

## THE DOCTOR'S DREAM

I am sitting alone by the surgery fire, with my pipe alight,  
now the day is done;  
The village is quiet, the wife's asleep, the child is hushed,  
and the clock strikes one;  
And I think to myself as I read the news and thank my  
stars for the peace upstairs,  
That the burden's sore for the best of men, but few can  
dream what a doctor bears.  
For here I sit at the close of day, whilst others have counted  
their profit and gain,  
And I've tried as much as man can do, in my humble  
fashion, to soften pain.  
I've warned them all, in a learned way, of careful diet,  
and talked of tone;  
And when I've preached of regular meals, I've scarcely  
had time to swallow my own.

I was waked last night in my first long sleep, when I  
crawled to bed from my rounds, dead beat.  
"Ah, the doctor's called" and they turned and snored, as  
my trap went rattling down the street.

I sowed my oats, pretty wild they were, in the regular  
manner when life was free,  
For a medical student isn't a saint, any more than your  
orthodox Pharisee.  
I suppose I did what others have done since the whirligig  
round of folly began,  
And the ignorant pleasures I loved as a boy—I have  
pretty well cursed, since I came to be man.  
But still I recall through the mist of years, and through  
the portals of memory steal  
The kindly voice of a dear old man who talked to us  
lads of the men who heal,  
Of the splendid mission in life for those who study the  
science that comes from God,  
Who buckle the armor of Nature on, who bare their  
breast and who kiss the rod.

So the boy disappeared in the faith of the man, and the  
oats were sowed; but I never forgot  
There were few better things in the world to do than to  
lose all self in the doctor's lot.

So I left the life that seemed so dear, to earn a crust that  
isn't so cheap.  
And I bought a share of a practice here, to win my way  
and to lose my sleep;  
To be day and night at the beck and call of men who  
ail, and women who lie;  
To know how often the rascals live, and see with sorrow  
the dear ones die;  
To be laughed to scorn as the man who fails, when Nature  
pays her terrible debt;  
To give a mother her first born's smile, and leave the eyes  
of the husband wet;  
To face and brave the gossip and stuff that travels about  
through a country town;  
To be thrown in the way of hysterical girls, and live all  
terrible scandals down;

To study at night in the papers here, of new disease and  
of human ills;  
To work like a slave for a weary year, and then to be  
cursed for sending my bills.

Upon my honor, we're not too hard upon those who can not  
afford to pay.  
For nothing I've cured the widow and child; for nothing  
I've watched till night turned day.  
I've earned the prayers of the poor, thank God, and I've  
borne the sneers of the pampered beast.  
I've heard confessions and kept them safe as a sacred trust,  
like a righteous priest.  
To do my duty I never have sworn, as others must do in  
this world of woe,  
But I've driven away to the bed of pain, through days  
of sleet and through nights of snow.

As I sit here and smoke my pipe, when the day is done  
and the wife's asleep.  
I think of that brother-in-arms who's gone, and utter—well,  
something loud and deep.  
And I read the news and I fling it down, and I fancy I  
hear in the night that scream  
Of a woman who's crying for vengeance. Hark! No; the  
house is still—'tis a doctor's dream.



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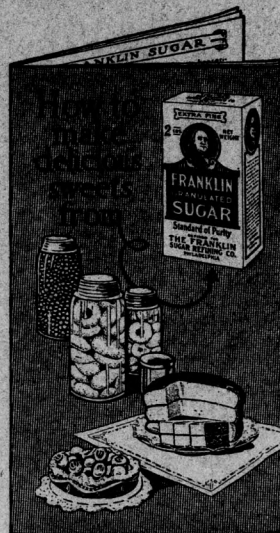
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MICHIGAN

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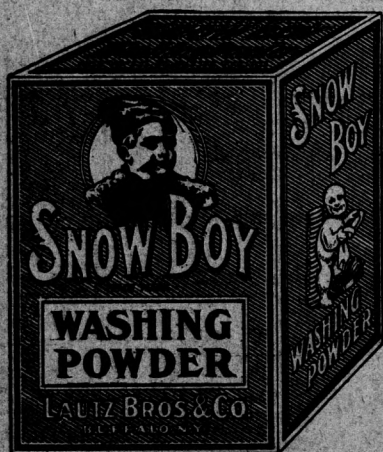
THE FRANKLIN SUGAR REFINING CO.  
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Good Bread  
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Sell Your Customers  
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For a limited time and subject to withdrawal without advance notice, we offer  
**SNOW BOY WASHING POWDER 24s FAMILY SIZE**  
through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE  
10 boxes @ 3.60—2 boxes FREE  
5 boxes @ 3.65—1 box FREE  
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F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.

All Orders at above prices must be for immediate delivery.

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

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

Yours very truly,

**Lautz Bros. & Co.**

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



# MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 16, 1914

Number 1617

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## AN ECONOMY SUGGESTION

In this great crisis, when the big heart of the American people goes out to the suffering peoples of other lands and our minds are full of the great problems which confront our own country, as we look forward to the inevitable distress which will surely arise during the coming months, all right-minded people feel that rigid personal economy must be exercised and every unnecessary expense cut off. In spite of all this, however, our great educational institutions are preparing as usual for their annual mimic battles on the football field, entailing great expenses for preparation and an enormous expenditure of money for each great game. It is not an exaggeration to say that each of the important games involves an expenditure of at least \$100,000 for gate money and other expenses of the graduates and their friends, and on this basis it is easy to figure what the cost of football would aggregate during the next two months.

It is no false sentiment which dictates the thought that there is something almost inhuman in this, which the better feeling of the country, especially of university men, ought to prevent.

If the faculties of our American colleges should decide to give up the intercollegiate games this fall, there would be an awful howl from thoughtless students and alumni, but the Tradesman is convinced that the great mass of public opinion would be unqualifiedly in favor of such action.

Intensive utilization of our natural resources has naturally enough not been one of our characteristics, but our progress in that direction in some fields is shown in a timely Government Bulletin on our mineral reserves, which bears the journalistic sub-title, "How to Make America Industrially Independent." Zinc is one of the minerals most seriously threatened by the war, as the great smelting centers of

Continental Europe are in regions of active fighting. Fortunately, our own smelting capacity has been increasing faster than consumption, as is indicated by the growing size of the stock on hand. The extent to which we have made ourselves independent of foreign cement is shown by the fact that twenty years ago our domestic product was less than one-fifth of our consumption, while last year our imports of cement were less than one-tenth of our consumption, and our exports were between thirty and forty times our imports. Much has been said of the cutting off of the world's supply of potash, since no commercial source of potash salts is known outside of Germany. The Government, through the Geological Survey and the Department of Agriculture, has been endeavoring to locate deposits of these salts in this country. It has investigated places from New York to California and from Michigan to Louisiana. How important the finding of native sources of these materials would be is indicated by the magnitude of our imports of them, which have been averaging a million tons a year, with a value of \$15,000,000.

In proposing to raise funds by imposing a war tax of 3 per cent. on all freight bills, Representative Underwood has been quoted as saying, "A man who does a business aggregating \$10,000 in freight bills would pay a revenue tax of \$300. A freight bill of that size would indicate an actual business of a million or a million and a half dollars. A \$300 tax spread over that amount of business would be infinitesimal and could have little or almost no effect on retail prices." In some lines of trade, the freight rate is a very small factor in fixing the retail price charged the ultimate consumer. In arguing for higher freight rates three years ago, that point was used repeatedly by the railroads. It was said, for example, that the proposed increase in freight rates would add only a small part of one cent on a pair of shoes shipped from New York to Chicago. That argument was quickly dropped, however, when shoe manufacturers pointed out that the proposed increase on freight rates applied to hides, machinery, wooden and paper boxes for packing, and a thousand and one other items which go to make up a finished pair of shoes, and that consequently the increased price to the ultimate consumer would be a great deal more than the small part of one cent.

The conference held at Washington between representatives of our banks, commercial interests, and State and Commerce Departments, and the

diplomats of the South American countries, enforces the report which the National Foreign Trade Council of New York has just made on the export situation. A South American commerce cannot be built in a day. The war in Europe has opened new opportunities, but European trade is not easily uprooted even during a general war. It is closely connected, in the case not merely of England, Germany, and France, but also of Belgium and Holland, with large and permanent investments in railways, government loans, and mining, industrial, and agricultural enterprises. England's loans, for example, reached in 1913, \$3,380,000,000. Most railways financed by foreign capital obtain their equipment, in rails and rolling stock, from the foreign country concerned, and the same is true of manufacturing enterprises. The eagerness of the South American diplomats to see credit facilities and systems of exchange established inspired the conference to authorize a committee to draft concrete recommendations on the subject; its findings will be awaited with interest.

The German plan of planting mines in the open sea is condemned by every civilized nation. The purpose of it is to blow up the cruisers and other vessels of the adversary, and in that it is frequently successful. It is attended, however, by great danger to the ships of neutral powers who have a right to navigate the ocean in safety. Merchantmen, fishing boats, etc., often run on these explosives and are destroyed with more or less loss of life. No one will find any fault when one battleship shoots at another, first having determined that it is an enemy. The sea is a thoroughfare in which all people have equal rights, and unoffending, peaceful citizens ought not to be put in jeopardy by a military power which conducts warfare like savages and barbarians.

One of the steps urged by students of labor conditions in this country has now been taken by the Department of Labor in the establishment of "distributing zones," with headquarters in eighteen cities ranging from Boston, Norfolk, and Galveston to Chicago, Denver and Seattle. This action extends the scope of the Government's clearing house for laborers and homeseekers by making it Nation-wide. Each of the cities concerned will supply information of needs of employers, supply of workers, and opportunities for settlers, and this information will be exchanged among the cities so as to be within the reach of every applicant. The

end aimed at is better distribution of labor and also of settlers. This second part of the plan has not had the publicity of the part relating to laborers pure and simple, but its value is evident. That these arrangements, huge as they are, will result in complete relief of the conditions they are designed to help is not to be expected. Man is not a merely economic animal, and we shall continue to witness reluctance to leave the cities for the country, even when that attitude means hardship. But the plan is worth whatever it may cost, in that it substitutes certainty of conditions in any place for uncertainty and provides opportunities for the man who does not know where to turn for employment.

The salvation army has been denied a permit to do business in Los Angeles. The action was taken after it was proven that a third of the money collected is sent to London and other centers and not spent in helping the poor of Los Angeles. The effect of the refusal will be to halt all but the purely religious work of the army. It would seem that the money raised by the residents of any city ought to be spent there instead of enriching arrogant and pampered officers of the army far away. Los Angeles depended on the salvation army for caring for many unfortunate cases and wants its money spent on home charities.

Pittsburgh manufacturers have their eye on the main chance. They have entered a campaign to obtain South American trade. A fund of a million dollars has been raised and in a few weeks representatives of the city's large industries will be in South America and telling the people there that they need goods made in Pittsburgh. A great opportunity is given them and if they play their cards well there is no reason why they can not win the game.

President Wilson has joined the "buy a bale of cotton" movement in the South. He has been persuaded to purchase several bales, to be held for his account. Many Southerners are buying a bale or more of cotton for the purpose of helping the cotton planters who can not market their crop on account of the European war. Cotton bought now at 10 cents a pound will bring, according to Senator Hoke Smith, a profit to the investor of from 10 to 20 per cent.

The man who seeks chiefly to produce the novel and exceptional in his advertising may succeed in what he tries to do, but he is not likely to make his advertising profitable.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Sept. 14.—Learn one thing each week about Detroit: In the tonnage of the Great Lakes Detroit leads all the cities in tonnage launched at ship yards.

Our first thought is to appeal to the Chronic Kicker to squeeze out enough time from these busy democratic days to send in one of those occasional letters which have made Mears famous.

J. W. Hunter, who has conducted a dry goods and furnishing goods store at 762 Dix avenue for the past few years with marked success, is erecting a new and modern building on the property adjoining his present place of business. When the structure is completed, Mr. Hunter will have one of the most modern and up-to-date stores in that section of the city.

"Rib top" Turner says he has been around the country some and has always found, no matter how high standing a woman may have, the best of them will leave a pit in the cherry pie. Rib must have nicked a tooth.

Walter Lawton, Grand Junior Counselor of the U. C. T., was in Detroit last week. Walter, to most observers, displays very intelligent features. Some even go so far as to say he appears intellectual. Notwithstanding this he made the remark in Detroit last week that he would much rather live in Grand Rapids than where he was when he made the unintelligent statement. Poor Bob Groom, who was in this remarkable city at the same time, had the temerity to uphold Mr. Lawton in his remarks.

Al Meurer (Burnham, Stoepel & Co.) is receiving his first lessons in road salesmanship under the tutelage of the veteran traveling man, Ed Collins, whom he is assisting on the territory.

"Mike" Krohn, of the happy disposition, dry goods and furnishing goods merchant of Edmore, was in Detroit on a business trip last week. Mike has many friends in Detroit who are always pleased to see him and, judging by the extra time taken from business, Mike is mighty glad also to see the friends. He spent the greater part of the week in the city.

By wireless we received the news of the arrival last week of a (censored) pound boy at the home of Leo Spellman, of Runner & Spellman, Shelby. As the proud father states, "the kid has a punch in either hand." Our congratulations are extended to the proud parents on the arrival of such a lusty youngster.

Every family in Berlin mourns the loss of a relative in the war, says a news report. And for what?

G. C. Dean, a veteran knight of the grip, accompanied by his wife, was in Detroit last week on a business trip. Mr. Dean's hosts of friends about the State will be gratified to learn that since he engaged in the clothing and furnishing goods business in Nashville, about two years ago, he has been very successful. Few old timers on the road made more or closer friends than did Mr. Dean. Of an even temperament, always with a smile for everyone he met and a square deal for every one he transacted business with, coupled with a fund of clean, wholesome humor, we have the secret of the success he made as a traveler and is making to-day as a merchant. We hope to see Mr. Dean shine in the mercantile world as does the top of his head in the sun.

Fred T. Kimball, general merchant of Crystal, was among the many out-of-town merchants to visit Detroit last week.

The average death rate throughout the world is 67 per minute. These

statistics, however, were gathered before the Kaiser's war.

The date, October 4, that the President has set for everybody to pray for peace, gives the traveling men the necessary amount of time to learn their prayers.

L. D. Owens, druggist of Memphis, was in Detroit last week on business.

While Joe Decker, representative for the Mohawk Overall Co., was covering the Thumb district last week, he purchased a flock of fatted chickens to be used for the next Sunday table service. Joe brought the chickens as far as Port Huron with him without mishap. It was while he was on the train leaving Port Huron for Detroit that he nearly went into convulsions on finding that, after carefully selecting the chickens with the bulging crops and bringing them that far, the fancy flock had flown or at least had disappeared in some mysterious manner. After threatening to draw down the wrath of the law on the culprits and considering placing the case in the hands of a modern Sherlock Holmes, to say nothing of upsetting the equilibrium of nearly every passenger on the train the chickens were discovered hidden under some seats. Who the guilty parties were we cannot say, but Carl Hauser, (National Cash Register Co.) and several other traveling men were on the train.

"Jim" Rye, of Ludington, a member of the department store firm of Rye & Washatka, was in Detroit in the interest of the store last week. Mr. Rye reports the future prospects of Ludington as exceptionally bright. Ludington is one of the few cities of its size that boasts of a daily and Sunday newspaper.

August Ott was a State Fair visitor last week. Mr. Ott conducts an up-to-date drug store in Romulus.

H. N. Butler was in Detroit last week on a business trip. Mr. Butler is owner of a general store in East Tawas.

An Atlanta woman wears a shoe twenty inches long. Being twenty inches it cannot be a foot.

The Gordon-Pagel Baking Co. has let the contract for its new two-story building on Hendricks street. When completed it will be one of the most modern and sanitary bakeries in the country.

Plans are being completed for the wholesalers' trade promotion trip through Michigan to be made about October 15. The trip will be made via boat to Alpena, whence the trip will be by rail, making numerous stops and covering a fair portion of western Michigan. The trip will be made under the auspices of the wholesalers' section of the Board of Commerce.

While the French are replacing all German names with French or English names they will, no doubt, still continue to call their dogs "Kaiser."

Henry Lipshield, well known Onaway merchant, was in Detroit on a business trip last week. Mr. Lipshield is also well known in this city.

Another ex-traveling man to make a success in the mercantile business is Morris Radin, who will be remembered by many merchants in the State as a representative of an Eastern concern. For a few years Mr. Radin was engaged in the clothing and furnishing goods business in Greenville, but, being of a progressive mind, he saw the many possibilities abounding in Detroit and moved here. He owns a fine and up-to-date men's furnishing goods and shoe store at 2356 Jefferson avenue. Besides being a merchant with up-to-date ideas, Mr. Radin's personality is a great asset to the business, he having the happy faculty of making and holding many friends. He owns the building he occupies, which is a two-story modern brick located in one of the best business sections of

Detroit. Associated with him in the business is his brother, Paul. Mr. Radin's many friends about the State will be pleased to hear that his business venture in Detroit has proven successful.

According to the bakers of Battle Creek, who intend reducing the weight of loaves of bread, flour prices rise without the aid of yeast.

L. C. Watkins and R. H. Cottrell, general merchants of Perry, were State Fair and business visitors in Detroit last week.

Gettleman Bros., for a number of years connected with Tiedtka Bros., of Toledo, owners of the largest retail grocery store in the United States have leased the building at 68-70 Library avenue and will open a large grocery and table supply store. The new store will be opened about October 1. It is understood the Detroit store will be conducted as a branch of the Toledo store.

L. O. Cushing, Ann Arbor druggist, was a business visitor in Detroit last week.

The daily average wages in Detroit industrial establishments for 1913 were \$401,368, or more than \$120,000,000 for the year.

The Fair, a new department store, opened at the corner of Gratiot avenue and Broadway Tuesday. This store is the latest addition to Detroit's business center and will specialize in ladies' children's and babies' wear.

The office attaches of the Murphy Iron Works held a unique frolic last week, following a custom established by the founders of the concern and carried out annually ever since. The company has a large lawn adjoining the back of the plant and the party was held there. Bonfires were built and a general programme of hilarity followed. Supper was provided by the management.

William Siegel, dry goods and furnishing goods, Gratiot avenue, is having a new building erected on the opposite side of the street, which, when completed, will give him double the room he has in the present location.

W. A. Clark, of Blissfield, was in Detroit last week looking after the interests of his drug store.

Those married women in this country who are tired of their husbands must envy the married women who live in Europe.

C. E. Alpern, formerly of Saginaw, where he acted as manager of the men's furnishing goods department for Symons Bros. & Co., is now a member of the Detroit colony of commercial travelers. Mr. Alpern is now connected with the Rapid Transit Clothing System, an Eastern clothing concern. He is looking over the ground preparatory to establishing a branch office. The acquisition of Mr. Alpern to the local ranks of traveling men is indeed a most pleasing one and the wish goes forth that his new venture may prove successful and that he may stay here permanently. He is making his headquarters at 68 Winder street.

Mr. Walla, of Walla & Susalla, general merchants, Ruth, accompanied by his wife, made a combined business and pleasure trip to Detroit last week.

At the last election Germany had 14,442,387 voters. What will the count be at the next election?

Last year under the leadership of Charles Reattoir, Cadillac Council made phenomenal gains. Mr. Reattoir never let an opportunity slip by to furnish these columns with news of the workings and progress of his Council. He is a born advertiser. He advertised his Council. Ernest H. Warner, leader of Detroit Council, managed to keep the name of his Council before the Tradesman readers. It prospered during his regime. These columns are open to the present officers just as they were last year to the other officers. We might

suggest that following along the lines of the former Senior Counselors might not prove a bad idea. It pays to advertise.

We are about to realize that a ton of coal costs more than a month's supply of ice. That's what makes us hot.

Dr. Fisher, Dearborn druggist, was in the city on a business trip last week.

Theodore Gerasimos has let the contract for a five-story strictly modern hotel to be built on Macomb street near Randolph. The hotel will be built of pressed brick and stone. The lobby and dining room will occupy the first floor, while the upper floors will contain fifty strictly modern sleeping rooms. The roof will be utilized as a roof garden and will be used as an open air dining room in the summer.

L. Orr, of Reading, accompanied by his wife, was in Detroit last week on a business trip, incidentally visiting the State Fair while here.

A scientific note says that umbrellas will last longer if their joints are oiled occasionally. They only last until they're swiped anyway.

Bert Sweet—he of the loud voice and large sales—one of the Globe Tobacco Co.'s veteran salesmen, to facilitate matters so that he could gain time on a competitor, decided while at Minden City last week to hire an auto to carry him to Forestville. Hiring an automobile to drive to another town to gain time is but an every day incident in all live traveling men's lives—to say nothing of this king of hustlers, Bert Sweet. But what happened on the trip let us hope will never prove an incident in any more traveling men's lives—not even a competitor's. For some reason which we have not learned the machine containing the driver and Mr. Sweet turned turtle and but for the fact that the machine happened to be a Ford, both might have been seriously injured. Big Bert Sweet is again selling or planning to sell tobacco as though he never poked his nose into a country ditch.

E. E. Swaidner, dry goods and furnishing goods merchant and base ball fan extraordinary, of Hamilton, Indiana, after carefully looking up the baseball schedule and finding that the Tigers would be in Detroit at the same time, decided to come to Detroit on business. He spent the first few days of last week in the city.

"Allies Flushed With Victory," reads a news report. Sort of a royal flush, as it were.

Burt Morse, well-known Romulus druggist, was in Detroit on business last week.

John and William Meier, former Detroit boys but now full fledged citizens of Big Rapids, were in Detroit last week purchasing a stock of men's furnishing goods. They have remodeled a store building and in about ten days expect to be ready to open one of the most up-to-date men's furnishing goods stores in the city. The store will be known as the D. & J. Toggery Shop. The "D" being an abbreviation of "Doc," a nickname that has been assigned to William and which nearly everyone calls him. Both brothers are well-known and very popular in Big Rapids and there is no reason why the new venture should not prove highly successful.

George F. Maier, general merchant of Olive, was a business visitor in Detroit last week.

"Horses leave for War," says a newspaper. And the horses have just as much to say about going to war as have the German soldiers who are being murdered by the thousand by order of the Boss Butcher of the world. His other name is Kaiser.

John Lehman, general merchant of Mt. Morris, was a Detroit visitor last week. Believing in sharing his pleas-



ures with his family, Mr. Lehman brought them with him to Detroit.

Harry P. White, who successfully conducted a clothing store at 216 Randolph street for a number of years, has sold his interest to the Samuels Store Co., of New York. Mr. White was also interested in stores in Akron, East Liverpool and Salem, Ohio, his interest in these stores being disposed of with the Detroit store. He will retire from the mercantile business.

Last Saturday a meeting including all members of the Grand Lodge, U. C. T., and Messrs. Hemans and Murphy, of the Supreme Executive Committee, was held in Detroit. The meeting was held to devise means to combat the constitutional amendment to the insurance laws to be voted on November 3. This law, although cunningly worded, is backed by non-fraternal insurance companies and, if carried, will mean a death blow to all fraternal insurance organizations, including the United Commercial Travelers. It behooves every member of the order to investigate this proposed amendment and at once begin a systematic campaign on the road against it. The amendment, with a small amount of work on the part of each member of a fraternal insurance order, can easily be defeated, but over confidence has spelled the finish of many otherwise strong combinations.

W. H. Potter, general merchant of Belleville, was in the city on business last week.

The Story & Clark Piano Co. is now ensconced in its new building at 310 Woodward avenue.

About the meanest disposition we find are owned by September flies.

Two of Detroit's prominent hotel keepers were arrested last week for allowing barber shops in their buildings to remain open on Sunday. No efforts have been made, however, to restrict the quenching of a man's thirst on Sunday.

Berry Bros. Inc., varnish manufacturer, does not seem to worry over business conditions on account of the European war. Last week it let a contract for a large addition to be built to its factory on Leib street.

Hundreds of merchants took occasion to combine business with pleasure last week by visiting the State Fair.

Mr. Wilson, of Wilson Bros., St. Johns merchants, was in Detroit last week in the interest of their store.

R. L. Swanton, formerly a machinery salesman, has renounced, so he says, the road forever. He has connected himself with the Arcade Realty Co. and will represent it in the city.

The Wayne County Home and Savings Bank is building a branch bank building at West Fort street and Clark avenue. The building will be ready for occupancy within a short time.

Some physicians say that wearing tight shoes is, in a measure, responsible for baldness. Now we know what they mean when they tell us our brains are in our pedal extremities.

Art Casterlin, veteran hotel man of Lansing, accompanied by his wife, motored to Detroit last week, where they visited friends and the State Fair. Mr. Casterlin at one time managed the Downey House and for years has been engaged in the hotel business. At present he and his good wife are conducting the Hudson Hotel on Washington avenue. The Hudson is a strictly stag hotel of forty rooms, all up-to-date and well-kept.

Guy Pfander's new position must be keeping him tolerably busy, judging by the shortness and far betweenness of his letters to the Tradesman. Few men would so far forget their duty to the readers of the Tradesman, but Guy seems to

be bent on holding down his present job at all hazards. They say he even foregoes eating and sleeping when he sees a chance to make a new customer for his house or to sell a bill of goods to an old customer. Such determination is good for the house, but hard on readers of the Tradesman.

Whisky in a way is not unlike patriotism inasmuch as either will make a fellow fight his own grandmother.

The commercial travelers of London, Ont., have contributed \$3,000 toward the patriotic war fund. In the meantime we learn that, owing to the war, many Canadian commercial travelers have been pried loose from their expense accounts and positions. More patriotism!

Fred Koke, dry goods and furnishing goods, 1600 Fort street, has sold his business to Mrs. Whitbeck.

October 7 to 10 are the dates set for the motor truck convention to be held in Detroit. Arrangements are being completed for the reception of more than 1,500 delegates. The publicity committee is composed of R. P. Spencer, Denby Motor Truck Co.; E. T. Birdsall, Kosmath Co.; Kirkland Alexander, McManus Co.; and J. Lee Barrett, Detroit convention bureau.

H. G. Ford, general merchant, North Branch, accompanied by his wife, visited Detroit last week.

Now that school has opened, we know of several families who will find it much easier to accede to President Wilson's request that the country join in universal prayer for peace on October 4.

Rats cause \$50,000,000 worth of damage yearly in the United States. That's not counting those worn in the hair either.

A. F. Martin, well-known Imlay City druggist, was a Detroit business visitor last week.

Vote NO on constitutional amendment to the insurance law.

Harry P. Watson, the successful dry goods merchant of 858 Kercheval avenue, who is soon to move into a fine new building he is having erected, modestly shares the credit for his success with his wife. Harry believes in Poor Richard's maxim that there are more wife-made men than there are self-made men.

