably insists on on handing me a couple of his best cigars along with the receipted bill. It isn't because the grocer thinks more of me than he does of any of his other time customers, for he hands over the cigars to them just the same as he does to me as part of his receipting of their bills.

"But take a couple of neighbors of mine who deal at that grocery. Each of them buys twice as much as I do, but pays cash every order. Nevertheless the grocer never hands either of those cash customers a cigar at the end of the month or at any other time.

"Now I haven't thought it any part of my business to go to the grocer and ask him why I should get three or four dollars' worth of cigars every year as a bonus from him for my credit trade, while the man who pays him cash and a good deal more every month than I or any of his credit customers pay, isn't recognized as entitled to such consideration, but it strikes me as a funny business proposition, the more so as I find that this reversal of the trade rule of so much off for cash is not a custom confined to my particular grocer but seems to be general with the rural grocery storekeeper.

"We credit customers actually get a discount for standing the grocery off and keeping him out of his money

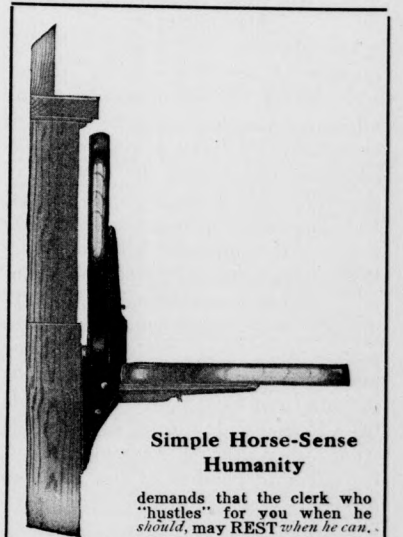
a month, while the other fellow is just out that much for paying cash. All the same, as long as I can't afford to buy cigars as good as those the grocer hands out on bill pay day I'm not going to butt in and try to break the custom up."

### Like Draws Like.

The superintendent of a lunatic asylum was strolling around the grounds a few weeks after his appointment, when one of the inmates came up to him and, touching his hat, exclaimed, "We all like you better than the last one, sir."

"Thank you," said the new official pleasantly. "And may I ask why?"

"Well, sir," replied the lunatic, "you see, you are more like one of us."



### 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 PONDER 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.

## Newland Hat Company

164-166-168 Jefferson Avenue

DETROIT

### Wholesale Hats, Caps, Gloves Mittens and Umbrellas

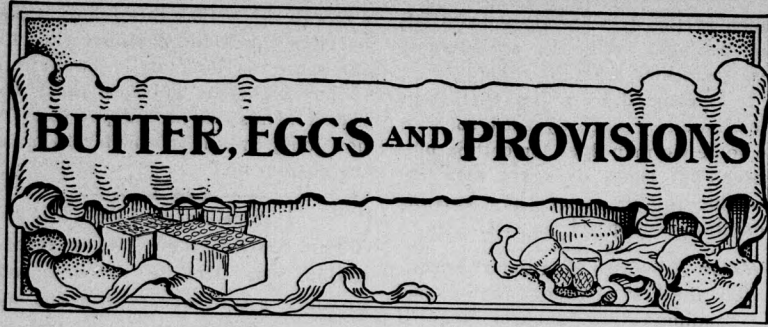
Our fall line, including all the latest novelties in Hats, is now ready. Special styles and values in Caps for fall and winter wear are being shown. A complete line of Gloves and Mittens in both dress and working goods are ready for immediate shipment.

Special attention is given to mail orders. Prompt deliveries.

We solicit your patronage.

## Newland Hat Company





**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, Williams-ton; C. J. Chandler, Detroit.

**Free Field Open for American Cheese Manufacturers.**

The shutting off of a large percentage of our importations of foreign cheese for an indefinite period offers to American manufacturers of many of these types of cheese an exceptional opportunity to establish a reputation for their products in outlets heretofore practically monopolized by the imported articles. During the year ended June 30, this country imported a total of 63,783,313 pounds of cheese of which 26,453,826 pound came from Italy, 22,490,006 pounds from Switzerland, 5,418,904 pounds from France, 3,656,763 pounds from Netherlands and 4,679,546 pounds from other European countries. A considerable number of the varieties of cheese included in this large quantity which we have been drawing from Europe have been manufactured with more or less success in this country. Our total production of the Swiss type of cheese is considerable, the industry now centering largely in Southern Wisconsin, but since we import in the course of a year over 22,000,000 pounds of the original Swiss cheese it is evident that the industry in this country will have to be greatly expanded in order to supply the present domestic demand. We understand that many Swiss cheese factories in Ohio and other states which have lately been closed or given over to the making of Limburger are back on Swiss cheese again. And there is no reason why we should not be able to replace with domestic goods of acceptable quality the importations of this king of the sweet curd cheeses, providing competent makers are secured, good raw material is furnished and modern facilities are provided.

There are also a large number of the Italian and French cheeses which can be closely imitated in this country by men experienced in manufacture abroad and certainly the advancing prices of many of these cheese should furnish a stimulus to their domestic manufacture.

The constant increase in our importations of European cheeses has been a severe reflection upon the skill and ingenuity of the American dairy interests and especially is this so when we remember that the bulk of this business in cheese between Europe

and the United States was built up under an exceedingly high tariff protection. Local cheese manufacturers and dealers have advanced the excuse that the discrimination against the American imitation products was due largely to prejudice of American consumers in favor of imported products, rather than to an inferior quality of the American makes. This is not wholly true, although it has some basis in fact. But for the time being at least European competition, except for moderate reserve stocks held here, has been cut off and with a free field it is up to the American manufacturers of dairy products to supply a demand that already exists, a trade that has already been built up, and to so thoroughly satisfy that trade that a large part of it will be retained for the "made in America" cheese even after commerce in European food-stuffs is again opened.

In discussing the results of Missouri "Rooster Day," T. E. Quisenberry, director of the Missouri State Poultry Experiment Station, says: "We sent out postal cards to all the egg dealers in the State and to those who buy and sell poultry, and we found that about 399,176 roosters were marketed on that day. We expect to keep pushing this proposition each year, as there isn't any doubt about this being the solution of most of our loss during the hot summer months. If we will all keep hammering on this proposition, it will only be a question of time until we have the farmers and poultry raisers realizing the importance of either confining or marketing their male birds during the hot summer months. I think that 'Rooster Day' was a success in Missouri, and we are in hopes we can market a million roosters in 1915."

Newspaper reports from the Pacific Coast indicate that the war conditions may interfere materially with the importation of Chinese eggs. Most of the Chinese eggs have so far been imported by the Empress liners to Vancouver, the stock coming thence to American ports by Coast steamers. This service is considerably quicker than by the Pacific Mail steamers and, the route being farther north, the goods arrive in better condition. It is now reported that the British government in requisitioning the Empress liners for war purposes and if this proves to be true, importation of eggs from China may be much curtailed.

## Apples and Potatoes Wanted

Let us know what you have

M. O. BAKER & CO.

TOLEDO, OHIO

## Try F. J. SCHAFFER & CO.

Eastern Market Detroit, Mich.

EGGS AND LIVE POULTRY

WRITE FOR QUOTATIONS

Write or wire us when ever you have

## POTATOES TO OFFER

LOVELAND & HINYAN CO.

236-248 Prescott St.

Grand Rapids, Mich.

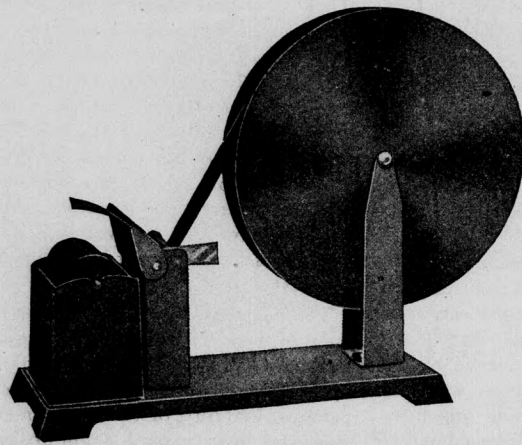
We have seed potatoes to offer in local lots

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

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 pleased.

We ship by parcels post, both SEALERS and tapes.

Write for prices.

The Korff Sealer Manufactured by Korff Mfg. Co., Lansing, Mich

When in the market to buy or sell

## FIELD SEEDS

Call or write

Both Phones 1217

MOSELEY BROTHERS

Grand Rapids, Mich.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids

Michigan

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.

Use Tradesman Coupons



**Gotham Chat About Butter and Eggs.**

New York, Sept. 7.—Some weeks ago I called attention to a shipment of creamery butter that looked badly because the buttermaker had used eight tins with which to fasten on the covers to the tubs. Imagine how they looked, not only when the covers were on, but when three-fourths of the tins had been loosened from the tubs and the covers hung over the side with all the nails protruding. I could not understand what it meant until a few days ago when I saw a half dozen shipments from the West on which eight tins had been used, but four had been nailed over the first four that had been placed in about the right position on the tubs. At once I enquired the meaning of this and was told that a ruling of the Western traffic association required four nails in each tin, and as many of the creameries had a lot of the tins on hand that had a single nail hole at each end the buttermakers preferred to use twice as many tins than to throw the old style tins away. Conforming to the new regulations manufacturers are now making a little longer tin with two holes at each end. When these are nailed on properly they hold the cover securely, and the butter is in much better shape when delivered.

Some may think that this is a small thing to make any fuss about, but it is important after all. I have written column after column about the appearance of the butter when it arrives on this market, emphasizing strongly the necessity of having it look well when shown to the buyers. In these days when the through freight trains are equipped with air brakes and they run long distances almost on passenger schedule, it not only requires a well made tub, but a carefully fitted and well secured cover to stand the strain. The sudden stopping of the train throws the tubs against each other with tremendous force, and if there is any weakness anywhere the tub or cover will be broken by the contact. A short time ago I was shown a shipment where fully one-half of the covers were a half-inch or more too large for the tubs, and although they had evidently been nailed on as securely as possible the large covers were broken all to pieces and the creamery looked as if it had been in a wreck. I don't care how many tins the buttermaker used he could not have saved those tubs. So that while the requirement of the Traffic Association is that tins with two nails at each end shall be used, it is also essential that the tubs and covers should be selected with care. A few cents saved in the first cost by the purchase of inferior or even fair quality tubs, may be lost many times over when the butter has to be sold in the consuming or distributing market. The best tubs made are the cheapest in the long run.

In the scoring of butter five points out of 100 are given for style. Not long since a fancy creamery was cut two points on appearance because the tubs had been so battered in transit that notwithstanding considerable patching up by the porter, they were really in too bad shape to show to good trade. Two buyers had refused to look at the butter, and when a purchaser was found the price had to be shaded 1 cent a pound. The cut of two points in the score on style, reduced the grade of the butter below an extra.

It may be interesting to our Michigan friends and instructive to others to make note of the fact that for some time past New York has been getting more fine eggs from Michigan than from any other state. Of course the quality of the Michigan stock is irregular and many lots are of poor average, but there is no question that the average quality has been better and there are more of the Michigan

goods that show relatively fine quality than we get from any other section, although there are of course occasional lots from other Northerly sections that are as good. Possibly the methods by which Michigan Pure Food Commissioner has conducted the crusade against bad eggs, and the co-operation he has received from the larger dealers, are responsible for the improvement.

**New Zealand Cheese in England.**

The following story comes from a London newspaper: A grocer at Southwick, Sunderland, Eng., recently made a curious discovery. When cutting through a cheese his cutting wire encountered some hard substance, and he was obliged to finish the halving process with a knife. In the center of the cheese he found a small tin box containing three pennies and a request that the finder would communicate with the New Zealand cheese manufacturer informing him as to whether the cheese was purchased as New Zealand or Canadian cheese. The tradesman has complied with the request, telling the New Zealand dairyman that the cheese was sold to him as Canadian produce.

**Renovated Butter in Connecticut.**

Frank H. Stadtmueller, Dairy and Food Commissioner of Connecticut, has ruled that after October 1 renovated butter sold in that State must be branded "renovated," "process" not being a lawful substitute. There is a State law which provides that the word "renovated" shall be stamped on all butter of the kind and Commissioner Stadtmueller when he took office decided that the law should be enforced.

**No Hazard in Cutting Cheese.**

Among the claims passed upon by the Workmen's Compensation Commission recently was one involving the question of whether a clerk in a delicatessen store injured while cutting cheese was covered under the act. The case was upon a second hearing and the Commission decided that employees of this class were not included in any of the forty-two groups of the law. In other words a delicatessen store clerk is not engaged in a hazardous occupation.

**Finding the Point of Least Resistance.**

To every situation, and in every person, there is a point of least resistance.

The argument that convinces one, is lost on another.

Salesmanship is the art of probing for the point of least resistance.


In some men, price is the big thing. In others, fairness is the predominant factor. In still others, fear that some one else will get ahead of them, is the ruling passion.

"Reading human nature" is really being able to ferret out the points of least resistance common to all men, but differing in men just as experiences differ.

Taking time to study the man is often a wise precaution, because some chance remark places in the salesman's possession the very ammunition he needs to close his sale.

**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.

Registered U. S. Pat. Off. Trade-mark on every genuine package

MADE ONLY BY

**Walter Baker & Co. Ltd.**  
Established 1780 Dorchester, Mass.

**The Grant Egg Candler**

is the only REAL MECHANICAL Egg Candler on the market. This statement is verified by "written recommendations" from Merchants, Shippers, Pure Food Inspectors, and Agricultural Colleges, who have used our Candler.

A merchant can candle eggs on his counter, in plain view of every one, as perfectly as an experienced egg man without the previous experience of learning "to roll the egg."

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**GRANT BROS. CO.**  
Shippers Eggs, Butter and Poultry  
Kokomo, Indiana



**Those Who Know**  
the delicious uses of

**Mapleine**

will thank you for supplying them

Order from  
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**PRODUCE COMMISSION MERCHANTS**

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Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs not plenty and selling well at quotation.

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

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

Refer you to The Peoples Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

**Geo. L. Collins & Co.**  
Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.  
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**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

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

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

**GEO. H. DAVIDSON**  
Consulting Contractor and Builder  
Estimates and Superintendence Furnished on Short Notice  
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**Many Lines In One Bill**

Buying on this principle gives you variety without over stocking. It gives you many profits on the same investment in place of a few. It saves you money on freight.

Our monthly catalogue—America's Price Maker in general merchandise—is dedicated to this kind of buying.

**Butler Brothers**  
Exclusive Wholesalers of General Merchandise  
New York Chicago  
St. Louis Minneapolis  
Dallas





A workingman's loan bank may be established in Detroit as a result of negotiations between Boyd Fisher, Secretary of the Executive Club of the Detroit Board of Commerce, and the New York headquarters of the Industrial Finance Corporation. Arthur Morris, founder of the system, and Clark Williams, its President, will visit Detroit in October to discuss organization of a bank in that city, which will give loans to borrowers on the indorsements of two persons, neither of whom need by property owners. About \$20,000 capital will be necessary, 40 per cent of which will be furnished by the New York firm.

In a meeting of the executive committee of the National Currency Association of Detroit, last week, it was decided to ask the Controller of Currency for authority to extend the Detroit organization to take in all the National banks in the Lower Peninsula of Michigan. The National Currency Association was organized under the Aldrich-Vreeland act and is the agency through which emergency currency must be issued until the new Federal reserve act goes into effect. The Detroit Association at present includes only Detroit and the adjoining counties, with about twenty-five National banks. Grand Rapids is the center of the organization for the remainder of the Lower Peninsula.

About \$300,000 in gold will be taken from Detroit banks as their first installment of subscriptions to the Federal reserve banks as soon as class C directors are named. Detroit banks will not be embarrassed by this.

Playground bonds to the amount of \$50,000 will be purchased from the city of Detroit by the Peninsular State Bank as soon as sites are designated by the Park Commissioner and the Common Council. Controller Engel has received a letter from President John H. Johnson, of the Bank, agreeing to accept bonds at the 4 per cent. rate. This Bank was the only bidder on the bonds when they were offered for sale two months ago, but the actual purchase has been held up because of doubt regarding their legality.

Directors of the Battle Creek Chamber of Commerce and representatives of the business men of Coldwater are planning to sell \$300,000 of bonds for the purpose of building the Battle Creek, Coldwater & Southern Railway, being promoted by the two cities.

Relief is coming irrespective of the efforts of financial men in counsel, and through the natural workings of commerce. The banks and others have done a vast deal to stay the tide that threatened to run against the country so heavily at the outset but there was little more than defensive acts. The demand for our merchandise in Europe has come on as a powerful force and it will presently take care of the foreign exchange problem. The exports of wheat and flour have risen to extraordinary proportions. For the first week of September there were nine or ten million bushels added to a similar total the preceding week and eleven million bushels the week before that. This country can spare 325,000,000 bushels without serious inconvenience and that the produce will go out at the rate of something like 10,000,000 bushels per week for a time now seems likely. That means a lot of exchange which in turn means a great relief to us on our indebtedness in the form of gold in London. But, that is not all. The packing interests are believed to be executing contracts for food on a grand scale, and there are several other lines in which big business is being done that has not yet disclosed itself.

A new method of handling this business is now in process of adoption which will count greatly in our favor. A deposit of exchange to the amount of \$1,500,000 was made in one of the leading banks of Chicago by stock yards interests, the avails therefrom to be collected, not in London but in Chicago. Vendors are demanding Chicago payment as a condition of shipping the goods. Some of the purchasers rebel, but considering the need for these food-stuffs across the water, there is little doubt that this arrangement will be perfected. This will make Chicago the clearing house for this business instead of any foreign city. It is only a question of time when this method will clear up the situation unless some extraordinary event intervenes.

Purely domestic affairs are in a fairly satisfactory condition. There is no panic or demoralization but a calm facing of difficulties and a general tolerance among business men toward each other. Little disposition is shown to insist on the payment of debts when such payment would involve the debtor in grave trouble. The banks have set the example by renewing loans and by granting consideration to individuals to meet special require-

## The Old National Bank

GRAND RAPIDS, MICH.

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

*The disposal of one's property after death, whether by will or under the law without a will, is a subject which most mortals dislike to consider, and is often carelessly provided for or shunned altogether.*

*The incident is not uncommon of a competent inheritance, the fruit of a lifetime of toil, ability and sacrifice, being swept away by ignorance in drawing a will or the selection of a dishonest or incompetent executor, or failure to safeguard the share of a spendthrift child.*

*Do not make this error. Avail yourself of the facilities offered by this company and appoint it executor or trustee.*

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123 Ottawa Avenue, N. W.

Grand Rapids, Mich.

## Fourth National Bank

Savings  
Deposits

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Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

Wm. H. Anderson,  
President  
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Vice President  
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Cashier  
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Assistant Cashier

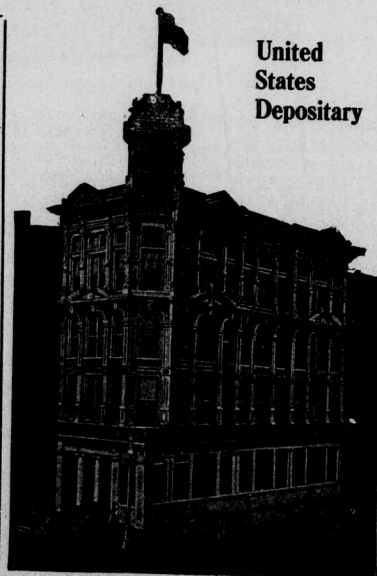
United  
States  
Depository

Commercial  
Deposits

$3\frac{1}{2}$

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000





ments. In a way the situation is too easy. There is an abundance of circulating medium, and some students of the subject are fearing the evils which grow out of inflation of the currency. We may be quite sure however that that inflation will not lead to speculation, for who dares to speculate now or what banker is willing to grant facilities for speculation? And then as to the emergency currency, that carries a tax which will naturally retire it when the occasion for high rates on loans passes by.