Mr. Spencer was a business visitor in Detroit last week, in the interests of the Peters Estate, Columbiaville.

Artificial limbs are said to have been used in Egypt as early as 700 B. C.

In Europe they'll undoubtedly be using 'em as long as 7,000 A. D. James M. Goldstein.

#### Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 14—Fred Avery, one of Drummond Island's leading grocers, was a city visitor last week.

S. D. Newton entertained a party of friends on the launch Weego last week on a three day cruise down the river, stopping at Drummond Island and other points of interest. Owing to a severe blow on Saturday night, they were not able to make some of the landings that had been scheduled. The party reports an unusually good time, having made a big catch of fish and would have landed many ducks had the weather been favorable while in the duck region. Mr. Newton is much elated over the success of his trip and is contemplating making it an annual affair hereafter.

The many friends of Mr. and Mrs. R. Norton, formerly residents here, but now living in Grand Rapids, were pleased to know that they were not the Nortons who were among the missing as a result of the disturbed conditions incident to the European war on the steamer Empress of Asia on Aug. 22.

Thomas Watson, of the firm of

Watson & Bennett, DeTour's prosperous grocers, was a business visitor here last week; also Thomas Melville, local agent for the Arnold Transportation Co., of DeTour.

Dan McLeod, one of the best known lumbermen in the Upper Peninsula, was a visitor here last week. Mr. McLeod seems very optimistic over conditions in the lumber business this year. He is losing no sleep in worrying over the winter's operations, as he has more pulpwood to get out than he can possibly take care of, having a good market for same. This is somewhat encouraging news, as we understood several of the smaller jobbers had contemplated curtailing operations on account of the general conditions.

The steamer Chippewa, plying between Mackinac Island and the Soo, making daily trips during the tourist season, made her last regular trip Thursday, Sept. 10, and expects to make but one more round trip before laying up for the season.

C. Norkowski, conducting a grocery store here for the past year, has decided to sell his stock and move to Rudyard, where he expects to engage in the grocery business on a larger scale. Mr. Norkowski has been very successful while in business here and has made many friends who regret his departure, but wish him every success in his new field.

Geo. Goetz, Sr., member of the firm of Goetz & McDonald, the popular grocers at DeTour, holds the championship record at DeTour for staying up nights. George can stay up more nights than any of the younger generation and not have it interfere with business the next day. He is an accomplished musician, being one of the best violinists in the town, and his musical talent accounts for his putting in so much night work.

Ollie Smith, proprietor of the new hotel at Trout Lake, announces that he will have his new hotel opening with a public reception and dance on September 18. The new building is a modern structure in every respect and will be welcomed by the traveling public, as there was no place in the Upper Peninsula that needed a hotel more than Trout Lake.

A Forrest, of this city, who has been giving numerous fire escape exhibitions, is endeavoring to organize a stock company for manufacturing his new patent. It is understood that he is meeting with good success. The new invention appears to be very practical and it may mean the saving of many lives in case the enterprise proves to be a success.

C. O. Pregitzer, of the Cornwell Beef Co. staff, is taking his annual vacation. From the last report he was at Detroit taking in the Fair, after which he expected to go South for a short stay.

Some of the Munising industries are doing a thriving business on account of European war conditions, which have caused a good demand for paper. The Munising paper mills are running to their full capacity, so that Munising has made more progress the past summer than ever before in its history. The new Y. M. C. A. building, presented by William G. Mather, President of the Cleveland Cliffs Iron Co. is being constructed and the village is also to have a new electric light plant which is nearly completed, also a new water plant is being installed, besides the new Munising theater which is under way of construction.

E. G. Kingsford, Upper Peninsula distributing agent for Ford automobiles, was an Ishpeming visitor last week looking around for a desirable location to erect an assembling building. He has not as yet found a desirable location, as he would require a place at least 40 x 100 feet, and from reports on Mr. Kingsford's territory 300 cars have been sold already this season and the demand is stead-

ily increasing. It seems that almost every one can afford a Ford and not only can they afford a Ford but they are buying Fords, as Mr. Forrell, the local agent at Ishpeming, states that the factory has more than 20,000 back orders for the Fords for immediate delivery. Evidently the European trouble has not hit the Ford industry as yet.

The European troubles are making more work for some of the Upper Peninsula county clerks. We are told that County Clerk Kaiser, at Marquette, has received about forty petitions from foreign born residents who are seeking full citizenship, so as to avoid being drawn into the Kaiser's war. William G. Tapert.

#### Boomlets From Bay City.

Bay City, Sept. 15.—There was something doing every day in Bay City last week. Thousands invaded the city to attend the Northeastern Michigan Fair and the Michigan Shoe Retailers' Association captured the town, therefore the city officials were compelled to surrender. The Fair was a success and the shoe dealers had an enthusiastic meeting. They decided that, owing to the scarcity of leather, other materials would have to be used in making footwear. It was demonstrated that the man who produces a good leather substitute will be a millionaire within three months.

At the regular meeting of Bay Council, No. 51, last Saturday evening, a number of the boys presented F. G. McCloy, chairman of the entertainment committee, with a beautiful plush robe as a token of their appreciation of the effective work he has done in the interest of our Council. The gift was so unexpected, Fred lost his voice, but he soon recovered and stated that he fully appreciated the generous gift and assured the givers it had been a pleasure to render the service required of him.

Senior Counselor E. B. Timm will be married to-day to Miss Elva Kirk, a society favorite of Gladwin. When Ed returns to Bay City after the honeymoon trip he will be given a warm reception by the members of Bay Council.

Amos Cevarier, with the Alert Pipe & Supply Co., of this city, has severed his connection with that house and will cover the same territory for Buell & Sons, Detroit.

C. A. Gordon, with the Lowney Chocolate Co., spent last week in Bay City, calling on the wholesale grocers.

William Sempliner, our faithful Secretary-Treasurer, has returned from Chicago, which he visited to attend his son's wedding.

I note in the Tradesman that Western Michigan baseball enthusiasts would like to play ball, but have not discovered a team that will consent to play. The writer respectfully refers them to F. O. Rockwell, manager of Bay Council's team. F. O. will be found ever ready to play ball or call a bluff. Pub. Com.

#### Consolation.

He came home and found his young wife dissolved in tears.

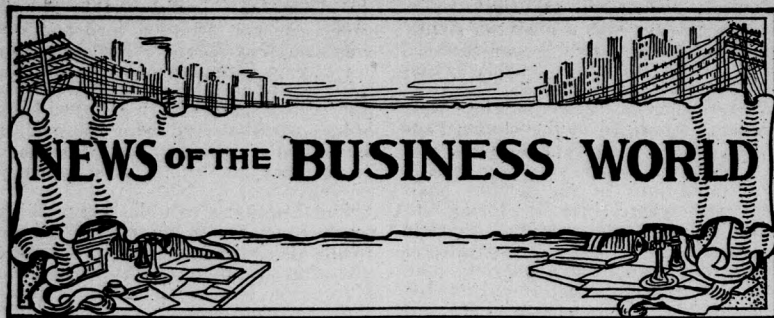
"What do you think has happened?" she cried. "I left the cage open and our canary has flown away."

He undertook to give what consolation he might and took the distressed poor lady in his arms. As she nestled against his shoulder a new access of sobs convulsed her.

"Ah, George," she murmured in a choking voice, "now I've only you left."

When our spirits are on the ebb we think we haven't the ghost of a show.





### Movements of Merchants.

Elk Rapids—H. E. Morse has opened a bazaar store here.

Lansing—Frank McConnell succeeds Benson in the grocery business.

Allegan—Morse & Jors succeed Morse & Saveland in the furniture business.

Vermontville—V. W. Pendill of Holland, has engaged in the undertaking business here.

Allegan—Mrs. Peter Blanchard succeeds Cummins & Blanchard in the restaurant business.

Traverse City—Mrs. Effie Losey has engaged in the millinery business at 406 South Union street.

Goblesville—William A. Chapell succeeds Charles Overacker in the coal and produce business.

Lansing—The Hoover-Bond Co. has opened its furniture store at 209 North Washington avenue.

Owosso—Mrs. W. D. Burke will continue the clothing business conducted by her late husband.

Ionia—N. Villa has engaged in the confectionery and fruit business under the style of the Princess.

Holland—The Kooi Clothing Co., of Kalamazoo, has opened a branch store in the Wilms building.

Greenville—J. W. Davis has sold his grocery stock to Carl G. Beck, who will continue the business.

Eaton Rapids—Mrs. Hiram E. Coe has purchased the W. E. Tracy tinware stock and junk business and will continue it.

St. Ignace—Charles Wenzel has purchased the Nelson Sisters stock of bazaar goods and will continue the business.

Hillsdale—D. C. Pease and A. E. Decker have formed a copartnership and engaged in the butter, egg and produce business.

Elk Rapids—Frederick Marriott has purchased the W. K. Walker drug stock and will continue the business at the same location.

Mancelona—Taha, Gabara, Ebdaiah & Co. have engaged in the dry goods and grocery business in the Hoffman building.

Homer—John Kerr, grain and feed dealer, committed suicide by hanging as the result of despondency over long continued illness.

Hastings—A. J. Larson, formerly of Charlotte, has purchased the W. E. Merritt dry goods stock and will continue the business.

Jackson—The Buell Auto Co., dealer in motor vehicles and accessories, has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Mulliken—Fred T. Taber, formerly of Grand Ledge, has purchased the drug stock of the B. I. Whelpley estate and will continue the business.

Bronson—The Bronson Steam Laundry Co. has sold its plant to L. J. Hausen, who will continue the business, closing out his ice cream and confectionery stock.

Holland—Milo De Vries and William Lokker have formed a copartnership and engaged in the furniture business on East Eight street under the style of De Vries & Lokker.

Cadillac—The Homer-Crane Co., retailer of mens' furnishing goods, has been incorporated with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

Fremont—William Zylstra and Auke DeDoer have formed a copartnership and purchased the Valier Grocery Co. stock and will continue the business under the style of the Fremont Grocery Co.

Grand Haven—Fred E. Thieleman and Joseph Sahlmark have formed a copartnership and purchased the Jacob Vander Veen & Son drug stock and will continue the business under the style of the Thieleman Drug Co.

Muskegon—Mrs. Bina Cornell has purchased the G. Van Arkel drug stock and will continue the business under the management of her brother, S. Hickey, who has been prescription clerk for G. F. Neumeister for several years.

Detroit—The E. C. Humphreys Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in in cash. This concern will deal in belting, packing and manufacturers' supplies.

Detroit—The McCoy Bros. has been incorporated with an authorized capital stock of \$4,500, all of which has been subscribed and paid in in cash. This company will engage in the buying and selling of furniture, carpets, rugs and household furnishings of all kinds.

Vicksburg—Merchants of Vicksburg were victimized by a clever forger late Saturday afternoon, a stranger having entered the village and cashed three checks for \$20 each. The forger, described as being about 25 years old, made the checks payable to Frank Bishop and the papers were signed "Arthur S. Blair." Shortly after he had secured the money the stranger left town.

Detroit—Robert Williamson has secured a 99-year lease of the Bamblet building, Grand River avenue and Griswold street, from the Capitol

Square Building Co. The terms are not announced, but it is understood the graduated rental starts with \$40,000 a year. According to the contract the lessee shall expend not less than \$50,000 on the two-story annex on Grand River avenue within six years. The corner is considered one of the best for business purposes in the city. Mr. Williamson says he has not decided what he will do with the property. A large furniture company has offered to re-lease the building, to remodel it and put it in first class condition.

### Manufacturing Matters.

Detroit—The Van Blerck Motor Co. has increased its capital stock from \$100,000 to \$135,000.

Lake City—Frank Jasnowski is erecting a cement block building which he will equip with machinery preparatory to operating a creamery and cheese plant.

Detroit—Hilton, Hart & Koehn Co., dealer and manufacturer of office furniture, stationery and blank books, has changed its name to The Hilton, Hart & Garrett Co.

Owosso—The Mueller Brothers' Brewing Co.'s plant which was taken over by the Owosso Savings Bank through foreclosure, is being dismantled, Wickes Bros., of Saginaw, having purchased the machinery.

Detroit—The Electric Welder Co. of America, manufacturer of electric welding machines, has been incorporated with an authorized capital stock of \$50,000, of which amount \$27,000 has been subscribed and \$6,500 paid in in cash.

Saginaw—The Standard Wire Co., manufacturer of clothes line fasteners and other wire, steel and iron goods, has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,510 has been subscribed and \$1,000 paid in in cash.

Detroit—The Michigan Armature Works, dealer and manufacturer of electrical apparatus and appliances, has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$300 paid in in cash and \$2,200 in property.

Detroit—The Cadillac Furniture Co. has been incorporated with an authorized capital stock of \$3,000, of which amount \$2,000 has been subscribed, \$1,000 being paid in in cash and \$1,000 in property. This concern will engage in the manufacture and sale of furniture, novelties and specialties.

### The Healds Forced to Convey.

As noted a few weeks ago Judge Brown, of the Kent Circuit Court, overruled the plea made by Mrs. Henry T. Heald in which she asserted she was entitled to hold certain real property, the title to which stood in the name of her father, Lester J. Rindge, at the time of his death, but which the Rindge, Kalmbach, Logie Co. claimed he held in trust for the corporation. Following this decision Mrs. Heald last week conveyed the title to the properties in question to the Rindge, Kalmbach, Logie Co., and

she and her husband, Henry T. Heald, who were both made defendants in the case, also paid over to the company such rentals as they had collected, whereupon further proceedings in the litigation were discontinued. The litigation was exceedingly unfortunate and reflected no credit on the husband of Mrs. Heald, who acted as his wife's attorney. Friends of Mrs. Heald regret that she should have been placed in such an unfortunate position through the ill advised and ridiculous actions of her husband.

James Terriff has purchased the Western Michigan agency of the Detroit Automatic Scale Co. from O. P. Dresbach and will continue the business at 9 North Ionia avenue. Mr. Terriff formerly resided at Portland, where he was associated with his brother, the late W. W. Terriff, in the manufacturing business. For the past six years he has been engaged in raising wheat and stock in the Canadian Northwest.

Charles H. Coy, proprietor of Coy's Busy Big Store, at Alden, was in the city last week on his annual vacation. He was accompanied by his wife and daughter. The Coy store was established by the late R. W. Coy in 1870 and the present owner is looking forward to the fiftieth anniversary celebration six years hence.

Charles M. Surine, formerly proprietor of the Creston Pharmacy, corner Coit and Plainfield avenues, has purchased the drug stock of Francis Van Dugteren, corner Hall street and Division avenue, and will continue the business under the style of the Surine Drug Store.

The Grand Rapids Notions and Crockery Co. is having plans prepared for a new building on Fulton street, adjoining the Grand Rapids Paper Box Co. on the west. The structure will be 44x120 feet in dimensions, two stories high.

Henry J. Grit, who has conducted a grocery and shoe store at 1000 Jeanette avenue for the past twenty-two years, has admitted his son, Hendrick, to partnership and the business will be continued under the style of H. J. Grit & Son.

Herman Stehouwer, who conducts a bakery on Alpine avenue, has sold a half interest in his stock to Cornelius DeBode and the business will be continued at the same location under the style of Stehouwer & DeBode.

Lars Larsen, recently of Fremont, has purchased the O. E. Clemons furniture stock at 1009 Division avenue and will conduct a new and second hand furniture store and also deal in stoves and do repairing.

M. Osterhuis, formerly engaged in the butter and egg business, has purchased the Henry Veldman grocery stock at 507 Henry avenue and will continue the business.

The high price of eggs has done much to reduce stage freight.





### Review of the Grand Rapids Produce Market.

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

Bananas—The price is steady at \$2.50 per hundred pounds. The price per bunch is \$1.25@2.

Beets—60c per bu.

Butter—The market is active with a good consumptive demand, which is absorbing the receipts on arrival. All grades are scarcer, and an advance of 1c per pound seems probable as these words are being written. The consumptive demand for butter is better than usual for the season, and the quality arriving is fully up to standard. 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—60c per bu.

Cauliflower—\$1.75 per doz.

California Fruits—Pears, \$2.25 per box; plums, \$1 per box; grapes, Diamond, \$1.50 per box; Malaga, \$8 per box; seedless, \$2 per box.

Cantaloupes—Home grown are now in complete command of the market on the basis of \$1 per crate.

Celery—Home grown, 18@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—The market shows a very strong tone with prospects of a slight advance within a short time. The receipts are barely large enough to cover the demand, and receivers experience no difficulty in keeping stocks cleaned up at fair quotations. Local dealers pay 22c for candled stock.

Grapes—Both blue and white varieties command 13c per 8 lb. basket and 10c for 4 lb.; 4 lb. baskets crated, \$1.20 per doz.

Green Corn—12c 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 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 50c per bu. Indications are now that the price will be low the coming season, owing to the 1914 crop being exceptionally large.

Oranges—Californias are in ample supply at \$3.

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

Peaches—The market is fully supplied with Elbertas, Crawfords, Ingalls, Kalamazos, Prolifics and other standard varieties which find an outlet on the basis of \$1.25@1.75 per bu. The present week will see the flush of the crop marketed, but there will be peaches in market for two weeks yet.

Pears—Clapp's Favorite and Flemish Beauty command \$1 per bu.

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

Pieplant—75c per box.

Plums—Bradshaws command \$1.25 @1.50 per bu.; Green Gage, \$1.25 per bu.

Potatoes—Home grown, 75@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 rosters; 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; 75c per bu. for Hubbard.

Sweet Potatoes—\$3 per bbl. for Virginia; \$4 per bbl. for Jerseys.

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 steady on the basis of 7¼c f. o. b., New York. No change seems likely to occur during the next week. The distributors are well taken care of for the next few weeks, it is thought, and in October the domestic beets begin to move, so that there is likely to be no rush to purchase this fall, local interests being chiefly confined to contiguous territory for their reduced output. Whether the United Kingdom will continue its active buying here remains to be seen, for, according to the reports, it has provided for several months' require-

ments. Including the new crop Cubas, the total is estimated as high as 800,000 tons, with a minimum of 500,000 tons. The war has certainly done a great amount of damage already to the European beet crop, and the usual source of supply for Great Britain is for the time being eliminated. Belgium and France can be eliminated for the major part from consideration, as hostile armies have ravaged the fields. The German crop will be harvested, it is said, but the sugar will be either used at home or tied up until the conflict is over. The same can be said of Russia, whose ports are bottled up. The question is asked, What of the sowings next year if the war is prolonged, for labor will be scarce, and the cereal crops given the preference upon the Continent? It is upon these factors that the prediction of a world shortage for the next two years is based, but, of course, production will be greatly stimulated in neutral countries and consumption materially curtailed through the stopping of the wheels of industry.

Tea—The markets are steady and firm. The advances so far on teas have been legitimate and but very little affected by the war except in advanced rates of exchange and war risks. The procuring of freight transportation is about the most serious obstacle to arrivals and Japans are now dragging along as best they can in any bottoms available and safe. The shortage in Japans of about five million pounds will later make the present price of these teas low. Ceylons and Indias, on account of the removal of the embargo, are somewhat easier. Chinas, Javas and Formosas are all being firmly held.

Coffee—Rio and Santos grades are easy and the demand is very light. The week shows a further fractional decline. On the other hand, the better grades of Santos are commanding a premium, because of scarcity. Some coffee is coming out of Brazil and the situation is gradually righting itself, being aided by the very small demand. Buyers of most grades are staying out except for actual wants. Mild coffees are easier by a fraction of a cent and dull. Mocha and Java are both firm, the former having strengthened a trifle during the week.

Canned Fruits—California canned goods are unchanged and dull from first hands, small Eastern staple canned goods are unchanged and quiet. Old New York State apples, which reached \$3.60 in a large way before they were exhausted, are now gone and new apples are cheaper because of the large crop.

Canned Vegetables—Tomatoes are slightly higher, owing to the cold weather. If it grows warm and favorable, as is probable, the situation may ease off. Corn is still firm and high, with light demand. Peas dull at ruling prices.

Canned Fish—Domestic sardines are unchanged but firm. French and Portuguese are very scarce and very high. Some Norwegians are coming and selling readily at comparatively small advance. New pack salmon

has been taken readily at the opening prices, which, as stated last week, were much higher than a year ago.

Dried Fruits—California prunes are decidedly strong in the primary market, especially in 30c and 40s, in which there is said to exist a large short interest. Quite a little business has been done on resales from buyer to packer in 30s and 40s. California dried peaches are not getting much attention from the trade in this quarter, nor does there seem to be much demand at present from the larger consuming markets in the South and Southwest. However, growers seem to have made up their minds to hold for better prices, and packers are not disposed to force business. With the export outlet virtually closed and a limited sale in home consuming markets, apricots are dull, and quoted prices on shipments from the Coast are nominal. Seedless California raisins are firm, although the demand from consumers at the moment seems to be unimportant. Pending the announcement of opening prices on 1914 crop seeded Muscatels, buyers in the East manifest indifference. The prices which, it is now definitely stated, will be made on Tuesday next are expected by many to be based on 7c for fancy in 16-ounce cartons, but some in the trade think that the quotation may not be less than 7¼c for that grade. Currants on the spot are easier and lower in sympathy with the apparent anxiety of shippers in Greece to make sales. Late cable advices indicate that shipments of new crop Persian dates are not likely to be interfered with by the war.

Later—The new prices on California seeded raisins were announced this morning. They are ¼c higher than last year, but ¼c lower than was expected.

Rice—The market is heavy, with sellers more willing to accept lower bids on supplies, owing to the downward tendency in the South, where the active crop movement is having its effect. Advices from New Orleans state that values are depressed by large receipts, over 31,000 sacks in two days, or the equivalent of the whole preceding week. The weather is reported as ideal and harvesting is in full swing, causing the farmers to market the crop in a hurry in order to get the benefit of the prevailing high prices for rough rice. The export enquiry has been checked for the time being, although the trade expects a revival later on. Distributors are pursuing a hand-to-mouth policy, although in need of the new crop.

Salt Fish—Norway mackerel are still scarce and very firm. Irish are unchanged. Shores are relatively scarce and high. Cod, hake and haddock are unchanged, in prospective small supply and firm.

Cheese—The market is steady and unchanged, with a seasonable consumptive demand. The make is about normal for the season and the market is steady.

It's much easier to borrow trouble than to get rid of it.



## TROUBLE AHEAD.

## Sneak Work by Champions of the Initiative.

Through the medium of the initiative, referendum and recall statute enacted by the Legislature of 1913, a clandestine effort is being made to throttle the fraternal organizations doing business in Michigan. This amendment, if adopted, will destroy the lodge system and ritualistic form of work.

Will destroy the representative form of government through the lodge system.

Will limit societies to the payment of death benefits alone.

Will deprive the State of the power to enforce the solvency of fraternal societies.

Will deprive fraternal societies of the right to make laws for their own government, and for their own permanence.

## U. C. T. Active in Opposition.

Detroit, Sept. 14.—At a meeting called by Grand Counselor Mark S. Brown at the Hotel Cadillac, Detroit, Saturday, September 12, at which representatives of nearly every council in Michigan were present, after a thorough discussion of the proposed amendment to the State constitution, the following resolutions were unanimously adopted:

Whereas—An amendment has been proposed to the constitution of the State of Michigan, which will practically destroy the U. C. T. organization within its boundaries; and

Whereas—Its proposers are circulating literature tending to deceive the voters into believing that the majority will rule and that such amendment will cover the initiative, referendum and recall without being a detriment to the future life of the fraternal insurance societies and organizations; therefore be it

Resolved—That the United Commercial Travelers of America, Michigan Jurisdiction, heartily condemn the enactment of this amendment, and be it further

Resolved—That we affiliate with the Michigan Fraternal Voters League to lend our support and best efforts toward the overwhelming defeat of this amendment; and be it further

Resolved—That a bulletin be mailed to the membership at large in the State, urgently soliciting their individual support to this end.

C. C. Starkweather,  
A. G. MacEachron,  
Committee.

The following bulletin will be distributed in circular form:

## Danger!

Your U. C. T. insurance will be absolutely destroyed and your membership made null and void if the proposed amendment to the State constitution of Michigan is enacted at the election to be held November 3.

A. Will destroy your lodge system.  
B. Will destroy your ritualistic form of work.

C. Will destroy your representative form of government through the lodge system.

D. Will deprive fraternal societies of the right to make laws for their own government and for their own permanence.

E. May so disrupt the internal affairs of societies that they will not be able to meet their obligations, and every member holding a certificate will be the loser.

To the membership of all fraternal societies there is but one duty ahead and that is to arouse to the fact that

an arch enemy is trying to disrupt the fraternal system and destroy the protection provided for the membership. Every certificate holder should come into action at once. Turn on the search light and expose the infamy attempted by this arch traitor, whoever he is or wherever he may be found.

Representatives of the different societies doing business in Michigan held a meeting in this city during the past week and united in forming the Michigan Fraternal Voters League, with offices at 39 Campau building, Detroit, from which office the campaign of defeating the amendment will be conducted. The U. C. T. is affiliated with this League.

Literature will be sent out from this office and those who have the active work of organizing the counties will be furnished with credentials from the League, which credentials will be signed by Grant Slocum as Chairman and Mark McKee as Secretary.

Any one coming to you with credentials of this kind will, we know, receive your heartiest support, whether he happens to be a member of this organization or not. The U. C. T. cannot cover every county in the State, but by dividing the work with the other organizations we can accomplish much more and with the co-operation of all societies there will be no question of the outcome.

Mark S. Brown  
Fred C. Ritcher, Grand Counselor.  
Grand Secretary.

## What Some Michigan Cities Are Doing.

Written for the Tradesman.

Flint's postoffice receipts continue to show an increase, being considerably ahead of any previous year.

Fenton will install a new system of street lights, probably of the ornamental type of boulevard lights.

Stoves and furnaces are being shipped out by one concern at Dowagiac at the rate of fourteen to eighteen cars a day.

The Commercial Association of Gladstone has two new manufacturing industries on the string.

Postoffice receipts at Battle Creek for August show increase of \$5,000 over the corresponding month a year ago.

Lake City's new industry, the Iversen Glove Co., has started manufacturing operations.

Otsego's homecoming and street fair will be held October 8 and 9. An exhibition of farm and orchard products will be one of the big features.

Cloverland's first annual potato congress will be held October 21-23 in Menominee, under the auspices of the Commercial Club and \$750 in gold has been hung up in prizes for the best Upper Peninsula potatoes exhibited there. All large buyers in the Central West have been invited to attend, the idea being to bring buyers and producers together and to build up a market for Michigan spuds.

Elk Rapids will hold a harvest home fair October 7-9.

Adrian is in good shape industrially. The Standard Oil Co. and the Moreland Co. have built big additions, the Bond Co. now occupies the old Wing & Parsons plant, the Gifford Hardware Specialty Co. occupies the old Bond post building and

the Peerless Co. is getting ready to build again.

Work has begun in erection of a new Federal building at Three Rivers.

Owosso is entertaining the Shiawassee county fair this week.

All coke sold in Albion must be kept under cover by dealers.

Bay City's new ordinance provides that all automobiles must have shaded lights and must be parked at an angle to the street curb.

A petition with 524 signatures has been presented to the Common Council of Saginaw asking that a special election be held to vote on issuing bonds for the erection of a municipal light and power plant. The cost of such a plant, it is estimated, will not exceed \$250,000. Better and less expensive service, with more uniform rates, are among the benefits urged by citizens signing the petition.

The Saginaw schools show a big enrollment this year, with more students at the trade school than can be taken care of.

Port Huron voted down a proposition to buy a new pump for the water works.

Pontiac has installed a new eight million gallon pump as added fire protection.

Owners of untenanted buildings at St. Ignace have been ordered to fix up or tear down by the State Fire Marshall.

The project to build an electric road between Battle Creek and Cold-

water has been revived and re-endorsed by the Battle Creek Chamber of Commerce and the Coldwater Retail Merchants' Association.

A civic boosters' committee at Kalamazoo has issued a call for a banquet to be held September 18 at the Park American Hotel in an effort to secure greater co-operation along industrial lines.

The Motor Truck Club of America will hold its first annual convention October 7-10 in Detroit.

Almond Griffen.

## Quotations on Local Stocks and Bonds.

Public Utilities.		Bid.	Asked.
Quotations only nominal.			
Am. Light & Trac. Co., Com.	300	310	
Am. Light & Trac. Co., Pfd.	105	108	
Am. Public Utilities, Com.	40	45	
Am. Public Utilities, Pfd.	65	70	
Cities Service Co., Com.	50	55	
Cities Service Co., Pfd.	50	55	
Comw'th Pr. Ry. & Lt., Com.	55	60	
Comw'th Pr. Ry. & Lt., Pfd.	74	79	
Comw'th 6% 5 year bond	99	100	
Holland St. Louis Sugar	4	5	
Michigan Sugar	40	45	
Pacific Gas & Elec. Co., Com.	36	39	
Tennessee Ry. Lt. & Pr., Com.	11	12	
Tennessee Ry. Lt. & Pr., Pfd.	60	64	
United Light & Rys., Com.	55	60	
United Light & Rys., Pfd.	68	72	
United Lt. & Ry. new 2nd Pfd.	62	67	
United Light 1st and ref. 5% bonds			89

Industrial and Bank Stocks.		Bid.	Asked.
Dennis Canadian Co.	99	102	
Furniture City Brewing Co.	59	65	
Globe Knitting Works, Com.	125	140	
Globe Knitting Works, Pfd.	97	100	
G. R. Brewing Co.	120	125	
Commercial Savings Bank	216	220	
Fourth National Bank	215	220	
G. R. National City Bank	174	177	
G. R. Savings Bank	255		
Kent State Bank	250	260	
Old National Bank	195	200	
Peoples Savings Bank	250		
September 16, 1914.			

Good intentions sometimes even outlive the headache that gave them birth.

## Nedrow Coffee

This is the name of the biggest selling popular priced coffee in this market.

It is bought by experts, roasted by experts, and packed with the greatest possible care.

Sell your customers Nedrow Coffee, and other Nedrow products as they appear.

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers



### Itinerary of Annual Trade Extension Tour for 1914.

At a dinner party given by the wholesale dealers of Grand Rapids last Tuesday evening, it was decided to give the next trade extension tour October 6, 7, 8 and 9.

Heber A. Knott, chairman of the Transportation Committee, read the report showing which towns will be visited and the time to spend at each. The trip this year will be in a north-easterly direction, with Saginaw as the objective. The return will be made via Reed City from Saginaw. The exact itinerary is as follows:

Tuesday, October 6.		
Grand Rapids	Arrive.	Leave.
Moseley	8:15 a. m.	7:15 a. m.
Smayna	8:50 a. m.	8:40 a. m.
Belding	9:15 a. m.	9:05 a. m.
Greenville	11:00 a. m.	10:45 a. m.
Gowan	12:45 p. m.	12:30 p. m.
Trufants	1:25 p. m.	1:15 p. m.
Coral	2:05 p. m.	2:25 p. m.
Howard City	2:35 p. m.	2:35 p. m.
Amble	3:25 p. m.	3:40 p. m.
Lakeview	3:55 p. m.	5:00 p. m.
Six Lakes	5:15 p. m.	5:45 p. m.
Edmore	6:00 p. m.	

Wednesday, October 7.		
Edmore	Arrive.	Leave.
Mecosta	7:10 a. m.	8:10 a. m.
Remus	8:20 a. m.	8:50 a. m.
Blanchard	9:00 a. m.	9:20 a. m.
McBrides	9:50 a. m.	10:10 a. m.
Stanton	10:20 a. m.	11:00 a. m.
Sheridan	11:20 a. m.	12:00 m.
Vickeryville	12:10 p. m.	12:40 p. m.
Butternut	1:00 p. m.	1:30 p. m.
Carson City	1:45 p. m.	2:45 p. m.
Middleton	3:00 p. m.	3:30 p. m.
Perrinton	3:35 p. m.	4:05 p. m.
Pompeii	4:15 p. m.	4:35 p. m.
Ola	4:45 p. m.	4:55 p. m.
Ashley	5:10 p. m.	5:30 p. m.
Elsie	5:45 p. m.	6:30 p. m.
Bannister	6:40 p. m.	7:00 p. m.
North Star	7:20 p. m.	7:40 p. m.
Ithaca	7:50 p. m.	

Thursday, October 8.		
Ithaca	Arrive.	Leave.
Shepherd	9:35 a. m.	9:00 a. m.
Mt. Pleasant	10:20 a. m.	10:05 a. m.

Alma	12:35 p. m.	2:00 p. m.
St. Louis	2:10 p. m.	3:10 p. m.
Breckenridge	3:20 p. m.	3:50 p. m.
Wheeler	3:55 p. m.	4:20 p. m.
Merrill	4:30 p. m.	5:15 p. m.
Hemlock	5:25 p. m.	6:00 p. m.
Saginaw	6:30 p. m.	

Friday, October 9.		
Saginaw	Arrive.	Leave.
Freeland	8:00 a. m.	7:40 a. m.
Midland	8:50 a. m.	8:30 a. m.
Averill	10:10 a. m.	9:50 a. m.
Sanford	10:30 a. m.	10:20 a. m.
North Bradley	11:05 a. m.	11:20 a. m.
Coleman	11:35 a. m.	12:30 p. m.
Loomis	1:00 p. m.	1:15 p. m.
Clare	1:30 p. m.	2:15 p. m.
Farwell	2:25 p. m.	3:00 p. m.
Lake	3:15 p. m.	3:25 p. m.
Chippewa	3:35 p. m.	3:45 p. m.
Sears	3:55 p. m.	4:05 p. m.
Evart	4:15 p. m.	5:15 p. m.
Hersey	5:35 p. m.	6:05 p. m.
Reed City	6:20 p. m.	8:00 p. m.
Grand Rapids	10:15 p. m.	

Chairman Heber A. Knott has appointed the following committees for the trip:

Transportation—Heber A. Knott, chairman; W. B. Holden, Lee M. Hutchins, William Logie, W. F. Blake, H. W. Spindler, F. E. Leonard, G. W. Rouse, A. B. Merritt.

Finance—S. A. Krause, chairman; Ed Kruisenga, R. R. Bean, John Seher, F. A. Voigt.

Catering—F. E. Leonard, chairman; R. B. Kellogg, P. C. Payette, C. E. Tarte, A. T. Slaght.

Programme—A. B. Merritt, chairman; John Dietrich, Harold W. Sears, Harold A. Steketee, H. C. Rindge.

Department—John S. Noel, chairman; Lee Higgins, C. J. Litscher.

Publicity—W. K. Plumb, chairman; Heber A. Knott, Guy W. Rouse, Lee M. Hutchins.

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

### Making Ready for Coffee Week.

The "Coffee Week" committee of the National Coffee Roasters' Association is putting the final touches on its propaganda, especially as regards its publicity. The advertising matter for use by retail grocers went out last week and is of a character to make an effective showing in preparation for the anticipated boom week of October 19-24.

First of all, there are elaborate poster sheets, suitably equipped with gum, to attach to display windows, so as to drape the windows at the top and sides, proclaiming "Coffee Week," and the fact that coffee is the "Nation's Breakfast Drink." With them are furnished every grocer in the land—it takes about six million pieces of matter to complete the set—attractive display cards in colors, banners for store hanging, posters for billboards, and thousands of copies of a clever and instructive booklet entitled "From Tree to Cup With Coffee," intended to educate the housewife as to the true value of coffee and how best to prepare it to secure beneficial results.

The committee will also soon start a campaign of trade paper advertising and is urging grocery salesmen, both in the jobbing and retail trade, to start preparing the trade for the big campaign.

### New Wholesale Dry Goods Firm.

Menominee, Sept. 15.—Menominee will have a new wholesale dry goods house shortly, according to information given out to-day by J. J. Cole of this city. The newly organized

company will be ready to fill orders about October 1.

The company, which is composed of J. J. Cole and associates, will open at 428-430 Main street and will be known as the J. J. Cole Co. The new firm will deal in dry goods, notions, hosiery, underwear, men's and ladies' furnishing goods, and will travel salesmen in Northern Michigan and Wisconsin.

Mr. Cole has just returned from the Eastern markets and expects to be ready for business about October 1. Mr. Cole was manager of the dry goods department which the Carpenter-Cook Co. closed out about six years ago.

### Procter & Gamble's Earnings.

A statement of the earnings of the Procter & Gamble Company for the year ended June 30, 1914, just made public, shows that the total volume of business of the company for that year was \$65,822,079.83, with net earnings, "after all reserves and charges for depreciation, losses, advertising and special introductory work" were deducted, of \$4,247,706.49 available for dividends. Of this amount, \$4,067,706.49 was available for dividends on the common stock, amounting to about 32½ per cent. The common stock of the company is quoted on the Cincinnati Exchange at 540 bid and 575 asked.

### Co-operation.

"You keep a joint bank account with your wife, do you not?"  
"Yes; I deposit the money and she draws it out."

There's always room at the top—and always a crowd at the bottom.

## Meeting Competition

The competition in your business is keen. You find it harder and harder to make the profits that you are entitled to every year.

The volume of business in your territory is great enough, if you could get your share so that the volume of your smaller profits would net you a reasonable return.

### Mail Order Competition

No doubt hundreds of your best customers buy a large per cent. of their merchandise from mail order houses in near-by cities. They have come to believe that they are getting better prices and equal merchandise from these competitors, thus bettering their own position—by saving money.

The competition from your fellow merchants is also keen. Every one is selling his merchandise at as small a margin of profit as he dares, and this makes your home competition all the worse.

### You Can Overcome These Conditions

You can overcome these conditions with a Booster Club Campaign and the reason for this lies in the fact that you center the attention of the entire community on your store. You get the working interest of a large club of business Boosters, each of whom has ten regular Patrons and each Patron has from six to ten friends. Our Booster Clubs are so organized that they get the interest of every one of their friends centered on your store. We work with these Boosters from the time a Booster Club Campaign starts until it closes. We give them an object to work for and we do not center our attention on one or two or three individuals, but make our interest so diversified that every Booster has something to look forward to, to work for, to give her an incentive to get business for you.

You know as well as we do that to keep up the interest of an entire community for a period of four to twelve months, a business campaign must have features which are new, features which will appeal to every one in the community. No one stunt, no matter how good it is, will last for all time. Each part of our campaign interlocks with every other part, giving you something new every week, giving you new business every week, new customers, new profits—profits you could not possibly get without a Booster Club Campaign. Read the letter we reproduced from the merchant in this advertisement. If you want results like he got, if you want the interest of your community centered on your store as it was on his, cut out the coupon and we will send you real information—information that space will not permit us to give here.

You want to stay in business, you want to better your business conditions, you want to increase your profits, you want to clean up your credit accounts and you can do all of these with a Booster Club Campaign at a cost that is based on real service. Get this service before your competitor gets it.

**Practical Advertising Co. Springfield, Illinois**

LINE SAND CEMENT PLASTER COAL BRICK TILE

**G. W. BAKER**  
HARDWARE, LUMBER, AGRICULTURAL IMPLEMENTS, FURNITURE, PAINTS, WALL PAPER, WINDOW SHADES, LIME, SAND AND COAL

Loami, Ill. January 1-1913

The Practical Advertising Co.,  
Springfield, Illinois.

Gentlemen:-

Below you will find the standing of the Boosters as per the count of January 1st, 1913:

Inez Carson	1696980
Eva Foster	1664900
Carrie Davis	1459304
Dorthea L. Jacobs	895415
Harriet White	210990
Elsie Meier	172595

From December 23rd to January 1st, we gave quadruple coupons during the week. We took in cash and on account \$5749.11. The Boosters even got in automobiles and brought in everybody they could to pay their bills. Brought them in to buy storm buggies and other articles too numerous to mention. It has taxed our force to the limit to be able to carry business on in the office, as you will see by the standings of the Boosters we are giving out some coupons--as three of them have over a million coupons.

The Campaign will not close for thirty days yet and the rivalry for the piano is getting hot. Our business has been holding up well since the holidays.

Wishing you the compliments of the season,  
I remain,

Yours truly,

G. W. Baker  
G.B.

### COUPON

Name .....

City..... State.....

M. T. 9-'14





(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.

**Subscription Price.**

One dollar per year, if paid strictly in advance; two dollars if not paid in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 16, 1914.

**THE WHEAT MARKET.**

With wheat prices up over 50 per cent. from the low point at the end of June, the question in the minds of speculators is, how far the advance is to go. That will depend, first, upon the attitude of foreigners in buying, next on whether the public continues its mad rush of speculative purchases, and finally upon the farmer, who holds the key to the situation. By not selling freely on the advances the farmer keeps offerings light, and is more of a factor as a price maker than ever before.

An advance of nearly 50 cents per bushel in less than ten weeks is most unusual, and is so rapid that few of the professionals care to follow, in the face of the marketing of the record winter wheat crop, and of the starting to market of the spring wheat crop on both sides of the international line. It is expected, however, that the wheat will be readily taken, but the effect of hedging sales must be offset by heavy speculative purchases.

There has never been a time in the history of speculation when prices have advanced so far and so fast without "killings" being made by a large number of big operators. This advance came so unexpectedly that the traders were caught unawares. They were all short of the market, and few have been able to catch the step. Outsiders have made the most money, but their operations have been confined to small lots owing to the excessive margins demanded by brokers.

**THE CORN CROP.**

It is time for the annual frost scare in corn, but the impression is that it is not likely to amount to much this year unless it comes within a week. Crop experts who have been over the corn belt states within a week say the bulk of the crop will be out of danger from "killing" frost by September 20. The Iowa weather crop report says 75 per cent. of the crop is out of the way, 90 per cent. will be by the 20th, and all by the end of the month.

The condition dropped ten points last month, but the State has the promise of a large crop, 365,000,000

bushels, 31,000,000 bushels less than a month ago, but nearly 30,000,000 more than last year. Illinois, the other largest corn surplus State, has the promise of 288,000,000 bushels, or 11,000,000 less than last month, and 70,000,000 bushels more than last year. But it is 70,000,000 bushels under the five-year average, while Iowa is 12,000,000 bushels over the average.

The announcement of the closing of the George Junior Republic will be received with general regret. Ever since its founding fifteen years ago, it has appealed not only to those interested in methods of reforming juvenile delinquents, but to the imagination of the whole country and even of foreign nations. It is not too much to say that the Republic has been one of our few show places. Doubtless this admiration has had mixed with it an element of sentimentality which, if allowed to govern those in control of such an institution, would speedily wreck it. But it has not been so managed, and the result has been that its success has led to the starting of similar institutions in various parts of the country. It seems strange that after such a career it should now suffer a lack of funds so serious as to make its closing necessary; and, indeed, no such event appears to be demanded by the situation so far as it is revealed by the statement that there is a deficit of \$17,000 in the current receipts. This sum, which is a third of the amount required to run the Republic for one year, would normally be too small to trouble the trustees of such an institution. The recent investigation of the personal conduct of its founder, together with the unsatisfactory character of the report following, has cast a cloud upon the Republic which doubtless interfered with the raising of money for it, but the importance of the work undertaken at Freeville is too great for it to be permitted to drop. If changes are desirable, let them be made, but in some form or other the Republic ought to be continued.

About one-third of the cattle hides treated in the leather manufacturing industries of this country five years ago were imported from other countries. In the meantime the number of cattle on farms and ranges in the United States has diminished, the consumption of hides has increased, and the present European war has affected the international trade in hides, so that the industries that tan and otherwise treat cattle hides and use their leather are facing uncertainties in the supply of the raw material.

Japan uses the word "Nippon" and this name is officially recognized by the Treasury Department. Under the law requiring that goods imported shall bear in legible English words the name of the place of manufacture, there was question in some ports whether "Nippon" was satisfactory. The Treasury Department rules that "Nippon" means Japan and that it shall be classed as an English word.

**OUR FINANCIAL MAINSTAY**

How extraordinarily the American grain producer has benefited by conditions which have disorganized so many other American home industries may be set forth pretty clearly by reviewing the last Government crop report. The Department's calculation on the total yield of all grain crops—4,853,000,000 bushels—exceeds by 302,000,000 bushels the actual harvest of last year, an increase of 6¼ per cent.

Owing to the corn crop shortage, the estimated total is less by 680,000,000 bushels than the great harvest of 1912; but circumstances are making it a far more profitable yield, even than in that bumper year. Based on the prices at the time of this week's report, the aggregate value of the three grain crops—wheat, corn, and oats—is \$3,400,000,000, whereas their estimated value after harvest was \$2,741,000,000 last year and \$2,527,000,000 even in 1912.

Foremost of all considerations is the record wheat crop of 896,000,000 bushels, which, it is estimated by the Department, will allow for an export surplus of 300,000,000, exceeding all previous figures and more than doubling the actual export from the large crop of 1913. At the average price of \$1.10 per bushel, also fixed by the Department, this exported surplus would be worth \$330,000,000—something almost unprecedented.

What this means to the country's industry and wealth is best imagined by observing that, as a consequence of the European war, the American wheat producer has been suddenly lifted from a position where unprofitably low prices seemed inevitable to one in which he is able actually to dictate prices. He is doing this to an unusual extent. Should the war last six months or a year, it may be possible for him to "cash in" at even higher prices. At present the Kansas farmer, who sold the first part of his crop at 60 to 65 cents, is getting \$1 to \$1.05 for the remnant, if he cares to sell. There have been over 120,000,000 bushels marketed at primary centers so far this season, of which some 50,000,000 have been actually exported, and there are 50,000,000 bushels more sold for export which will be shipped in the next few months.

The United States is now exporting wheat to such countries as Brazil, Uruguay, and South Africa, which usually secure their supplies from the Argentine. It is feeding the United Kingdom, France, Belgium, and several other of the European countries which are able to import wheat and flour. It is reaping the benefit of the shutting off from market of the Russian and Danubian exports, and is therefore in a position to do an enormous export business for months to come. The danger, if any, lies in "over exporting," which might work a hardship later to our own people. But meantime, it is paying the balance which the country owes abroad in grain, rather than in gold.

The effect of this remarkable situation on the grain producer has natur-

ally been to accentuate the "holding tendency." Yet the recent movement of grain to primary markets has never but once been exceeded, and that was in 1912. The farmer, for his part, is talking \$2 wheat, \$1 corn, and 75 cent oats. Farmers in Central and Northern Iowa want 50 cents for their oats now, and have little old corn to sell. In other sections they are all holding for high prices, but a few are selling a little, so that the movement of all grain makes a satisfactory aggregate. Meantime, as was to be expected with the armies in the field, the export trade in oats is reaching good proportions. Already 15,000,000 bushels have been sold abroad; supplies cannot well be obtained elsewhere.

All this cannot fail to affect the country's business situation. At the moment, the financial situation is such as to give little opportunity for immediate expansion. But business conditions are extremely sound, and expectation is general for a good autumn and winter business. Manufacturers are elated over the prospect of securing an increased export business with the South American countries, as a result of the embargo on Central Europe. That they will be able to get some of this business seems certain. How much they will hold, after the war is over and commercial conditions become normal, remains to be seen.

Buying of goods has been above the average of late, some of it being stimulated by the war, some by prospective scarcity of imported merchandise in the near future. Orders for spring goods have been better than usual so far, and in a few lines they have never been as large as now. Dry goods houses are shipping more goods than at this time last year, and have more orders in hand for future delivery. In other lines of merchandise there is an average business, and in groceries sales exceed previous years, especially of imported lines. There is only one thing that may offset this movement, and that is there has been a great deal of anticipation of requirements on the part of consumers who had money and stocked up, fearing that the war would make scarcity and higher prices.

While it pays to advertise it does not pay to misbrand articles offered for sale. Because an insect powder bore a label saying that the insecticide was "nonpoisonous to human life" but would kill all insects and disease germs and "every conceivable kind of vermin," the manufacturers have been fined \$300 and costs by the Government. The Department of Agriculture analyzed the insecticide and found that it would not kill "all insects and every conceivable kind of vermin" and that it was poisonous to human life instead of "nonpoisonous."

The easily discouraged clerk who shrinks back into his shell at the first rebuff from a customer will not be the one to increase his sales.



## CIGARETTES AND INHALATION

The publication of an article in a New York medical journal of recent date defending the use of the cigarette, and declaring that form of using tobacco to be the most innocuous possible, has called forth favorable editorial comment of some of our influential contemporaries which cannot fail to do great harm. One of these alluded to the article in the medical journal under the title, "The Cigarette Defended for Once." It has been defended many times, and usually the defense follows some well-founded indictment that threatens to reduce sales through a revelation of the evil that attends the indulgence of the inhaling habit. This particular defense followed Mr. Edison's inhibition against the use of the cigarette by his employes on the ground of loss of efficiency by victims of the habit. Many other important employers had long ago reached the same conclusion. The defense sometimes follows the enactment by some important commonwealth of a law forbidding the manufacture and sale of cigarettes within its boundaries, such action being taken on the testimony of physicians and magistrates who have occasion to observe the effects of the habit on the health and morals of cigarette smokers.

Some of our readers will recall the fact that a number of years ago an alarming increase in the number of incorrigible truants in the public schools was observed. This caused an investigation to be made, which plainly demonstrated that the use of the cigarettes by these boys was found to be the cause of the trouble. It was also found that, once the inhaling habit was formed, like the morphine habit, it demanded indulgence, and when honest acquisition was impossible, the victims resorted to theft to supply the demands of appetite—hence, the worst type of young cigarette fiends. A local jobbing house has been obliged to discharge six office-boys in one year because they stole postage stamps with which to buy cigarettes.

The great trouble in giving fair consideration to the cigarette question arises from lack of correct information. The injury and demoralization following indulgence of this habit does not reside in the cigarette itself, in the opinion of those who have fairly studied the question. It is in the manner of smoking. The writer is no enemy of the normal method of smoking tobacco—by that it means taking the smoke into the mouth and expelling it without taking into the lungs or their upper extensions. The vast majority of cigarette smokers inhale the smoke and so firmly establish the inhaling habit that they derive no satisfaction in smoking tobacco in any form unless they inhale it—and therein lies the vice and the menace to youth especially. There is no perfect combustion in smoking tobacco; a part of the consumption passes into a noxious gas, closely allied to the fire damp of the mines—carbon monoxide. When this substance passes by inhalation into the circulation

and a part finally into the brain, the pleasure of the cigarette smoker is achieved. A mild and agreeable intoxication obtains that at once is the joy and the menace of the cigarette smoker. When the cigarette inhaling habit is once firmly established, it is almost as difficult to abandon as taking morphine; every cigarette inhaler knows that.

The majority of pipe and cigar smokers are moderate in their indulgence and smoke usually at stated periods and practically without injury or interference with their callings or business, but the confirmed cigarette inhaler has to keep his indulgence going most of the time. Many of the factory fire horrors have been caused by some cigarette fiend throwing a cigarette stump into some combustible waste, just taking a few whiffs on the sly against all the prevailing rules of the establishment. A Federal judge in Washington is under such servitude to this prevailing vice that he is obliged to leave the bench two or three times in the course of an argument to fill up his lungs and satisfy his craving. It is a most lamentable thing for any medical or other journal to minimize the evils of a habit that as much as any other in the world to-day threatens the health, the morals, and the efficiency of its youthful citizens. The Tradesman takes issue with any publication which compares the cigarette "with Madeira or claret among potables." It would place it nearer the relative position of wood alcohol as "a steady drink."

Kipling's picture of England and France wheeling girth to girth must now include Russia; the agreement signed by the Allied nations Saturday to make war together and peace together has already had an impressive moral effect. Such a break-up of coalitions as occurred more than once in the Napoleonic wars is rendered impossible, and many a German must echo the chagrin expressed in the New York German-American Chamber of Commerce's extraordinary assertion that the treaty proves the perfidy of England, selfishly seeking to restrain France from making a favorable peace in a moment of discouragement. But the unity of the Allies was in reality to be taken for granted. The enthusiastic resistance of the French to the last man, the boundless determination of Russia, the declarations of England that she would beat Germany to her knees if it took the entire weight in men and money of her empire, have been accepted at their full value. If it is necessary to fight a long war, the Allies will persist to the end, in confidence that sheer mass gives them an immense advantage. The greater significance of the treaty is its potential effect upon the disposition of affairs at the end of the struggle. Whatever the outcome, it must make for fairness and an enlightened settlement. The penalties, if paid by the Allies, will be distributed, and not rest with crushing weight on one alone; if by their opponents, England and France may be trusted to put restraining hands upon the arm of Russia.