There is a long procession of corporations passing or reducing dividends. This is not in the main because of reduced earnings but on account of the difficulties of the money market and as a hedge against further adversity. One cannot be surprised at this action and yet it would seem that in many instances where the corporations have large surpluses the disbursements should be continued. The war will not last always, and in the case of some interests even the war will be a benefit in the way of enlarged business. Such benefit is not generally visible now, for contracts have been received only recently and the pay for the goods is not yet forthcoming. It will probably be found that the aggregate of orders from Europe for miscellaneous merchandise is much larger than is now supposed, for those things are matters of secrecy in their earlier stages. One can hardly mention an article other than those which pertain strictly to the elegancies of life that may not receive some stimulation from foreign orders. For the present it is mainly breadstuffs but everything that an army uses is now going to destruction in Europe at a terrific rate. Cotton is the conspicuously unfortunate commodity, and cotton is the big thing in our foreign commerce, but the mills of Europe are active only on a few specialties. This week has seen one shipload of cotton started across the Atlantic.

As to commodities in detail one finds little that indicates a definite trend. The iron and steel trade is perhaps in the best position, Western agricultural products excepted, for, while there is no increase in demand, steps are being taken which seem to indicate better things later on. There is greater freedom of action in that interest than elsewhere, perhaps because of the large cash means of the United States Steel Corporation and the relations of that company to countries other than our own. An illustration of what may happen on a considerable scale is found in the case of an order by an Australian concern for 12,000 tons of plate which went originally to Germany, but which now comes to this country at an advance of \$7 per ton. English tube works have bought skelp in the United States, and there is a strong enquiry from that quarter for spelter. Nevertheless, much delay must be expected in these foreign operations. One order amounting to \$8,000,000 for motor trucks and ambulances has been placed in this country by a foreign

buyer. The domestic trade is still doing something, railroads buying a few rails and some other supplies, but structural is in small demand. There is an enquiry in the Pittsburg market for 600 miles of pipe, eight-inch and larger, which is supposed to come from the petroleum interests in Texas.

The demand for Western cereals has been such as to carry the price up handsomely this week. Cotton has not fared well, but among the bidders are Japanese, which suggests a considerable enlargement of the manufacture of fabrics in the island empire. There are no trustworthy quotations for cotton, the latest figure given being 11 cents for middling uplands in New York, while Liverpool quotes at 6.20d. Some of the North Carolina mills which shut down at the outset of the trouble are now resuming. The trade in fabrics looks quiet, but it is largely because of a wide difference between manufacturers and buyers on the price range. Considerable quantities of colored goods have been withdrawn from the market on account of the scarcity of dyestuffs. Print cloths, standard, are quoted in New York at 3½ cents. Woolen goods and wool have been in large demand. Something like 30,000,000 pounds of wool have been bought in the Boston market since the war broke out on advancing prices. The British government is a large figure in the wool market, blankets being a specialty, and liberal purchases have been made of cloths by Americans. On both sides of the ocean the condition of monetary affairs makes a ragged market.—Economist.

Unless a man possesses self-control he is little better than a slave.

Why owe any one a grudge when we can pay as we go?

**Location for Bank Wanted**

Wish to learn of a live, progressive town in Michigan that desires another bank. Will organize a state bank, or will buy a majority of the stock of an established bank. Address—Banker, Care Michigan Tradesman.

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



**Kent State Bank**

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000  
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Resources

8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank in Western Michigan

4% the first year  
5% a year for four years more, on real estate bonds secured by a first mortgage on one of the best located business blocks in Grand Rapids.

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Guaranteed by two wealthy responsible men.

Property worth twice the loan. Free from state, county and local taxes. Telephone or write, or better still, call on

**The Michigan Trust Co.**

**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.

**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  
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**Largest Resources in Grand Rapids**



**Grand Rapids City Banks**

are the most convenient banks at which to carry a commercial account.

Located in the heart of Grand Rapids, the business center of Western Michigan. Conducted by men of practical business experience and judgment for customers who like to be served in a business way.

You will find it an advantage to carry an account at these strong, progressive banks.

Transit Department—the largest in Western Michigan.

**GRAND RAPIDS NATIONAL CITY BANK  
CITY TRUST AND SAVINGS BANK**

GRAND RAPIDS, MICH.





### The Greatly to Be Desired Come-Back Feeling.

Written for the Tradesman.

I saw this card in a shop window recently—"The Store with the Come-Back Feeling." The place that rightfully can claim this title is fortunate. This feeling is something to be earnestly sought and when obtained to be carefully cherished, for a strong come-back feeling among its patrons is one of the most valuable of the intangible assets that can belong to a business.

What causes this feeling to take root and grow and flourish? What is the soil that it feeds on? What is the cultivation that increases its size and strength? What is the blight that so often attacks it and causes it to wither and die?

Here are two stores much alike as to outward appearance. You can not say that the stock or the prices are especially better in one than in the other and yet people flock to see the one and avoid the other. Why is this?

The reply to this question, if reply can be made, takes us into the realm of the psychological. A problem in psychology is harder to solve than the knottiest "example" in the old arithmetic, and the result if obtained is somewhat difficult of expression. To trace and feel the myriad lines of attraction and repulsion radiating from a store to its patrons and possible patrons—this seems a task for the seer or clairvoyant rather than the plain business man. To increase and intensify the attraction, to minimize and annul the repulsion—this is the end to be sought.

To implant this come-back feeling among its customers, the management of a store must understand human nature. Now the study of human nature would be a hopelessly long and tedious pursuit were it not that in fundamental things almost all persons are very much alike. What pleases one is almost sure to please everybody else.

In a store that can boast of a strong come-back feeling among its patrons, it will be found that the customer ranks supreme. The customer's convenience, pleasure, preferences, even his or her—and more especially her—prejudices are taken into due consideration. So far as possible things are looked at from her point of view. The business methods employed and all the ways of the store are made to conform to this same aim.

Now it is a common mistake in store methods to place the means ahead of the end. For instance, or-

der and neatness and system are good things in a store, excellent things, splendid things—in their place and insofar as they make the establishment attractive to shoppers and expedite the work of handling trade. But when order and neatness and system are made so big and important as to outrank the fundamental purposes of attracting and holding customers and selling them goods, they defeat the end sought. Have you not been in shops that were kept so faultlessly tidy and in such consummate order that one really hesitated to ask to see goods for fear of "mussing things up?" It is more essential that customers be made to feel at home than that everything be excessively spick and span.

"That customers be made to feel at home"—this is another one of the intangible, psychological things that seems to be manifestly and pleasantly present in the very atmosphere of some shops and woefully lacking in others. This also depends upon the knowledge of human nature. It is easy enough to do it if you understand the springs underlying thought and action—all but impossible if you are ignorant of these.

Rather magnify the personal. The friendly greeting, the little pleasant chat, the enquiry after the health and affairs and interests of the customer—these go a long way in producing the come-back feeling, provided they have the ring of genuineness and sincerity, and are not put on for business reasons and do not spring from mere prying curiosity. It is said of a very successful Michigan merchant who died some years ago, "Mr. M—really liked people." This liking for people can be cultivated—there are few who do not possess some latent kindness for their fellow-beings. In producing this feeling of friendliness which you want should pervade your establishment, enlist the assistance of all your helpers from oldest to youngest. Your store should have a warm, genial atmosphere—just the opposite of the chilling, cheerless impersonal air of a railway station or a court house.

In the matter of pressing a sale, there is a happy medium which tends to make a customer want to come back. Indifference is bad—no one cares to return to a store where she has been treated coolly, compelled to wait unnecessarily, where no effort is made to satisfy her peculiar requirements, where, in short, "they don't seem at all anxious to sell their goods." On the other hand, nothing will more effectually make a sensi-



## Write for the Latest "Buffalo" Catalogue

It illustrates the finest line of popular-priced Trunks, Suit Cases and Traveling Bags on the market.

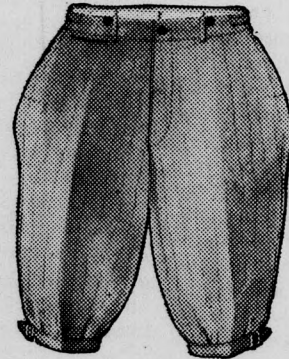
# Buffalo Trunk Mfg. Co.

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

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

THE  
SOLID CONSTRUCTION  
LINE

## Knickerbockers For Boys' Wear



NEARLY every Dry Goods and General Store has customers that are interested in this item, and our size combinations make it an easy matter for any merchant to keep his stock of sizes well balanced. We have them in Cottonade, Khaki, Whipcord, Cassimere and Serge at \$2.25, \$4.50, \$4.75, \$6.50, \$8.50, \$9.00 and \$10.00 per dozen. Give our line a trial.

### Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

## The Choice of the People

### Vellastic Fleeced Underwear

BECAUSE	It is Comfortable
It is Warm	It is Close Fitting
It is Durable	It is Non-Shrinkable
It is Elastic	It is Smooth as Velvet
It is Sanitary	It is Reasonable in Price

And because it is superior to any Underwear on the market.



The above trade mark is attached to all "Vellastic" Garments

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan



tive and high-spirited woman shun a store than a too-insistent effort to induce her to buy something she does not want. Importunity is poor business policy. If a sale is made, the customer is almost sure to be dissatisfied; if the sale is lost, the customer will avoid undergoing another such ordeal.

Of course, sell if possible when you have that which will please and satisfy the customer. But when you see that a sale is impossible or impolitic, then be careful that the customer shall not leave feeling sore or feeling that you feel sore.

We have dwelt mainly on the personal element in producing the comeback feeling—the tactful dealing with human nature, knowledge of the emotions, and the like. But business is business. Your customers have not feeling alone but brains also. They must be satisfied intellectually as well as have the fur stroked the right way. They must be sure that your goods are reliable and your prices are right. A shopper who has been swindled ever so politely never cares to come back. Fabrix.

#### The Small Dealer and the Big House.

Written for the Tradesman.  
The big house—understanding by that term the manufacturer or the jobbing concern—is striving to get the small dealer to understand that profits are largely a matter of percentage and that the small merchant and the consumer are in the end really the ones who pay the price of dishonesty and inefficiency. The manufacturer's and the wholesaler's profits are small because of their large business. The small merchant's and the retailer's percentage of profit must be larger, as a matter of course, both because of the nature of their service and the limited field of their activities. But losses through dishonesty and inefficiency are made up in the percentage of profit all the way down the line, and the consumer and the small dealer pay for it.

Thus, in a very real sense modern business is a body composed of many members, not one of which suffers to itself. When one suffers, all suffer. Therefore it is to the interest of all to prevent, if possible, the failure of any. More particularly of course, is it to the interest of the big house to safeguard the business health of all those retailing institutions to whom it sells merchandise. Any other policy would be, as we now see it, shortsighted and stupid.

Anybody who has any intimate, personal knowledge of the ways of a "house" knows how the "house" often takes to heart the problems and perplexities of the small dealer. To an extent often beyond the imagination of the local shopkeeper, the remote concern (producer or wholesaler) from whom he buys goods, is concerned in the small dealer's business welfare. If he's in bad, they want to see him pull out. If he shows that he is entitled to credit concessions, they are generally not unwilling to grant them. As a matter of fact no business phenomenon is of more fre-

quent occurrence than the sight of the big house doing the "big brother" act by some small dealer, who has suddenly found himself in hard straits.

#### Eliminating Trade Evils.

It is one of the most encouraging symptoms of to-day that there should be so many articulate and earnest pleas for better business relations among the factors of trade. Let us have more cordial and amicable and brotherly relations everywhere, is the modern slogan—especially between the small dealer and the big house.

The ambition for an ideal business era—an era of mutual confidence and trust and active co-operation—has become, in these latter times, a very concrete and popular sentiment. Few would dare to openly antagonize the movement, or definitely express himself as being out of sympathy with it, while thousands of the brightest and best and most representative of our business men the country over are actively working for its realization.

Many years ago—when many of the sentiments expressed in this and previous installments of the present discussion were so far of realization as to seem Utopian indeed—the Michigan Tradesman preached the gospel of co-operation, and visualized and prophesied and urged, the day of a closer and stronger and more friendly relation among the several branches of trade. It then contended—and all through the years it has unremittingly continued to urge—that co-operation is essential to the elimination of the trade evils.

Trade evils are of many kinds. Some are worse than others. But all are bad. Ideal conditions contemplate their complete elimination.

Sometimes the big house is at fault, sometimes the small dealer. But the interest in the discussion lies not so much in the history of their origin as in the method of their elimination or cure.

Some trade evils or abuses—not so common nowadays as formerly—for which the big house was to blame are: overloading the small dealer with goods far beyond his capacity of distribution; misrepresentation of goods, both in the matter of material, method of manufacture, value, etc.; and coercive measures. These abuses of trade are, of course, being rapidly

corrected by those immediately responsible for their perpetration.

Other trade evils of the big house are: guaranteeing merchandise of a precarious or unknown (i. e. unproved) merit. Sometimes manufacturers are themselves deceived. In fact this often happens. The defect may inhere either in materials or processes of manufacture. Raw materials are not uniform in excellence; and often a process requires further experimentation before the product can be declared absolutely dependable.

Insecure packing, delays in filling orders, carelessness in the shipping department, or substitution of merchandise other than the kind ordered when the goods ordered is out of stock. All these, and many other kindred evils, are matters with which the average small dealer is all too familiar. And for them the big house is clearly responsible. And the big house is just as vitally concerned in the suppression and elimination of such evils as is the small dealer.

And then, of course, there are many evils and abuses directly traceable to the door of the small dealer. Not to attempt anything like an exhaustive list, here are a few: cancellations, goods returned on insufficient grounds, slow pay, unreasonable demands for credit extensions, failure on the part of the small dealer to exhibit, advertise and otherwise push the merchandise of the big house.

#### More Mutual Confidence.

The relation between the big house and the small dealer is the relation between buyer and seller; and this presupposes and, to be ideal in its nature, requires, that both parties to the transaction shall be frank, honest and truthful.

But there is more to it than this. The small dealer is a buyer who buys to sell; in other words he is the necessary link between the house (manufacturer or jobber) and the ultimate customer, the consumer. The small dealer's buying capacity varies directly with his capital, his efficiency, and the size of his constituency.

The instinct of self preservation on the part of the big house, and its pardonably natural ambition for a larger growth, alike prompt it to covet for the small dealer increase in buying capacity. But this requires that his capital should grow, his ca-

capacity as a business-getter increase, and his trade-zone widen out in every direction.

Now the thing that strengthens the ties of this vital relationship and lubricates the wheels of business and makes for better feeling on the part of the big house and small dealer, is more mutual confidence. Let the little dealer have confidence in his house; and let the house have confidence in the little dealer.

There are many small shopkeepers and retailers all over the country who can easily get into partnership with big houses—houses in every way worthy of their fullest confidence—houses that will actually go out of their way to help the small dealer grow up into a big dealer. They will help by supplying dependable merchandise, seasonable merchandise, and merchandise specifically adapted to the dealer's requirements—and only so much of it at a given time as the small dealer is able to handle readily, and at a fair profit. Furthermore they are glad to supply selling helps, and back up the small dealer's local efforts, by country-wide publicity and special local boosts.

Small dealers, I am glad to say, are beginning to appreciate this spirit on the part of the big house. Confidence is growing. A better feeling is gradually but surely coming about. And that is the reason I confidently expect, and hale with delight, the approach of a better day in business.

Frank Fenwick.

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.

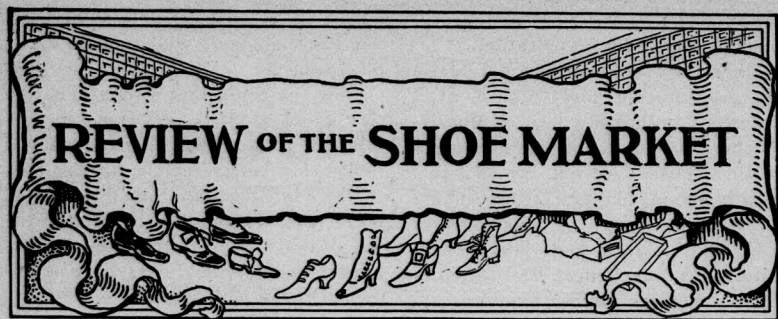


**MONEYWEIGHT Scale Co.**  
GENERAL DISTRIBUTORS FOR  
**The Computing Scale Co.**  
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**THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES**

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





### Common Sense Method in Selling Shoe Findings.

"Findings keep me all fussed up," said a shoe dealer to the writer just the other day. "I've a suspicion that there's a lot in 'em, if one could only get into the game properly—at least the trade papers and the gladhand salesfolk seem to think so—but I'll be jiggered if I know how to get the citizenry to warm up to findings. I've got, as you see, a little of pretty much everything, but I'm—you know what they say about an honest confession?—well, I'm non-enthusiastic to a degree. Appears to me as if it's a case of dinged if I do, and if I don't—dinged."

And I got a distinct but fleeting impression of unassumed puzzlement, which registered and was gone.

And yet the matter of selling findings on a profitable scale is just about as simple a little old merchandising proposition as one is apt to get up against.

Some things appear hard to do, not because they are really difficult of accomplishment, but because they are frequently made to seem so by the attitude of mind in those approaching the task. Molehill difficulties are exaggerated into mountainous propositions.

This is the way it is—oftener than some of us imagine—with findings.

Findings present few real selling difficulties—as few, I think, as any, and far less than many classes of merchandise.

Just a little common sense goes far and accomplishes much in quick turn-overs.

In order to get down to cases, let's think about shoe polish.

There is absolutely nothing new and exciting about shoe polish.

And yet, according to the law of averages, the people of every community are going to consume about so many dozen—or so many gross—per season, one year with another—whether anybody makes any particular ado about shoe polish or not.

That proves that shoe polish is a staple commodity—or, if you prefer to put it that way, an indispensable commodity.

Now, if a retail shoe dealer of the lesser community, or anybody else handling findings there, should really become interested in promoting the sale of shoe polish along practical lines, liberate a lot of common sense talk about the real merits of good shoe polish and how to use it, and thus make a real ado about shoe polish—the local consumption of shoe polish will be appreciably increased in that community.

Many people who had previously used shoe polish rather sporadically and sparingly, will use more shoe polish—and use it more intelligently; and many a substantial and prosperous person who hadn't bought a box of shoe polish since Heck was a pup, will bethink him that it might not be a bad idea to have a good box of 10 cent shoe polish at home to touch up his shoes between times, thus prolonging the 10 cent shines he gets twice a week on his way to the office.

But all this is a bit aside from the thing I had in mind, which is Bauer's shoe polish talk.

#### Three Important Sales Facts.

Strictly speaking, Bauer isn't his name at all, but that doesn't make any difference. His talk rings just as true under a non de plume as it would if his real name were emblazoned here in blackfaced type.

According to Bauer's analysis shoe polish does three important things, viz: (1) Improves the appearance of shoes. (2) Prolongs the life of leather. (3) Keeps leather soft and pliant, thus promoting foot-comfort and health. From time to time Bauer has said a good deal on each one of these topics.