## COST OF WAR TO NEUTRALS.

The Tradesman is in receipt of letters from friends in Panama describing the stagnation of business on the Pacific Coast of South America because of the almost complete cessation of ocean traffic and of the importation of many necessities of life. Destitution and actual want are reported to prevail among many classes of people in many places. The condition is the consequence of the European war, and similar conditions exist in greater or lesser degree on the East coast of South America and on every continent and in every country that has intercourse with the remainder of the world. The industry, trade and commerce of every land feel the blighting effect of this criminal conflict precipitated by the arrogant militarist of Europe. The finances of the whole world are disorganized, the legitimate activities of neutral people and nations are crippled or prostrated and hundreds of thousands of persons far from the scene of slaughter are facing starvation, because the money needed to do the world's business has been withdrawn to pay the appalling expenses of a war of aggrandizement. Never again after the heavy toll laid upon the whole civilized world by this stupendous conflict will it be said that nations apart have no concern or interest in the disputes between other nations that threaten or lead to war. In such a war as that raging to-day there is no such thing as a disinterested spectator. Intercourse between all the nations of the world is too close and constant for all not to feel the instant effect when communication with a few or even one is interrupted. As there is a third party, the general public, whose comfort and welfare are put in jeopardy or injured when a strike threatens interruption to the domestic trade and intercourse between sections of a country, so in Europe's war there is a third party, the neutral part of the world.

One of the things The Hague peace conferences sought to do was to safeguard more thoroughly the rights and interests of neutrals, especially the little buffer states. But as if foreseeing this war and knowing that hard and fast pledges given to the world to respect the neutrality of minor nations might balk and upset the long laid plans of their general staffs, the military governments of Europe frustrated the efforts of those of genuinely peaceful intentions by seeing that the declarations of The Hague conventions were not well enough guarded. But possibly, even probably, no pledges, no matter how binding in words, would have deterred statesmen who regard solemn treaties as "scraps of paper" and neutrality as a "mere word," from flouting their pledges when expected advantage was to be gained thereby. Out of this terrible war there ought to come some sort of understanding, that the third party in interest, the neutral nations of the world, will be obligated to unite against those powers which flagrantly and defiantly ignore solemnly given pledges to respect the neutrality and rights of other nations. Had some such understanding existed among the nations

of the world, little Belgium would not to-day be laid desolate, with thousands of its best manhood dead and many more thousands homeless and utterly ruined because they dared defend their fatherland against a wanton invasion in defiance of all pledges.

Still another flagrant disregard of the rights of neutrals is the use of mines in the open sea. Already Swedish and Norwegian vessels have been blown up and many lives lost in the North Sea because of the planting of these destructive instruments there. There should be international prohibition against the sowing of mines in seas traversed by merchant ships of neutrals and a combination of powers to exact in some way a heavy penalty from the belligerent or belligerents which offend. Out of this war and the world-wide stagnation, suffering and evils that accompany it, neutral nations and those that would be neutral did not their imperilled future welfare drag them into it, there ought to come international agreements, enforceable in some way against governments inclined to flout or violate them, that will mitigate, at least, the horrors and effects of war as they feel them. Such agreements will have behind them, at any rate, the moral force of an overwhelmingly public opinion, and such opinion not even arrogant military absolutisms, if any shall remain, will hardly care to challenge. When this European conflict has ended, the horrors and cost of it when computed, will be so appalling as to give the universal peace propaganda an impetus and strength that must be powerful, if not dominant.

We may be a bit slow in seeing just what course to take concerning our merchant marine, but upon another matter, and to millions one of far more immediate importance, we have acted with commendable promptitude. Any lack of German-made carbons will have no effect upon the continuance of our moving-picture shows. American-made carbons will be substituted for them as needed, and our great National form of relaxation will be uninterrupted by the war. The influence of this display of resourcefulness is gratifying in itself, and it ought to act as a spur in every line of activity that is at all dependent upon foreign importations. Of course, other fields of business, not having to do with articles of the transcendent value and indispensability of films and screens, will not have quite so sharp an incentive for haste as this one. Nothing that a drug store keeps in stock, for instance, can possibly be needed, even in an emergency, like a set of films that one has not seen before. If the Administration has concentrated its attention upon minor things like shipping bills, it is only because it could count upon pressing necessity to be the mother of invention in regard to so primary a public need as the moving-picture exhibition.

When the average man has a headache he realizes what an aching void is.





## CLOTHING

### From the Other Side of the Counter.

They've always told me that I'm an easy sort of chap to get along with and I've even heard it said that anyone might sell me a gold brick if it glittered sufficiently. Dealers from whom I buy are kind enough to tell me that my trading's a pleasure to them; they never have any trouble in selling me what I want. But, on the other hand, I don't recall that anyone ever succeeded in making me buy that which I did not desire. Thus, poor salesmen are constantly congratulating themselves on their ability when, as a matter of fact, I have hardly any confidence in clerks as a general thing and have learned to regard them with an easy tolerance as mediums and no more. For there are so few salesmen. I am one of that great public that closes the transactions before entering a shop and I am really curious to know what it feels like to have someone sell me a thing without a suggestion from me. My insurance man can do it. A clever rascal once sold me a four-thousand dollar motor when I fully intended to buy one for only two. Somewhere in my safe lie a batch of bonds purchased through manipulation so astounding that the lack of ready money only prevented the buying of more. Don't clothiers and furnishers ever succeed in doing that, or do the things just sell themselves like meats or groceries?

### Creating a Desire to Buy.

Of course, things are placed before me, but how? With the same heartiness as one speaks of the weather! With as much enthusiasm as a nonchalant "call again" contains! Sometimes I think that mediocre help is the cause of it, but why shouldn't a haberdashery man make his work as much of an art as the bond salesman? Why isn't there the zest, the vim and the pure love of the game in back of it? And do they know nothing of the remarkable results that lie in the wake of being able to create desire in the customer's mind—after which all should be simple. It is not my intention to show you how to do it, I merely give you the reason why outfitters sell me no more than I have made up my mind to buy.

I think that earnestness is the backbone of success in selling. Why not cultivate it? I can nearly always be convinced by a sincere man, a man whose words, gestures and argument prove to me he knows and means what he's talking about. Show me that which may be valuable to me by proving that you are convinced of it yourself. I'll buy.

I don't know why pride is so developed in people that they think they know just what they want themselves, but it is there and that's the thing to overcome

if the salesman has the ability. Why, I've hardly ever met a man in your line who even succeeded in creating interest. Putting a thing under my nose and asking me if I don't need it in my bureau drawer doesn't get a cent from me. Don't you see that people want to be shown in a practical way?

It is the expert knowledge of a capable insurance agent that first holds my attention, stimulates with his skill and clinches the transaction by a forcible expression that reflects his own grasp of the details. In other words, successful salesmanship—and this is the very rarest of arts—means the possession of thorough knowledge backed by the necessary qualifications to utilize that assimilation of facts. The average haberdashery clerk cannot impress, and being unable to do this, his customer's interest goes no further than the immediate object of his trip to the store. The man behind the counter is only an order taker, the medium, the automaton in the case.

### Enlarge our Selling Vocabulary.

With an intelligent customer before him, the ordinary salesman is at a disadvantage. He is in the hands of the buyer instead of being able to reverse this. To be convincing, to break down that pride in feeling we are able to select things for ourselves without further suggestion, needs superior knowledge and the skill to bring it home. The average clerk is limited in his selling talk, it is a constant repetition of the same thing directed to a hundred different types of buyers. Men have permitted countless opportunities to slip through their fingers in selling goods to me because I have failed to respond to persuasion and suggestion of the very weakest sort.

Why not take little journeys in the direction where the cultivation of a personality lies? Learn the value of being forcible, of actually knowing more about your line than the customer and, by your tact, prove it to him. Why stand satisfied with a low grade of development, with the stigma of being an insignificant cog rather than an authority in whom your trade may confidently place its reliance? Learn all there is to be gleaned regarding haberdashery, how its various angles effect different men and why; get in touch with people who have undisputed knowledge of these things and gather in all you can about this and that relative to the goods you sell. Broaden your vocabulary; development will of itself serve your need in this respect, for if you have something to talk about the stimulus for intelligent expression will act as the happiest means to raise the tone of your selling talks.

Little journeys far afield from the rutted ways of most clerks—this should

solve the problem for you. Give your personality an edge and your methods character. Above all, know your goods and the people who buy them, what the relationship of one is to the other and how you can play them both. Flee from the odious appellation of "order taker." You'll find myriads of customers ready to respond. They are anxious to do so. Why not satisfy them in this commendable desire?—Stroller in Haberdasher.

### Military Tactics.

Colonel William C. Gorgas, Surgeon-General of the Army, tells this story about a National Guard encampment last summer:

"Jim Wheeler, a new volunteer, who had not quite learned his business, was on sentry duty one night, when a friend, knowing his fondness for pie, brought him one from the canteen.

"While he sat quietly on the grass devouring the pie the major sauntered up in undress uniform. Not recognizing him, the sentry did not salute, so the major stopped and asked: 'What's that you have there?'

"Pie," answered Jim, good-naturedly. 'Squash pie. Have a bite?'

"The major frowned. 'Do you know who I am?' he asked, haughtily.

"No," the sentry answered, 'unless your the major's groom.'

"The major shook his head.

"The barber from the village?'

"No!" thundered the other.

"Maybe—" the sentry laughed—'maybe you're the major himself!'

"I am the major," came the stern reply.

"Good heavens!" exclaimed the sentry. 'Hold the pie, will you, while I present arms!'

### Confusing.

An Irishman was out gunning for ducks with a friend, who noticed that although Mike aimed his gun several times, he did not shoot it off. At last he said: "Mike, why didn't you shoot that time? The whole flock were right in front of you."

"Oi know," said Mike, "but every time Oi aimed me gun at a duck another wan came right between us."

### His Recommendation.

Mr. Barnes, an exceedingly conscientious man, was obliged to dismiss his gardener, whom he had employed for years, but whom he had found to be dishonest.

"You know, sir," said the man, "that I have a wife and family, and I wish you could see your way clear to give me a 'character,' sir."

Mr. Barnes felt sorry for the man, and finally, after considerable deliberation gave him the following "character:"

"I hereby certify that Thomas Williamson has been in my employ as a gardener for twelve years, and during that time he has gotten more out of my garden than any other man I ever employed."



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, we 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



## WHAT GROCERS MUST KNOW

### In Order to Achieve the Greatest Success.

Just as the proper study of the doctor is medicine and of the lawyer, law, so, to further paraphrase the poet, the proper study of the grocer is groceries. If he does so after the fashion advised by Andrew Carnegie when he said, "Put all your eggs in one basket and then watch the basket," he'll be a success—own a home of his own, pay his bills promptly, ride in his own automobile, be looked up to by his fellows and, maybe, sent as a delegate to the National conventions. He may also be honored by election to the city council or to Congress and when he dies a memorial window in his home church may attest to the affectionate regard in which he was held by his neighborhood friends.

But no grocer can be a success unless he is in the "know" class. What should he know? The Saturday Evening Post says it requires little brains or character to be a grocer. You men who have been in the thick of things on the battlefield of business know better. You can afford to smile indulgently when theorists go romancing like this. "Good wine needs no bush." The grocery business needs no defense.

We hear a good deal these days about humanizing business and about higher standards of business practice. A revulsion has set in toward the good old fashioned virtues. The public conscience has been quickened. There has been a revival of business honor. Time was when Fred Mason stood alone as the apostle of sentiment in business. To-day he has imitators in a dozen lines. The president of the biggest paint company confessed the other day, "I am sorry for the man who does not believe in sentiment in business. It is a good thing for a nation or a firm to have."

There speaks the new humanism in business. All lines of industry and all the professions are moving in this direction. The doctors and the lawyers are no longer to be permitted a monopoly of ethics. Some sixteen departments of advertising, covering all lines of business, are to present standards of practice for adoption at the Toronto convention of the Associated Advertising Clubs in June. Even a Government Bureau of Business Practice is being discussed.

Why not standards of right action for grocers? We can not afford to lag behind in this movement. A thing is either right or wrong in the grocery business, the same as in any other business. If right, it should be acclaimed. If wrong, it should be condemned.

In answering the question, "What should every grocer know?" perhaps we shall arrive at some basic principles on which to build standards of practice for grocers. In my opinion every grocer should know:

That he is first of all a soldier in the Army for the Common Good and that as such he has a duty to perform in rendering a real social ser-

vice; not to the manufacturer, not to the jobber—but to the consumer.

Every grocer should know that "Honesty is the best policy" because it pays. That is what the Latter Day Psalmist meant when he said, "The crown of virtue is riches."

Every grocer should know how to figure his cost of doing business, remembering that this includes salary for himself and a charge for rent, even if he owns the building.

He should know his net profit on every article he sells.

He should know that he isn't a merchant if he sells any product at less than 20 per cent. on his selling price, because the approximate cost of doing business in the grocery line is 17 per cent. and at 20 per cent. he makes only 3 per cent. net; also that there are many safe investments at 6 per cent.

He should know that his most valuable advertising medium is his window. Because this is so it should be dressed never less than once a week and it would be better if it were every other day. If he owns space in a newspaper he wouldn't repeat the same copy each day.

He should know that the one great trade winner that costs nothing is politeness.

He should know that another—costing little but worth all it costs—is cleanliness.

He should know that the customer is always right; that he is "the boss" because he not only pays the clerks' wages but also the proprietor's salary.

He should know that advertised goods are sold for him.

He should know that anybody can give goods away, but it takes a merchant to sell them. This means do not be a price-cutter.

He should know that, while good fixtures cost money, they soon save what they cost. The initial expense is temporary, but the saving perpetual.

Every grocer should know—

That if he subscribes for every newspaper, magazine and book published he won't get as much information about his business from all of them put together as he will from one issue of a good trade paper;

That the trade paper editor is his best friend in his fight for fair profits;

That in the advertising columns of his trade paper is to be found his best market place;

That the chain store and the pedler cannot take business away from him if he is well-posted, aggressive and renders the right kind of service;

That the tea and coffee business of his community belongs to him by right and that it can only slip away from him if he neglects this profit-making department of his business.

When the grocer knows all these things he will not stay out of the organized grocers' association, because he doesn't need it. He will join it because it needs him.

Here is a definition of success that won a gold medal: "That man is the most successful who is the most sincerely regretted by the largest number of people when he dies."

The really successfully grocer lives well, laughs often and loves much. He gives himself gladly to the cause of Social Service. He finds his happiness in his work and he is always ready to lend a hand to his less fortunate brothers. Wm. H. Ukers.

### The Wisdom of Sam.

In a certain negro settlement in Louisiana there is a judge who holds court in a one-room wooden shack whose furnishings consist of a pine table, a half dozen chairs and a big book.

One day a negro was brought before him for being drunk.

"Well, Sam, I've got to fine you according to what the law book says," and flipping over a few pages of the big book on the table he pointed to some figures and continued. "There it is, \$18.90. See it?"

"Yes, sir, an' here's yo' money," replied Sam, handing it out quickly and departing with an acquaintance.

When they had passed out of the hearing of the judge the acquaintance began talking of the big fine and complained:

"Why didn't you argufy with the jedge an' git him to rejuce them law-book figurs?"

"Law book?" replied Sam. "Why, man, that ain't no law book, that ain't nothin' but a mail order catalogue. An' I was glad enough ter pay him what he ast me, 'cause he only turned over as far as the baby buggies. If he'd turned over to the ottermobiles he'd sent me up for life."

### Blame It on the War.

If your debts you cannot pay,  
Blame it on the war,  
If your ball team cannot play,  
Blame it on the war,  
If the fishes in the lake  
Tempting bait refuse to take,  
If you've got a stomach ache,  
Blame it on the war.

If your wife won't speak to you,  
Blame it on the war,  
If you're tired, nervous, blue,  
Blame it on the war,  
If the wind blows off your hat,  
If you find you're getting fat,  
If this rhyme seems rather flat,  
Blame it on the war.

Selfishness—another name for self-love.



"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.



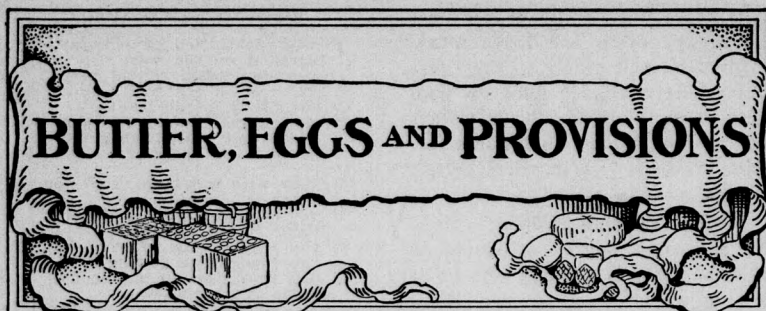
"SELLING"

That's what the grocer is pleased to learn about any item in his stock. All dealers who handle WHITE HOUSE COFFEE find that IT sells very FAST.

Distributed at Wholesale by

**Judson Grocer Co., Grand Rapids**





#### 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.

#### Department of Agriculture Bulletin on Commercial Eggs.

A very interesting and valuable professional paper, entitled "A Bacteriological and Chemical Study of Commercial Eggs in the Producing Sections of the Middle West," has lately been issued as Bulletin No. 51 by the U. S. Department of Agriculture. This is compiled under the direction of Dr. Mary E. Pennington, chief of Food Research Laboratory and is founded, in part, upon work done by M. K. Jenkins, E. E. St. John and W. B. Hicks of the same department.

As in all the previous work presented by Dr. Pennington this bulletin is remarkable for the thoroughness of its foundation, and the wisdom with which salient facts have been determined and correlated for a useful purpose. The bulletin covers seventy-seven pages, besides the addition of colored plates showing the appearance of various qualities and conditions of eggs as seen before the candle and when broken out; only the briefest outline of the work can be presented here and the Tradesman strongly urges its readers to obtain the bulletin entire for the value of the detail information given, the effect of which should be valuable in many questions with which egg merchants and packers are obliged to deal.

The bulletin opens with an introduction describing the general character of the work. There follows a report of a study of bacterial content of fresh eggs, the chief conclusion from which is that "the fresh, well-handled egg, although not always sterile, is not, on the other hand, infected by large numbers of bacteria and B. coli are practically never present."

In the study of chemical composition the proportion of loosely bound nitrogen—occurring in very minute quantity in a fresh laid egg—is found to be an index of the chemical stability of all eggs; and this has been determined in eggs of various commercial qualities. Differences in moisture content are also considered in relation to evidence that the water is greatest in summer when the average quality is lowest, and greatest in the early spring when qualities are best.

Bacteriological examinations are also reported for eggs obtained from groceries in the usual course of trade from which it appears that eggs showing a wide range of quality from "fresh" to "stale," including some "heated" and some in which the hatching process had begun, did not differ in bacterial content from strictly fresh eggs. The proportion of ammoniacal nitrogen, however, varied closely with the quality as determined by physical examination.

There is an interesting study of the relation between bacterial multiplication and chemical changes from which it appears that an increase in the ammoniacal nitrogen must occur before the senses are able to detect infection, and that a marked rise in the ammoniacal nitrogen does not occur until the bacterial counts show very great multiplication.

A special section of the bulletin is devoted to "stale eggs" of which a large proportion consists in the eggs going to breakers for canning or desiccation. These include eggs in which there is an enlarged air space, the yolk gaining in opacity, the white thin, etc., these defects often arising, especially in summer and autumn, from holding during unfavorable climatic conditions. The examination included also fertile eggs in which the process of incubation had been started. Such eggs, although deterioration during the usual marketing is rapid, do not appear to show material increase in bacterial content. Eggs having settled yolks were found to have a slightly higher bacterial content than in the earlier stages of staleness unless the ageing occurred at the low temperatures of the egg storage warehouse "when the count is as low or lower than in newlaid eggs."

Speaking of dirty eggs the bulletin says the outer filth is not conclusive evidence that the contents are infected and intimates that such eggs are best available by breaking out. (But the assertion that such eggs are not available for holding in storage differs from our observation of market practice and results.) The bacteriological examination of dirty eggs, however, showed great divergence in the number of organisms found, although there was an absence of the B. coli in either white or yolk. And the quantity of loosely bound nitrogen varied with the character of the egg and not with the quantity of dirt on the shells.

Similar analyses are recorded in respect to checked and addled eggs,

#### Geo. L. Collins & Co.

Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.  
29 Woodbridge St. West  
DETROIT, MICH.

#### 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.

#### 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."

Write for FREE booklet.

#### GRANT BROS. CO.

Shippers Eggs, Butter and Poultry  
Kokomo, Indiana

## Rea & Witzig

### PRODUCE COMMISSION MERCHANTS

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

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs 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.

## 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.

When in the market to buy or sell

## FIELD SEEDS

Call or write

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

## Apples and Potatoes Wanted

Let us know what you have

M. O. BAKER & CO.

TOLEDO, OHIO

Use Tradesman Coupons



both of which are shown to be useful under described conditions.

Eggs having the yolk adherent to the shell were also examined: Nine such of forty-two examined showed very high bacterial content, but some were practically sterile and some showed very slight bacterial infection.

The destructive effect of mold is fully described—a defect often met with in distribution—and the defect is attributed to damp cellars, wet nests, stolen nests, etc. In these eggs also, however, there was great divergence in the number of bacteria found, although in only two of the forty-five samples *B. coli* were found and in these cases in small numbers only.

The bulletin continues with a report of examinations of composite samples of eggs opened commercially in certain egg-breaking establishments. It was hoped that the laboratory results together with the characteristic appearance and odor of the different classes of eggs, would give a practical working basis for the grading of eggs, used in the preparation of frozen and desiccated eggs.

In five samples of summer "firsts" the bacterial content was comparatively small: *B. coli* were found to a small extent in two samples, but attributed, by deduction, to outside contamination rather than to the eggs themselves.

In the examination of the liquid product of "seconds" it was indicated that spring seconds were "fresher" than the summer firsts, but there was a trend toward higher bacterial counts as the season advances. There was a rather wide divergence in the bacterial counts and *B. coli* were found in 35 per cent. of the samples, attributed partly to outside contamination.

In the liquid product of dirty eggs taken from the breaking establishments there was a wide divergence in bacterial count and in six samples *B. coli* were found ranging ten to 10,000 per gram at 20 degrees C. (But besides being dirty these eggs were, in some samples, otherwise seriously defective.) The bacterial content was attributed both to contamination from the shells during opening and to the eggs themselves.

Similar analyses are recorded as to the liquid product of cracked eggs, addled eggs, blood rings, etc., as well as certain classes of deteriorated eggs not distinguishable before the candle.

A summary of these investigations is made as follows:

"The first section of Table 28, summarizing the total bacterial contents of individual eggs opened aseptically in the laboratory, shows that the greatest percentage of second-grade food eggs examined, the medium stale eggs, hatch-spot eggs, heavy rollers, dirty eggs, cracked eggs, and eggs with yolk partially mixed with albumen, contained less than 1,000 bacteria per gram. The occasional high bacterial content of single cracked eggs, dirty eggs, etc., could, in most instances, be predicted by the appearance of the shell or by the odor and condition of the contents. Such eggs would ordinarily be recognized and

discarded by the housewife or egg breaker.

"The second section discloses the rather unexpected fact that *B. coli* were not present in the whole-shelled second-grade eggs and were present in only 5.9 per cent. of the cracked-shelled eggs.

"Blood rings and the last five types of eggs given in the two sections represent eggs ordinarily discarded as unfit for food purposes. The first section shows that 26.5 per cent. of the eggs with adherent yolks 50 per cent. of the eggs with dead embryos, 75.9 per cent. of the moldy eggs, 66.7 per cent. of the white rots and 100 per cent. of the black rots contained over 1,000 organisms per gram. A review of the second section of the table shows that, with the exception of the white and black rots, *B. coli* were present in but few of the eggs."

The bulletin contains a comparison of the bacterial contents of individual eggs opened aseptically with those of eggs opened commercially, in which it is shown that in the latter the number of bacteria is far in excess. The difference is attributed in part to the relative difficulty in detecting the infected eggs by the senses. It is noted that incipient sour eggs and eggs with albumen just beginning to turn green, contain millions of organisms. "It is reasonable to conclude, therefore," says the author, "that the earlier forms of such and similar eggs furnish large numbers of bacteria to the liquid product prepared from second grade food eggs. It is also quite probable that these earlier stages of incipient sour eggs are a contributing cause to the presence of appreciable numbers of *B. coli* in liquid egg of good quality."

This valuable bulletin closes with a consideration of the technique for the bacterial examination of eggs and with colored plates showing the appearance of different typical grades of eggs before the candle, these being executed with notable skill and faithfulness. The work as a whole is the most valuable single addition to the literature of the egg trade that we have had the pleasure of reviewing. It is of especial value to the progressive packers of canned and desiccated eggs, to whom it should open the door to improved methods of examination and ultimately, to an improved product.

#### No Trouble at All.

John, whose father was a baker, was in the habit of bringing his teacher a fresh pretzel each day.

"I wish you would tell your father not to make them quite so salty," she once said, laughingly.

Thereafter, the shiny, brown delicacy—always minus the salt—was found frequently on her desk.

"It is very kind of your father to make one on purpose for me," she told him.

"Oh!" was the startling reply. "He don't make them this way. I lick the salt off!"

Reciprocity is pretending to like people who pretend to like you.

#### Larger Numbers in His Charge.

There was a certain bishop who had a pleasant habit of chatting with anybody he might meet during his country walks. One day he came across a lad who was looking after some pigs by the roadside, and the bishop paused to ask him what he was doing, that being his usual opening to conversation.

"Moindin' swoine," the lad replied, stolidly.

The bishop nodded his head thoughtfully.

"Ah! Is that so?" he commented. "And how much do you earn a week?"

"Two shillin's," was the reply.

"Only two shillings?" remarked the bishop. Then he continued, pleasantly: "I, too, am a shepherd, but I get more than two shillings."

The lad looked at him suspiciously for a minute; then he said, slowly:

"Mebbe you gets more swoine nor me to moind."

## HART BRAND CANNED GOODS

Packed by

W. R. Roach & Co., Hart, Mich.

Michigan People Want Michigan Products

### 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  
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Citz. Phone 2931 Grand Rapids, Mich.



Those Who Know  
the delicious uses of

**Mapleine**

will thank you for  
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Order from

Louis Hilfer Co.

4 Dock St., Chicago, Ill.

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### 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.

### Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

### Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

Grand Rapids Grain & Milling Co.  
Grand Rapids, Mich.

## Safety First in Buying

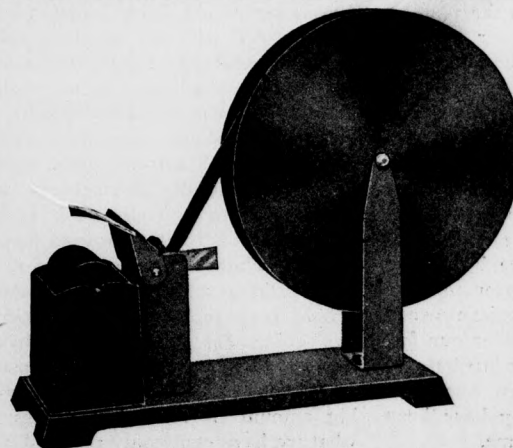
SAFETY in Buying means getting the goods and the quantities of goods YOU can sell at a profit. It means knowing what to buy and getting it at the right price.