According to Bauer also there are three considerations that should prompt intelligent people to buy shoe polish from time to time: First, the desire for sanitary appareling, even down to one's feet—"Polished shoes," says Bauer, "are clean shoes;" second, economical considerations; and third, personal pride and the pardonably natural desire for neatness and the collateral benefits of that well-groomed appearance of the prosperous person.

"Why do people comb, brush and rub-down a horse?" enquires Bauer, in one of his window cards. "To remove dirt, grit and dried perspiration," he proceeds, "and to restore to the horse's coat the health and gloss and beauty Nature gave him to start with. Wise to the requirements of footwear service, tanners have improved and beautified the grain surface of leather; and shoe manufacturers have built it into footwear garmentry of enduring goodness: Why do people let dirt and grit spoil Nature's texture and man's handiwork? Groom your shoes—keep 'em spick-and-span—and they'll last longer and look better. Get the polishing habit.

"D'you ever look at a pair of shoes under a magnifying lense?" asks Bauer, in one of his famous shoe polish cards. "If the shoes have been worn without polishing, the surface

## Is It Wise?



No. 355 Boys' High Top

Boys' Last No. 49

Many of our customers have told us that we make our shoes *too good*. They say: "It is not necessary to put such solid materials in your shoes. People don't know the difference. All they look for is style and fit."

Yes, but when after a few weeks the shoe loses its shape, and begins to wear out, your customers *will* realize that poor judgment has been used, and you will be blamed. Some may not care about the wear—

### But is it Wise?

**Rindge, Kalmbach, Logie Company**

Half Century Shoe Manufacturers

Grand Rapids, Mich.

## Stock Up Now for Fall on the H. B. Hard Pan Shoe The Sturdy, Strong Shoe for Men Designed to Withstand the Hardest Kind of Service

H. B. HARD PAN shoes have been made and so well so long that every FARMER, MECHANIC or RAILROAD MAN is satisfied with the goods shown him if they bear this name.

Year after year we have refused to substitute cheaper material and the name H. B. HARD PAN is a protection for them against inferior leather and poor workmanship.

Think what the sale of this line will mean to you in protection and profit. Send for samples or salesman. A card will bring either without obligation to you.

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

**Herold-Bertsch Shoe Co.**

Manufacturers Serviceable  
Footwear

Grand Rapids, Mich.



is covered with a fine glaze of dirt. Necessarily so, for humidity of the air and perspiration from the feet make the outer, as well as the inner surface of the shoes moist. A layer of infinitesimal particles—grime and grit—settles on this moist surface and adheres. If a shoe could talk, it would say: 'Moisture and grit is what gets my Angora.' If it's worth while to buy shoes to start with, isn't it a good plan to keep them clean? Our shoe polish removes to-day's dirt and insures against the dirt of to-morrow."

I could easily fill up the space allowed for this article by quotations from a single dealer on one of the commonest little commodities of the findings department; but the shoe polish items already produced illustrate what I mean by common-sense methods in pushing findings. It's 98 per cent. information: just letting people know things about the merchandise—what this or that thing is, and what it's for. Don't get the idea that Bauer is strong on shoe polish and weak as pie crust on other findings articles. He isn't. He's always handing out the most surprising bits of information about commodities of many kinds, from laces to shoe trees—and it's the common-sense quality in what he says that constitutes the punch of his advertising.

All merchandisers from the least to the greatest understand the principle of reduced quotations for quick selling, and the stimulating value of leaders and specials.

Why isn't this commonest principle of merchandising more frequently employed in pushing findings? Some one may perhaps suggest it is because the asking price is not large to start with—most commodities of the findings lines being relatively inexpensive—5, 10, 25 and 50 cent articles. And the price of a given article in one store is practically the price in all. So the mind of the public becomes inured to a fixed-price schedule; and thereby many are laxed and lulled.

The psychology of the situation suggests the need of a mild shock. Impart the shock by changing the price. A cent or a cent and two-thirds off on standard 10 cent polish, at times, isn't going to break you; and attractively-priced silk laces, on occasions, will enable you to sell three pairs where you've been selling one.

I know a big shoe retailing establishment that has a continual run of findings specials, and does a big business in those lines. They back up their findings goods with first-class salesmanship.

But what is all this but simple common-sense in pushing findings? Nothing especially brilliant or spectacular about it; just common-sense. And that's all there is to it anyhow. What's the use of making a simple matter abstruse and difficult? Just apply the rules of common-sense to selling findings, and you'll be surprised to see how easily and profitably they sell.—Shoe Retailer.

The man who fails in business gets a lot of sympathy, but not a bit of praise.

**Don't Kill Goose That Lays Golden Eggs.**

A few days ago we conversed with a manufacturer of shoe ornaments on the relationship that exists at the present time between the shoe retailer and manufacturer of shoe buckles, and of the closer bonds that could be drawn between the dealer and the buckle manufacturer to the mutual profit of the distributor, manufacturer and consumer.

The months of July and August to the shoe retailer are comparatively dull. The reasons are obvious. It is likewise equally obvious that during these months the shoe retailer sells comparatively few ornaments for evening wear.

During this dull period a seed of discontent is sown. The dealer sees his stock of rhinestone and other buckles before him day after day and then assumes that buckles are on the decline. Overcome by pessimism he preaches this fact to his salespeople, who are likewise affected by it. With what result? Without realizing it he is working against his own interests, and incidentally the interests of the public by attempting to persuade himself that because of the general dullness in his business he must specifically assert that shoe buckles, the most profitable department of his business in point of net profits, have declined and therefore he will buy lightly.

Analyze any situation of this sort and it may be seen that a condition like this may only be overcome and the dealer benefited when he realizes that the upkeep of his buckle business and its permanency are entirely dependent upon himself and the interest he attaches it. The same amount of optimism in place of pessimism, spread among his salesforce and realized by himself, will work in just the opposite and a more profitable direction.

To have more confidence in himself and to treat shoe ornaments less as an accessory and more as a primary feature of his business will prove a most profitable source of satisfaction to the dealer.

By keeping the buckle stock fresh and up-to-date by instructing the salespeople to use the method of suggestive selling with regard to buckles, that is, not to wait until a customer asks to be shown a buckle or goes over toward the case to look at them, but instruct the salespeople to show buckles with each pair of low shoes or evening slippers sold. These are salient features which will make the retail merchant appear progressive to his customer; his salespeople will be considered well trained, and at the end of his fiscal year he will find his profits from his shoe buckle department a source of satisfaction.—Shoe Retailer.



Get your

**Gorilla Shoes**

of us.



Every dealer needs a strong shoe.

Why not get the strongest, the toughest—tougher than an

**East Side "Gun Man"**

**\$2.60**  
per pair

No. 2420—Black D. S. Blucher

No. 2460—Choc. D. S. Blucher

5% in 30 days

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

**SAFETY FIRST**

In shoe profits is secured by *SERVICE FIRST* in shoe quality



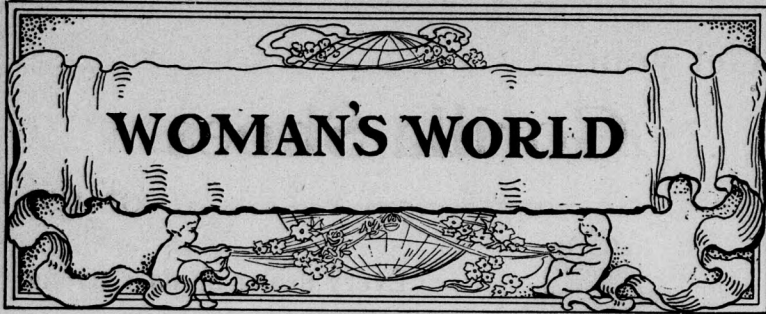
Service is the first consideration in the manufacture of *Rouge Rex Shoes*.

Use is the test, and the consumer who buys once, buys again. The test satisfies. Our stock is ready for your fall needs. Write for catalogue or salesman.

**HIRTH-KRAUSE COMPANY**

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





### Woman and the Spirit of Militarism.

Written for the Tradesman.

War becomes ever more and more horrible. The vast numbers engaged and the destructiveness of up-to-date means of slaughter make warfare far bloodier now than in former times. The thoroughness of modern news service, laying before us every sickening detail, the sensitiveness of twentieth century nerves, the vividness of twentieth century imaginations, travel and widespread dissemination of knowledge that have strengthened the bond of sympathy among peoples of differing nationality and blood—these bring to us the keenest realization of the dreadful havoc that is being wrought across the water, and press home to us the woes of our foreign brothers. War, cruel and heartless as he always has been, never showed himself so red of hand, so grim and terrible of visage, as now.

Women have their part in war. Since our earliest times, whenever and wherever man has lifted his hand to destroy his brother man, woman has borne her full share in the mournful consequences of his act. Not as a rule on the field of battle. The excitement of conflict, the joy of triumph and adventure, the honors of military success, have not been hers. Her portion has been the passive and painful role of suspense, of agonies of fear, of grief over lost loved ones, of suffering the deprivation and want that are the inevitable consequences of war.

Exemption from actual military service, while it may to some extent protect their bodies from the physical perils of warfare, can not insure the hearts and minds of women from the woes that warfare engenders. Every soldier in every army is first of all a mother's boy. Some woman has risked her own life to bring him into the world, has fondled him as a baby, has loved and taught and cared for him as a little lad. When you consider the vast amount of labor and anxiety that goes into the rearing of one child, multiply this by the huge number required to make up a respectable sized army—multiply it even by the lesser but still appalling number that fall in a day's battle—and you get some idea of the outrage which war is against motherhood.

Napoleon, the greatest prototype of the spirit of militarism, honored the woman who bore many sons. She was useful, nay, indispensable, as a producer of soldiers. She furnished the fuel for his fires. The

urgent, even frantic call for men which now is fairly rending the air of Europe, is in reality a call for the mother's product, for the bodies and brains that she has spent her own body and brain in bringing to their stalwart strength and perfection. To surrender these to be mowed down by artillery fire, blown up by mine explosions, sunk in sea battles—this is the levy that war places upon women.

Militarism is directly opposed to all that the good woman stands for. To conserve, to care for, to cherish life, property, treasure, virtue, happiness—this is the woman's unailing instinct. War is directly opposed to this instinct; it kills, cripples, destroys. It unchains the basest passions, it tramples under its ruthless heel the most sacred feelings and relations. We have spoken of the sacrifice it demands from mothers. Not mothers alone but wives, sisters, daughters, sweethearts, pay the penalty as well, and not only in the loss of life of those who stand nearest and dearest, but also in the physical maiming and the mental and moral wreckage, in the disease and debt and misery that are the results of war.

And yet women of all ages have sounded the plaudits of the conqueror. The pomp and glory of war have appealed to their imagination. No other flattery so tickled the vanity of the fair lady of the middle ages as to have some gallant knight wearing her favor in battle, nor was she always careful to insist that her brave cavalier should unsheath his sword only in a righteous cause. The soldier in his trappings of battle is still, in the eyes of the average woman, a more heroic figure than the most honorable and industrious civilian. Mothers have imparted to their sons their own admiration for military success and prowess, and have been far too ready to laud a victor even though he be nothing more nor better than a scientific butcher.

They have done this blindly, failing to discriminate between war undertaken for the love of conquest and the exaltation of the military spirit, and war that is justifiable and necessary for defense or for a really worthy cause. And mothers can not teach their children distinctions which they themselves fail to see. That a war of conquest is a disgrace, and the greater the victory the greater the disgrace—as much a disgrace as is spiritless submission to a powerful foe—is a fact in ethics not clearly understood by most minds.

What every thinking person in this country most earnestly prays for is not so much victory for the allied forces as an awakening of the German army and the German people to the baseness of the issue. Mutiny from within would break the iniquitous power of the Kaiser more quickly and surely than defeat from without. With a people trained from childhood, not to an admiration of militarism, but to an abhorrence of war, trained to look upon war (except for the most gravely necessary causes) as a crime and the prolific parent of many crimes, no ruler and no government would dare precipitate such a conflict as now engages Europe.

When the news was flashed over the world that the present European war was imminent, there prevailed a feeling that actual war of any such magnitude, with all its grim horrors, would be impossible in this day of advanced civilization and Christianity. Yet when we consider the cultivation of the military spirit in the German Empire during the last two generations, the building up of her vast war machine with a military aristocracy trained specifically and only for the operation of that machine and eager to prove the efficiency of that training, we must realize that it was but logical that the war spirit should find expression.

Ruskin said if all of the women of the upper classes would wear mourning throughout any period of war, to show their grief and abhorrence over the suffering entailed and their discountenance of so-called military glory, wars would entirely cease. It is high time that women of all classes voice their protest against war, in no mistakable terms. More than this, they should train every child, boy as well as girl, to feel that war is a degradation, a return to savagery. Their work will not be without its sure effect. The ancient Spartan mothers bade their sons, when starting forth to battle, to return bearing their shields or borne upon them. The sons imbued with such teaching were the most valiant warriors of their time. It is for American and European mothers to instill into the minds and hearts of their children an equal devotion to the glories of peace.

Quillo.

### The Mathematics of Quantity Buying.

It seems to be pretty well agreed that quantity buying is more apt to be unprofitable than otherwise. The question naturally arises, "Is there not some accurate method of determining in each instance whether that particular purchase is wise or unwise?" To be sure, the facts may be guessed at, as they generally are, but isn't there a better way?

Obviously, the most important thing to know is the rate at which the article in question sells. Some kind of a stock record should be kept. The writer has discussed this subject in another article. Suffice it to say here that there are simple methods for keeping records of this kind.

Or, in the absence of such records, one can always refer to back invoices. It is also necessary to know the earning power of the capital invested in your business, expressed in terms of percentage. This may be ascertained by simply dividing the annual net profits by the amount invested. The result divided by twelve gives the monthly earning power of your money.

Given the required quantity and the discount, the problem is simple. Turning to your records you find out how many months the quantity is likely to last and multiply by the monthly earning power. If the discounts, free goods, etc., exceed the result, the investment is a good one; otherwise, it is not.

Let us take a concrete case: A salesman urges you to buy a particular item in a certain quantity in order to get a discount of, say, 12 per cent. Judging from past sales, the quantity is enough to last nine months. You know your annual net profits to be about 25 per cent. of invested capital, or about 2 per cent. per month. Nine times 2 per cent., or 18 per cent., therefore represents what the sum required for the purchase would earn in nine months' time if invested in stock turning the average number of times, or more, per year. The 12 per cent. discount is therefore insufficient to justify the purchase.

You are now in position to dictate the terms on which you will buy. In the case at point it is evident that you should either have three months' advance dating, or that the discount should be increased to 18 per cent., or else that you should not be required to buy more than a six months' supply. This last could be brought about by merely reducing the quantity, or by increasing the sale by means of increased advertising or other efforts on the part of the manufacturer. In fact, you should get still greater concessions, for you are now only on a par with buying in small lots as needed.

As the writer sees it, there is only one case where this rule would not hold good, namely, where the merchant has more capital than his business requires. But instances of this kind are, needless to say, rare.

Frank T. Bosworth.

AS SURE AS THE  
SUN RISES

Voigt's  
CRESCENT  
FLOUR

Makes Best Bread  
and Pastry



**THE DANCE CRAZE**

**It Sweeps Over the Land Like a Hurricane.**

Written for the Tradesman.

What do you make of the highly modern dance craze that's sweeping over the land?

Purely as a psychological study, this fantastic terpsichorean madness which is sweeping over England and the continent and reaching characteristically acute expression in America, is an interesting study under the sun.

The dance is a very ancient form of amusement; and among the better elements of society, in all ages and amongst all peoples, decorous forms of dancing have evinced an abiding popularity—especially among younger folks, who are naturally nimble and better able to master the intricacies of dance-movements. But this present-day trotting delirium is no respecter of age and the traditional immunities thereof.

To dance, to waggle, to curvet, to wiggle; to oscillate rhythmically, to wobble-wabble gracefully, to trot fantastically—is the modern interpretation of the chief end man and our present estimate of the long-sought summum bonum. It's of no particular consequence what's in the head, but if one happens to possess a natural gracefulness of movement and aptitude in the mastery of new dance steps, one is sure to be popular. The sight of hefty, perspiring, walrus-like persons, and stiff-kneed people who

are no longer young, floundering about the floor to ragtime melodies, is a sight to make the gods hold their sides with laughter.

New York has simply gone daft on the new dance fad. With an ingrained penchant for doing whatever she does immoderately, New York is carrying the raggy delirium to its most unbelievable conclusions.

"This is surely the era of the limber leg," says Herbert Corey, the brilliant New York newspaper correspondent. "Dancing masters are making more money than professors. Persons who possess a certain supple elegance of the lower limbs have to keep their accounts in two or three banks.

"Dancing schools simply clutter the municipal map. Walk along any of the uptown streets and you'll hear the raggy revelry. The iron-legged instructors begin their day's work at 2 o'clock and keep at it until 11 o'clock. 'I teach six classes a day,' said one teacher. 'Each class consists of not less than eight persons. My charge is only \$2.00 a person now. But next week I'll increase this charge to \$3.00. I am forced to do so that I may keep the number of customers down to the capacity of my plant.

"Six times \$16.00 means \$96.00 a day for this man. There are four other teachers in his school. So far as one can see, all are equally busy. At least two well advertised teachers are being paid \$25.00 per lesson, and at least one other \$20.00 a lesson. The three have more than they can do. 'We do not assume to teach the tango in less

than twenty-five lessons,' said one of the \$25.00 a lesson teachers. 'Remember there are sixty-three positions to be taught.

"Magazine men say people do not stay home to read at night any more. Theater managers say people had rather dance than go to a show. Restaurant men say they do not sell any more food, in spite of the crowds they now serve. They get their profits from the drinks."

Large cities of the interior that pride themselves on their quick domestication of Manhattan styles and fads, are trying their level best to get the pace, though it is confessedly a bit rapid. Still they are doing their poor best.

For one thing, the present tango craze provides a striking illustration of the imitative impulse dominant in human nature.

People are incurably gregarious. We go in gangs and crowds and multitudes. Sentiment, impulse, the unreasoning desire to do the thing that everybody else is doing, seems to seize us bodily and thrust us forth. Whither are we going, and why?—not many people pause long enough to put or answer such questions. Enough for them that they are on their way. Somebody's example—and it may be a good, bad or indifferent one—happens to strike the popular fancy—how and why, no man can tell—and the thing springs into instantaneous popularity, and a nation-wide fad is on. The unfortunate circumstance of our imitativeness lies in the fact that it seems

to be easier to follow a bad example than a good one.

Nothing in the realm of contagion, not even smallpox and yellow fever, is as catching as a questionable example. You see it in the animal kingdom. Let one horse break loose and there will be a general stampede among the horses. Let one dog fly at the stranger, and instantly the whole pack is yelping at his heels. If one bell-weather goes over the fence the whole flock will follow.

Volumes have been written about the imitativeness of children. But men and women follow bad examples with the same headlong thoughtlessness as children. Charles Dickens hit it off correctly when he said: "One false man usually makes many; and a false king in particular is pretty certain to make a false court, and the reason is that a bad example in high places will have many followers."