You can be safe in buying when you buy from "Our Drummer." If you haven't the current issue handy, write for it.

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas



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





M. Ray Potter has been elected as a director in the Capital National Bank of Lansing, to succeed James J. Baird, deceased. Arthur C. Stebbins was elected Vice-President to fill the vacancy caused by the death of Mr. Baird.

Joseph D. Summers has been elected a director of the Loan & Deposit Bank of Grand Ledge to fill the vacancy caused the death of the late George Sheets. Mr. Summers is Secretary-Treasurer of the Baker Clay Co.

Our people have been somewhat flustered by a large number of great opportunities opening before them and by the necessity of acting speedily. As to the capture of foreign markets we are now up against the fact that, while South America and other parts of the world need our products and we need theirs, a vast amount of equipment is necessary in order to perfect trade relations. The repeal of the obstructive provisions of the old navigation law does not give us ships, nor does the all-around helpfulness of the Government provide us with agents and salesmen and banks. Only one institution in this country has taken steps to establish branches in South America. For that purpose it is necessary that the new National banking law shall come into action as it permits branch banks and otherwise encourages relations with other parts of the world.

We must be convinced by this time that the establishment of a foreign commerce is a gradual thing and not a thing that can be achieved by a turn of the wrist. The Germans and the English have set examples in this matter from which we could derive profit. We have not yet learned to adapt our merchandise to the requirements of other peoples nor is there yet anything approximating the familiarity with foreign languages that prevails among European merchants and salesmen. The purchase of German vessels by our Government is seemingly held in abeyance in view of the questionable fairness and expediency of defying the wishes of Great Britain and France by paying a large sum of money over to their enemies. Some American-owned ships are now passing under our flag but they do not really contribute to an increase in our foreign commerce as that is just what they have been engaged in for a long time.

And then capital is lacking. If pri-

vate investors are not willing to buy the German ships offered in this market, little can be expected as to the investment of moneys in the trade with South America generally. Largely the Germans and English control such trade by heavy primary investments in the utilities of one kind and another in South America. As one writer puts it "We owe South America far more than South America owes us." Painfully it comes to us in these times that we are still a creditor Nation, that we are still dependent largely on the older countries for capital and that we are liable to be overwhelmed by a wholesale return of our securities held abroad.

In respect to some highly important commodities we are still pitifully lacking. Germany holds the key to certain of our industries by its practical monopoly of necessary commodities, such as dyestuffs and potash. England, itself largely lacking in some of these classes of merchandise, is seemingly making more of an effort to supply us than we are to supply ourselves for tenders have recently been made by the English of a number of articles which we need. Some items essential to a good military equipment we are obliged to obtain in other countries.

But, while we must face these things, let us remember that we are still young and have growth in us and also let us bear in mind that there are some lines of business in which we are far in the lead of the rest of mankind. Unfortunately we are at the moment blocked with respect to our most important export, that is cotton, and that too with perhaps the largest yield in our history. What are we going to do with our 15,000,000 bales of cotton? Part of an answer comes from Japan, which it is claimed will take 2,000,000 bales as against 500,000 bales from last year's crop. And then it is probable that the war will end soon enough to make a big hole in our excessive supply before next season's yield comes on. Meanwhile the Southerners will be learning to diversify their crops. And wheat is going forward handsomely, while the exports of other food articles are larger than most people suppose, considerable quantities going out by way of Canada. And an advance of 40 cents a bushel in wheat brings into the country a big amount of money in excess of what we have commonly received. On foreign and domestic sales of food-stuffs the farmers of the United States

*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.*

## GRAND RAPIDS TRUST COMPANY

123 Ottawa Avenue, N. W.

Grand Rapids, Mich.

## Fourth National Bank

### Savings Deposits

3

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

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

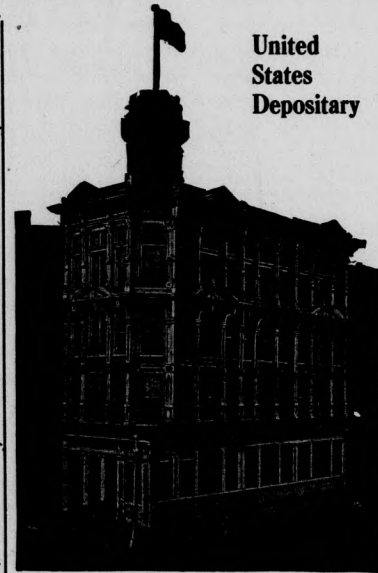
United  
States  
Depository

### Commercial Deposits

3½

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000



## The Old National Bank

GRAND RAPIDS, MICH.

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



will score an increase of several hundred million dollars.

As to the financial end the plan drawn up by the bankers in Washington this week promises excellent results, with the co-operation of the Bank of England. It provides \$150,000,000 of gold, to be contributed pro rata by the banks of this country under the lead of their clearing houses, \$25,000,000 to be deposited with the agent of the Bank of England at Ottawa at once and the rest to follow if needed. But the money market yields little or not at all, and foreign exchange fluctuates rather with the military operations than in response to financial conditions.

Statistics should be placed on the "unfair list." While they tell the truth as well as they can, they tell us little that we do not know from other sources. They say now that there is some great disturbance in Europe but we knew that anyway. It is somewhat surprising that they do not cry more loudly. Here are the bank clearings for August, which show a decrease of 20 per cent for the United States but outside of the city of New York a decrease of a little less than 5 per cent. compared with the figures for August 1913. They show that the Eastern portions of the country have suffered much more than the Western. The city of New York, for example, declined 32 per cent., the Middle States 29 per cent., while the Northwestern States fell off only 4½. Yet the aggregate for the whole country is not quite down to the level for June, 1908, when the effects of the 1907 panic were felt to the full. There were actual increases in forty-nine cities, seventy-one reporting losses. Failures scored a total even smaller than those of July. The number was 1,197 with liabilities of \$33,951,117 against 1,085 in August 1913 with liabilities of \$23,625,093, these figures being from Bradstreet's record. The aggregate of liabilities is the largest however for any August since 1893.

Details of the trade in leading commodities afford some encouragement. It is estimated that foodstuffs are moving out of the United States at the rate of \$15,000,000 per week or more, and, whatever may be the immediate course of the war, they will be wanted in large quantities for a long time yet. When the war is over the demand for cotton should start up sharply. The Southerners are recovering their courage, and the whole spirit of the trade is improved. There are no trustworthy quotations of cotton in the American market yet, but middling in Liverpool is quoted around 6d. Wool tends to lower prices but the shortage of dyestuffs will probably maintain the cost of fabrics. The demand for all classes of fabrics is fairly satisfactory. Silk goods are offered at lower prices for future delivery because of the great yield of raw silk in Japan. Cotton cloths would seemingly be lower but for the high cost of money and the

indisposition of manufacturers to produce liberally.

The iron and steel market has not yet found itself. The demand is for small quantities and a miscellaneous variety of uses. There is less activity this month than last, and the interest is beginning to reconcile itself to dull times the remainder of the year. The United States Steel Corporation is operating its mills at 67 per cent. of capacity, but others are down to 60 and looking for 50 per cent. within thirty days. The Steel Corporation reports an increase of 54,742 tons in unfilled orders on hand during August, making a total of 4,213,331 tons. The blast furnaces of the country produced 1,996,483 tons of pig in August, an increase of 41,159 tons over the output of July. The railroad are buying next to nothing, but if they get an increase in freight rates they will doubtless be in the market for considerable quantity of steel. Enquiries from foreign countries, notably those now engaged in war, are numerous, but few of them culminate in orders. Prices are held steady, and the leading items are \$2 per ton above the low price of this year, which ruled in July. The demand for copper has fallen to small proportions. Electrolytic in New York sells around 12½ cents.

The reports of railroad activities are in line with those from other interests. In the wheat country there is a great pressure on the supply of cars with blockades at many points. The report of the American Railway Association as of September 1 shows an excess of 163,326 cars against 172,145 August 15 and 58,306 September 1, 1913.—Economist.

The successful aviator is an aerial high roller.

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

**GRAND RAPIDS SAVINGS BANK**

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

Resources

8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank  
in Western Michigan

### 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.

### 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  
Mich. Trust Bldg.

## 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.

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.

\$100.00, \$500.00 or \$1,000.00

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 Object Lesson Method of Selling Goods.

Written for the Tradesman.

To sell a genuinely good article, place a poor, inferior, shoddy article beside it. A child can see the difference between merit and sham when they are laid alongside each other. Every one knows how desirable it is to handle really excellent things, how their sales gives satisfaction and retains customers. Every one knows also how difficult it is to sell the good article to a customer who has been offered for less money something similar in appearance, which she has gained the impression "is just about as good." In such cases nothing convinces so quickly and thoroughly as placing the two grades side by side. Naturally a customer believes the evidence of her own eyes rather than the assurances of a salesperson.

This object lesson method is especially to be recommended when customers are being led away by cheap and meretricious goods. The purchase of now and then an article of a lower grade than you really care to handle, may be money well invested.

It is a part of the fine art of salesmanship to know when and how to divert a purchase from a lower class of goods to a higher, where the lower grade is good of its kind and has real value, but is not so fine and pleasing and possibly not so durable as something in your stock that is better and higher priced.

Suppose a woman comes in and asks to see a kind of white lawn that you are selling for 15 cents. It is all right for the price and something that you are selling freely and which is giving satisfaction. But this woman is rather fastidious in her tastes and appreciates what is fine and nice. Tactfully call her attention to your 20 and 25 cent grades of the same goods, in such a way however that if she still prefers to buy what she first called for it will occasion her no embarrassment to do so.

With such customers as this the better and more expensive grade will be chosen in quite a proportion of cases, and the customer will be highly delighted that her attention was called to the higher-priced goods. With a different sort of customer it would be waste of time and perhaps poor business policy to say anything about the more expensive goods. There is a great deal in being able to make an accurate size-up of the customer regarding such a matter.

It is considered by some a good stroke of business to mark some article down to cost or very close to it,

advertise it strongly, and then when customers come for it to divert a considerable share of the sales to higher grades of goods, held at prices that afford the regular profit.

This sort of manipulation done on a large scale and by previous calculation would be almost sure to excite suspicion, even though no fraud nor deception be practiced. When the attention of a customer is directed to something different and better than what she asked for, it should be done lightly and in the way of suggestion. There should be no attempt to overrule her own judgment in the matter, and certainly no reluctance in supplying her with the advertised bargain if she decides that this is her preference.

Dry Goods Merchant as an Educator.

Calling the attention of customers to higher grades of goods and other kinds than those first asked for is in reality an educational process. It is a part of the work of the dry goods merchant—and an important part if he would be successful—to educate, to raise standards of taste, to create demand for more and more expensive and elegant fabrics and accessories and apparel. The more skilfully and tactfully these educational processes are carried on, the more effective they are as to results.

Generally they should be somewhat indirect. A card reading "We give free lessons in embroidery in order to sell materials," would be somewhat bald and offensive; while "Free lessons in the new embroidery stitches given with the purchase of materials," is not objectionable.

The sale of patterns is educational, and should be pushed rather because they help to sell other goods than for any profit to be made on the patterns themselves.

Every good display, every harmonious combination of colors, every smart and effective draping or other arrangement, educates.

The home merchant has a decided advantage over the mail order house in that he can educate by the goods themselves in all their richness and grace and beauty, can use the object lesson method already referred to, and does not have to depend upon small samples and printed descriptions.

In a previous article it was suggested to the merchant that he consider his store as so much advertising space, and arrange his stock to make the most of this valuable busi-getting power. Here let me suggest that the merchant consider his stock and store and his helpers as well, in

the light of their educative ability—their power to create demand for new and better goods.

It will be understood that the process of leading up from the less expensive to the more costly should be gradual—should never be allowed really to outstrip the tastes or the financial means of the class of trade you are catering to.

To carry on this educational process successfully, you must be right up to the minute, for it is to be remembered that your customers have access to other sources of enlightenment besides your store. The fashion magazines are perhaps the most thoroughly read and studied of all periodicals published. They are borrowed and lent and their contents made the most of. The patent inside of the local paper is sure to contain its column of styles, illustrated and naming some place where the patterns can be obtained. All the catalogues and samples sent out by the big retail stores in the cities, seeking mail order patronage—these all serve in some degree to educate. Bright women are watching everything for new ideas on the ever-absorbing subject of clothes. It is easy to see that sharp-eyed customers very quickly will detect any savor of back-numberism in the stock or in the educational work that a store attempts. On the other hand they will be equally ready to recognize and appreciate dependable and authoritative up-to-date information concerning all that relates to goods and styles. Fabrix.

NO. 850—\$8.50 PER DOZ.



NO. 1200—\$12.00 PER DOZ.

## Marchioness Corsets

Are noted for Style and Quality

**Paul Steketee & Sons**  
Wholesale Dry Goods  
Grand Rapids, Michigan

# The Sweater Season Is Here Again

Our stock is full of the leading styles and colors for Men, Women, Boys, Girls and Juveniles, in prices ranging from \$4.50 to \$72.00 per dozen. Mail orders will receive careful attention. 🌸 🌸



**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan



## SALES AND OPENINGS.

## They Tend to Make Clerks More Alert.

Written for the Tradesman.

Fall opening? Why, I'm having it as I go along. Scarcely a week that I don't open a keg of nails or a case of dress goods or something, if it's only a barrel of crackers. When goods were shipped once in six months and folks came to town twice a year to do their trading, the big opening was the only way to work it. It was the only way when I went into business. I remember when I first went to work in Dover Corners how sore I felt at myself and old man Knowles when Ridley Brothers Emporium swung their big announcement. Old man Knowles never paid any attention. He kept only staples and he made his money by trading and not by merchandising, anyhow. When I went into business for myself at Buffalo Hump we still had our openings and we kept pushing them ahead to steal a march on each other until we had the season rushed ahead of the goods, so we finally got together and agreed on a day. That was a good scheme too, brought lots of people to town, gave the women an excuse for visiting all the stores and really made us more trade than the street fair.

But we gradually got out of that. The fashion magazines have changed our ways of doing business in that respect like many others. In these day-by-day times the women begin looking for the goods, so we got in the habit of opening our bengalines and taffetas and ratines and whatever was the going stuff as fast as it came, and announcing it, until there wasn't anything left to have an opening with. Of course, the millinery stores still have theirs and all the women try on all the hats, and for about three days the milliners do all the business there is and the rest of us wonder why we don't go into a line that pays. But not me. I told you, didn't I, how I went into fuss and feathers once?

The Mercantile Company had a style show last spring and I am willing to admit it was a good stunt. I didn't see anything in it when it was put up to me, and that's where I missed it. I wish someone would tell me now whether it's going to be a regular feature or not. If it is, I want to jump in before it gets stale. If it isn't I don't want to copy a year behind. It certainly had all the women going, and for a week after they didn't talk about anything else. Any stunt that will shove a divorce and twins into the background at the sewing circle is strong advertising.

Incidentally it did me a good turn. I was afraid I had loaded up too heavy on ratines last spring—I believe now I had—but it happened the best number in the style show was one of my fall patterns. And Henry at the Mercantile Company hadn't co-ordinated with himself, so he only had a snitch of it. It cleaned me out all right; I sent Henry a box of panatelas after it; he thought it was an

acknowledgment he had put one over. I let him think it. If I do have one, I'm going to know beforehand what they are going to play up and have a full line on that style.

The reason why I more than half believe they will be permanent is that most people have no imagination, women more than men when it comes to clothes, but still very little. So if there is some new article of diet, have a demonstration. If it is a new machine, have a working proof. If it's styles, have a show.

About three women in this town know what's right. They know it before they see or hear of it. That must be the intuition you hear so much about. A dozen more read about it in one of the women's magazines and they can see it from the description. The remainder of them have to see the goods made up before they get the hang of it. But every last one of them can imitate what she sees. That is why, after the millinery openings, we always do a fine business in 50 cent frames and notions. After they have tried on all the hats in the millinery store.

Now that they come to town every week and almost every day, there is another reason for opening the goods as fast as they arrive. Every week we have some announcement. It isn't always dry goods either. It may be preserve jars or peaches or pickles or good old sauerkraut or canned corn or tomatoes or baseballs—no, we don't announce those. The front window is a better advertiser for tops and marbles than the newspaper, and you don't have to tell all the boys—just one. What one boy knows they all do. That's all there is to advertising anyhow, to pass the word along to people interested that you have got the goods, and it doesn't matter much how you do it so long as the word gets to them.

So we are opening something or closing something nearly every day, and that way we keep stock cleaner and turn oftener than when they used to have two sales a year. We are closer to our stock and closer to our public.

Some goods it pays to hold for weather, like thin muslins. A rainy day is a good time not only for umbrellas and overshoes but for stockings. I happened to hear a woman say to her daughter:

"You can't go down street with those stockings, they have a hole in them."

From which I figured that a woman will check up on her hosiery before she starts on a rainy day, and that's a good time to have a special bargain ready.

I never worry much if we get beaten out on an announcement. I had a line of zibelines I was intending to put forward about haying time; it looked like a good feature, and I had my slate full for two or three weeks. Didn't the Mercantile Company announce the same thing one week before. I said nothing, but got out my goods and made the prices rather attractive. Well, there isn't a woman comes in our store that week that

doesn't see our zibelines. Miss Evered sees to that, and I want to say that girl is a jewel, better behind the dry goods counter than any man I ever had. There may have been one or two bought zibelines of the Mercantile Company right from the announcement, but not many. You can depend on a woman to see what the other stores have got. We don't say anything about it; we let on that it has been in our regular stock right along. We try to convey the impression that this is the store that always has everything.

Also it happened we were a shade under the Mercantile Company on our prices. I tried not to get above Henry in marking them, and I guessed just about right. I advertised them after that at these prices "as long as they last." And I noticed Henry had quite a bunch of that stuff in his closing out sale afterwards so I didn't lose much if we were beaten on the announcement.

However, I don't propose to adopt that method for a steady diet. I want to get before the public with the goods as often as I can. About nine times out of ten we hit the same thing the same day. Naturally our shipments come about the same time and we are guided by the same considerations of timeliness, season, weather, pay days, shopping habits and all that.

I was reading a base ball argument about the hit and run game, which was a wonderful invention according to the fellow who wrote it. I couldn't see any difference between that and base ball as we used to play it. It was all trying to see who could make the most runs. I guess it's a good deal the same with merchandising. We are trying to keep the goods coming all the time and keep them moving. That's all there is to merchandising.

whether it's produce or dry goods. But compared with the old style ours seems to be the hit and run game. When they had openings twice a year they used to go to sleep for about five and a half months on a stretch. Now we are always opening something and always closing something, it has a tendency to make the clerks more alert, gives them a glimmer of salesmanship without their knowing it.

John S. Pardee.

## Why the Delay?

Greenberg had taken out an insurance policy on his stock of goods, and three hours later a fire broke out which consumed building and contents. The company could find no ground on which to refuse payment, but in sending the check the following was included in the letter: "We note that your policy was issued at noon on Thursday and the fire did not take place until 3 o'clock the same day. Why this delay?"



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.



## "Kalamazoo" Customers always "come back"

Our oldest customers are our best customers. The longer a concern uses Kalamazoo equipment the harder it is for our competitors to break in. Kalamazoo equipment "grows" on a business man. Bookkeepers who have become used to the simple, easily operated Kalamazoo devices dislike to change to any other system. And the boss who foots the bills—notes with satisfaction that he buys less Kalamazoo equipment—because what he does buy lasts longer.

### Kalamazoo Loose Leaf Binder Company

Manufacturers of the Famous **Kalamazoo** Kalamazoo, Michigan



## Write for the Latest "Buffalo" Catalogue

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

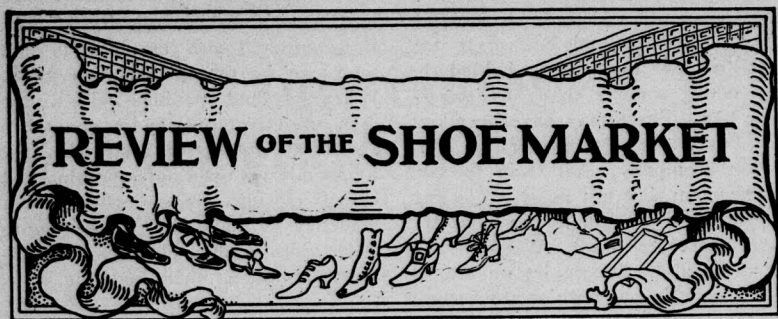
## Buffalo Trunk Mfg. Co.

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

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

THE  
SOLID CONSTRUCTION  
LINE





#### Code of Ethics Adopted for the Shoe Trade.

The annual recommendations of the Conference Committee representing the National Shoe Retailers' Association and the National Boot and Shoe Manufacturers' Association were received from the printer last week. The report of the committee occupies nine pages of a neat 14-page booklet, copies of which are now being distributed to the retail and manufacturing trades.

The conclusions of the committee are the result of several meetings held in New York and Boston. At these meetings the manufacturers and retailers met in a spirit of fairness, each representative realizing that all progress is a matter of compromise, and hence the recommendations of the committee are expected to be accepted as fair both by manufacturers and retailers.

Some of the subjects considered in the report this year, such as standard cartons, size codes, cancellations and deliveries, and size range for making samples, were considered in the committee's report last year. New recommendations, which it is believed will be readily agreed to and followed, refer to the proper adjustment of complaints, that patent leather shoes must not be guaranteed, split shipments to enable manufacturers to run their factories at a normal rate and thus ensure more prompt deliveries, abolition of fixed prices for retailing shoes, and the enactment of a fraudulent advertising or merchandising law in the Nation and the several states. Complaints and Proper Adjustment.

In considering this subject, the committee says that the public has been served with too free a hand in the adjustment of complaints and that it has been led to expect too much. To lessen the number of unworthy adjustments that operate against the dealer and manufacturer, it is recommended that with the sale of each pair of shoes the retailer deliver a ticket setting forth the conditions of sale, as follows:

**We don't mean these shoes will wear FOREVER—We do not guarantee the life of the shoe sole, as one will wear a shoe longer than another. If they rip in unreasonable time we repair them for you. If a bad defect shows up in the making of the shoe we replace with a new pair. Any shoe will wear out, so don't make foolish and unreasonable claims on us. This ticket must be brought back when you come to make claim or we can't make any adjustment for you.**

It is advised that when a consumer returns a worn shoe with a complaint

that the case be adjusted on the basis of the consumer paying for the service and value received from the shoes; that the manufacturer be treated with consideration, and whenever possible to repair the shoes instead of giving a new pair, and that the manufacturer should be charged no more than his proper share of the cost of adjusting the complaint, bearing in mind preventable imperfection in workmanship and leather.

Dealers are cautioned against guaranteeing shoes made of patent leather, enamel and Russia leathers, as well as fabrics of every kind.

#### Size Codes.

Wherever possible the plain English system of marking sizes should be used, and when this is impossible to reduce the system to the simple French system so long in use.

#### Standard Cartons.

The recommendation is again made that whenever a new store is opened, or an old one remodeled, that the shelving be built to accommodate the standard size cartons. The standard measurements, as adopted at the conventions of retailers and manufacturers last January, are as follows:

	Length	Width	Depth.
Men's .....	12¾	6½	4¾
Boys' .....	11¾	6	3¾
Youths' .....	10½	5¼	3½
Women's .....	11½	5½	3½
Misses' .....	10½	4¾	3¾
Children's .....	8¾	4½	2¾

#### Cancellations and Deliveries.

The committee recommends that "to save waste and expense that result from cancellations that retailers be extremely careful in placing orders and to make a purchase in the true spirit of a regular contract."

Manufacturers are urged to use all diligence and care to see that the goods are manufactured and shipped "as near the date specified as it is physically possible to do so." If these suggestions are followed, the committee says that causes of many cancellations and returns will be diminished, and that the amount of floor goods sold to the detriment of manufacturer and retailer will be greatly reduced.

An important new recommendation refers to "split shipments." The committee says that "in order to help manufacturers distribute more evenly, and to do away with the feast and famine system of orders at the factory, shipments should be split by the dealer so that the manufacturer may have a continuous run of shoes and may distribute them over a season with better success. This should be done with due regard to the sea-

## 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.

## Before and After

DID I HSIM I



I SELL R. K. L. SHOES

GET THAT SMILE? Looks satisfied, doesn't he? He is, and all because he is a successful shoe dealer. The secret of his success lies in R.K.L. Shoes.

Turn him around. Don't look so happy now. That is how he looked before selling our shoes. That is how his competitor looks.

Get that R. K. L. smile; it's a habit YOU will PROFIT by.

Rindge, Kalmbach, Logie Company  
Half Century Shoe Manufacturers Grand Rapids, Mich.



sonability of the shoes and the size of the order. This rule would also do much to help the dealer make a greater stock-turnover and keep his merchandise new and fresh.

In returning shoes to the manufacturer, the cheapest way should be considered, whether freight, parcel post or express.

#### Clearance Sales.

In order that the profits of the dealers be better conserved, it is recommended that the time of so-called "Clearance Sales" be curtailed and the profitable selling season be lengthened. In the Northern districts no winter shoes should be cut before February 1 and no summer shoes until August 1.

The committee also says that dealers should purchase their goods closer to the requirements of their trade, and that if this were done there would be less merchandise for the clearance sale season.

#### Disposition of Floor Goods.

The suggestion is renewed that whenever possible manufacturers should dispose of their floor goods, such as cancellations, returns and damaged shoes, to their regular customers and not to job lot specialists. It is also recommended that when a dealer's name is stamped on such goods that it be effaced before the shoes are disposed of.

#### Size of Samples.

In order to make samples more salable, and to lessen the waste that results from making samples of only one size, the committee once again urges the adoption of the recommendation it made in 1913, that its size system for making samples of men's, women's, little men's, youths, boys' cacks, infants, misses' and large misses' shoes in a range of three or four sizes and widths, be adopted by all manufacturers.

#### Fictitious Values and Names.

Once more the committee condemns the custom of some in the trade of stamping fictitious values and names on shoes as a vicious practice and one that should be done away with in justice to the public and as a means of curtailing the questionable merchandising methods of so-called "sample" shoe store.

#### "Pure Shoe" Legislation.

The committee urges all shoe dealers to oppose the passage of "pure shoe" laws, for reasons that are well known to the trade. It recommends as a substitute for this legislation the passage of a strongly drafted fraudulent or merchandising act, so that the shoe industry may have a proper weapon to suppress fraud and improper business practices.

#### Fixed Shoe Prices Unscientific.

One of the important conclusions of the committee is that fixed shoe prices are unscientific and are chains which shackle the trade, because they prevent the shoe business from being elastic and flexible in adapting itself to changed markets, varying conditions of trade in different communities and the differing services of stores. In summing up these conditions, the committee says:

"Every shoe business has its own

particular atmosphere and its own particular talent and service, which will stand or fall as the consumer desires it. In order that the right prices prevail in your business, it is necessary for a dealer to know his entire overhead expense which may be ascertained by the Harvard System of Accounting. Then his legitimate profit should be added to this. Whatever figure results from this method should be the price of the shoe to the consumer. This is scientific and accurate, also fair to the consumer.

"This system will help the retailer and the shoe trade generally out of the rut of the fixed price system—will make it easier to adjust prices in accordance with the rising and falling market of the future—will do away with the unscientific, bungling plan of retailing all kinds of shoes and leathers, regardless of their cost, at one price.

"Your courage to put this system in effect will change your empty till to one with a legitimate profit, and it will soon be proven that the customer is just as ready to pay \$4.25, \$5.30 or \$6.40, as he is any other price, so long as it is fair and just."

Standardizing Retail Shoe Accounting  
The Harvard System of Accounting is, undoubtedly, the best system of accounting a shoe retailer can employ, says the committee. It so plainly sets forth a method of determining a retailer's expenses and profits that he may see his business in a clear, undesirable way. Besides this, it will standardize the accounting in the retail shoe trade so that accurate business comparisons may be secured between different dealers, if desired.

This will lead to systematic and scientific store-keeping so highly desirable. This system may be had for the asking, by addressing the Harvard School of Business Research, Cambridge, Mass.

#### Moral.

In conclusion, the committee says: "The sincere effort that has been made in compiling this booklet by the committee commends and entitles it to the most careful consideration of the shoe trade. It has been done at great expense of time and money, and we earnestly ask the reader to treat it with a serious meaning, first: For your own good; second, for the good of your neighbor; third, for the good of the trade as a whole.

"Should it interest you, see that it interests your fellow-tradesman, for it is only by educational means that we can lift the craft to the standards for which its leaders are striving."

Work is good for boys, but not all boys are good for work.

Many a man has found the lap of luxury an uncomfortable seat.

*Mayer*  
**HONORBILT  
SHOES**

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

## The Dissatisfied Customer

Does not always complain; he merely changes dealers.



No. 494 Tan Veal Stock. Price \$2.60.

**ROUGE REX** agents are prosperous because their trade stands by them. Rouge Rex shoes, made from our own tannages, are repeaters because of their superior fitting and wearing qualities. Every shoe is solid leather, the kind of leather that working men demand in their shoes. They satisfy in style, comfort and service. They are profitable for the dealer.

Samples may now be seen for either immediate or spring delivery. A card will bring catalogue or salesman.

### HIRTH-KRAUSE COMPANY

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

## The MICHIGAN DAIRYMAN'S Shoe

For the Man Who Works



Gambier  
Tanned  
Veal Calf

Flexible  
Oak  
Outsoles

Whole  
Vamps

Sole Leather  
Counters

At \$2.35  
Per Pair

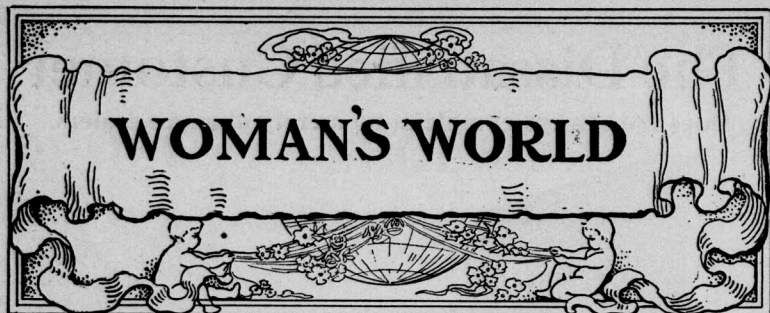
No. T 2001 Plain Toe. No. T 2000 Cap Toe. 5% discount in 30 days.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids





## Two Virtues That Help Make Life Livable.

Written for the Tradesman.

"Trifles make perfection, yet perfection is no trifle," quoth the great Sir Joshua, and no one can dispute the truth of his assertion. It was the watch five minutes late that lost the battle. It is the neglect of some essential detail that ruins the dinner, that mars the color harmony and so destroys the effect of an expensive costume, or subverts some momentous business undertaking. Looked at in this light it seems impossible to exaggerate the importance of trifles.

But there is another side to it. Who is more tiresome than the person who always is laying great stress on the most paltry circumstance or condition, some little insignificant point that can't possibly make a picayune's difference? The society of such a person is wearisome almost beyond endurance, his or her conversation tedious and fatiguing in the extreme.

Many women are born masters of detail. As such they are prone to place undue emphasis on small matters whose importance, if importance there is, does not appeal to the average listener. And a detail fiend is apt to be considerable of a talker—hardly ever fails to be.

So the teacher who is making a strong point of correct English and orthoepy is quite likely to be so much afraid of committing some trifling error in grammar or pronunciation that her talk is positively painful, and her voluminous conversation is apt to run largely to a discussion of minute mistakes in English. The intricacies of our mother tongue are well calculated to keep persons of this type remarkably busy. And the strange part of it is that of the schoolma'ams who spend their days and nights in getting points of language right down fine, no two exactly agree as to what is correct in certain minute distinctions. Their heated arguments regarding such points are entirely lost on common folks.

Some notable housekeepers are as strenuous regarding methods of basting meat and making preserves, as the teachers are about grammar and pronunciation. With the housekeepers also, no two agree. Although the product of one may be to the uninitiated as admirable as the product of the other, each feels bound to maintain that her own is the true and unequalled method.

What is wanted is the type of mind that can be precise on sufficient occasion, but still does not run pre-

cision into the ground. The type of mind that sees to it that the watch is not late when a battle is imminent; that understands that the omission of the decimal point changes thirty dollars into three thousand dollars, and so is not careless as to decimal points; but that also recognizes that whether you say either of either, or the exact pattern of a jelly bag is not properly a matter for fire and sword.

Being Game in Small Difficulties.

Mrs. Hamlin and Mrs. Dunbar were making up a little picnic party and considering whom they should invite.

"I don't know but we ought to ask Mrs. Lambert—she rather belongs in our crowd," remarked Mrs. Hamlin thoughtfully. "But to be frank, I hope something will come up that will prevent her going if we do ask her. Mrs. Lambert is all right; she is nice and bright, dresses well and has good manners, but on a trip like this I confess I'd rather not have her along. You never can tell what may come up on such an excursion, and when anything fails to go just right, Mrs. Lambert never is game.

"It doesn't matter who is to blame or whether anyone is to blame. It may be that she has entered heartily into all the plans and had as good a chance as anyone to prevent the difficulty if it was preventable. It may be the difficulty is something that no one can prevent, like heat or dust or rain. Or maybe something is wrong with the 'eats.' Mrs. Lambert never is game when anything unpleasant occurs. She can't ignore it, she can't drop it and be happy herself and let the rest be happy. She won't do the decent thing and make a bluff of being happy when she isn't. She has to lament every unpleasant circumstance and keep on lamenting it. She isn't a good sport. Altogether I'd rather she'd stay home."

"Oh, Nellie Lambert is a whiner, always was and I guess she always will be," corroborated Mrs. Dunbar. "Sometimes I pity poor Lambert. To think of standing that kind of thing continually! I happened to meet her yesterday on the way to the library. The death of her pet cat Bobbitts and the present price of sugar were the topics uppermost in her mind. Since you know her it is needless to tell you that she is wholly unreconciled to the loss of the cat, whose place in her heart she is very sure never can be filled. The price of sugar she considers 'something awful.'"

"We'll ask her though. But I happen to know she can't go with us because we'll have to pull this picnic off next week or not have it at all,

and she is going to her mother's next week."

"Let's ask Miss Oakford," interposed Mrs. Hamlin. "She's just the person for a trip like this. She isn't pretty, and goodness knows she can't afford decent clothes, and she is long and thin and awkward, but she's game in difficulty and disappointment. She's had all kinds of troubles and always been poor as a church mouse, but you never hear Caroline Oakford lament. She'll really be far better for our picnic than Mrs. Lambert."

Young man and young woman setting out on the trip of matrimony, does it occur to you how much the excursion you are about to attempt resembles an ordinary little picnic? All looks fair and pleasant before you, and you believe you are going to have a wonderfully pleasant time. But matrimony is like a picnic in that it involves a good deal of hard work, and the pleasure is sure to be more or less marred by small difficulties and disappointments. The pet cats die. Sugar advances just when you least can afford to pay an extra price. The marriage service reads, "For better, for worse, for richer, for poorer, in sickness and in health." Dear children, while you hardly can believe it, the poorer and the worse and the

sickness are just as sure to come as the richer and the better and the health. But it is much if you both can meet all your little griefs with a sturdy, undaunted spirit.

I knew a plucky little woman who, shortly after her marriage, went with her husband to live on a farm that was only a clearing in the woods. There were no near neighbors. She was away from her folks and lonely and homesick. "Sometimes I would have to take a good cry when I was all alone by myself," she told me, "but I was careful always to have all traces of tears removed and be looking happy as I could before John came in. I knew he had enough to stand without taking on the load of my troubles."

John was plucky too and never complained of hard times or his heavy work; and so they pulled through to better things.

Dear children, I don't tell you to abandon your idea of taking the matrimonial trip. Just be game.

Quillo.

Some men waste a lot of their time looking for words of encouragement.

If nobody had too much then everybody might have enough.



## Increase Your Business

Intensive retailing presupposes the elimination of waste sales-effort. It does away with the lost time and lost sales resulting from old-time erroneous ideas of selling something that customers do not want.

The modern idea—the efficiency selling-plan—is to sell customers just what they ask for. The public knows, has confidence in, asks for and buys advertised goods.

National Biscuit Company products have become the standard the country over. People have confidence in them—know them, like them, buy them by the millions of packages.

N. B. C. products increase retail-sales-efficiency—they simplify sales-effort—they make business good for every grocer who sells them.

## NATIONAL BISCUIT COMPANY





## BEHIND THE COUNTER

### SELLING CAPACITY.

#### It Indicates the Amount Clerks Should Earn.

Written for the Tradesman.

Duty is a mighty unpleasant word to a good many people. It suggests discipline; and to most of us discipline is decidedly objectionable. We are apt to look upon it as an echo of school days, and unpleasant incidents therein.

Yet, after all, is there anything that the average man needs more than discipline—and, most of all, self discipline?

The young man who protests at the very mention of "duty" and "discipline" will find it worth while, for his own sake, to think that over.

After all, the clerk who devotes himself whole-heartedly to his employer's interests isn't making a needless, causeless or useless sacrifice. He may be giving up a passing attraction now and then; but he is laying, broad and deep, the foundations of a successful life.

There are a lot of little things that it will pay the clerk to remember, for the very simple reason that the clerk who is careless of his employer's interests is apt in a very little while to become careless of his own.

Take that old, old matter of punctuality. Say the store is supposed to open at 7:45 every morning. One clerk gets into the habit of drifting in at 8 o'clock. He says to himself: "There isn't much doing the first hour, anyway. What's the difference if I am behind a few minutes?" Yet those first fifteen minutes are of vital value, since in them the staff which looks ahead can make all the preparations needful for a successful or a busy day. And this habit of preparedness, of forehandedness, of making ready for everything, is worth dollars and cents to any man, in his private affairs. His employment gives him a chance to learn this worth while habit, and get paid while he is learning it.

Then there's your personal attitude toward the customers. You don't like Binks—he's fat and stodgy and unattractive. You don't like to wait on him. But he deals at your store—and it's your store as much as your employer's store, and it's the store's business to give every customer prompt, courteous and careful attention. It's worth dollars and cents to you to learn how to meet and deal with people whom you don't like, for whom you feel an instinctive aversion. And even if there's some personal, private enmity back of your dislike, learn to bury the hatchet

when you're doing business. Don't carry your personal dislikes or private grudges into your employer's business.

Often an enthusiastic clerk who wants to do the right thing by his personal friends gets into the way of giving them an extra half ounce or ounce on the weight. Maybe he gives a special reduction on the price, with a whispered, "Don't say a word to anybody about this." It's because he is trusted that a clerk gets the chance to do these things; but is the clerk who does them worthy of the trust? In business dealings, treat all alike, and be thoroughly just to your employer.

Enthusiasm is a good thing; but often it runs to strange extremes. One of the most enthusiastic clerks I ever knew had a great weakness, veritably, a besetting sin. Wherever she went, she told everything about the inside of the business. Sent out on collections, she gossiped to everyone she met about the slow pays and the bad accounts. She let her friends into the secret of how much Mr. Blank made upon this, that and the other line—and in most cases left the impression that Mr. Blank was a robber just because she didn't know enough of the business to figure in or make allowance for overhead expenses, rent, lighting, insurance, salaries of the salespeople, and the hundred and one items, large and small, which eat up the average storekeeper and reduce his profits perilously near to the vanishing point.

I believe in a clerk being friendly with everybody. The more friends you make, the better for yourself and for the store. If you're the silent, reticent, uncommunicative kind, it will pay you to live up and talk to people. But, when you talk, talk judiciously. Keep a rein on your tongue. Your employer's business isn't a public affair, and he expects you to keep your own counsel and his regarding its inner details. Say pleasant, optimistic things to the people you meet; but regarding the inside of the business, preserve a loyal and judicious silence.

There is lots of opportunity for the dependable clerk. He makes, in the long run, the successful business man. The clerk who is punctual to the minute, who does what he is told to do, who learns to do what he ought to do without waiting to be told, is the sort of clerk for whom merchants are looking. Doing things promptly and as ordered is a habit that anyone can acquire; and it's a habit that, with every repetition, takes you a step

further in the direction of worth while success.

Learn to do things, and to do them right.

And do not cherish a grouch against your work. It doesn't pay. If you're worth more than you're getting, you'll get it, sooner or later, and there's nothing to prevent you from getting it elsewhere, if it's to be had. But be sure you're worth more.

What, after all, constitutes your value to a store? It's your ability to make profits for the man who employs you. You may make them indirectly, by what you do, in the way of window display, interior decoration, unpacking goods, washing windows, or any one of a dozen routine details. Or you may make them directly, in the shape of sales.

What do your daily sales represent to the man who provides your wages? Have you ever stopped to figure it out?

If you haven't, don't stop—but go ahead selling, and at the same time figure. When you're figured a week or two, keeping a rough memorandum of each day's sales, you'll begin to get some accurate conception of your selling capacity. And you'll be mightily inspired to increase that selling capacity; for on your selling capacity is based the amount you ought to earn.

William Edward Park.

#### If You Must Drink.

To the married man who cannot get along without his drinks, the fol-

lowing is suggested as a solution to the bondage of his habit:

First—Start a saloon in your own house.

Second—Be the only customer. You will have no license to pay. Give your wife \$2 to buy a gallon of whisky, and remember there are 69 drinks in one gallon.

Third—Buy your drinks from no one but your wife, and by the time the first gallon is gone she will have \$8 to put in the bank and two to start business again.

Fourth—Should you live ten years and continue to buy booze from her, then die with snakes in your boots, she will have enough money to bury you decently, educate your children, buy a house and lot, marry a decent man and quit thinking about you.

AS SURE AS THE  
SUN RISES

**Voigt's  
CRESCENT  
FLOUR**

**Makes Best Bread  
and Pastry**



#### This Baking Powder Keeps Its Strength

The large can of K C lasts longer than 25 cents worth of other baking powders but no matter how long it takes the user to get to the bottom the last spoonful is guaranteed to give perfect satisfaction. K C raises the nicest, lightest biscuits, cakes and pastry you ever ate, and it is guaranteed pure and wholesome.

*For goodness sake, use K C.*

The above is one of a series of advertisements we are running in daily papers throughout the country. We are spending thousands upon thousands of dollars doing this to help the sales of

#### K C BAKING POWDER

**THIS ALSO HELPS YOU.** All grocers like to sell standard goods—particularly if they comply with the Pure Food Laws and pay a profit. Of course you sell it.

JAQUES MFG. CO., CHICAGO





**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.

#### Practical Pointers On the Sale of Stoves.

Written for the Tradesman.

With the "first touch of autumn chill" the buying of a new stove becomes in every family a real, live issue. Through spring, with its constant expectation of warmer weather, and summer, when nature's warmth made up the deficiency, the problem could be postponed; but the certainty of winter, and winter's near approach, alter the entire face of the question. Hence, the time is a psychological one to push the sale of stoves and ranges.

The buying of a stove or range is, for the average family, a serious, important problem. Few stoves are bought on the spur of the moment. There is long and earnest consideration and discussion beforehand. The hardware dealer who understands and appreciates this fact will appreciate, too, the wisdom of influencing the judgment of his prospective customer when that judgment is still in its formative state. Many are the instances where the general advertising of some firm of stove manufacturers or perhaps of some retail dealer has created, in the purchaser's mind, a strong prejudice in favor of some particular make of stove; so that, although the stove buyer tries to adopt an impartial attitude and to look over every make, he in the end returns satisfied to the make of stove which first interested him.

It pays to advertise a little ahead of the season, if for no other reason because, as a rule, the problem is earnestly discussed in the average family long before the dealer is actually approached. In many instances the purchase is put off from season to season until it can be no longer postponed; and there are very few instances where it is not talked over weeks and months ahead.

Newspaper space should, of course, be used liberally. Even in the latter days of summer a heavy rainfall will often bring a few days cool spell; and a drop in the temperature, even though short-lived, is ample text upon which to hang a warning to "look ahead and select your stove early." This early advertising may not bring immediate or direct returns, but it undoubtedly has its effect. Later in the season the retailer should bring up his heavy guns, and use space liberally and energetically to push his stove sales.

Every merchant has, or should have, if only on the tablets of his memory, a list of prospective stove purchasers whom he has failed to land in previous

seasons. Now is the time to look over this list and get busy. Send along a letter discussing the stove question; back it up with advertising literature. In this letter, as in your newspaper advertising, talk as though you had a very difficult customer on the other side of the counter whom it was absolutely necessary to convince. Or, if you should meet one or other of these prospects, don't be bashful about opening the stove question. If you don't, some merchant more enterprising probably will.

Wherever possible the hardware dealer should try to systematize his "stove prospecting," not merely contenting himself with the present campaign, but looking ahead to future seasons. Thus, he should form the mental habit of "spotting" a prospect instantly. Thus, an acquaintance or perhaps a clerk may remark, casually, that Miss So-and-So is to be married next month. To one merchant this remark would convey no idea beyond the bare fact stated. Another merchant, self-trained to mental alertness, would instantly say to himself: "Here's a stove prospect." And, as a result, he would secure the name of the prospective groom, and commence at once to hustle for the order. Or perhaps a new family is moving to town. There, perhaps, is another chance for an order. Merchants should train themselves and their clerks to watch for these very helpful hints.

Stove prospects secured in this and other ways should be systematically listed; and, if orders are not secured immediately, these lists will furnish material on which to work for future orders.

Attracting the prospect is one phase of the business; selling the stove is another. It is in the first place essential that the stove salesman should thoroughly know his goods. Not merely should he know the stoves he himself is trying to sell, but he should know also the stoves his competitors are trying to sell.

One hardwareman who pushes his stove business energetically makes it a practice, before the season opens, to have a representative of the stove firm hold a conference with his selling staff. In the course of this conference, the stove is demonstrated, so far as possible; every "talking point" is thoroughly explained; explanations are given also of the talking points of competing stoves. Later, the merchant holds conferences with his staff, not all together, but with each. This process takes less time than would appear; and the result is that the staff is pretty well posted before the first purchaser of the season looms on the business horizon.

Where this scheme cannot be carried out, it is still possible for the salesman to secure a great deal of valuable in-

formation by studying the catalogues of his own and competing lines, and by reading their advertisements. All stoves have talking points peculiarly their own, which it is customary to feature; and with these the salesman should be thoroughly acquainted. As a rule, these special features are less important than they seem; but they help to sell a thoroughly good stove.

The salesman should remember that, in practically every instance, the customer has pondered the problem of stove purchasing for a long time. He is not buying on the spur of the moment. Probably he comes to the store with preconceived ideas. The shrewd salesman, far from monopolizing the conversation, will rather endeavor to draw the customer out, and to that end will let the customer do the greater part of the talking. To induce the customer to express himself, to get him to ask questions, and then to adapt your line of argument to the prejudices and preferences disclosed, is the part of good salesmanship.

The best stove salesman is neither the man who knows everything about stoves and tells all he knows, nor the man who knows nothing about stoves and tells all he knows. The best stove salesman is the man who knows all about stoves and tells just as much as may be necessary to clinch a sale.

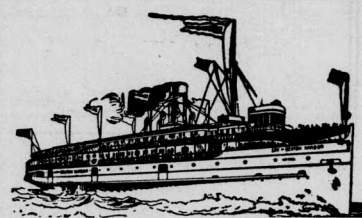
William Edward Park.

#### Why He Left.

"So you have no references?" said Farmer Giles to the boy who offered himself as a farm hand.

"No sir," said the youngster. "But the reason is that I left without ask-

ing for one. You see, when I had been there a month a cow died, and we had to eat it. Some weeks afterward a pig died, and—would you believe it?—we had to eat that. Well, two days ago the old woman died, and so I dug out."



### Chicago Boats Holland Interurban

Special cars direct to  
Graham & Morton  
Steamers

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

#### 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.

## Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.  
Grand Rapids, Mich.

## Michigan Hardware Company

Exclusively Wholesale

Corner Oakes St. and  
Ellsworth Ave.

Grand Rapids, Mich.



## THE MEAT MARKET

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

I often wonder why the average retail butcher seems to think that his show window is just the place to store his old and wornout baskets. I was walking down the main street up here last week and found that the three butchers located on it were firm believers that the best way to dress a window was to put a lot of rubbish in it. And I know that these butchers are not exceptions to the rule. A great many other butchers seem to think the same way.

Isn't it a foolish thing to pay a good price for the use of two good show windows, and then not use them? One-third of the rent you pay for your shop is spent for the windows. Their purpose is not just to give light to the rest of the market, and so save electric light bills. If this were so, it would be cheaper for you to pay for light and let it go at that. They were put there to sell goods, and unless you use them for this purpose the money spend for them is a dead waste.

Every man who sells a food product sells more than just the goods themselves. He sells a flavor and the enjoyment of that flavor. Eating to a majority of the people is a luxury as well as a necessity. If people only ate to live 10 cents a day, even with the present high cost of living, would be enough to keep them alive. But people when they eat want more than just food—they want the enjoyment that goes with it. And the butcher who appeals to this want for enjoyment is the butcher who is going to sell the largest amount of meat in his market.

The show window is the one best bet in making an appeal to this taste. A finely dressed window, showing the attractive side of the goods which the retail butcher has for sale, will draw the people from the street like a magnet draws steel. I don't say that all of these people will become customers, but a great part of them will eventually give you a trial, and if you run your market in the proper way, you will hold them as permanent customers.

There is a butcher I know who made his entire success, and he has a very successful meat market, through the proper use of his show window. Although he did not have mechanical refrigeration, and he has it now, by the way, he closed the back of the window and managed to keep it fairly cool. In winter he displayed actual cuts of meat, in summer he showed

provisions and other goods which were fit for the season. His displays, while not elaborate, were always attention-pulling, and made him most of the customers which are on his books to-day.

Use your window all the time. It is an especially strong salesman during the coming holiday season. Many butchers do an especially large turkey business just because they have used their show windows in the proper way. Holiday trade is always drawn by the window, and the butcher who realizes that will do a large trade.

It makes me tired to hear those butchers who say that meat cannot be sold the same way as anything else. If windows will sell calico, if they will sell shoes, if they will sell clothing, they will sell meat—that's all there is to it. Meat is like anything else, it is a commodity that is sold, and salesmanship plus display plus value plus quality will sell it. Bear that in mind, my boy.

Window display is the best and cheapest advertising you can do. Price signs should always be used. But don't overdo it. Too many butchers make their market like junk shops the way they plaster them over with signs, printed in every color of the rainbow, and meaning nothing at all when they are boiled down. One sign placed properly in a display window, where every one who passes will be sure to see it, is worth twenty small and indistinct ones scattered about in confusion with no system at all. The reason for this is very simple. When there is but one thing to see that one thing has the entire attention of the onlooker centered upon it; but when there are twenty things to see, each one of them gets but a passing glance that leaves no impression at all. It's the same old principle of the one and the three-ring circus; in one there is lots to see, but you see hardly anything; in the other there is not much to see, but you see it all.

Use your windows properly and you will find that your sales will go up with a jump. Neglect them, and you are wasting one-third of the rent you pay for your market. Keep that in mind and act upon it.—Butcher's Advocate.

### When They Gave Away Livers.

Atavism is a new word which I came across the other day. Getting down the dictionary, I found that it means a resemblance to remote ancestors, or a retaining of the peculiarities of the ancestor by the descendant. And you know the first thing

I thought of when I read this definition was the butcher, for if ever a class of tradesmen clung to the peculiarities and prejudices of their predecessors, the retail butchers do.

Thousands of butchers are still living in the past. Their ideas are back in the time when they were young in the business, the good old days as they call them, when they bought beef at a nickel a pound, and so they butcher in exactly the same old way.

By that I do not mean that they haven't raised their prices. They were forced to do that if they wanted to stay in the business, but it does not seem to occur to them that cutting up a bullock which cost them 5 or 6 cents a pound is an entirely different proposition to cutting up one which cost them 14 or 15 cents. They keep on trimming the stuff they sell in the same old way, and they still continue to hand out fat and bones just as they did in the days when meat was cheap.

I remember the time mighty well when butchers used to give their customers liver without ever thinking of charging a cent for it. Of course, it didn't cost them anything, for every time they bought a carcass a liver was thrown in with it. Even when the wholesaler got wise to himself and started to charge 4 or 5 cents a pound for liver, the generous butcher still continued to give a great deal of it away. He had to in order to hold his trade, and as it had been a universal custom for many years he was never able to refuse it to his customers without a mighty strong kick from them.

This practice killed the profit, and sometimes caused a loss on all the liver handled. When a butcher bought a ten pound liver in those days at 5 cents a pound, and then gave away half of it, as long as he got 10 cents a pound for the balance his loss was only confined to the paper bags he put it in and the general cost of handling it. But in a majority of cases he gave away more than half, and as a result went deep into the hole.