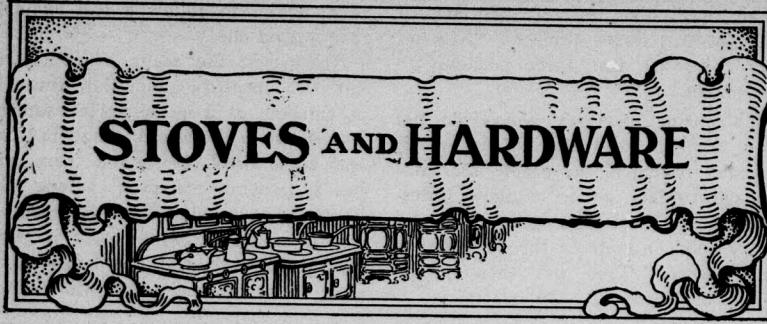
Inasmuch as the germ of contagion manifestly exists in dance steps, as well as in all other things that men do under the sun, it occurs to me that it would be quite a bit better for our young people, if our terpsichorean artists endeavor to popularize dance movements of a somewhat less frankly immoral nature than a good many varieties of the currently popular tango. In putting the matter as conservatively as I have, I am not unmindful of the fact that I am likely to incur the charge of being old-fashioned, but even so I shall not be disturbed. In the meantime I am anxiously scanning the outlook for advance tokens of a reaction.

Chas. L. Phillips.



**FOUR GOOD THINGS  
TO HANDLE AND PUSH**





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.

#### Having an Understanding With the Customer.

Written for the Tradesman.

It is the clear cut business man who prospers nowadays. To succeed in the face of keen competition, a man must keep his head at all times, must know his financial standing, both coming and going, must watch his stock, as a guard against both overbuying and depletions, and must keep close track of every department of his business.

The other day a hardwareman sold a saw—price \$2.

"Are you in a hurry for the money?" queried the customer, jocularly.

"Oh, you can pay when you get ready," returned the hardware man genially.

That was the middle of June, and the saw, and a lot of other goods, aren't paid for yet, and there's precious little prospect of them being paid for in the next two or three months. For this debt is merely one of many which the jocular customer has been accumulating about town on the "Oh, you can pay when you get ready" principle.

"Pay when you get ready" may have been good enough business fifty years ago, but this is a different age. The merchant must pay by such and such a time if he wants to hold his credit or secure his discounts; and if he is to pay according to his clear and specific understanding with the wholesaler, he must in turn have an equally clear and specific understanding with the customer who owes him money, either at present or prospectively.

"Oh, you can pay when you get ready," sounds off hand and generous; but it would have been just as easy to have said:

"No, I'm not in any hurry, Frank. How would Saturday night strike you?" And it would have been easy, if Saturday night didn't strike Frank just right, to stipulate the ensuing Saturday night as the time of settlement. Frank would not have been offended; and the hardware dealer would have been in the far more advantageous position of sending Frank away with a very clear idea in his mind that he ought to look forward to paying for that saw by such and such a day.

The hardware dealer can hardly escape from selling on credit, even where his lines are confined largely

to small hardware and similar goods. Where implements are handled, of course lien notes protect the dealer, as a rule. In other lines, credits are simply charged upon the books.

A large proportion of credit losses are due to the failure of the merchant to have an understanding with his credit customer. Of course in every locality there are professional dead beats; but against these the merchant, who makes it a practice to keep in touch with his fellow retailers, can usually guard himself. Against the man who does not intend to become a dead beat, the merchant should guard by means of a specific understanding.

Credit buying is a habit which grows upon a man. He may start out with the idea of paying cash and keeping ahead of the game, whatever happens. The pinch of financial stringency comes, however, and he starts to buy on credit, at first timidly. Perhaps he has overrun his week's salary and there is some article that he feels he cannot do without. He will buy on credit and pay for it when next week's envelope comes in. It is so easy to buy on credit, however, that when the next pinch comes he plunges deeper and—well, eventually he gets beyond his depth. A lot of merchants lose money; and another man is added to the ranks of the confirmed dead beats.

The wise merchant protects himself by securing a clear-cut understanding at the start. To do this he need not be unpleasant, but he must be firm. Many merchants are too kind hearted for their own good and the good of their customers. They lack the moral courage to be a little insistent where insistence will be mutually helpful.

In the first place, credit should never be suggested by the merchant. He should act as if he expected cash—unless, perhaps, he is dealing with a credit customer with whom he has already a definite understanding as to limit of time and amount. Let the customer be the first to talk credit. That gives the merchant a strategic advantage.

With this advantage at the outset, the merchant can talk terms. "How soon can you pay this? Will Saturday night suit you?" With certain classes of customers, it may be advisable to probe deeper into such questions as regularity of employment, place of employment, accounts at other stores, and the like. As to this the merchant must be his own judge.

In every case he should have a defi-

nite agreement as to when the account is to be paid, and he should make a memorandum of this. With running accounts, there should be, not merely a time limit, but a limit definitely to the amount which will be allowed to go upon the books.

With this understanding reached and the credit allowed, a careful supervision must be maintained. If the specified date comes and goes without a settlement, it is time for the merchant to get busy. Incidentally, the setting of a definite date for settlement indisputably facilitates settlement. If Blank owes Smith \$5 for groceries and Brown \$5 for hardware, and Smith has stipulated that his account is to be paid by Saturday and Brown has volunteered that "any old time will do," Blank is going to pay Smith first, and is going to pay him on time, if possible. Brown suffers, if anyone has to suffer, by delay.

Setting a limit and fixing an understanding need not be an unpleasant procedure. These are reasonable business precautions, necessitated by changed business conditions; this is something which a tactful merchant will have no difficulty in explaining, where necessary. The merchant should, however, take the attitude that what he asks is only a part of regular business practice (as, indeed, it should be). Within certain limits, reasonable limits, a merchant can be very obliging, even while insistent.

No set rule can govern all credits, nor can any time limit or limit of amount be fixed for all. Some men

must be refused entirely; with a very few, unlimited credit is safely possible. The merchant must govern himself by individual circumstance and then watch his man carefully.

William Edward Park.

United States Nobby Tread  
Goodyear & Goodrich Tires  
Kan't Blo Reliners  
STANDARD TIRE REPAIR CO.  
15 Library St. Rear Majestic Theatre  
Grand Rapids, Mich.

A fine hardware location for sale. Agency for Sherwin-Williams paints. Osborne farm implements. A money maker for any man who wishes to follow the hardware business.

Have an Electric Coffee mill and grocery fixtures for sale. Also a farm bargain.

E. D. COLLAR,  
Cadillac, Mich.

#### 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.



## THE MEAT MARKET

### Letters of Old Time Butcher to His Son.

So you have finally fallen for the sad-faced woman with her plea of a sick husband and starving children, only to find out later that this very woman kept that sad face and sad story especially for your benefit. Charge the bill she ran up to profit and loss and consider the experience you have gotten an asset. That's the only profitable way out of that mess.

Some of those people who go out to work their butchers are a great loss to the stage. Henry Irving wasn't a patch on them. They can plumb the depths of pathos to the very bottom and wallow in tears galore. Their imaginations would do credit to the fellows who are writing the war news nowadays, and their existence is a living example of the proverb "Charity covers a multitude of sins," they having the sins.

But, seriously, there are a great many people who manage to live at the expense of their tradesmen. Their ingenuity in getting something for nothing is amazing. The dealer must be constantly watching them, for there is no excuse, no matter how improbable it may be, that they will not give with a plausible tongue to get out of paying their just debts. You are mighty lucky to have met only one of them in the time you have been running a market on your own hook.

During the time I was in business I came in contact with quite a bunch of that class, and fell for a good many of them just as you did. One case I remember especially. She had been a pretty good customer of mine, but moved away from the neighborhood, although still coming from her new home to deal with me. Of course I was pretty well flattered to think that any woman would travel a long distance just to buy meat from me, and as she had paid her bills regularly I gave her all the credit she wanted when she came and told me her husband was sick and that she couldn't pay me right away. In fact, I was glad to be able to help her out. This went on for a couple of weeks, her bills not amounting to much, when suddenly she began to order more stuff, and first-class stuff at that, like fresh killed chickens, etc. She explained that her husband was better and that the doctor had ordered such things for him.

I was a greatly surprised man one day, to see her husband go by my market, apparently in the best of health. When she came in the next day, I told her about it, but so convincingly did she tell me that I had

been mistaken that I almost disbelieved my own eyes. I gave her her order, however, but that evening I did a little quiet sleuthing on my own account, and discovered that so far as her husband was concerned, he had never been sick at all.

Next day my fine lady failed to show up, and the next, and the next. I sent a bill to her without receiving a reply, and then one to her husband. He immediately came to the shop and demanded why I was sending him bills for stuff that his wife had never bought from me. "Why," says he, "we moved away from here two months ago, and you haven't sold us a piece of meat since. Don't you think there are any butchers in our neighborhood?"

You could have knocked me over with a feather when I heard that. I tried to tell him that his wife had been dealing with me, asked him to confront me with her, brought my clerk out to tell him how he had served her, but failed to convince him that his wife was lying. Finally he got angry and threatened to knock my head off if I bothered him again, and stamped out of the shop.

Next morning I went to a lawyer and told him my story. The only thing I could do was to bring suit, and as this was before the days of the garnishment law, that wouldn't have done us a particle of good, for the fellow had not a thing we could attach. To sue him would have been throwing good money after bad.

There's an experience that was worse than yours for my loss was over \$80.

I admit there are some worthy cases but they are few and far between. The average woman who comes to your market in tears and with a first-class sob tale, is out to do you, and she and her family will eat at your expense as long as you will let them. Never fall for their stories unless you are absolutely sure and have investigated their truth, and then, don't fall for.—Butcher's Advocate.

### High Grain Prices Menace Meat Supply.

Full recognition has not been given to the spectacular advance in corn values. This commodity, in line with others, has been affected by the upheaval in Europe, but it would be unfair to attribute its entire rise to this factor alone. The crop promise is disappointing. The importance of the corn crop as an element in regulating the cost of living is not to be minimized. Some of the powers in the meat industry have steadfastly

maintained that if provisions were to become cheaper two large corn crops at least would have to be consecutively garnered. Quotations have been lifted from 15 to 20 cents a bush during the past few weeks.

These statements are agreed with by all in the trade. Farmers naturally are indisposed to breed hogs and raise cattle when feeding costs are abnormally high. When such is the case they market their farm stock more reluctantly, and meat packers are forced to accede to the higher demands of the hog owners. Were feed stuffs plentiful feeding costs would automatically decline, and those who are interested in cattle and hog raising would doubtless be encouraged to increased activity. This would be a long step toward bringing down the cost of meat to the household.

The recent official crop estimate suggested a corn crop of only 2,634,000,000 bushels. Experts are of the opinion that there has been further deterioration during the past several days on account of insufficient rainfall through the West, which damage has not been taken into account by the Government's crop reporters. It is noteworthy that a year ago the corn crop was virtually a failure, there having been only 2,447,000,000 bushels raised. As a result the past year has been one of rather high feeding costs, and now the stocks of old corn on farms are disconcertingly light. An average yield would be close to 2,800,000,000 bushels. In 1912, the banner season, 3,125,000,000 bushels were taken care of, and even at the close of that year there was no surplus of importance. The present corn crop has a critical month before it, and if additional losses are to be obviated copious rains will have to occur in the immediate future.

### The Butcher Who Never Rests.

The butcher who is always tied to his shop and never takes a day for rest or recreation is not getting the best out of his business. The butcher who works night and day defeats his own ends; he becomes so fagged out that he is unable to give the proper attention to his business, and takes a narrow and prejudiced view of things that go on in his shop. The following conversation, reported between two business men, gives the correct idea of vacations.

"I haven't had a vacation in four years," said one business man to another. "There are always so many things here that require my attention that I haven't been able to see my chance to get away from one year's end to the next."

"That's not it," said the other. "The fact is that you get in a rut and don't know it. You don't get far enough away from your work to get the right perspective. If you could go away for a few weeks you could look back and laugh at some of these little things that you have allowed to chain you down here for four years. When you get far enough away big things look little, and when you get too close to little things they look big."

"Yes, I know," said the first, "but my work is different."

"Not a bit of it," protested the other. "I used to think that myself, but once I had to take a trip for sad, personal reasons, and I discovered that the world really went on about the same. Since then I have frequently taken a trip, and it always puts new vigor into my work. I begrudge neither time nor money spent in the right kind of travel."

### Australian Veal.

A phase of the Australian meat trade with the United States which calls for special comment is the market which it has created for vealers. Americans are particularly fond of veal as an article of diet, and since the removal of the import duty have been drawing largely on Australia for this class of meat. Since the first of January 7,437 carcasses have been shipped to New York and Boston, and 2,043 to San Francisco from these shores, and whatever may be said about the demand for beef and mutton the call for veal is growing. This slaughter of potential beef must necessarily have a very serious effect on the future of the meat export trade of Australia if it is allowed to continue unchecked. The demand for veal is said to have been an important factor in the depletion of the cattle herds of the United States, and it is only quite recently that the Argentine government found it necessary to pass special legislation to stop the indiscriminate slaughter of calves in that country. Any thinking man will agree that some such legislation is necessary in Australia. Either an export duty on veal or an act limiting the number of calves allowed to be slaughtered at any one factory would perhaps meet the case. At present a large percentage of the calves exported is drawn from the dairying districts, so that industry is affected quite as much as the beef trade.

### Heroic Treatment.

"Doctor," said the druggist, "this is a bitter mess you have ordered for Mr. Wombat."

"I know it is."

"What are you trying to cure?"

"Trying to cure him of calling me out in the middle of the night when there's nothing the matter with him."

### MAAS BROTHERS Wholesale Fish Dealers



### Sea Foods and Lake Fish of All Kinds

Citizens Phone 2124 Bell Phone M. 1378  
1052 Ottawa Ave., N. W. Grand Rapids, Mich.

### Make Out Your Bills THE EASIEST WAY

Save Time and Errors.  
Send for Samples and Circular—Free.  
Barlow Bros., Grand Rapids, Mich.





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 Next Grand Council Meeting—Lansing, June.

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 President—Fred H. Locke.  
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(Continued from last week.)

Once every year things seem to shut down, outdoors. The fields are left bare; nothing doing in the flower garden so that you could notice it; the trees stand around like groups of sulky, idle strikers, and wouldn't turn out a green leaf or yield any sap for anybody's orders.

To look at the river, plated over with its inhospitable armor, you'd think there were never going to be any more boat rides. But you know from past experience what's going on under the crust of things. Nature's getting ready for a new start in the spring. The winter's just a resting spell for formulating her new resolves.

By and by the earth will take its regulation new start—will whiz past the particular mile-stone in its orbit that marks its approach to the genial sun—and things will warm up responsively and take a new start, each in its own particular way.

The grain of rye will stretch itself in its mouldybed and whisper, "Time to get up and make a new start. I am resolved to be the biggest beauty in the rye field this year. Watch my smoke!" And the fact that he has been sat upon by snowdrifts all winter and had his aspirations nipped by the frost won't have injured his power of making resolutions and carrying them out. Same with the oak tree. And the river, getting vigorous and wrestling itself loose from the strangle-hold of the ice, will pour down in a flood through his old meandering grounds.

Same old principle works out in all human endeavor. Races of men start in on a primitive plan—and after some centuries of hard plugging and doing stunts at night school, perfect a civiliza-

tion and flourish as real top-notchers for a while. Death and dispersion end their little triumph, and all that's left are some mounds and mummies to keep succeeding races guessing. The succeeding races are primitive men and have to begin at the bottom—humanity's billed for a new start—got to begin all over to find how to govern communities of men, how to pickle dead kings so they'll keep, and how to construct machines that will keep the size of the boss's payroll in due proportion to his dividends.

We make new starts without discouragement, in the face of all kinds of odds, in spite of all the wet-blanketing of pessimists who point out the futility of each new beginning. What if the highest consummation we can look for in certain lines would only have been snuffed at by the ancients as a puerile achievement compared to theirs? That doesn't stagger us. We have them beaten in a thousand other ways. And anyway we can enjoy the thrill of "getting there," of winning out, of making good, just the same. We're not going to have a damper put on us by somebody's exhibiting a skull and warning us that our bones, like Caesar's, will some day stop a knot-hole in a wall and all our work will eventually wind up on the dump. We want the excitement of starting something, anyhow. And even if we make a blamed fizzle of the thing we start to do, we are compensated by the glow of pride we enjoyed when the impulse warmed us—by the brief in our capacity which made the effort possible, and which is the only thing, after all, that gives the Animate in nature the upper hand of the Inanimate.

New starts—made in good faith and in defiance of all the fall downs that have preceded them on your path of progress—don't indicate a mush-brain. But the failure to start again when the first start has landed you in the mire surely indicates a mushy backbone.

Isaac Newton spent goodness knows how many years laboriously writing a book—the wisest book of his generation—only to find it burned to a cinder one day when he entered his study. Did he say "What's the use? I'm done." Not Newton. He made a new start along the same lines. He wrote the entire book over again. And now that his name is immortal it doesn't matter how much discouragement or wasted effort preceded his victory.

There was old Demosthenes, who didn't give a rap for the jeers of his acquaintances—he was bound to cure himself of stammering, anyway, and he made a new start every day, by trying to talk with a handful of pebbles in his

mouth, which enforced deliberate articulation. People quizzed him all along the line and asked him if he expected to be able to say "Peter Piper picked a peck of pickled peppers" by night. And along about sundown Demosthenes would spit out his mouthful of pebbles and take a try; and when he saw he couldn't do any better than "P-P-P-Petter-Pi-Pi-Pi-per Pick-kick-kicked a P-P-P-," he would just go down to the beach and gather some more pebbles so as to make a new start next day.

A great fire wiped Chicago pretty nearly out of existence, early in the seventies. No mind can imagine the magnitude of such a setback, which involved the hopes and plans of thousands of individuals, through the destruction of their half-finished work, forcing them to start again. But nobody opined that it must be that Chicago wasn't intended for a great city, anyhow, and that clearly the only thing to do was to make the best of a bad situation. The disaster only stimulated the common resolve to pitch in and make Chicago the biggest and grandest and mightiest monument to Hustle in the West.\* You know the result. If you don't, you ought to take the first train that stops at your station and go there and see it for yourself.

There are Baltimore and Galveston and San Francisco to "tell the naked stars the grit of man" by the roar of their rehabilitated industries, after having stubbed their toes on just such hard luck as Chicago had. Fate couldn't down them. Seismic shake-ups couldn't loosen the backbone that first reared a city at the Golden Gate and is able to rear it again. Flames that laid Baltimore in ashes couldn't consume the resolute spirit of the people that were left—who buried their dead and made a new start obedient to that insistent law that clamors louder than the counsels of discouragement. The capacity to resolve to live, and to put the resolutions into immediate effect, wasn't drowned by the floods that washed Galveston away.

If you're a man in business, be one of the fellows who don't know when they're beaten by any of the jabs and punches that ill luck has handed out in the past. Be like the North American Indian, who would eat the heart of a slain enemy in the belief that through that act the enemy's strength passed into him—the slain enemy, in your case, being the difficulties you overcome.

The board of directors of pretty nearly every big business concern comprises at least one member who prides himself upon being "conservative," but who is looked upon by his fellows merely as a huge frost. Just as a matter of habit—not from the standpoint of genuine caution—he squelches every suggestion of bolstering up this department or infusing new life into that.

"Tried to before. Fell down. Might as well let things run along as they are and be thankful they aren't any worse"—that's his way of assisting the spirit of enterprise.

It comes as natural for this sort of man to talk through his hat as for the wind to howl through a knot-hole. There's about as much intelligence in one as in the other. He never opens his face without letting out a "nevermore," the same as that raven you've

read of. If he'd been alive at the time of the flood, you couldn't have induced him to get into the ark—he'd have persuaded Noah and Mrs. Noah to call the excursion to Aarat off, reminding them of the dangers of seasickness and of all the accidents that had ever happened to arks before, and of the insanitariness of crowding in with such a mixed company as that represented by the passenger list in this particular case.

No business ever succeeded except on the new-starts-and-as-many-of-'em-as-may-be-needed principle.

If your advertising hasn't brought the returns you expected, don't roar "What's the use!" and refuse to advertise. Make a new start, even if skeptical acquaintances laugh at you for doing so. First find what was wrong, and when you start again, start right. Remember the trouble with old Bill Peters was not that he made a fool of himself by turning over new leaves, but that he didn't turn 'em over often enough.

If the trade wouldn't buy your product in the quantities they should have last year, don't be shaky and doubtful when it comes to marketing it now. If your first shot hasn't brought down your catamount out of the tall tree, give him the benefit of the last cartridge before you decide that catamounts were made bullet-proof and you'd better try for squirrel.

If you're a salesman, don't be too proud of having fallen down in previously-made resolutions to start in on them anew.

A salesman, more than anybody, needs to hitch up to this primal law of nature and of man, which is all that keeps your blood from drying up within you, or keeps the earth from halting in its orbit and leaving you without air or light; which is all that makes possible a renewal each year of the demand for the goods you sell; which is all that keeps your race from dying out—the law of

## HOTEL CODY

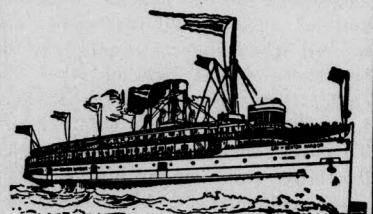
EUROPEAN  
 GRAND RAPIDS, MICH.

Rates \$1 and up. \$1.50 and up bath.

## EAGLE HOTEL

EUROPEAN  
 GRAND RAPIDS, MICHIGAN

\$1.00 PER DAY—BATH DETACHED  
 Excellent Restaurant—Moderate Prices



## 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



constant new beginnings as the essential condition of progress, or even of existing at all.

If you've tried and tried again to break yourself of any injuries habit, or of temper, or of a disposition to indulge in the blues, and if every attempt has met with a fall-down that has made a fool of you, don't be leary of trying again. Recollect, it wasn't the fact of your making a new attempt that made a fool of you. But when you stop making new attempts then you will be a fool indeed—a hopeless one.

Resolve that you will take another whirl at the orders which eluded you time and again in the past. Don't sit in the quitter or the croaker class and ask yourself "What's the use?" Don't worry for fear folks will laugh at you for not seeming to know when you're licked. A new start—that's the regulation thing in a case of this kind, gentlemen, and if need be, a new start after that, and then a new one, and yet another.

Make a new start every week, every day, every hour, if need be. As soon as you lose the new start habit you're bound to be a dead one.

#### Where Rests the Responsibility?

Kalamazoo, Sept. 8.—As manager of the Kalamazoo Council (U. C. T.) base ball team, I would like to use a small space in your valuable paper, hoping that some of the members of the Grand Rapids Council will see it and be benefited thereby.

The relation between the Grand Rapids team and the Kalamazoo team has always been very pleasant. A series of games for this fall had been arranged between a supposed manager of the Grand Rapids team and Kalamazoo, the first to be played last Saturday, September 5, on your fair grounds. The Kalamazoo team had made full preparation to fill this agreement, when late Friday night, September 4, we were informed that the game would have to be postponed, as there were no funds to pay expenses from Kalamazoo to Grand Rapids and return as per agreement.

This letter was signed by H. F. De Graff. The challenge and acceptance were signed by W. E. Lypps, so we are at a loss to know who is in authority as manager of the Grand Rapids U. C. T. ball team.

In the future we will insist on knowing who has authority to accept or make challenges and then we sincerely trust that they will live up to them. Frank H. Clay.

#### Death of Frank Nixon.

Kalamazoo, Sept. 8.—Frank Leavitt Nixon, aged 48 years, died last Thursday at Bronson hospital following an illness of over two years. He is survived by a wife, a mother and brother, William, of Twin Falls, Idaho, and two sisters, Mrs. W. E. Loucks, Oklahoma, and Mrs. W. E. McLean, of Washington.

Mr. Nixon was born near Adrian and came to this city thirty years ago. He was one of the best-known commercial travelers in this State. For the last few years he was assistant steward at the Michigan State Hospital. He was a member of the Elks lodge for thirty years.

The funeral was held Friday afternoon from Harrington's chapel with Rev. George F. Patterson and Rev. Caroline Bartlett Crane officiating. Interment took place at Adrian Saturday.

Snickers and giggles seem to have taken the place of the good old-fashioned hearty laugh.

#### DETROIT DETONATIONS.

##### Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 7.—Learn one thing each week about Detroit: More than 300 persons are employed in a music publishing house which is turning out 10,000,000 sheets of popular music this year.

Brasch Brothers, 504 Baker street, have opened a branch store at the corner of Dix and Scotten avenues and will carry a line of men's furnishing goods. The store is one of the finest of its kind on the west side. Will Brasch, one of the brothers, has assumed the management.

J. A. Gerhart, of Reed City, was in Detroit on a business trip last week. He returned home to wind up the business of Gerhart Bros., who have conducted a department store in Reed City for a number of years. After closing out as much of the stock as possible, the remainder will be shipped to Alma, where Mr. Gerhart will engage in business, having leased a store in the Creaser block. He expects to be in the new location within the next three weeks.

G. Y. sends us the following quotation from Cranford by Mrs. Gaskell. While this quotation is very interesting and will be appreciated by many readers, the really important and closest read quotations are those giving the latest price of sugar: "A little credulity helps one on through life very smoothly—better than always doubting and seeing difficulties and disagreeables in everything."

M. Gardner, dry goods and furnishing goods merchant at Rochester, was a business visitor in Detroit last week.

"Peaches Cheap," reads a headline in the market page this week. Most fellows find "peaches" mighty expensive.

F. W. Baumgartner, of the Baumgartner Fashion Shop, for nineteen years located on the ground floor of the Chamber of Commerce building, has opened a branch store in the Stevens building, corner of Washington boulevard and Grand River avenue. The new store is practically in the heart of the shopping district and its appointments are among the finest in the country.

Masked men held up a train within the city limits last Saturday night. Where is there a city that can furnish so much diversified entertainment as right here in Detroit?

B. T. Beardsley, general merchant at Clarkston, was in Detroit on business last week.

Murray W. Sales, President of the Murray W. Sales Co., jobber of plumbers' and steamfitters' supplies, has been elected a member of the board of directors of the National Bank of Commerce. Mr. Sales is also Vice-President of Larned, Carter & Co., overall manufacturers.

"Hildy," owner of the Whitney Hotel, at Ann Arbor, has developed a patriotic streak since the outbreak of the Kaiser butcher-fest. He has had the radiators in the hotel office painted a good old Irish green. Buck Murray or John McMahon are not responsible for this news item.

The visit to the United States of the committee from Belgium to protest against German barbarities is productive of some good anyway. The protestors are in the United States.

Mr. Dudley, of Dudley Brothers, veteran general merchants of Armada, was in Detroit on a business trip last week.

Fred and Chester Weber will open a men's furnishing goods and tailoring establishment at 468 Grand River avenue September 10. The style of the firm will be Weber Bros.

"It wouldn't be half so bad for the innocent by-stander," said Frank Merecki, A. Krolik & Co.'s diminutive city salesman, the other day, "if

the fellow who smokes cigarettes would only swallow the smoke and not exhale it again."

L. J. Zimmerman, of Zimmerman & Maurer, general merchants, Ida, was a business visitor in Detroit last week.

Morris Friedberg, formerly of J. Friedberg & Son, 210 Woodward avenue, has purchased the interests of his father in the old and well-established jewelry business and has opened a new store at 212 Griswold street, near the Miles theater.

Our idea of the height of adversity is to be obliged to smoke campaign cigars.

Frank J. Hunt veteran drug salesman and member of Detroit Council, died at his home, 648½ Van Dyke place Thursday, September 3. Mr. Hunt was a traveling man of the old school. He began his road career nearly fifty years ago and up to the time death obliged him to relinquish his duties he depended on the same methods he always did for his business—that of personal friendship and square dealing with his customers. He was born in Parma and came to Detroit when 16 years old, taking a position in a retail store. Later he joined the forces of the James E. Davis Co., now the Michigan Drug Co. For the last eighteen years his territory had been in the "thumb" district of Michigan. Mr. Hunt found a cure for tuberculosis in the pine regions of North Carolina a number of years ago and a club known as the Hickory Club of Michigan was formed, the members taking the "cure" in North Carolina. Mr. Hunt was President of this unique club. He was a prominent member of the Masonic order and for a time acted as lecturer for the order in Michigan. In this capacity he made and held many friends in every part of the State. At the time of his death Mr. Hunt was 63 years old. Surviving are the widow, two daughters and two sons.

One life—a little gleam of time between two eternities.—Carlyle.

Louis Lambert, a youth of 18 years, passed a very honorable examination for admission to the University of Michigan Pharmacy Department. He will apply himself to the study of scientific pharmacy and chemistry for the next four years. Mr. Lambert is the only son of Benjamin I. Lambert, of the firm of Lambert & Lowman, manufacturing chemists, Detroit.

The drug trade of Michigan will be pleased to learn that W. Murch, the old representative of Lambert & Lowman for the past fifteen years, is convalescing nicely from a most severe attack of bronchial pneumonia.

Frank B. Gannett, who has succeeded W. Murch, of Lambert & Lowman, is now traveling the entire State in the interest of that firm and meeting with decided success.

Harold Leete, manager of the North Branch Mercantile Co., North Branch, was in Detroit on business last week.

C. W. Higgins was one of the few survivors of the civil war, still an active business man, who attended the G. A. R. reunion in Detroit last week. While time has caused its usual toll among the veterans and others are wrinkled or bent with age, Mr. Higgins is still active and manages to make many younger men hustle to keep pace with him.

C. Eder, general merchant at Rockwood, was in Detroit last week looking after the interests of his store.

Word has been received telling of the marriage of A. J. Marchant, a member of Detroit Council and representative for the Michigan Drug Co., on August 1. Mr. Marchant gave the news of his marriage through a letter to the Secretary of the U. C. T., in which he made application for a change of beneficiary. He winds up the letter to the Secretary in truly

newly-wed style, as follows: "Yes, I was married on August 1. Very happy." The rest of the boys are also pleased to know he is happy and in their behalf, in which Detonations also joins, we extend our congratulations to the happy couple.

Heine, in Wit, Wisdom and Pathos, wrote: "Matrimony—the high sea for which no compass has been invented."

Mr. Hirshberg, of Hirshberg & Son, Pigeon, accompanied by his wife, was in Detroit on business, incidentally viewing the G. A. R. parade last week.

J. B. Brown, Supervisor of Indian Schools in Oklahoma, says Indian boys are no lazier than white boys. If all white boys are afflicted as one we know of bearing our name, we claim it would be impossible for the Indian boys to be lazier.

M. Rosinsky, 351 Hastings street, has remodeled his store, installed a new front and made alterations that will give his store needed additional space. Mr. Rosinsky originally started in the exclusive retail dry goods business, but has branched out into both the retail and wholesale business with marked success.

A. A. Hitchcock, dry goods and furnishing goods merchant of Cass City, was in Detroit last week on a business trip.

The people apparently feel that the news censors should be censured.

Cadillac Council holds its regular monthly meeting Saturday night, September 12. Visiting members of the United Commercial Travelers are cordially invited to attend the meeting.

Life is one pleasure after another in Detroit.

Ettlingers have opened their new ladies' ready-to-wear and millinery store, one of the finest in the State, at 18-20 Gratiot avenue. This concern is a new one for Detroit, hailing from the East.

The Wadsworth-Campbell Box Co., one of Detroit's oldest industries, has re-organized. T. A. Wadsworth, for nearly fifty years engaged in the manufacture of cigar boxes, has retired from active participation in the business and his son, Harold L. Wadsworth, and John A. Campbell, for fourteen years general manager of the concern, will operate the factory. The company, which is located at 383 Monroe avenue, employs 175 persons and makes 10,000 cigar boxes daily.

Mr. Bolton, of Bolton & Beel, general merchants of Fostoria, was in Detroit on business last week.

M. F. Stein, the well known optical salesman, died at his home, 153 Pingree avenue, August 29. Mr. Stein for the past few years had been traveling and representing different optical firms. He was an old member of Detroit Council.

C. Cochrane, general merchant of Yale, was in Detroit last week. Mr. Cochrane was a former resident of Detroit and he spends a goodly portion of his time when in the city visiting his many friends.

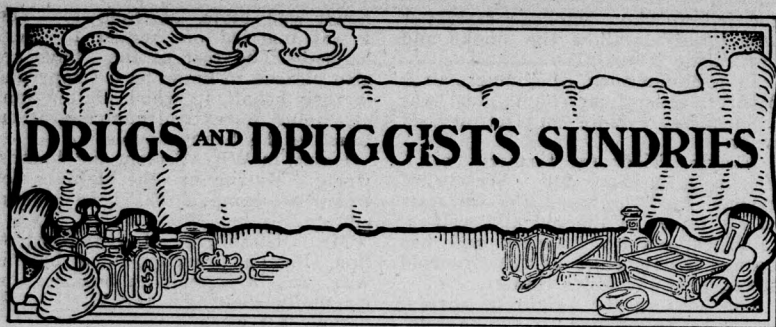
When the telephone rang in the writer's home last Sunday, he was all smiles, anticipating a call from one of the 20,000 Detroit traveling men who had a news item to offer for these columns. Alas, however, it was someone whom central had given the wrong number. Some day, however, we hope somebody will cause the dream to be realized.

Among other things to be taken care of while the canning season is on are the straw hats.

To-day the Detroit Drug Club will give its annual clam bake at Foss Grove. About 200 Detroit pill dispensers are expected to turn out and join the festivities, which will consist of many different forms of entertainment and, most interesting of all, plenty of good things to eat. The

(Continued on page 32.)





**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.  
 Next Meeting—Houghton, Sept. 1, 2 and 3, 1914.

**Michigan State Pharmaceutical Association.**

President—Grant Stevens, Detroit.  
 Secretary—D. D. Alton, Fremont.  
 Treasurer—Ed. C. Varnum, Jonesville.

**Michigan Pharmaceutical Travelers' Association.**

President—John J. Dooley, Grand Rapids.  
 Secretary and 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.

#### Humorous Side of Ten Years in Drug Store.

The drug store is not infrequently the scene of amusing incidents that help to make the long hours less irksome, and between the stories of the candy drummer and the little boy who brings in orders from practical jokers for pigeon's milk, spirit of parmedity, ground glass, round squares and bung holes, which orders, by the way, are never accompanied by any change, many a good laugh has helped to make fourteen hours seem like twelve. The average drug store has an atmosphere all its own in respect to the situations which come up from time to time. There is the ex-druggist, now in the real estate business who enlightens the clerks on the way he used to conduct a drug store. There is old lady Blank, who is looking for a specific for rheumatism and has been since you started in as a soda boy twelve years ago. There is the young lady from the rural district brought into the store in a faint, overcome with excitement when the red-shirted firemen of our local department paraded just behind the band at the second annual meeting of Squirt-em Company No. 2. And circus day—law! me—they surely have some compensation in the excitement they bring. A couple of faints, two fits, four sick "to their stomach" and one poor Italian, as he said, "sic a de bell," whatever that meant.

The perfectly innocent jokes that carry no animosity and little sting serve to enlighten many a long day for the drug clerk. No doubt much of the harmless fun is alike all over the country, and there is small doubt but what many amusing anecdotes could be added to this little story.

A college town is certain to be productive of many pranks which the drug clerk is called upon to share in, after being sworn to secrecy. The

guileless freshman is frequently the victim. It recalls the requests for small amounts of tincture of asafoetida and valerian and later visits from the victim as to the identity of the purchasers who had saturated the former's pillow and night clothes.

One young man who took himself very seriously spent a full hour in going from drug store to haberdasher, from grocery to hardware store, from news stand to jeweler and from tailor to barber looking for a lifting strap which the "gym" instructor, who was fond of a joke, had sent him for. The merchants in a small town become so used to these pranks that they seldom give the joker away.

Much of the fun could not have been enjoyed in all stores. It was necessary to know the victim and not to antagonize anyone.

"There was an old maid in our town who was not wondrous wise." She frequently came into the store, although she was seldom a purchaser. The head clerk, somewhat of a practical joker, called one of the clerks to wait on her, and in going to the other side of the store she left her bag on the counter. The proprietor saw the bag, called the porter, and told him to take it to the harness shop and have the buckle fixed. The porter was black, thick-headed and ponderous. Like most great bodies, he moved slowly. I can see him now as he crossed the floor with shuffling gait and moved toward the door. Just before he reached the sidewalk the proprietor touched the lady on the arm and asked her if that was her bag the boy was going out with. Imagine, if you can, her cry of "Stop thief! Stop thief!" as she started in pursuit. Our bandy-legged darkey needed no better goad, and with the lady in hot pursuit he ran as fast as he could. A man stopped him, the bag was restored and in the presence of the lady the boy was lectured soundly for stealing the bag. How his eyes did roll as he absolutely denied the accusation. After the woman had gone it was all explained and a good laugh followed. Yes, the lady came back frequently, but of course such escapades would be a bad thing under most circumstances.

One of the characters in this little college town was a hair-lipped old woman who lived by herself on the outskirts of the village. She always complained and was an object of charity and begged regularly among the town's people. Frequently she sold picture post cards and cheap jewelry, and as frequently did she come to the drug store for a drink of soda,

for which no charge was ever made. Her one great ambition was to own as many cats as possible, and in the little shanty where she lived were toms and tabbies of all colors, ages and sizes. When winter came she was generally in possession of more cats than she could accommodate comfortably or otherwise, and her greatest mission at that time was to secure a good home for the excess felines. When the clerk in the store one morning told her he knew where she could place twenty cats at twenty cents each her joy knew no bounds and she thanked him profusely. And how angry she grew and what names she did call him when he told her that the biological department of the college wanted them for vivisection purposes. She never forgave the clerk for that, and whenever the opportunity was at hand he was roundly abused.

Then there was the old clothes man, who was of the usual type. He called himself One-Per-Cent George; that is, if he bought an old suit for \$1 and sold it for \$2 he figured that he made the very low profit of 1 per cent. George was harmless, always agreeable, and stood for much abuse, a racial characteristic, just so long as it profited him. This little store was in a manufacturing town five miles away and most of his cast-off clothing was sold there. It hurt business dreadfully when an epidemic of smallpox broke out in the adjoining town and everywhere he went to solicit business he was driven out. The stu-

dents frequently dropped 25-pound bags filled with water down upon him from the fifth and sixth stories of the dormitories. He stayed in the college town and assured his customers that he was free from smallpox germs, but either his appearance did not warrant the assertion or the students were having some fun for the pure love of it, for they refused to deal with him until he had been fumigated. Poor George then went the rounds of the doctors, and was a daily visitor at the drug stores seeking immunity from germs. He pestered the life out of the drug clerks until finally he was properly anointed from head to foot with asafoetida and valerian, and turned loose. If he had been shunned before, he was doubly shunned thereafter, and he most assuredly could be smelled on the wind. And George never blamed us; he used to say he needed it and to this day he believes he was fumigated, and sometimes the recollection of the smell makes it seem most likely that whatever germs had lurked about George must have met sudden death if smell like that could kill.