But when the wholesale price of liver began to creep up until it got to be around 10 cents, it became a serious matter to give it away. Butchers began to gradually do away with the custom until to-day it has been entirely accomplished. Nowadays no customer ever thinks of asking for a piece of liver to color the soup with or to feed the cat or dog. They know that it is no use to ask, so they buy what they need.

It's funny to see how much less they need now that they have to pay their good money for it. A lot of people must have gotten rid of their cats since they can no longer feed them at the butcher's expense, and a lot more find that their soup is just as good without the liver as it was in the days when they grafted it from their butchers.

Those were the good old days for the public. A woman walked into a shop and bought 10 cents' worth of soup meat. With it she demanded and got, without an extra penny be-

ing charged, a big knuckle bone, a piece of liver for the soup and an extra piece for the cat. And all for that dime, too.

There's a good story about giving away liver; it has always made me smile. An indignant little girl complained to her butcher who had given her a stale piece of liver "for the cat" the day before that her mother told her to tell the butcher "that mother wants you to give me good liver for the cat after this, because the last piece was so bad that mamma couldn't eat it."

Necessity drove the butchers to stop giving away liver, so those that really want it are now willing to pay for it.

The giving away of liver, however, was never so important as the giving away the immense quantities of fat and bones which now find their way over the retail butchers' block absolutely free of charge. This was a serious detriment to the butcher business when beef was cheap, and now that beef is dear, it has become just so much more serious. There have been attempts to abolish the custom and charge extra for all fat and bones which the customers wanted, but it has seemed impossible to get concerted action among the butchers, and their attempts have failed.

But why, in the name of everything, if the retail butcher could do away with the free distribution of liver, can't he stop the giving away of fat and bones, and at least get all that is coming to him?—Butchers' Advocate.

### Be a Man.

It takes a little courage,  
And a little self control,  
And some grim determination,  
If you want to reach a goal.  
It takes a deal of striving,  
And a firm and stern set chin,  
No matter what the battle,  
If you're really out to win.

There's no Easy Path to Glory,  
There's no Rosy Road to Fame;  
Life, however we may view it,  
Is no simple parlor game;  
But its prizes call for fighting,  
For endurance and for grit,  
For a rugged disposition,  
And a 'don't-know-when-to-quit.'

You must take a blow or give one,  
You must risk and you must lose,  
And expect that in the struggle  
You will suffer from a bruise,  
But you mustn't wince or falter,  
If a fight you once begin;  
Be a man and face the battle—  
That's the only way to win.

Louise Kiser.

Honesty always pays—but it's often slow.

### 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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#### SUCCESSFUL SALESMEN.

##### F. L. Dickson, Who Represents the H. L. Willing Co.

Fred Louis Dickson has traveled in Michigan so many years that one is led to think that he is older than he really is or looks. Mr. Dickson or "Dick," as he is known to all over the State, was born in Detroit, November 15, 1870. After receiving his education in the public schools he accepted his first position with the old Detroit Knitting Works, at the age of 18 years. He remained with this house for eighteen years, working his way up from doing menial work about the factory to that of salesman in a very short time.

When this house dissolved he became a stockholder in the firm of Hamburger & Silberman, now the Hamburger Co., also acting as representative for the concern. He continued in this capacity for a little over six years, until the firm re-organized. "Dick" did not remain jobless many hours before he was induced by the H. L. Willing Co., manufacturer of the Fast Mail Overalls, to represent it on the territory where he was so well known and respected. He is now with this house and has been instrumental in increasing its business in the State.

In 1893 he married Miss Esther Brozo, of Detroit, the union proving an exceptionally happy one. Three children, one daughter and two sons, have come to bless their home: Louise, 20 years; Fred, 19, who is with the First National Bank, and Harvey, 15, who is still attending school.

Mr. Dickson, while of a quiet nature is nevertheless always sparkling over with clean wholesome humor. His clean methods and gentlemanly bear-

ing have won him many friends, both with the trade and others whom he has come in contact. He is a great lover of out of door sports and never misses an opportunity to make good use of a fish pole and line or witness a base ball game.

Mr. Dickson is not affiliated with



any fraternal order, for as he aptly says, "I find my fraternity among my friends on the road and my wife and children at home."

##### Southern California Not a Bed of Roses.

San Deinos, Cal., Sept. 10.—This is a little place located about thirty miles nearly due east of Los Angeles, toward Riverside and San Bernardino in the foothills of the mountains right in the orange belt with nice groves in all directions, with cool evening but hotter than the d— in the middle of the day. The prices of orange groves (like everything else here in Old California among roses and continued sunshine, to hear the boosters tell about it) are so high that unless one has lots of money he cannot afford to have one, ranging all the way from \$2,000 to \$4,000 per acre, depending entirely on the condition of the soil, growth of trees and the location. I am told by some of the old heads that the soil and location might be ideal in one place and a few hundreds rods—maybe not more than 100—would make all the difference you could imagine. I am not driving any automobile this year, but they have the finest roads in the land and they can be used every day in the year. To tell you the truth about it, any one who lives in Southern California and wants to enjoy life should have an automobile.

I am glad to know that everything in Old Michigan is in such fine condition and also that business conditions are improving. Out here some say that they think they can see a little change for the better, but nine out of ten I meet—and I meet from twenty-five to 100 every day—tell me the same hard luck story—that the hard freeze in January of last year, followed by a dry season, and then

the general depression all over the country does not make them feel like letting go of any money for my line of goods or any thing else to give away. (Do you see the point?) Then, again, in so many of these little places they have what they call Manufacturers and Merchants' Associations and agree among themselves not to use anything in the line of advertising, and then again some of them—the real smart ones—have the nerve to tell me (because I am from the East and am representing an Eastern house) that they don't believe in buying of Eastern houses, but must patronize their Western friends. And these self same ones know mighty well that if it were not for tourists from the East coming out here to part with their coin they would have to quit business. Believe me, they will skin you to a finish if they have the least bit of a chance. When they bear on so hard they get up my Scotch a little. It doesn't take me long to tell them where to get off at. There is one thing certain—when I have been in this land one year I will know more about it than the most of those who have been here ten. I am covering the territory, seeing the different places and sections of the country, and at the same time taking in some of the sights that I can not help but see. At the same time, day after day, week after week, month in and month out, I am meeting new faces and different people. It gets mighty lonesome and it would seem good to meet a smiling face like your own, even if we were always scraping. Even with all of the disadvantages that I am laboring under, I am doing some business every week and most of the time good business, but the expense in traveling in this country takes off the profits more than back in Old Michigan, and I am fully determined in one thing and that is if a man can sell the advertising line where the purchaser knows when he orders it that it is to be given away and he can not possibly realize any direct profit, he can sell any line on the market, even if it is wooden nutmegs. Just bear in mind, if you should happen to see some one who wants a man to travel or hold some responsible position or act as a Western representative, either salary or commission, if the business is worthy of consideration. Most any state would do or if the job included several or all of the United States, I would not object. We expect to see you the early part of the year, for the time to visit the two expositions, in my opinion, would be when the weather is not so good there. It will soon be ten months since we rolled out of the Valley City and it all depends whether it will be ten months more or not.

Fred.

##### Why Not Protest Against German Atrocities?

Detroit, Sept. 8.—When an army, or body of people, in warfare destroys a city like Louvain, when undefended, in sheer wantonness, on no better pretext than individual assaults on its soldiers, if we have a government, if that government is ordinarily intelligent, civilized—I do not say Christian—there should be no time lost in sending a remonstrance to the ambassador of the power whose soldiers are committing such atrocities.

If we thought it our duty not only to decline to recognize Huerta, even to lecture a foreign executive on his conduct, and to prescribe to a foreign government as to its procedures, where a single assassination was the act complained of, what shall be said to an autocratic Kaiser that renders homeless 45,000 people, and destroys one of the most beautiful cities in the world, with architecture that is priceless and cannot be replaced; that threatens to remove whole galleries of art and levies enormous sums of

money, before war is finally determined? Is Secretary Bryan still at Chautauqua?

It seems to me that in Mexico we strained at a gnat; that in Belgium we swallow a camel.

While the peace should be kept rigidly, I cannot consider it judicious, or right, to refrain from condemnation of this needless, senseless, brutal, wicked, hellish war, or of those who initiated it.

I observe the plea of Germany that it is an issue between the Slavonic and Teutonic civilizations, and minor claims. What ridiculous bosh! Why not frankly say that the war is a war for colonies, and a war for a dynasty? The Dual Monarchy has become with Germany a triple monarchy. It would be red-handed for Germany to go picking up Balkan provinces; but Austria, next door, can make pretexts for doing so, and Germany can back her up in such acquisitions. It is significant that Germany first declared war; logically, it should have been Austria to make such declaration.

If Germany wanted to avert war, all she had to do was to say to Austria, "Keep out of Serbia," where Austria had no right, or business, to be. It was as simple as that. Any one can see that Germany is trying to establish, and maintain, a belt through Central Europe, from the Baltic to the Adriatic, stretching as broadly as possible north, of course, excluding Russia from the south.

It is equally obvious that if the rising tide of Socialism in Germany creeps up much farther, and faster, it will seriously imperil the Hohenzollern dynasty. A war usually unifies a people, submerging their differences; it has done so largely, already, in the various nations involved. Hence, the war.

I do not care to prophesy, but what if the following results should come out of the war:

After a long, devastating, bloody war, the German army thoroughly beaten.

Alsace-Lorraine restored to France; and possibly the French boundary extended to the Rhine—the natural one.

The enormous indemnity extorted from France in 1870 restored, and a suitable indemnity be given by Germany to all the powers she has brought into war.

The Hohenzollern dynasty completely uprooted.

A genuine republic established. Such terms insisted upon as shall make it impossible, so far as human foresight can effect it, that there shall be any further disturbance of the peace, during the present century at least.

All the above is what every true, intelligent friend of Germany should sincerely wish, making a positive discrimination between the German people at large and the present government, which has added to the burdens of civilization generally, beyond what has been known besides for a century past.

Then, instead of a people given over to money and militarism, drunk with power and lust of empire, we might have a people of Humboldts, of Goethes, Jean Pauls, Schillers, Mendelssohns, and of other similar names.

This war is the crime of the century, and should be so stigmatized by every thoughtful, conscientious person.

Julius Gugler.

Only a foolish woman ever tries to reform a man by roasting him.

#### HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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



**Gabby Gleaning From Grand Rapids.**

Grand Rapids, Sept. 14.—Henry J. Beld and Edward Bekius, two young men of Beaverdam, have formed a copartnership under the name of Beld & Bekius and have bought the stock of general merchandise of S. B. Dell, at Dennison. Both of these young men have a pleasing personality and are hustlers and will doubtless make many friends and customers in their new location. They plan to not only run the general store, but to buy veal, poultry, produce, etc., which they will dispose of in the Grand Rapids market. Those who know these energetic young business men predict for them a marked success.

Frank E. Smith has recovered from his recent injury and is back on the road for him firm.

Albert Gish, who recently met with a painful accident at the Canadian Soo, has so far recovered as to be able to call on the trade again.

Connie Mac has nothing on Scott Van Etta, of Marcellus, when it comes to getting a crack baseball team together. Scott and his bunch of braves challenged the Mendon team to a game recently, which was played with a resulting score of 2 to 0 in favor of the Marcellus boys after a fourteen inning contest. Only two errors were made during the game and these were made by the Mendon team. Scott is one of the hustling young business men of Marcellus, being one of the promoters of the Marcellus Supply Co., whose products are sold extensively not only in Michigan but in other states. Scott injects the same enthusiasm into his baseball team that he does into his business, which accounts for the team's success.

George A. Eggleston, 1111 Madison Square, is down to our neighboring village of Detroit attending the State Fair and is telling the natives of that agricultural berg that they ought to invest some of the proceeds of their rural products in a New Home sewing machine. Knowing George as we do, we do not hesitate to say that if any one not interested in agriculture should approach him, he would not have any trouble in getting George to sharpen his pencil preparatory to closing a deal.

Charles T. Nason, 317 Henry avenue, representing the Geo. M. Clark Stotve Co., Chicago, left September 10 for Toronto, Montreal, Quebec and other Canadian points.

Archie McDonald and wife, of Douglas, were in Grand Rapids the first of the week to see the opening performance of "The Calling of Dan Matthews." Archie Mac is connected with the firm of H. A. McDonald & Son, Douglas.

Judging by the way the valuation of the property of the Mayor of Grand Rapids has been boosted by the State Tax Commission, we are lead to believe that even the editor of this journal couldn't have hit him any harder had he been a member of said State Tax Commission.

About seven years ago, two brothers, Orin and Isaac Wolbrink, of Allendale, were looking for a location to go into business. They were directed to the little town of Ganges, which is situated near Pier Cove, on the banks of Lake Michigan. Upon visiting this place, which has been called the Garden of Michigan, they were so favorably impressed with the beautiful surrounding country, with its magnificent orchards and its good business prospects, that they at once closed a deal for the general store of Scott Eddy. Time has proven the wisdom of their choice of location, as they have increased the business done by their predecessor many times over and now have one of the most complete and attractive stocks of general merchandise to be found in Western Michigan. Wol-

brink Bros. deserve the success they have achieved. They are courteous, painstaking, energetic, wide-awake merchants who command the respect of all who do business with them. While these genial merchants have been successful in business, they have not forgotten the old adage, "All work and no play makes Jack a dull boy." They are both enthusiastic motorists and in a joking way they admit that they drive two automobiles and a ford. If all merchants in Michigan were as considerate as the firm of Wolbrink Bros., the way of the traveling man would be made much smoother. Continued success and prosperity to them!

Ben A. Reid, who for a number of years has been buyer for the A. M. Todd Co. store at Campana, has resigned and his position has been taken by Jay Burch, who was formerly with the First State Bank at Fennville. Mr. Burch has had quite a little experience in merchandising and will doubtless be successful in his new position. A little mascot has just arrived at his home bearing the name of Catherine Maxine Burch. Weight, nine pounds.

Mr. and Mrs. Benjamin Wiegart, of Douglas, were Grand Rapids visitors last Sunday and Monday. Mr. Wiegart, although one of the youngest business men in Douglas, has an up-to-date grocery store in that place whose business is second to none and is constantly increasing.

All U. C. T. members who own real estate in Grand Rapids ought to get busy at once and investigate as to the assessed valuation put upon their property by the new State Tax Commission. While the cost of living has been constantly going up, the salaries of the traveling men of today are about on a par with former years, and any move to cut down unnecessary or unjust expenses are in line. The assessed valuation of some property in the city has been constantly boosted to figures out of proportion to original cost and in some instances small improvements have resulted in excessive valuations being placed upon property. No commercial man will object to paying a just tax, but inflated values placed upon our property meet with our distinct disapproval.

John C. Stein, who was formerly engaged in the dry goods business in Allegan and who now deals in real estate, has one of the finest fruit farms in Western Michigan, located near Fennville. This year his fine orchards show a result of the painstaking care they have received and the trees are fairly loaded with choice fruit, which proves that our merchant farmers can be as successful as those who have always tilled the soil.

Vote NO on the proposed amendment to the State constitution which will put the U. C. T. out of business.

At the meeting of the Bagmen of Bagdad last Saturday evening, a ways and means committee was appointed to secure the applications of additional members. The committee consists of William Francke, Walter N. Burgess and J. J. Dooley.

William E. Sawyer.

**Lansing Traveling Man is Married.**

Corunna, Sept. 15.—Miss Mabel Johnson, daughter of Mrs. Ida Johnson, and Bert B. Vafure, a traveling salesman with headquarters in Lansing, were married here by Rev. C. E. Doty, of the M. E. church. They will reside in Lansing. The bride has been employed as book-keeper by the Owosso Baking Co.

J. J. Frost, the well known Lansing traveling man, in renewing his subscription to the Tradesman for the steenth time, writes: "It is a package of information I would not know how to get along without."

**Mighty Madcaps From Muskegon.**

Muskegon, Sept. 14.—Some of the boys are wondering where we are going to put the Michigan State League pennant if we get it, as we have no flag pole at the ball park. Don't worry, boys, we can stick one there in short order.

George Beck has bought the E. Davis grocery stock at Greenville.

Greenville had her county fair last week and farmers for miles around came. Mr. Green, of the Phelps House, showed himself to be a gentleman and friend of the traveling boys. When all the rooms were taken and a commercial man came and asked for a room, Mr. Green gave him his room, while he had to sleep in one of the chairs. Favors like this should not be easily forgotten. All U. C. T. should boost the Phelps House.

John Westing, of New Era, is visiting his brother at Holland this week.

Kardux & Karsten are the new proprietors of the Albert Hidding grocery store at Holland. Both are well known and well liked boys, so no reason why, with hard work, they will not succeed.

The Kronic Kicker says he is too busy with peaches to write for the Tradesman. Good thing peach season will soon be over, for we surely miss Ches.

Our Senior Counselor has worked hard for the success of our Council and all the boys ought to show up at the meeting next Saturday. Our Council meets in the Maccabee hall. All visiting brethren are invited. Keep the officers busy and bring in a new member.

One of the best friends we have is the cook at the Shelby House. If you don't believe us, ask the clerk. Milton Steindler.

**Interesting Notes From an Interesting City.**

Owosso, Sept. 14.—The regular meeting of Owosso Council, No. 218, was pulled off on schedule time last Saturday evening. Owing to the absence of the Senior Counselor and the Secretary and all the other members excepting two, the meeting was called to order by Gus Stephan and closed by George W. Haskell. Time, two minutes.

The 6:20 a. m. motor on the T. & A. A. was held up fourteen minutes this morning waiting for Fred Hanifan. A messenger was dispatched to ascertain the cause and found Fred all dolled up sitting on his porch, taking his annual vacation.

C. V. Page is carrying a map of the location of the war in Europe and putting in over time studying German evenings. Figuring that if Germany cleans up on the whole bunch over there they might tackle the United States next, he wants to be in shape to tell 'em that he "Ain't done nothing!"

This will be Jim Brown's last month on the road at present. He will be found at the cigar store of Brown & Gray or Gray & Brown, whichever color wins in the toss up. Call around, boys, and see which wins.

The boys who called on J. D. Royce last Sunday morning found him in the hen coop with a curry comb in his hand. County fair at Owosso this week, you know.

A. D. Chase, a retired traveling salesman and U. C. T., is now in the retail shoe trade. He has become so disgruntled over the late unpleasantness between Germany and France that he threw a customer out of the store last week for smoking Prince Albert in a French briar pipe.

F. G. De Hart, the Vickeryville merchant, has remodeled his home into an up-to-date residence.

The Dolan House, Sheridan, is again changing hands. Mr. and

Mrs. Dolan will be ready to welcome the old friends and patrons again next week. Honest Groceryman.

**Further Facts Regarding Frank Nixon.**

Adrian, Sept. 14.—The Tradesman last week announced the death of Frank L. Nixon, which occurred at Kalamazoo September 3.

Mr. Nixon came of Lenawee pioneers, being descended from William Nixon, a business man for years in the early days and Thomas E. Bonner, business man, machinist and mechanic of early days, and the son of Franklin B. Nixon, city recorder for Adrian for fifteen years, dying in office and Maria Bonner Nixon.

He was born in August, 1865 when the family home was at the corner of Clinton and Maple avenue, then Railroad street, grew up and was educated here, later locating in Kalamazoo, which was his headquarters during the time he was on the road, except for a few years spent in Cadillac. He was one of the best known commercial travelers in Michigan, although during his last years of business activity he was store keeper at the Michigan State Hospital.

Mr. Nixon was an active member of the People's church, while in fraternal circles he had been identified with the Elks for twenty years. He was one of the most popular and highly respected of the business men in Kalamazoo.

Surviving are the widow, who was a well known Kalamazoo girl, and the mother who resides at Twin Falls, Idaho, one brother, William E. Nixon, of Twin Falls, Idaho, and two sisters, Grace, a former teacher in the public schools now married and living in Washington, and Josephine, a younger sister, married to an Oklahoma minister.

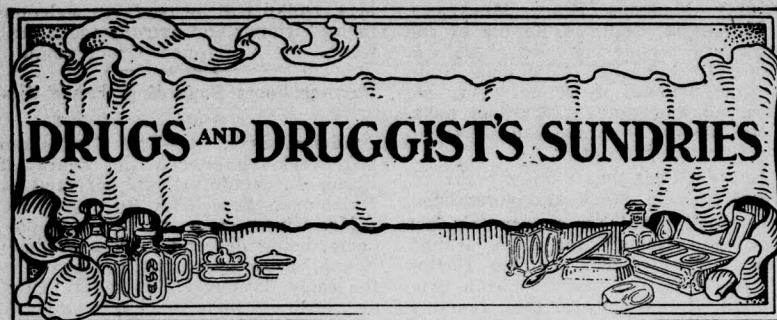
Marquette Mining Journal: L. A. Boyd, formerly representative of the Northern Hardware Co., of Menominee in this territory, has been in Marquette and other Upper Peninsula towns the past few days introducing P. E. Crothers, who will have charge of the Menominee house's trade in the counties that Mr. Boyd formerly covered. Mr. Boyd, who now represents the Northern Hardware Co. in Wisconsin territory, expects to leave for his home to-day. Mr. Crothers, who has been a resident of Grand Rapids, will make his home in Marquette and will soon bring his family here.

James B. Shaughnessy (Michigan Hardware Co.) has suffered a slight relapse at St. Mary's hospital, due to pus formations, which has forced him to relinquish his wheel chair for the bed. His attending physician insists that he ought to remain quiet for two months, which is a pretty hard thing for an Irishman to do, especially a live Irishman like Mr. Shaughnessy. His route was covered last week and the week before by Mr. Spindler. This week Archie Upton is covering the territory. Next week Mr. Spindler will be on the job again.

The underpaid employee is under constant temptation to help himself to other people's money.

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





**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. Selzer, 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. Kirchgressner.  
 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.**

(Continued from last week.)

On the soda fountain was a grape juice tank which had inside of it an ice pocket which displaced much of the flowing grape. For that reason the amount the tank really contained was a hard matter to estimate. How well I remember the evening when a student we used to call "Potty," probably because of his figure, which was on the flower pot order, came into the store with four other fellows and offered to bet the soda man (we won't say who he was) that he could drink all the juice in the tank. The soda clerk sized up the tank and to himself estimated that it contained nine five-ounce glasses. We used to dilute the pure juice half and half and sweeten with syrup eight ounces to the gallon mixture. It was far more palatable this way, and also more satisfactory to the boys in five-ounce quantities for five cents. Arrangements were finally concluded. "Potty" was to drink the contents of the tank in fifteen minutes. If he could not he was to pay double the price per glass, and if he succeeded it cost him nothing. "Potty" started, but he never finished. Next to the last glass (there were ten in the tank) the soda man saw that he was lost. The grape was getting very sour to "Potty," and when on the ninth glass the dispenser dropped almost a teaspoonful of acid phosphate into the glass "Potty" balked. One swallow and he made for the alley. We always felt that a favor had been done "Potty" in liberating the juice, for it might have made him very ill. It is a reminder of the manicure and the millionaire. The former asked the latter for a testimonial and he wrote the following: "'Tis a divine providence that shapes our ends." Who shall say that the divine providence

in this case was not the soda man?

In the days before ice cream was so common the college boys insisted that chocolate sodas and such drinks be tossed or thoroughly mixed by being thrown from glass to glass. The new dispenser usually practiced with soap suds in the back room. One dispenser was offered a dollar if he could throw a coffee egg back of his neck. Foolishly, he tried it, but his neck got in the way. He never heard the last of it. At another time this same soda man was asked by an over-particular customer to shake his egg up with carbonated water. The new dispenser tried it with a thin fourteen-ounce glass. Why record the result?

An intoxicated ruralite went to roost on the sill of the store one evening in the summer time. He refused to move and showed fight. Above all else we were a most peaceable lot and so we held a consultation. There was a screen between his anatomy and the cellar via the transom, and one of us touched him with a pin. It produced only a volley of oaths which caused regret for the deed. Then we uncoupled a soda tank and trained it on the transom. He moved, and quickly, too, but when he found he was not injured he went back defiantly and sat down. We tried the tank again, but he seemed to enjoy it. Finally one of us climbed to the flat roof over the second story and emptied two pails of water on his head. The miniature Niagara had the desired effect. All of his latent energies were roused and it required the services of two of our local police officers to put him in jail.

The next morning he was set free without punishment and we gave him a "bromo" for the morning after. He proved to be a rather decent sort of a chap.

Jokes at the prescription counter, it will be noticed, have had no mention. The prescription counter is no place for them, and I have nothing to tell of that department of the drug store unless it be of a situation or two that arose without being sought.

Doctor Smith—call him that because it is not his right name—sent in a prescription by a foreigner. It called for suppositories which were duly prepared. The directions were, "one at bed time," and among the ingredients I can remember one most distinctly—one that every drug clerk is fond of incorporating in a hand-made suppository—iodoform. Next morning bright and early Dr.—er—Smith (I almost said it—) called up and wanted to know what in the devil we had put in those suppositories, as

the man had complained of his wife being much worse; in fact, very ill. The compounding was explained carefully, and it finally dawned on the doctor that she might have swallowed it, which surmise afterward proved to be correct.

That is a reminder of the lady who brought back the empty capsules and asked to have the little bottles filled again, and the doctor who puzzled the clerk with an order for a non-astringent tannic acid throat tablet.

The label on a bottle of pills caused a man to write for information concerning his brother, G. C. Round, whose name he said he had fortunately noticed on the bottle. He would appreciate any knowledge we might impart, as he was anxious to meet his brother, whom he had not seen in years.

The writer has long ago ceased to wonder at the situations that come up in a drug store. The drug business has an intensely human side; and is there really any place where human nature can be studied at close range to such a good advantage?

H. S. Noel.

#### **Consideration of Customers.**

Consideration of customers—is a long title for politeness, but that is what it all amounts to. Too often we fail to apply thought and consideration to the making of a sale. Some people consider their work well performed if they supply the immediate wants of the customer in hand.

To make satisfactory sales and sat-

isfied customers we should anticipate the tastes and desires of the patrons. One does not have to be a mind reader to know that a stout woman does not want something that is going to make her look stouter or a thin woman anything that will make her look thinner.

It does not require a great deal of teaching to give yourself or your salespeople an idea of color harmony; that they might more readily suggest a piece of dress goods that will prove satisfactory to the purchaser, not only in the store when the pleasure of possession blinds cool judgment but later when viewed by impartial friends and acquaintances.

I can readily understand how you are most apt to overlook what some people would term "details" or "little things" by being too close to your own business. Look into these things instead of over them—you will find it very profitable. First arouse interest in your customers—and you or your salespeople can then readily create a desire on the customer's part for articles that are in perfect balance and harmony with them.