And the happy-go-lucky porter—how often his good nature was taken advantage of. Sam was fond of watermelon, as most of his race are said to be, and frequently the clerks "chipped" in and bought a half or a quarter, which Sam always shared without expense to himself. One very hot day in August Sam was given a nice fat "hunk," as he called it, but he was interrupted during the pro-

## 1 9 1. 4 Holiday Goods

OUR sample line of holiday goods is now displayed in our show room at headquarters and ready for visiting buyers. There are many new features and we can show our visiting customers the most extensive and best assorted line that we have ever brought to the attention of the buying public. Our stock and our contracts for the season are such that we can give the trade first class service. We urge early visits as we must necessarily handle our orders in the rotation in which they are received. Dates for engagements with our salesmen can be arranged by telephone, by letter or by person. 🍁 🍁 🍁 🍁 🍁 🍁

**Hazeltine & Perkins Drug Co.**  
 Grand Rapids, Michigan



cess of absorption by a trip to the cellar, and that gave the head clerk the opportunity to inject a liberal sprinkling of quinine sulphate into the melon. Now, Sam knew that strychnine was bitter, and when he returned to the melon he was of the opinion that he had been poisoned. Everyone assured him that he must be mistaken. Others sampled the melon and said they could taste nothing, and it was suggested to Sam that he had broken his gall bladder. He said everything tasted bitter and that was further assurance of the truth of the suggestion. A visit to a doctor over the store put an end to his fears and calmed his overwrought nerves.

There was an old Frenchman whom we succeeded in convincing that we could not distinguish from Prof. — of the college faculty. Promptly on his appearance in the store we would greet him by title. He always emphasized the fact very strongly that he was not a professor, that he was a farmer and thereafter followed a long description of his identity. We made it very hard for him to convince us, I fear, and on his reappearance a week or so later, the whole performance was repeated.

Many years afterward the writer's father was making a hike over the hills, as was his wont to do occasionally, renewing his acquaintance among the older farmers. He came upon this same old Louis in the fields, and in the course of conversation was asked his name. On learning it, he asked in his inimitable way, "You know dat boy work on drug store?" to which, of course, the gentleman replied that it was his son. It proved an open sesame, and the old Frenchman went on to relate how "those feller dey fool heem ba gar an' he find beeg fun not to let them know sometimes that hees not professor at all." He insisted that his visitor stay to lunch, only he did not call it that and this little courtesy has often made me feel guilty of my joke on the old man; and yet he enjoyed it, and I sometimes think he was not fooled so much after all.

And there was the old Irishman, who was 84 years old and as fine a specimen of a virile old man as one could wish to see. Pat was one of Erin's products who had brought most of his national characteristics over with him and had never found it worth while to discard them. He carried a ray of good cheer wherever he went, and one of the penalties he was forced to pay for coming into the store was to dance a good old-fashioned breakdown. It mattered little whether the store was empty or partly filled. Pat always received a hand from the crowd, and that dance deserved it. His remark at the end of the jig was always the same. He would wipe his brow with a red bandana kerchief and say: "Sure and ye byes'll be the dith of me yit!" Think of it—he was 84 years old!

The very hardest part of putting these reminiscences down on paper is to know where to leave off. County fair in an adjoining town brought

many people from the hills, and it always proved a laugh producer for those of us who had to stay in the store on those gala occasions. But let it be said once more that never did we humiliate these good people in any way nor did we antagonize them. Proof of that we had in the fact that they always came back and welcomed us as old friends. In fact we generally made them feel more at home than did any of the other merchants. Once in a while a young swain would come to town with his best girl and one of the rare and anticipated treats was a visit to the "sody" fountain. The query, "What will it be?" usually brought a question in answer—"Whatchagot?" To avoid naming the thirty-four varieties the dispenser would usually say "What kind of syrup do you like?" Imagine his surprise on one occasion to hear the girl say in a stage whisper: "Eb, I don't like syrup. I'll take molasses in mine." When we clerks found subjects like that they were always too good to lose, and if conditions made it possible we usually asked them to pose for a picture and an empty kodak from the show case served the purpose. Stretch your imagination a little and picture to yourself this highly unsophisticated, bashful young man and ye ladie faire posing in the old store chair. Sometimes I think it may have helped the young man to screw up courage and possibly behind the old roan on the way home future plans were discussed, brought to a climax by the familiarity of posing together in the old arm chair. Sometimes we actually took the picture, but it is to be regretted that more often we did not. Those pictures were not forgotten, let it be known, and our method of evasion was generally a reply to the effect that "Eb" moved his foot, or the sun went behind a cloud, or the light was bad, or something like that.

(Continued next week.)

#### How the Druggist Got Even.

The druggist stood in his place of business surrounded by capsules, hot-water bags, perfumes and fluid extracts. A man came in and said he wanted to look at the directory. Then he asked if "Murphy" was spelled with an "f." He looked at the hair brushes, whistled a few bars of the "Tiger Lily"—and went out.

A small boy entered and wanted to trade two empty sarsaparilla bottles for a piece of licorice root. The deal fell through because the bottles had the name blown in the glass.

A woman came in and she said she was waiting for a friend. She had the druggist bring her a glass of plain water, because she could not drink soda water as the gas "got up her nose."

Another woman came in for a stamp. She did not have any change with her, but "was going to come in and hand him the two cents some time," that is, if he was small enough to remember it.

The next who came in was a man with hardly any chin. He wanted a free sample of pills for his liver, and

an almanac telling the date of the battle of New Orleans, when the sun rises and sets, and why the chickens crossed the road.

After him there came a man who was in a hurry and wanted to use the 'phone. He was vexed when he learned that "Skinner & Skinner" did not have a telephone number. He asked the druggist why it was. The druggist said he was very sorry and would see to it before he came in again.

Soon after this two little girls came in on a run and helped themselves to picture cards. They left the door open and a boy in overalls stepped in to ask if he could hang a lithograph in the window. The druggist went back into the laboratory and got a large stone pestle. He had just got ready

to beat the life out of the cash register when an elderly gentleman came in with a prescription.

The druggist stayed the blow and chirked up quite a bit. "This is where I catch up even on the day," he said. It was no miracle—he had to and he did.

Moral: Don't blame the druggist!

#### Poisons Are Not Mailable.

A recent ruling of the Post Office Department makes it unlawful to send poisons or preparations containing poison by mail.

In the lexicon of Business there's no such word as "Luck."

"Prompt delivery" means prompt success.



## The New Telephone Directory

is about to go to press

Are you listed with the

### 13,000 Citizens Subscribers in Grand Rapids?

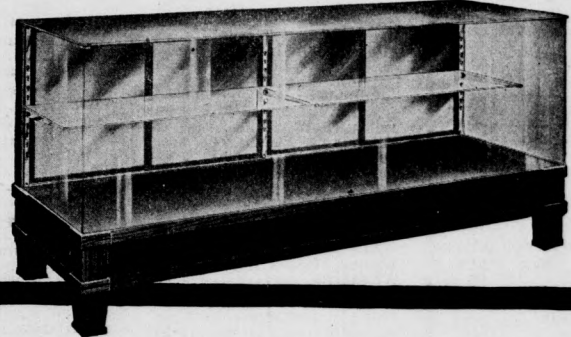
Call Contract Dept. 4416

## CITIZENS TELEPHONE COMPANY

**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.**



**"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

## Economic Coupon Books

They save time and expense.  
They prevent disputes.  
They put credit transactions on cash basis.  
Free samples on application.

**TRADESMAN COMPANY, Grand Rapids, 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.

ADVANCED

- Flour
Holland Herring
Rolled Oats

DECLINED

3

4

5

CHEESE
Acme @17
Bloomingdale @17
Carson City @17
Hopkins @17
Brick @18
Leiden @15 1/2
Limburger @15 1/2
Pineapple 40 @60
Edam @85
Sap Sago @24
Swiss, domestic @20

Mocha
Short Bean .25@27
Long Bean .24@25
H. L. O. G. .26@28
Bogota
Fair .24
Fancy .26
Exchange Market, Steady
Spot Market, Strong
Package
New York Basis
Arbuckle 19 00
McLaughlin's XXXX
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago

Cocoanuts
Chestnuts, New York State, per bu.
Shelled
No. 1 Spanish Shelled
Peanuts, 10 1/2 @11
Ex. Lg. Va. Shelled
Peanuts 11 1/2 @12
Pecan Halves @65
Walnut Halves @65
Filbert Meats @38
Alicante Almonds @65
Jordan Almonds
Peanuts
Fancy H P Suns Raw @6 1/2
Roasted @7 1/2
H. P. Jumbo, Raw @8 1/2
Roasted @9 1/2

CHEWING GUM
Adams Black Jack .55
Adams Sappota .55
Beeman's Pepsin .55
Beechnut .60
Chiclets 1.25
Colgan Violet Chips .60
Colgan Mint Chips .60
Dentyne 1.10
Flag Spruce .55
Juicy Fruit .55
Red Robin .55
Sen Sen (Jars 80 pkgs, \$2.20) .55
Spearmint, Wrigleys .60
Spearmint, 5 box jars 3.00
Spearmint, 3 box jars 1.80
Trunk Spruce .55
Yucatan .55
Zenc .60

CONFECTIONERY
Stick Candy
Horehound .9
Standard .9
Standard, small .9 1/2
Twist, small .10
Cases
Jumbo .9 1/2
Jumbo, small .10
Big Stick .9 1/2
Boston Sugar Stick .15
Mixed Candy
Broken .10
Cameo .13
Cut Leaf .10
Fancy .10
French Cream .10
Grocers .7 1/2
Kindergarten .12
Leader .9 1/2
Majestic .10
Monarch .9 1/2
Novelty .11
Paris Creams .11
Premio Creams .16
Royal .9
Special .10
Valley Creams .14
X L O .8
Specialties
Auto Kisses (baskets) 14
Autumn Leaves .13
Bonnie Butter Bites .18
Butter Cream Corn .17
Caramel Dice .13
Cocoanut Kraut .15
Cocoanut Waffles .15
Coco Macaroons .17 1/2
Coffy Toffy .16
Dainty Mints 7 lb. tin 18
Empire Fudge .15
Fudge, Pineapple .15
Fudge, Walnut .16
Fudge, Filbert .16
Fudge, Choco. Peanut 14
Fudge, Honey Moon .15
Fudge, Toasted Cocoa-nut .15
Fudge, Cherry .15
Fudge, Cocoanut .15
Honeycomb Candy .16 1/2
Kokays .15
Iced Maroons .15
Iced Gems .15
Iced Orange Jellies .13
Italian Bon Bons .14
Lozenges, Pep. .11
Lozenges, Pink .11
Manchus .14
Molasses Kisses, 10 nut .14
Nut Butter Puffs .15
Salted Peanuts .14

CRACKERS
National Biscuit Company Brands
Butter
Excelsior Butters .8
NBC Square Butters 6 1/2
Seymour Round .6 1/2
Soda
NBC Sodas .6 1/2
Premium Sodas .7 1/2
Select Sodas .8 1/2
Saratoga Flakes .13
Saltines .13
Oyster
NBC Picnic Oysters .6 1/2
Gem Oysters .6 1/2
Shell .8
Sweet Goods
Cans and boxes
Animals .10
Atlantics Also Ass'd. 12
Avena Fruit Cakes .12
Bonnie Doon Cookies 10
Bonnie Lassies .10
Cameo Biscuit .25
Cecelia Biscuit .16
Cheese Tid Bits .20
Chocolate Bar (cans) 17
Chocolate Drops .18
Choc. Honey Fingers 16
Circle Cookies .12
Cracknels .18
Cream Fingers .14
Cocoanut Taffy Bar .12
Cocoanut Drops .13
Cocoanut Macaroons 12
Coconut Honey Fingers 18
Coconut Honey Jumbles 12
Coffee Cakes Iced .12
Dinner Pail Mixed .8 1/2
Family Cookies .8 1/2
Fig Cakes Ass'd. 12
Fireside Peanut Jumb 10
Fireside Sug. Jumb 8
Fluted Coated Bar .11
Frosted Creams .8 1/2
Frosted Ginger Cook. 8 1/2
Frosted Raisin Sgs .10
Ginger Gems Plain .8 1/2
Ginger Gems Iced .8 1/2
Graham Crackers .8 1/2
Ginger Snaps Family 8 1/2
Ginger Snaps R'd .8
Harlequin Jumbles .12
Hobnob Cookies .12
Household Cookies .8
Household Cks. Iced .9
Hippodrome Bar .12
Honey Fingers Ass't 14
Honey Flakes .12
Honey Jumbles .12
Imperial .8 1/2
Jasmine Cakes .14
Jubilee Mixed .10
Kaiser Jumbles .10
Lady Fingers Sponge 30
Leap Year Jumbles .20
Lemon Biscuit Square 9
Lemon Wafers .17
Lemona .8 1/2
Mace Cakes .8
Mary Ann .8 1/2
Marshmallow Pecans 18
Medora .18
Mol. Frt. Cookie, Iced 14
NBC Honey Cakes .12
Oatmeal Crackers .8
Orange Gems .8 1/2
Penny Assorted .8 1/2
Peanut Gems .9
Picnic Mixed .12
Raisin Cookies .10
Raisin Gems .11
Recess Tarts .15
Saltines .13
Seafoam .12
Saparooms .18
Spiced Jumbles, Iced .10
Sugar Fingers .12
Sugar Crimp .8 1/2
Sultana Fruit Biscuit 16
Sweethearts .25
Vanilla Wafers .18
In-er-Seal Trade Mark Goods
per doz
Baronet Biscuit .1 00
Bremmers Btr Wafs. 1 00
Cameo Biscuit .1 50
Cheese Sandwich .1 00
Chocolate Wafers .1 00
Excelsior Butters .1 00
Fig Newton .1 00
Five O'Clock Tea Ect 1 00
Ginger Snaps NBC .1 00

Index to Markets

By Columns

Table with columns for market categories (A, B, C, D, E, F, G, H, J, M, N, O, P, R, S, T, V, W, Y) and corresponding items like Ammonia, Axle Grease, Baked Beans, etc.

Main market index table with columns for categories (AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, BUTTER COLOR, CANDLES, CARBON OILS, CANNED GOODS, BEANS, BLUEBERRIES, CLAMS, CLAM BOUILLON, CORN, HOMINY, LOBSTER, MACKEREL, MUSHROOMS, PEACHES, PINEAPPLE, PUMPKIN, RASPBERRIES, SALMON, SARDINES, SHRIMP, STRAWBERRIES, TOMATOES, CATSUP) and their respective prices.

Table listing items like Bulk, Red, Eagle, Franck's, Scheuer's, Red Standards, White, and their prices.

Table listing items under CHICORY: Bulk, Red, Eagle, Franck's, Scheuer's, Red Standards, White.

Table listing items under CHOCOLATE: German's Sweet, Premium, Caracas, Walter M. Lowney Co., Premium, 1/2s, Premium, 1/4s.

Table listing items under CLOTHES LINE: No. 40 Twisted Cotton, No. 50 Twisted Cotton, No. 60 Twisted Cotton, No. 80 Twisted Cotton, No. 60 Braided Cotton, No. 80 Braided Cotton, No. 50 Sash Cord, No. 60 Sash Cord, No. 60 Jute, No. 72 Jute, No. 60 Sisal, Galvanized Wire.

Table listing items under COCOA: Baker's, Cleveland, Colonial, Colonial, Epps, Hershey's, Hershey's, Huyler, Lowney, Lowney, Lowney, Van Houten, Van Houten, Van Houten, Wan-Eta, Webb, Wilber, Wilber.

Table listing items under COCOANUT: Dunham's, 1/2s, 5lb. case, 1/2s, 5lb. case, 1/2s, 15lb. case, 1/2s, 15lb. case, 1s, 15lb. case, 1/2s & 1/4s 15lb. case, 27, Scalloped Gems, Bulk, pails, Bulk, barrels, Baker's Brazil Shredded, 10 5c pkgs., per case 2 60, 26 10c pkgs., per case 2 60, 16 10c and 33 5c pkgs., per case 2 60.

Table listing items under COFFEES ROASTED: Common, Fair, Choice, Fancy, Peaberry, Santos, Fair, Choice, Fancy, Peaberry, Maracalbo, Fair, Choice, Mexican, Fancy, Guatemala, Fair, Choice, Java, Private Growth, Mandling, Aukola.



6

7

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11

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

**Other Package Goods**  
Barnum's Animals . . . 50  
Chocolate Tokens . . . 2 50  
Butter Crackers NBC Family Package . . . 2 50  
Soda Crackers NBC Family Package . . . 2 50  
Fruit Cake . . . 3 00

**In Special Tin Packages**  
Adora, 10c size . . . 1 00  
Festino . . . 2 50  
Nabisco, 10c . . . 1 00  
Nabisco, in bulk, per tin . . . 1 75  
Festino . . . 1 50  
Bent's Water Crackers 1 40

**CREAM TARTAR**  
Barrels or Drums . . . 69  
Boxes . . . 70  
Square Cans . . . 72  
Fancy Caddies . . . 77

**DRIED FRUITS**  
Apples  
Evaporated Choice blk 10 1/2  
Evaporated Fancy pkg.  
Apricots  
California . . . 15@17  
Corsican . . . 18

**Currents**  
Imported 1 lb. pkg. . . 10 1/2  
Imported, bulk . . . 10 1/2  
Peaches  
Mutrs—Choice, 25 lb. . . 7 1/2  
Mutrs—Fancy, 25 lb. . . 8 1/2  
Fancy, Peeled, 25 lb. . . 15

**Peel**  
Lemon, American . . . 14  
Orange, American . . . 14  
Raisins  
Cluster, 20 cartons . . . 2 25  
Loose Muscatels, 4 Cr. 7 1/2  
Loose Muscatels, 3 Cr. 7 1/2  
L. M. Seeded, 1 lb. 8 1/2@9

**California Prunes**  
90-100 25lb. boxes . . . 7 1/2  
80-90 25lb. boxes . . . 8 1/2  
70-80 25lb. boxes . . . 9 1/2  
60-70 25lb. boxes . . . 10  
50-60 25lb. boxes . . . 11  
40-50 25lb. boxes . . . 12

**FARINACEOUS GOODS**  
Beans  
California Limas . . . 9  
Med. Hand Picked . . . 3 00  
Brown Holland . . . 2 40  
Farina  
25 1 lb. packages . . . 1 50  
Bulk, per 100 lbs. . . 4 00  
Original Holland Rusk  
Packed 12 rolls to container  
3 containers (40) rolls 3 20

**Hominy**  
Pearl, 100 lb. sack . . . 2 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. 2 50  
Green, Scotch, bu. . . 2 50  
Split, lb. . . . . 4 1/2  
Sago  
East India . . . . . 5  
German, sacks . . . . . 5  
German, broken pkg.

**Taploca**  
Flake, 100 lb sacks . . . 5  
Pearl, 100 lb sacks . . . 5  
Pearl, 36 pkgs. . . . . 2 25  
Minute, 36 pkgs. . . . . 2 75

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

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

**Linen Lines**  
Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

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

**FLAVORING EXTRACTS**  
Jennings D C Brand  
Extract Lemon Terpeneless  
Extract Vanilla Mexican  
both at the same price  
No. 1, F box 1/4 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 70  
No. 2, 1 1/4 oz. flat . . . 1 00

**FLOUR AND FEED**  
Grand Rapids Grain & Milling Co.  
Winter Wheat  
Purity Patent . . . . . 5 60  
Sunburst . . . . . 6 00  
Wizard Flour . . . . . 5 30  
Wizard Graham . . . . . 5 30  
Matchless . . . . . 5 40  
Wizard, Gran. Meal 4 80  
Wizard Buckwht cwt 3 40  
Rye . . . . . 4 40  
Valley City Milling Co.  
Lily White . . . . . 6 50  
Light Loaf . . . . . 6 00  
Graham . . . . . 2 70  
Granena Health . . . . . 2 80  
Gran. Meal . . . . . 2 15  
Bolited Med. . . . . 2 05

**Voigt Milling Co.**  
Voigt's Crescent . . . 6 50  
Voigt's Royal . . . . . 6 90  
Voigt's Flourigt . . . 6 50  
Voigt's Hygienic Gramham . . . . . 5 55  
Watson-Higgins Milling Co.  
Perfection Buckwheat  
Flour . . . . . 6 50  
Perfection Flour . . . 6 25  
Tip Top Flour . . . . . 5 80  
Golden Sheaf Flour . . 5 40  
Marshall's Best Flour 6 75

**Worden Grocer Co.**  
Quaker, paper . . . . . 5 40  
Quaker, cloth . . . . . 5 50  
Kansas Hard Wheat  
Voigt Milling Co.  
Calla Lily . . . . . 6 50  
Worden Grocer Co.  
American Eagle, 1/8s 6 60  
American Eagle, 1/4s 6 50  
American Eagle, 1/2s 6 40

**Spring Wheat**  
Roy Baker.  
Mazetta . . . . . 6 30  
Golden Horn, bakers 6 20  
Wisconsin Rye . . . . . 5 20  
Bohemian Rye . . . . . 5 60  
Judson Grocer Co.  
Ceresota, 1/8s . . . . . 7 60  
Ceresota, 1/4s . . . . . 7 70  
Ceresota, 1/2s . . . . . 7 80  
Voigt Milling Co.  
Columbian . . . . . 6 85

**Worden Grocer Co.**  
Wingold, 1/8s cloth . . 7 50  
Wingold, 1/4s cloth . . 7 40  
Wingold, 1/2s cloth . . 7 30  
Wingold, 3/8s paper . . 7 35  
Wingold, 1/4s paper . . 7 30  
Bolited . . . . . 4 60  
Golden Granulated . . 4 80

**wheat**  
New Red . . . . . 96  
New White . . . . . 96  
Oats  
Michigan carlots . . . 48  
Less than carlots . . 50  
Corn  
Carlots . . . . . 90  
Less than carlots . . 92  
Hay  
Carlots . . . . . 15 00  
Less than carlots . . 17 00

**Feed**  
Street Car Feed . . . 36  
No. 1 Corn & Oat Feed 36  
Cracked Corn . . . . 36  
Coarse Corn Meal . . . 36

**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. 1 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 . . . . . 12 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 . . . . . 25@ 50  
Shearings . . . . . 10@ 40

**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 . . 65  
30lb. pails, per pail . . 1 25

**JELLY GLASSES**  
1/2 pt. in bbis., per doz. 15  
3/4 pt. in bbis., per doz. 16  
8 oz. capped in bbis. . . 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 . . . . . 22  
Fair . . . . . 20

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

**MUSTARD**  
1/2 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, 5 oz. . . . . 90  
Stuffed, 8 oz. . . . . 1 25  
Pitted (not stuffed) . . 14 oz. . . . . 2 25  
Manzanilla, 8 oz. . . . 90  
Lunch, 10 oz. . . . . 1 35  
Lunch, 16 oz. . . . . 2 25  
Queen, Mammoth, 19 oz. . 4 25  
Queen, Mammoth, 28 oz. . 5 75  
Olive Chow, 2 doz. cs. . . per doz. . . . . 2 25

**PICKLES**  
Medium  
Barrels, 1,200 count . . 7 75  
Half bbis., 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 Back . . . . . 24 00@25 00  
Short Cut Cl'r 23 00@24 00  
Bean . . . . . 21 50@22 00  
Brisket, Clear 28 00@29 00  
Pig  
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 1/2  
80 lb. tubs . . . . . advance 1/2  
50 lb. tubs . . . . . advance 3/4  
10 lb. pails . . . . . advance 3/4  
5 lb. pails . . . . . advance 1  
8 lb. pails . . . . . advance 1

**Smoked Meats**  
Hams, 12 lb. av. 20 @21  
Hams, 14 lb. av. 19 @19 1/2  
Hams, 16 lb. av. 18 @18 1/2  
Hams, 18 lb. av. . . . .  
Ham, dried beef sets 29 @30  
California Hams 14 @14 1/2  
Picnic Bolited  
Hams . . . . . 19 1/2@20  
Bolited Hams . . . . . 30 @30 1/2  
Minced Ham . . . . . 14 @14 1/2  
Bacon . . . . . 18 @24

**Sausages**  
Bologna . . . . . 12 @12 1/2  
Liver . . . . . 3 1/2 @10  
Frankfort . . . . . 13 @13 1/2  
Veal . . . . . 13 @14  
Pork . . . . . 11  
Tongue . . . . . 11  
Headcheese . . . . . 10

**Beef**  
Boneless . . . . . 20 00@20 50  
Rump, new . . . . . 24 50@25 00

**Pig's Feet**  
1/4 bbis. . . . . 1 05  
3/4 bbis., 40 lbs. . . . . 2 10  
1/2 bbis. . . . . 4 25  
1 bbl. . . . . 8 50

**Tripe**  
Kits, 15 lbs. . . . . 90  
1/4 bbis., 40 lbs. . . . . 1 60  
3/4 bbis., 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 75  
Corned beef, 1 lb. . . . 2 50  
Roast beef, 2 lb. . . . 4 75  
Roast beef, 1 lb. . . . 2 50

**Potted Meat, Ham**  
Flavor, 1/4s . . . . . 55  
Potted Meat, Ham  
Flavor, 1/2s . . . . . 95

**Deviled Meat, Ham**  
Flavor, 1/4s . . . . . 55  
Potted Tongue, 1/4s . . 55  
Potted Tongue, 1/2s . . 95

**RICE**  
Fancy . . . . . 7 @7 1/2  
Japan Style . . . . . 5 @5 1/2  
Broken . . . . . 3 @4 1/2

**ROLLED OATS**  
Rolled Avena, bbis. 6 25  
Steel Cut, 100 lb. sks 3 25  
Monarch, bbis. . . . . 6 00  
Monarch, 90 lb. sks. 2 88  
Quaker, 18 Regular . . 1 45  
Quaker, 20 Family . . 4 50

**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, bbis. . . . . 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 . . . . . @ 8  
Small, whole . . . . . @ 7 1/2  
Strips or bricks 9@13  
Pollock . . . . . @ 5 1/2

**Smoked Salmon**  
Strips . . . . . 9  
Hullbut . . . . . 18  
Chunks . . . . . 19

**Holland Herring**  
Y. M. wh. hoop bbis.  
Y. M. wh. hoop 1/2 bbis.  
Y. M. wh. hoop kegs

**Standard, bbis. . . . . 11 75**  
Standard, 1/2 bbis. . . . 6 13  
Standard, kegs . . . . . 80

**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

**SEEDS**  
Anise . . . . . 14  
Canary, Smyrna . . . . 15  
Caraway . . . . . 20  
Cardomom, Malabar 1 20  
Celery . . . . . 50  
Hemp, Russian . . . . . 6  
Mixed Bird . . . . . 9  
Mustard, white . . . . 12  
Poppy . . . . . 16  
Rape . . . . . 10

**SHOE BLACKING**  
Handy Box, large 3 dz. \$ 50  
Handy Box, small . . . 1 25  
Bixby's Royal Polish . . 85  
Miller's Crown Polish . . 85

**SHUFF**  
Scotch, in bladders . . . 37  
Maccaboy, in jars . . . . 35  
French Rappee in jars . . 43

**SODA**  
Boxes . . . . . 5 1/2  
Kegs, English . . . . . 4 1/2

**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 . . . @15  
Cloves, Zanzibar . . . @28  
Cassia, Canton . . . . @22  
Ginger, African . . . . @18  
Mace, Penang . . . . . @75  
Nutmegs . . . . . @35  
Pepper, Black . . . . . @16  
Pepper, White . . . . . @32  
Pepper, Cayenne . . . . @24  
Paprika, Hungarian @45

**STARCH**  
Corn  
Kingsford, 40 bs. . . . 7 1/2  
Muzzy, 20 1lb. pkgs. . . 5 1/2  
Kingsford  
Silver Gloss, 40 1lb. . . 7 1/2  
Muzzy, 40 1lb. pkgs. . . 5

**Gloss**  
Argo, 24 5c pkgs. . . . 90  
Silver Gloss, 16 3lbs. . . 6 1/2  
Silver Gloss, 12 6lbs. . . 8 1/2

**Muzzy**  
48 1lb. packages . . . . 5  
16 3lb. packages . . . . 4 1/2  
12 6lb. packages . . . . 6  
50lb. boxes . . . . . 3 1/2

**SYRUPS**  
Corn  
Barrels . . . . . 30  
Half barrels . . . . . 32  
Blue Karo, No. 1 1/2, 4 doz. . . . . 3 45  
Blue Karo, No. 2, 2 dz. 1 95  
Blue Karo, No. 2 1/2 2 doz. . . . . 2 30  
Blue Karo, No. 5, 1 dz. 2 25  
Blue Karo, No. 10, 1/2 doz. . . . . 2 15  
Red Karo, No. 1 1/2 4 doz. . . . . 3 80  
Red Karo, No. 2, 2 dz. 2 45  
Red Karo, No. 2 1/2 2 dz 2 75  
Red Karo, No. 5, 1 dz. 2 55  
Red Karo, No. 10, 1/2 doz. . . . . 2 45

**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 . . . . . 36@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@63

**English Breakfast**  
Congou, Medium . . . . 25@30  
Congou, Choice . . . . 30@35  
Congou, Fancy . . . . . 40@45  
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  
East Mail, 16 oz. . . . 7 80  
Hawatha, 16 oz. . . . . 60  
Hawatha, 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 9



SPECIAL PRICE CURRENT

12

13

14

Table with columns for items and prices. Includes categories like Smoking, Soap, and various household goods.

Table with columns for items and prices. Includes categories like Pilot, Soldier Boy, Sweet Caporal, and various household goods.

Table with columns for items and prices. Includes categories like Faucets, Mop Sticks, Palls, Toothpicks, Traps, and various household goods.

15

16

17

Table for BAKING POWDER K. C. listing various sizes and prices.

White House Coffee advertisement featuring a can image and text: 'White House Coffee, Dwinell-Wright Co's B'ds'.

Table listing various soap and cleaning products with prices.

Table for CIGARS listing various brands like Johnson Cigar Co's Brand and prices.

Royal Garden Tea advertisement featuring a box image and text: 'Royal Garden Tea, pkgs. 40 THE BOUR CO., TOLEDO, OHIO.'

Table listing various soap compounds and washing powders with prices.

Table for COFFEE listing various types like Old Master Coffee and prices.

Soap advertisement for Lautz Bros. & Co. listing various soap bars and prices.

Table listing various washing powders and cleansers with prices.

Table for FITZPATRICK BROTHERS' SOAP CHIPS listing various sizes and prices.

Soap advertisement for Lautz Bros. & Co. featuring a can image and text: 'The only 5c Cleanser'.

Advertisement for The only 5c Cleanser with a can image and text: 'Guaranteed to equal the best 10c kinds'.

Table for YEAST CAKE listing various sizes and prices.

Table for FITZPATRICK BROTHERS' SOAP CHIPS listing various sizes and prices.

Table for WRAPPING PAPER listing various types and prices.

Advertisement for American Steel Sanitary Desks and Motion Picture Theatre Seating, featuring a desk image and text: 'Public Seating for all Purposes'.

Table for AXLE GREASE listing various sizes and prices.

Advertisement for Lodge Furniture featuring a chair image and text: 'We specialize Lodge, Hall and Assembly seating'.

Table for CHARCOAL listing various sizes and prices.

Advertisement for American Seating Company listing various office furniture and contact information: 'American Seating Company, 14 E. Jackson Blvd., Chicago'.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Hotel property, fronting city park on Lake Erie. Lot, 100 x 200 feet. Three story brick building. Steam heat. Electric lights. Thirty-four rooms. Call bell in every room. Furnished complete for family and commercial service. Always full. Located in one of best county seat towns in Ohio. Population 4,000. John C. Stenson, Port Clinton, Ohio. 531

Bakery—Doing good business in store and have two wagons; will sell cheap, for I have other business to look after; open for inspection; will stay until you are satisfied. Tausch's Home Bakery, Box 231, Batavia, Ohio. 526

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. John B. Wright, successor to Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 526

For Sale—Meat and grocery business. New brick store, with large refrigerator. Inventory about \$400 to \$500. Cash only. Address Mrs. Ida Frary, Colon, Michigan. 527

Great Opportunity—An old established clothing and furnishing business in this city is for sale together with lease and good will. Modern cabinet fixtures, location best in city. Stock and fixtures invoice about \$5,000. Will be sold at a bargain if purchased by Sept. 30. Address M. Cramer's Sons, Kalamazoo, Michigan. 528

For Sale—Bakery complete, good business, Hubbard oven. Would trade for small farm, or automobile. Address, Bakery, 319 Shelby St., Falmouth, Ky. 529

WESTERN POSITIONS open throughout Rocky Mountain and Pacific Coast states for salesmen and department managers in dry goods, clothing, shoes and all lines of general merchandise; also for window trimmers, card writers, advertising men. Attractive salaries. Write for information. Business-Men's Clearing House, Dept. G, Denver, Colo. 530

For Sale—First-class bakery, doing good business. City 1,300. Only three bakeries—the best one. No. 532, care Tradesman. 532

For Sale—Drug Store, Southern Michigan. Good town, light competition; rent cheap. Good chance to step into an established business. Drug clerk wanted. Kino, care Tradesman. 533

For Sale or Trade—I have a 300-acre farm, 150 acres improved, balance pasture land and seventeen No. 1 cows. Will sell for cash or trade for stock of goods. Clothing and furnishings preferred. Farm located 2 1/2 miles from prosperous town on trunk line auto road. Address J. W. Patterson, Reed City, Michigan. 534

For Sale—Will Sacrifice—Book and stationery store, town 12,000; invoice August 25, \$4,000; nice fixtures; \$2,000 cash will buy if taken at once; owner has other business; one other store; a money making proposition; act quick. Gadd's Book Store, Chickasha, Okla. 537

For Sale—Stock general merchandise; country town. Excellent farming country. Sacrifice for quick sale. Other business. No. 539, care Tradesman. 539

Successful young merchant leaving retail business, desires position with wholesale house, preferably traveling. Thoroughly familiar with general merchandise and trade conditions generally. Address No. 525, care Tradesman. 525

Owing to ill health, will sell stock of general goods. Average stock \$6,000. Lively town. Annual volume \$15,000. Cash or bankable paper. Address Lock Box 3, New Lothrop, Shiawassee Co., Michigan. 524

For Sale—Fine dry goods business, 35 miles from Cleveland. Stock about \$8,000. Good room; low rent. Investigate this one. Address Rogers & Bill, Wellington, Ohio. 515

For Sale—Two National cash registers, three drawer machines, used only short time. Enquire Dick Brink Co., Grand Rapids, Michigan. 516

For Sale—Poultry, egg, cream and produce business and property established twenty years, good business, located in Central Michigan in city of about 4,000, two railroads, in very rich productive farming section. Write L. D. P., care Tradesman. 517

Large catalogue Farms and Business Chances, or \$50 selling proposition free. Pardee, Traverse City, Michigan. 519

A good paying cafe, most modern in city. Excellent location. For sale cheap. Jas. W. Oakes & Co., Grand Haven, Mich. 493

The Globe Dept. Store of Traverse City, wants a bright capable young man with general clothing, gents' furnishings and shoe experience who is looking for an opportunity with a live growing concern where there is chance for advancement. State age, qualification and salary expected and references. The Globe Dept. Store. 523

For Sale—At Texas City, Texas, fancy grocery and market doing \$85,000 business yearly. The healthiest country in the South; so endorsed by the U. S. Army. Other business the reason for selling. \$5,000 will handle. P. O. Box 157, Texas City, Texas. 508

For Sale—Confectionery and ice cream business. Also machinery for making ice cream. Will sell with or without machinery. Fine living rooms in connection. Low rent. Owner leaving town—will sacrifice. For particulars address P. C. Northouse, Grand Haven, Michigan. 509

Will sell my stock of general merchandise to the party making me the best offer on or before Sept. 10, 1914. Telephone Citiz. 5. C. W. Long, Saranac. 511

For Sale—General merchandise stock in well-equipped store room, 40 x 100 feet. Leading business of the town. Fine farming country. Big cash trade. Stock and fixtures, about \$8,000. Seventeen miles from Grand Rapids. Excellent train service. Positively the best opening for a safe and profitable mercantile investment in Western Michigan. Annual sales, \$20,000. Stock clean, well balanced and in fine shape. A live business. Act quickly, if interested. Address S., care Michigan Tradesman. 499

For Sale—An old established drug and grocery business in a village of about four hundred. The stock and fixtures will invoice about \$3,500. Best reasons for selling. Address No. 504, care Michigan Tradesman. 504

For Sale—One typewriter by J. A. Keane, 1016 Scribner avenue, Grand Rapids. Machine is in very good condition, is visible and easily operated. Someone who can use a typewriter can get a bargain by communicating with Mr. Keane. 506

For Sale—A Laundry, on account of health; machinery and laundry business \$3,500, or building and laundry \$6,000. P. J. Mundigel, Grand Rapids, Minn. 521

For Sale—Grocery and meat market in a good sized town in Southern Michigan. Good location. Best reasons for selling. Exclusive agent for the Marco grocery products. Address Marco, care Tradesman. 491

For Sale—A good clean stock of hardware, with a tinshop in connection; in a small town with a good surrounding country; just the place for a good tinner; good reason for selling. Address George Schabel & Son, Moores Hill, Ind. 487

For Sale—Business Men—N. E. Something new. The Morning Brazer, a great nerve remedy. No mineral or drastic drugs. Put up in tablet form, 30 drinks \$1. Send for trial 50c bottle. Postage stamps O. K. Address Mountain Herb Drug Co., 322-323 Widdicombe Bldg., Grand Rapids, Mich. 473

For Sale—Best general stock merchandise, about \$4,500, in Central Michigan. Exceptionally clean and staple. Beautiful town of 1,000, finest country around, good brick building, electric lighted, rent \$20 month. Keep one lady clerk at \$6 week. Profits \$3,000 year. If you want a good thing and mean business, write No. 469, care Tradesman. 469

To Rent—Store room, centrally located on Mitchell street, Cadillac, Mich., 25 x 80 ft., with basement and storage room back. Brick building, corner location. Box B, Cadillac, Mich. 474

For Sale or Exchange—80-acre farm in Southern Michigan. Would exchange for general merchandise or shoe stock. Address Charlie Corey, Route 6, Bellevue, Michigan. 458

For Sale—Grocery stock and fixtures, will invoice about \$6,000; can be reduced. Annual sales \$75,000, no dead stock. Good climate. Reason for selling, have other interests that requires my time. Address P. O. Box 318, Tucumcari, N. M. 452

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 204

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

For Rent—Store building. Good location for clothing or department store, in a live Michigan town. Address No. 328, care Tradesman. 328

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

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. Auto-press, Wayland, Mich. 65

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

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

Notice—For closing out or reducing stocks of merchandise, get our proposition and compare with others. Merchants Auction Co., Reedsburg, Wis. 137

If you are interested in selling or buying a grocery or general stock, call or write E. Krulsenga, c-o Musselman Grocer Company, Grand Rapids, Michigan. 154

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

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, 28 W. Jackson Blvd., Chicago. 448

### HELP WANTED.

Wanted—A first-class all around salesman, who understands men's clothing, shoes and furnishings from A to Z. Must be able to trim first-class windows and write cards. Good wages and steady position. Address A. Lowenberg, Battle Creek, Michigan. 536

Wanted—An able, industrious young man to invest some money and assist in the management of an up-to-date sanitary bottling works of distilled water, carbonated lithia water and soda specialties. Investment wanted to exploit a large territory for the exclusive sale of one of the most meritorious specialties of great future for bottling and soda fountain trade. A splendid chance for the right man. Address C. H. Strube, Sandusky, Ohio. 538

Experienced capable salesman to travel for old established house with line that sells to practically all classes of merchants, high commissions with weekly advance to right man. D. W. Barrows, Detroit, Michigan. 455

### SITUATIONS WANTED.

Wanted—Position in grocery or general store as clerk or stock keeper, by a man with several years' experience. References furnished. Address Box 235, Plainwell, Michigan. 535

Wanted—Position by young man of good habits, as manager or head clerk of clothing store or men's furnishing department. Can furnish A-1 references. Speak Holland and German also. Address No. 503, care Tradesman. 503

### End to Kingdoms.

Death stalks abroad in the vineyards  
When the curses of kings are heard;  
The whimpers of little children  
Are stilled by a whispered word.  
The men have a work before them;  
The women tearfully toil;  
And kings are heated by frenzy  
Lured by the lust of spoil.

Ten thousand will die to-morrow  
With the crash of machine-gun fire,  
And comrades will miss old comrades  
At the bivouac in the mire.  
The blood of men is changing  
As they toil and moil in war,  
And the brute is killing and stilling  
The best of the things that are.

But when all of war is over  
And the debt of blood is paid,  
I wonder if kings will wonder  
At the havoc they have made.  
And I wonder if all the people  
Will arise in their might to see  
That an end is put to kingdoms  
For the sake of posterity.

Clem Yore.

## ORGANIZE

### Merchants—Organize

Get busy and join the

### Retail Grocers' and General Merchants' Association of Michigan

Write the State Secretary

for information and get the benefit of the Card Credit System adopted by the Executive Committee, March 24-25. Have a part in the distribution of a

### ONE HUNDRED DOLLAR

Electric Coffee Mill  
at the  
State Convention, Lansing, February, 1915.

Our 1914 Slogan—  
DOUBLE THE MEMBERSHIP

### PRESIDENT

Wm. McMorris, Bay City

### FIRST VICE-PRESIDENT

J. A. Lake, Petoskey

### SECOND VICE-PRESIDENT

W. J. Cusick, Detroit

### SECRETARY

Fred W. Fuller, Grand Rapids

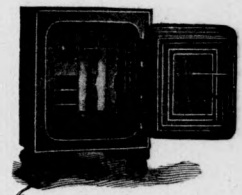
### TREASURER

Charles W. Grobe, Flint

### BOARD OF DIRECTORS.

Charles Wellman, Port Huron  
L. W. Schwemer, Saginaw  
M. C. Goossen, Lansing  
G. W. Faulmann, Detroit  
Leonard Seegar, Cadillac

## 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



## DETROIT DETONATIONS.

(Continued from page 25.)

Detroit druggists have gained an enviable reputation for their ability to do things and one of the most noteworthy is their ability to banish from sight untold amounts of well cooked edibles. The officers of the organization are: Oscar W. Gorenflo, President; Henry C. Reinhold, Vice-President; F. W. Kerr, Treasurer; and P. A. Biddecumb, Secretary.

After all, it is the editor's blue pencil which puts the tone in Detonations.

The U. C. T. picnic and excursion to Tashmoo on Saturday, owing to the threatening weather, was not attended by as large a crowd as was expected, but those who did attend were indeed, fortunate, as each and every one present were treated to the time of their lives—to use their own expression. As the picnic was gotten up under the auspices of Cadillac Council, nothing else could be expected.

E. O. Spaulding, the well-known Caro dry goods merchant, was a business visitor in the city last week. The German claim to have found some dum dum bullets on prisoners. We are surprised that a newspaper would use such language.

Just to show that Detroit is a real metropolitan city we must have an occasional burglary, as well as the regulation hold-up. The latest merchant to become a victim was Wellington Travis, druggist at 993 Woodward avenue. Early Sunday morning thieves entered the store and escaped with booty valued at about \$100.

The American Paint Co., of 30 Cadillac Square, has announced, owing to the rapid growth of the business, it will be obliged to move into larger quarters. Arrangements have been made to move into the new Cass building on December 1.

Frank Stimson, Hadley merchant, was a business visitor in Detroit last week.

The fact that time and tide wait for no man does not seem to worry Col. James L. Smith, the 70 year old civil war veteran who defeated a relay of eight other veterans in a ten mile endurance run in Detroit last week, at the National encampment. The prize was a Cadillac automobile. Col. Smith lives in Highland Park, Detroit.

Harry Eberline is the credit man for Crowley Bros. Of course, a credit man is obliged at times to call on the trade, not necessarily to collect an account, but to see why the trade didn't pay up before he called on them. On one of these occasions when Harry was in a small country town up North, says G. A. Y., he stopped in a barber shop to get shaved. While the barber was shaving him he cut him four times. After the barber would inflict each wound the barber would say, "My, how careless of me!" After the shave Harry walked over to the water tank and got a glass of water. After each mouthful he would shake his head from one side to the other. "Anything the matter?" asked the barber. "Nothing in particular," replied Harry, "I just wanted to see if my mouth would still hold water without leaking."

C. E. Richmond, general merchant at Devils Lake, paid Detroit a business visit last week.

A reminder of the past: J. Albert Keane advertises a typewriter for sale.

There are many ways of advertising a town, but it devolved upon the Monroe business men to hit upon a most novel and talked of plan. They intend making motor car trips into Northern Ohio, wearing appropriate costumes and accompanied by the "marrying parson" who has made Monroe a favorite place for eloping couples from Ohio. The intentions of the business men are to advertise

Monroe as a town to get married in. What they won't do to get business this day and age!

Ypsilanti being situated so close to Detroit it is no wonder the merchants are catching the metropolitan spirit of its big neighbor. The C. F. Comstock Dry Goods Co. has remodeled its store and had a new and up-to-date front installed.

There have been some important changes made in the organization of the Federal Motor Truck Co., H. T. Sigwalt having joined the company as advertising manager, R. G. Hargreaves as transportation engineer, C. T. Cary, as Eastern district sales manager, J. D. Whimman as district sales manager for the territory including Michigan, Ohio and Pennsylvania; L. L. Barnes, as Southeastern district sales manager and Charles Case, as Southwestern district sales manager.

News has reached us that Charles Harrison, of Jackson, former member of the clothing firm of McQuillan & Harrison, died suddenly at his home a few days ago. Mr. Harrison had many friends in Detroit who will receive the news of his death with sorrow. After selling out his interest in the business to Mr. McQuillan a few months ago, Mr. Harrison engaged in the clothing and furnishing goods business for himself in Jackson.

Louie Koster, the sweet voiced salesman for Edson, Moore & Co. and one of the leading citizens of Grand Haven, was in Detroit last week exchanging views and expense accounts for real money with his firm.

J. M. writes that Hildy, of the Whitney Hotel, at Ann Arbor, is deserving of much credit for his diplomacy in inducing Buck Murray, of A. Krolik & Co., to return to his cafe as a regular subscriber.

Returning tourists claim they saw thousands of Russians in England and in England they saw millions of Germans in their sleep.

News headline says: "Ferris Feels He Is Entitled to Another Term."

Thousands of others feel the same way, Governor.

James M. Goldstein.

## Mighty Madcaps From Muskegon.

Muskegon, Sept. 8.—W. W. Richards, John Hasper, H. Lipman and yours truly motored to Hesperia.

Winter underwear and last year's overcoats are being eagerly sought for.

Frank Welton, son of Mr. and Mrs. Ernest Welton, of Muskegon, celebrated his wedding last week.

The Knights Templar came here in full blast and voted Muskegon a dandy town.

Harold Foote has moved from the wilderness, North Muskegon, to a good burg, Muskegon.

Lipman Bros., commission merchants of Muskegon, are opening a branch store at Fremont.

Cheroots are being passed out by John Hasper in honor of a new born son.

Cables for the new telephone are being laid in our fair city.

The Michigan Retail Clothiers' convention for 1915 will be held in Muskegon. A. Rosen is Secretary of the organization and through his efforts this convention was secured.

H. Lipman thinks so much of our town that he has brought his family from New York City to live in the best town on the map, Muskegon.

The Michigan State League reminds one of the European situation. First Boyne City quit because they did not get any salary; then Traverse City was dropped, and now because Manistee can not win the fourth pennant it drops from the League, thereby making the League a thing of the past. The public is surprised and disgusted with this sample of league ball and we doubt if the League ever re-

organizes that the people will support it unless some of these soreheads are dropped.

The grand army of school kids are off now.

J. E. Hitchens has purchased the Charles Vanderlinde grocery store, at Lakeside, and will continue business at the same stand.

The traveling public will be grieved to learn of the death of Mr. Kelly, who was station agent at Holton for years. Mr. Kelly died suddenly in Muskegon and 404 unites with other friends in extending sympathy to Mrs. Kelly.

C. L. Lane, freight agent for the G. R. & I. at Muskegon, has been transferred to Grand Rapids to take the same position there. Mr. Lane was in Muskegon only a short time, but made many friends who will miss him. Ed Wescott will succeed Mr. Lane at Muskegon.

Earl Warren, of the National Biscuit Co., is being married this week. We knew that so good looking a boy as Earl could not stay single very long. Congratulations, Earl. May your tribe increase.

For a number of years members of the House of David, a religious colony living near Benton Harbor, prohibited their members from getting married. Lately the younger element revolted, which resulted in about fifty couples taking out licenses in the last week.

Milton Steindler.

Provisions — Everything in the smoked meat line is steady at unchanged prices, with a seasonable consumptive demand. Pure lard is firm at ¼c advance, while compound is steady at the advance reported last week, with a good consumptive demand. No change is likely to occur with a fair consumptive demand at unchanged prices. Dried beef is firm at 1c per pound advance. Canned meats are firm, with a good consumptive demand. No change is likely to occur in provisions in the near future.

Detroit — The Wadsworth-Campbell Box Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in property. This company will conduct a mercantile and manufacturing business and will manufacture and sell boxes of every description including cigar and cigarette makers' supplies.

Detroit — The Detroit Sanitary Closet Co., manufacturers and dealers in sanitary water closets, has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Molasses—The country is still taking prompt shipment grocery grades at full prices, the dealers being disinclined to accept contracts. Blackstrap is steady and quiet, the export business being checked for the time being.

R. J. Smith, former director and Vice-President of the Ira M Smith Co., has resigned his position and the vacancy has been filled by Charles H. Bender, Vice-President of the Grand Rapids National City Bank.

Robert A. Jorgens, grocer at 337 Leonard street, has sold his stock to John Valkema, recently of Grant, who will continue the business.

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

Buffalo, Sept. 9.—Creamery butter, fresh, 25@32c; dairy, 22@28c; poor to good, all kinds, 20@22c.

Cheese — New fancy, 16½c; new choice, 15½@16c.

Eggs—Choice fresh, 25@27c. Poultry (live)—Cox, 12c; fowls, 16@18c; ducks, 13@15c; chickens, 17@20c.

Beans—Medium, \$3.10; pea, \$3.00.

Potatoes—New, \$2@2.10 per barrel. Rea & Witzig.

William P. Putnam, formerly associated with the Imperial Furniture Co. and the Klise Manufacturing Co. of this city, has been elected Secretary of the Davies-Putnam Co. to fill the vacancy caused by the resignation of Charles I. Buell. F. Stuart Foote, also with the Imperial Furniture Co., has become interested in the company and has been elected to the office of Treasurer.

McCrath & Brown, hardware dealers at 1505 Plainfield avenue, have merged their business into a stock company under the style of the McGrath Hardware Co., with an authorized capital stock of \$10,000, \$6,000 common and \$4,000 preferred, all of which has been subscribed and \$3,600 paid in in property.

Roland Pierson, truck driver for the Corl-Knott Co., Ltd., and Peter Vander Meer, employed by the Valley City Milling Co., have formed a copartnership for the purpose of carrying on a plumbing and steam heating business at Wyoming Park, where both reside.

Miss Gertrude Gerber, formerly manager for Maurice Gelder, proprietor of the Gerber Millinery Co., with floor space in Ira M. Smith's department store, has taken over Mr. Gelder's interest in the business and will continue to operate as formerly.

Mrs. W. D. Bishop has been elected President of the Bishop Furniture Co., succeeding to one of the offices in the company formerly held by her husband. W. D. Bishop now holds the office of Treasurer.

Albert P. Crell, formerly manager of the Reliance Manufacturing Co., of this city, has disposed of his interest to J. W. Pettis, of Reading, Pa., who will take the business to the latter town.

The Judson Grocer Co. has brought suit against Mrs. A. Locke, of Potterville, to collect a claim of \$230.38. Mrs. Locke was the largest creditor of the Backus Bank at the time of its failure.

Mrs. H. Kibby has purchased the interest of her partner, Mrs. Etta Eggleston, in the Kibby & Eggleston millinery stock at Madison Square and will continue the business under her own name.

It is better to be good for revenue only than to be bad for fun.

## BUSINESS CHANCES.

Drug Store For Sale—Invoice \$3,000. Will take part cash, balance time. Rent \$15. Lease to suit. Average daily sales for 1913, \$12. Good reason for selling. F. J. Lyons, Grand Junction, Michigan.



# Why Wait For a Fire?

Buy a Good Safe Now and  
Protect Your Valuable  
Books and Papers

---

## Latest Improved Steel Fireproof Safe

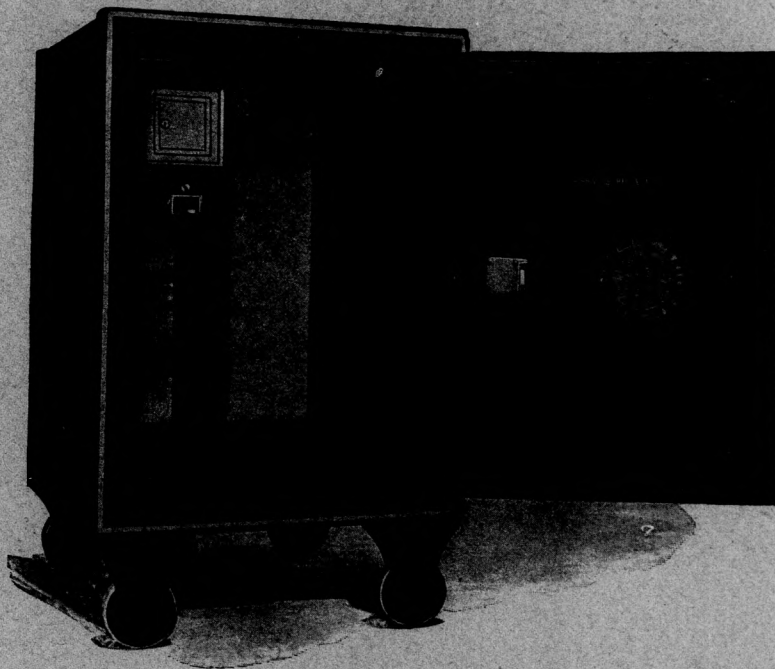
**No. A-4**  
Without Inside Door

**Outside**

35¼ inches high  
22½ inches wide  
22½ inches deep  
25 inches deep over all

**Inside**

22 inches high  
15 inches wide  
15 inches deep  
WEIGHT, 660 LBS.



**No. A-4-I. D.**  
With Inside Door

**Outside**

35¼ inches high  
22½ inches wide  
22½ inches deep  
25 inches deep over all

**Inside**

22 inches high  
15 inches wide  
14 inches deep  
WEIGHT, 710 LBS.

---

Write us for delivered prices F. O. B. your  
railroad station

If not the right size send us the inside measurement  
of safe wanted

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## Grand Rapids Safe Co.

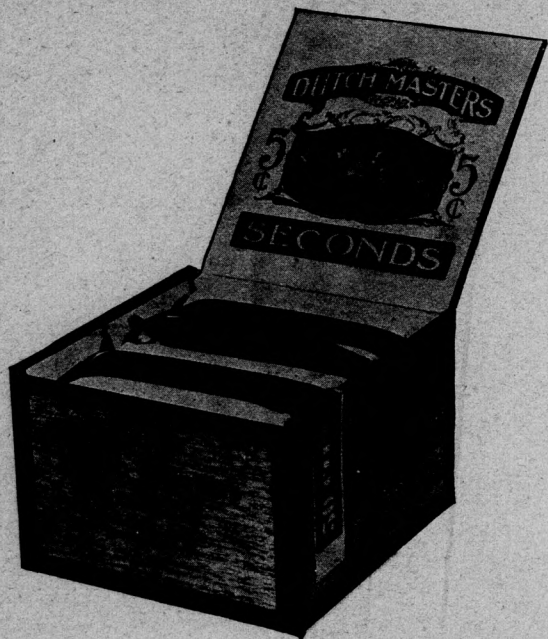
Tradesman Building

--:

Grand Rapids, Michigan



# DUTCH MASTERS SECONDS



Will stimulate your trade. Handled by all jobbers.

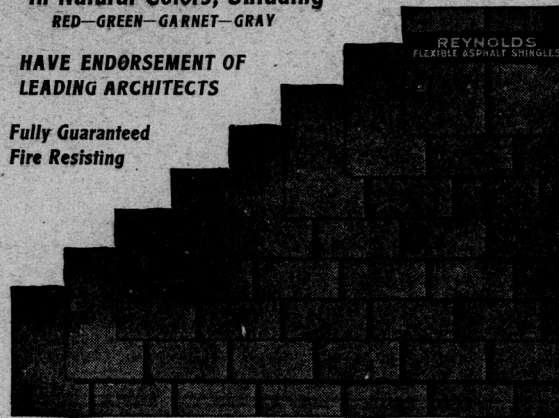
**G. J. JOHNSON CIGAR CO., Makers**  
GRAND RAPIDS, MICH.

## Reynolds Flexible Asphalt Shingles

In Natural Colors, Unfading  
RED—GREEN—GARNET—GRAY

HAVE ENDORSEMENT OF  
LEADING ARCHITECTS

Fully Guaranteed  
Fire Resisting



10  
Years  
Test

Beware of IMITATIONS. Ask for Sample and Booklet.  
Write us for Agency Proposition.

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

## Horse Blankets---Plush and Fur Robes Automobile Robes

We bought our stock before the war and have not advanced our price.  
You are invited to look over our line.

**SHERWOOD HALL CO., LTD.**  
Ionia Ave. and Louis St. Grand Rapids, Michigan

# "SAFETY FIRST"

No dealer likes to sell "pig in a poke" products. This is especially true with baking powder. Since one spoonful effects results of fifty cents worth of companion ingredients it pays to know that your baking powder is right,

That is why we use white of egg in Calumet Baking Powder so that we can be sure your stock is in good shape at all times.

We are interested in selling the one spoonful of baking powder.

You are interested in selling the Flour, Sugar, Butter, Eggs, Extracts and so on.

Noted scientists agree that the Water Glass Test is an accurate method of determining the condition of Baking Powder which contains White of Egg. Those who have condemned this test have failed to recommend a better way.

Some manufacturers do not care to have their goods tested. They prefer to keep you and the housewife in the dark. Why?

Think it over. Write us for Booklet on the "Test."

**Calumet Baking Powder Company**  
CHICAGO, ILLINOIS