Emerson, keen old Yankee philosopher that he was, said: "Don't argue—illustrate." So in showing the goods don't argue at a customer or with him or her. Illustrate the selling points by facts and not illusions.

The chap who wants to grow to be a business man will not find Laura Jean Libbey the best mental food any more than a potato is the best physical food.

## 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



## WHOLESALE DRUG PRICE CURRENT

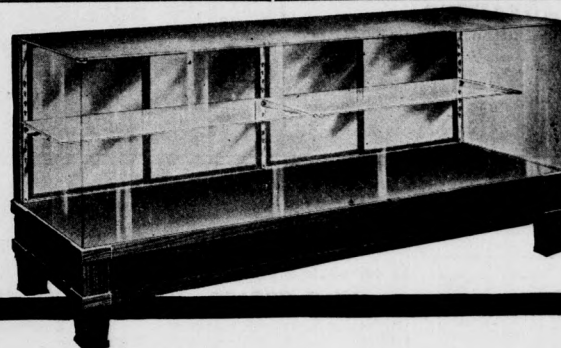
Prices quoted are nominal, based on market the day of issue.

<b>Acids</b>		Mustard, true	9 00@9 50	Ipecac	75
Acetic	6 @ 8	Mustard, artif'l	4 50@5 00	Iron, clo.	60
Boric	10 @ 15	Neatsfoot	80@ 85	Kino	80
Carbolic	58 @ 60	Olive, pure	2 50@3 50	Myrrh	1 05
Citric	1 50@1 75	Olive, Malaga,		Nux Vomica	70
Muriatic	1 3/4 @ 5	yellow	@ 2 00	Opium	2 75
Nitric	6 1/2 @ 10	Olive, Malaga,		Opium, Capmh.	90
Oxalic	35 @ 40	green	@ 2 00	Opium, Deodor'd	70
Sulphuric	1 3/4 @ 5	Orange sweet	@ 2 50	Rhubarb	70
Tartaric	90 @ 95	Organum, pure	@ 2 50		
<b>Ammonia</b>		Organum, com'l	@ 2 75		
Water, 26 deg.	6 1/2 @ 10	Pennyroyal	@ 3 50		
Water, 18 deg.	4 1/2 @ 8	Peppermint	@ 3 50		
Water, 14 deg.	3 1/2 @ 6	Rose, pure	16 00@18 00		
Carbonate	13 @ 16	Rosemary Flowers	@ 1 35		
Chloride	15 @ 30	Sandalwood, E.			
<b>Balsams</b>		L.	@ 7 00		
Copaiba	75@1 00	Sassafras, true	@ 1 10		
Fir (Canada)	1 75@2 00	Sassafras, artif'l	@ 60		
Fir (Oregon)	40@ 50	Spearmint	@ 4 50		
Peru	3 00@3 25	Sperm	90@1 00		
Tolu	1 00@1 25	Tansy	@ 5 75		
<b>Berries</b>		Tar, USP	30@ 40		
Cubeb	85 @ 90	Turpentine, bbls.	@ 55 1/2		
Fish	15 @ 20	Turpentine, less	60@ 65		
Juniper	30 @ 35	Wintergreen, true	@ 5 00		
Prickly Ash	@ 50	Wintergreen, sweet			
<b>Barks</b>		birch	@ 2 50		
Cassia (ordinary)	25 @ 30	Wintergreen, art'l	@ 1 25		
Cassia (Salgon)	65@ 75	Wormseed	3 50@4 00		
Elm (powd. 30c)	25 @ 30	Wormwood	6 00@6 50		
Sassafras (pow. 30c)	@ 25				
Soap Cut (powd. 40c)	30 @ 35	<b>Potassium</b>			
<b>Extracts</b>		Bicarbonate	30 @ 35		
Licorice	26 @ 30	Bichromate	20 @ 25		
Licorice powdered	30 @ 35	Bromide	85 @ 95		
<b>Flowers</b>		Carbonate	35 @ 40		
Arnica	30 @ 40	Chlorate, xtal and			
Chamomile (Ger.)	55 @ 60	powdered	35 @ 40		
Chamomile (Rom)	55 @ 60	Chlorate, granular	@ 45		
<b>Gums</b>		Cyanide	40 @ 50		
Acacia, 1st	50 @ 55	Iodide	@ 3 85		
Acacia, 2nd	45 @ 50	Permanganate	75 @ 80		
Acacia, 3d	40 @ 45	Prussiate, yellow	@ 50		
Acacia, Sorts	@ 30	Prussiate, red	@ 1 50		
Acacia, powdered	55 @ 60	Sulphate	15 @ 20		
Aloe (Barb. Pow)	22 @ 25	<b>Roots</b>			
Aloe (Cape Pow)	20 @ 25	Alkanet	20 @ 25		
Aloe (Soc. Pow.)	40 @ 50	Blood, powdered	20 @ 25		
Asafoetida	75 @ 1 00	Calamus	@ 75		
Asafoetida, Powd.		Elecampane, pwd.	15 @ 20		
Pure	@ 1 00	Gentian, powd.	20 @ 30		
U. S. P. Powd.	@ 1 25	Ginger, African,			
Camphor	1 10 @ 1 25	powdered	15 @ 20		
Guaiac	50 @ 55	Ginger, Jamaica	22 @ 25		
Guaiac, powdered	55 @ 60	Ginger, Jamaica,			
Kino	70 @ 75	powdered	22 @ 28		
Kino, powdered	75 @ 80	Goldenseal pow.	7 00@7 50		
Myrrh	@ 40	Ipecac, powd.	2 75@3 00		
Myrrh, powdered	@ 50	Licorice	14 @ 16		
Opium	12 00@12 25	Licorice, powd.	12 @ 15		
Opium, powd.	14 00@14 25	Orris, powdered	20 @ 25		
Opium, gran.	15 00@15 25	Poke, powdered	75 @ 1 00		
Shellac	28 @ 35	Rhubarb	75 @ 1 25		
Shellac, Bleached	30 @ 35	Rhubarb, powd.	25 @ 30		
Tragacanth		Rosinweed, powd.	25 @ 30		
No. 1	2 75@3 00	Sarsaparilla, Hond.	@ 65		
Tragacanth pow	1 25@1 50	ground	@ 65		
Turpentine	10 @ 15	Sarsaparilla Mexican,			
<b>Leaves</b>		ground	50 @ 55		
Buchu	2 25@2 50	Squills	20 @ 25		
Buchu, powd.	2 50@2 75	Squills, powdered	40 @ 60		
Sage, bulk	25 @ 30	Tumeric, powd.	12 @ 15		
Sage, 1/4s loose	30 @ 35	Valerian, powd.	25 @ 30		
Sage, powdered	30 @ 35				
Senna, Alex	50 @ 60	<b>Seeds</b>			
Senna, Tinn.	35 @ 40	Anise	20 @ 25		
Senna, Tinn powd	25 @ 30	Anise, powdered	@ 25		
Uva Ursi	15 @ 20	Bird, 1s	@ 12		
<b>Oils</b>		Canary	20 @ 25		
Almonds, Bitter,		Caraway	18 @ 25		
true	7 00@7 50	Cardamon	2 25@2 50		
Almonds, Bitter,		Celery	40 @ 50		
artificial	@ 1 00	Coriander	@ 25		
Almonds, Sweet,		Dill	25 @ 30		
true	1 25@1 50	Fennel	@ 30		
Almonds, Sweet,		Flax	4 1/2 @ 8		
imitation	50 @ 60	Flax, ground	4 1/2 @ 8		
Amber, crude	25 @ 30	Poenugreek, pow.	10 @ 15		
Amber, rectified	40 @ 50	Hemp	@ 10		
Anise	2 75@3 00	Lobelia	@ 10		
Bergamont	7 50@8 00	Mustard, yellow	16 @ 20		
Cajeput	1 25@1 40	Mustard, black	16 @ 20		
Cassia	@ 2 00	Mustard, powd.	20 @ 25		
Castor, bbls. and		Poppy	15 @ 20		
cans	12 1/4 @ 15	Quince	@ 1 50		
Cedar Leaf	90 @ 1 00	Rape	@ 15		
Citronella	1 00@1 10	Sabadilla	@ 35		
Cloves	@ 2 00	Sabadilla, powd.	@ 40		
Cocoonut	20 @ 25	Sunflower	@ 10		
Cod Liver	1 50@1 75	Worm American	15 @ 20		
Cotton Seed	80 @ 1 00	Worm Levant	@ 1 00		
Croton	2 00@2 25				
Cupbebs	4 25@4 50	<b>Fluctures</b>			
Egigeron	@ 2 50	Aconite	@ 75		
Eucalyptus	@ 85	Aloes	@ 65		
Hemlock, pure	@ 1 00	Arnica	@ 75		
Juniper Berries	2 00@2 25	Asafoetida	@ 1 35		
Juniper Wood	40 @ 50	Belladonna	@ 1 65		
Lard, extra	85 @ 1 00	Benzoin	@ 1 00		
Lard, No. 1	75 @ 90	Benzoin Compo'd	@ 1 00		
Laven'r Flowers	@ 80	Buchu	@ 1 50		
Lavender, Gar'n	1 25@1 40	Cantharides	@ 1 30		
Lemon	3 50@4 00	Capsicum	@ 90		
Linseed, boiled, bbl	@ 60	Cardamon	@ 1 50		
Linseed, bbl. less	66 @ 70	Cardamon, Comp.	@ 1 00		
Linseed, raw, bbls	@ 59	Catechu	@ 60		
Linseed, raw, less	65 @ 69	Cinchona	@ 1 05		
		Colchicum	@ 75		
		Cubeb	@ 1 20		
		Digitalis	@ 80		
		Gentian	@ 75		
		Ginger	@ 95		
		Guaiac	@ 1 05		
		Guaiac Ammon.	@ 80		
		Iodine	@ 2 00		
		Iodine, Colorless	@ 2 00		

## FOOTE &amp; 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 &amp; 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

## THE LONG AND SHORT OF IT

A short talk over the Citizens Long Distance Lines settles the question

Copper Metallic Circuits

We reach practically every point in Michigan

CITIZENS TELEPHONE COMPANY

## 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

Mushrooms Button  
Split Peas  
Rolled Oats

## DECLINED

Flour

## Index to Markets

## By Columns

		1	2
		AMMONIA	Beans
		12 oz. ovals 2 doz. box 75	Baked 85@1 30
		AXLE GREASE	Bloomington 18 1/2
		Frazer's	Carson City 18 1/2
		1lb. wood boxes, 4 doz. 3 00	Wax 75@1 25
		1lb. tin boxes, 3 doz. 2 35	Blueberries
		3 1/2 lb. tin boxes, 2 doz. 4 25	Standard 1 80
		10lb. pails, per doz. 6 00	Gallon 7 25
		15lb. pails, per doz. 7 20	Ciams
		25lb. pails, per doz. 12 00	Little Neck, 1lb. 1 00
		BAKED BEANS	Little Neck, 2lb. 1 50
		No. 1, per doz. 45@ 90	Clam Bouillon
		No. 2, per doz. 75@1 40	Burnham's 1/2 pt. 2 25
		No. 3, per doz. 85@1 75	Burnham's pts. 3 75
		BATH BRICK	Burnham's qts. 7 50
		English 95	Corn
		BLUING	Fair 65@ 70
		Jennings'	Good 90@1 00
		Condensed Pearl Bluing	Fancy 1 30
		Small C P Bluing, doz. 45	French Peas
		Large C P Bluing, doz. 75	Monbadon (Natural)
		BREAKFAST FOODS	per doz. 1 75
		Apetizo, Biscuits 3 00	Gooseberries
		Bear Food, Pettijohns 2 13	No. 2, Fair 1 50
		Cracked Wheat, 24-2 2 50	No. 2, Fancy 2 35
		Cream of Wheat, 35-2 4 50	Hominy
		Cream of Rye, 24-2 3 00	Standard 85
		Posts Toasties, T. 2 80	Lobster
		No. 2 2 80	1/2 lb. 1 85
		Posts Toasties, T. 2 80	1/4 lb. 3 15
		No. 3 2 80	Mackerel
		Farinose, 24-2 2 70	Mustard, 1lb. 1 80
		Grape Nuts 2 70	Mustard, 2lb. 2 80
		Grape Sugar Flakes 2 50	Soused, 1 1/2 lb. 1 60
		Sugar Corn Flakes 2 50	Soused, 2lb. 2 75
		Hardy Wheat Food 2 25	Tomato, 1lb. 1 50
		Postma's Dutch Cook 2 75	Tomato, 2 1/2 2 80
		Holland Rusk 2 90	Mushrooms
		Kellogg's Toasted Rice	Buttons, 1/2s @ 15
		Biscuit 3 30	Buttons, 1s @ 30
		Kellogg's Toasted Rice	Buttons, 1s @ 25
		Flakes 2 80	Oysters
		Kellogg's Toasted Wheat	Cove, 1lb. @ 85
		Biscuit 3 30	Cove, 2lb. @ 1 60
		Kellogg's Krumbles 2 70	Plums
		Krinkle Corn Flakes 2 00	Plums 90@1 35
		Maple-Wheat Flakes, 3 doz. 2 85	Pears in Syrup
		Maple-Wheat Flakes, 3 doz. 2 85	No. 3 cans, per doz. 1 50
		Maple-Wheat Flakes, 3 doz. 2 85	Peas
		Maple-Wheat Flakes, 3 doz. 2 85	Marrowfat 90@1 00
		Maple-Wheat Flakes, 3 doz. 2 85	Early June 1 10@1 25
		Maple-Wheat Flakes, 3 doz. 2 85	Early June siftd 1 45@1 55
		Maple-Wheat Flakes, 3 doz. 2 85	Peaches
		Maple-Wheat Flakes, 3 doz. 2 85	No. 10 size can pie @ 3 25
		Maple-Wheat Flakes, 3 doz. 2 85	Pineapple
		Maple-Wheat Flakes, 3 doz. 2 85	Grated 1 75@2 18
		Maple-Wheat Flakes, 3 doz. 2 85	Sliced 95@2 60
		Maple-Wheat Flakes, 3 doz. 2 85	Pumpkin
		Maple-Wheat Flakes, 3 doz. 2 85	Fair 90
		Maple-Wheat Flakes, 3 doz. 2 85	Good 90
		Maple-Wheat Flakes, 3 doz. 2 85	Fancy 1 00
		Maple-Wheat Flakes, 3 doz. 2 85	Gallon 2 40
		Maple-Wheat Flakes, 3 doz. 2 85	Raspberries
		Maple-Wheat Flakes, 3 doz. 2 85	Standard @
		Maple-Wheat Flakes, 3 doz. 2 85	Salmon
		Maple-Wheat Flakes, 3 doz. 2 85	Warrens, 1 lb. Tall 2 30
		Maple-Wheat Flakes, 3 doz. 2 85	Warrens, 1 lb. Flat 2 40
		Maple-Wheat Flakes, 3 doz. 2 85	Red Alaska 1 70@1 75
		Maple-Wheat Flakes, 3 doz. 2 85	Med Red Alaska 1 40@1 45
		Maple-Wheat Flakes, 3 doz. 2 85	Pink Alaska @ 1 15
		Maple-Wheat Flakes, 3 doz. 2 85	Sardines
		Maple-Wheat Flakes, 3 doz. 2 85	Domestic, 1/4s 3 75
		Maple-Wheat Flakes, 3 doz. 2 85	Domestic, 1/2 Mustard 3 75
		Maple-Wheat Flakes, 3 doz. 2 85	Domestic, 3/4 Mustard 3 25
		Maple-Wheat Flakes, 3 doz. 2 85	French, 1/4s 7@14
		Maple-Wheat Flakes, 3 doz. 2 85	French, 1/2s 13@23
		Maple-Wheat Flakes, 3 doz. 2 85	Sauer Kraut
		Maple-Wheat Flakes, 3 doz. 2 85	No. 3, cans 90
		Maple-Wheat Flakes, 3 doz. 2 85	No. 10, cans 2 40
		Maple-Wheat Flakes, 3 doz. 2 85	Shrimps
		Maple-Wheat Flakes, 3 doz. 2 85	Dunbar, 1st doz. 1 45
		Maple-Wheat Flakes, 3 doz. 2 85	Dunbar, 1 1/2 doz. 2 50
		Maple-Wheat Flakes, 3 doz. 2 85	Succotash
		Maple-Wheat Flakes, 3 doz. 2 85	Fair 90
		Maple-Wheat Flakes, 3 doz. 2 85	Good 1 20
		Maple-Wheat Flakes, 3 doz. 2 85	Fancy 1 25@1 40
		Maple-Wheat Flakes, 3 doz. 2 85	Strawberries
		Maple-Wheat Flakes, 3 doz. 2 85	Standard 95
		Maple-Wheat Flakes, 3 doz. 2 85	Fancy 2 25
		Maple-Wheat Flakes, 3 doz. 2 85	Tomatoes
		Maple-Wheat Flakes, 3 doz. 2 85	Good 1 05
		Maple-Wheat Flakes, 3 doz. 2 85	Fancy 1 35
		Maple-Wheat Flakes, 3 doz. 2 85	No. 10 3 10
		Maple-Wheat Flakes, 3 doz. 2 85	CARBON OILS
		Maple-Wheat Flakes, 3 doz. 2 85	Barrels
		Maple-Wheat Flakes, 3 doz. 2 85	Perfection 10
		Maple-Wheat Flakes, 3 doz. 2 85	D. S. Gasoline 14
		Maple-Wheat Flakes, 3 doz. 2 85	Gas Machine 22.9
		Maple-Wheat Flakes, 3 doz. 2 85	Deodor'd Nap'a 13
		Maple-Wheat Flakes, 3 doz. 2 85	Cylinder 29 @34 1/2
		Maple-Wheat Flakes, 3 doz. 2 85	Engine 16 @22
		Maple-Wheat Flakes, 3 doz. 2 85	Black, winter 8 @10
		Maple-Wheat Flakes, 3 doz. 2 85	CATSUP
		Maple-Wheat Flakes, 3 doz. 2 85	Snider's pints 2 35
		Maple-Wheat Flakes, 3 doz. 2 85	Snider's 1/2 pints 1 35
		Maple-Wheat Flakes, 3 doz. 2 85	CHEESE
		Maple-Wheat Flakes, 3 doz. 2 85	Acme @17
		Maple-Wheat Flakes, 3 doz. 2 85	Bloomington @17
		Maple-Wheat Flakes, 3 doz. 2 85	Carson City @17
		Maple-Wheat Flakes, 3 doz. 2 85	Hopkins @17
		Maple-Wheat Flakes, 3 doz. 2 85	Brick @18
		Maple-Wheat Flakes, 3 doz. 2 85	Leiden @15
		Maple-Wheat Flakes, 3 doz. 2 85	Limburger @15 1/2
		Maple-Wheat Flakes, 3 doz. 2 85	Pineapple 40 @60
		Maple-Wheat Flakes, 3 doz. 2 85	Edam @85
		Maple-Wheat Flakes, 3 doz. 2 85	Sap Sago @24
		Maple-Wheat Flakes, 3 doz. 2 85	Swiss, domestic @20
		Maple-Wheat Flakes, 3 doz. 2 85	CHEWING GUM
		Maple-Wheat Flakes, 3 doz. 2 85	Adams Black Jack 55
		Maple-Wheat Flakes, 3 doz. 2 85	Adams Sappota 55
		Maple-Wheat Flakes, 3 doz. 2 85	Beeman's Peppin 55
		Maple-Wheat Flakes, 3 doz. 2 85	Beechnut 60
		Maple-Wheat Flakes, 3 doz. 2 85	Chiclets 1 25
		Maple-Wheat Flakes, 3 doz. 2 85	Colgan Violet Chips 60
		Maple-Wheat Flakes, 3 doz. 2 85	Colgan Mint Chips 60
		Maple-Wheat Flakes, 3 doz. 2 85	Dentyne 1 10
		Maple-Wheat Flakes, 3 doz. 2 85	Flag Spruce 55
		Maple-Wheat Flakes, 3 doz. 2 85	Juicy Fruit 55
		Maple-Wheat Flakes, 3 doz. 2 85	Red Robin 55
		Maple-Wheat Flakes, 3 doz. 2 85	Sen Sen (Jars 80 pkgs, \$2.20) 55
		Maple-Wheat Flakes, 3 doz. 2 85	Spearmint, Wrigleys 55
		Maple-Wheat Flakes, 3 doz. 2 85	Spearmint, 5 box jars 3 00
		Maple-Wheat Flakes, 3 doz. 2 85	Spearmint, 3 box jars 1 80
		Maple-Wheat Flakes, 3 doz. 2 85	Trunk Spruce 55
		Maple-Wheat Flakes, 3 doz. 2 85	Yucatan 55
		Maple-Wheat Flakes, 3 doz. 2 85	Zeno 60
		Maple-Wheat Flakes, 3 doz. 2 85	CHICORY
		Maple-Wheat Flakes, 3 doz. 2 85	Bulk 5
		Maple-Wheat Flakes, 3 doz. 2 85	Red 7
		Maple-Wheat Flakes, 3 doz. 2 85	Eagle 6
		Maple-Wheat Flakes, 3 doz. 2 85	Frank's 7
		Maple-Wheat Flakes, 3 doz. 2 85	Soheuer's 7
		Maple-Wheat Flakes, 3 doz. 2 85	Red Standards 1 60
		Maple-Wheat Flakes, 3 doz. 2 85	White 1 60
		Maple-Wheat Flakes, 3 doz. 2 85	CHOCOLATE
		Maple-Wheat Flakes, 3 doz. 2 85	Walter Baker & Co. 22
		Maple-Wheat Flakes, 3 doz. 2 85	German's Sweet 22
		Maple-Wheat Flakes, 3 doz. 2 85	Premium 22
		Maple-Wheat Flakes, 3 doz. 2 85	Caracas 28
		Maple-Wheat Flakes, 3 doz. 2 85	Walter M. Lowney Co. 29
		Maple-Wheat Flakes, 3 doz. 2 85	Premium, 1/4s 29
		Maple-Wheat Flakes, 3 doz. 2 85	Premium, 1/2s 29
		Maple-Wheat Flakes, 3 doz. 2 85	CLOTHES LINE
		Maple-Wheat Flakes, 3 doz. 2 85	No. 40 Twisted Cotton 95
		Maple-Wheat Flakes, 3 doz. 2 85	No. 50 Twisted Cotton 1 30
		Maple-Wheat Flakes, 3 doz. 2 85	No. 60 Twisted Cotton 1 70
		Maple-Wheat Flakes, 3 doz. 2 85	No. 80 Twisted Cotton 2 00
		Maple-Wheat Flakes, 3 doz. 2 85	No. 50 Braided Cotton 1 00
		Maple-Wheat Flakes, 3 doz. 2 85	No. 60 Braided Cotton 1 25
		Maple-Wheat Flakes, 3 doz. 2 85	No. 80 Braided Cotton 1 85
		Maple-Wheat Flakes, 3 doz. 2 85	No. 50 Sash Cord 1 75
		Maple-Wheat Flakes, 3 doz. 2 85	No. 60 Sash Cord 2 00
		Maple-Wheat Flakes, 3 doz. 2 85	No. 60 Jute 90
		Maple-Wheat Flakes, 3 doz. 2 85	No. 72 Jute 1 00
		Maple-Wheat Flakes, 3 doz. 2 85	No. 60 Sisal 90
		Maple-Wheat Flakes, 3 doz. 2 85	Galvanized Wire
		Maple-Wheat Flakes, 3 doz. 2 85	No. 20, each 100ft. long 1 90
		Maple-Wheat Flakes, 3 doz. 2 85	No. 19, each 100ft. long 2 10
		Maple-Wheat Flakes, 3 doz. 2 85	No. 20, each 100ft. long 1 00
		Maple-Wheat Flakes, 3 doz. 2 85	No. 19, each 100ft. long 2 10
		Maple-Wheat Flakes, 3 doz. 2 85	COCOA
		Maple-Wheat Flakes, 3 doz. 2 85	Baker's 37
		Maple-Wheat Flakes, 3 doz. 2 85	Cleveland 41
		Maple-Wheat Flakes, 3 doz. 2 85	Colonial, 1/4s 35
		Maple-Wheat Flakes, 3 doz. 2 85	Colonial, 1/2s 33
		Maple-Wheat Flakes, 3 doz. 2 85	Epps 42
		Maple-Wheat Flakes, 3 doz. 2 85	Hershey's, 1/4s 30
		Maple-Wheat Flakes, 3 doz. 2 85	Hershey's, 1/2s 28
		Maple-Wheat Flakes, 3 doz. 2 85	Huyler 36
		Maple-Wheat Flakes, 3 doz. 2 85	Lowney, 1/4s 34
		Maple-Wheat Flakes, 3 doz. 2 85	Lowney, 1/2s 34
		Maple-Wheat Flakes, 3 doz. 2 85	Lowney, 3/4s 33
		Maple-Wheat Flakes, 3 doz. 2 85	Lowney, 5 lb. cans 33
		Maple-Wheat Flakes, 3 doz. 2 85	Van Houten, 1/4s 12
		Maple-Wheat Flakes, 3 doz. 2 85	Van Houten, 1/2s 12
		Maple-Wheat Flakes, 3 doz. 2 85	Van Houten, 3/4s 12
		Maple-Wheat Flakes, 3 doz. 2 85	Van Houten, 1s 12
		Maple-Wheat Flakes, 3 doz. 2 85	Wan-Hta 36
		Maple-Wheat Flakes, 3 doz. 2 85	Webb 33
		Maple-Wheat Flakes, 3 doz. 2 85	Wilber, 1/4s 33
		Maple-Wheat Flakes, 3 doz. 2 85	Wilber, 1/2s 32
		Maple-Wheat Flakes, 3 doz. 2 85	COCOANUT
		Maple-Wheat Flakes, 3 doz. 2 85	Dunham's per lb.
		Maple-Wheat Flakes, 3 doz. 2 85	1/4s, 5lb. case 30
		Maple-Wheat Flakes, 3 doz. 2 85	1/4s, 5lb. case 29
		Maple-Wheat Flakes, 3 doz. 2 85	1/4s, 15lb. case 29



6

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 00
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	per doz. 1 00
Festino	2 50
Nabisco, 10c	1 00
in bulk, per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

CREAM TARTAR	
Barrels or Drums	60
Boxes	70
Square Cans	72
Fancy Caddies	77

DRIED FRUITS	
Apples	
Evapor'd Choice blk	10 1/2
Evapor'd Fancy pkg.	

Apricots	
California	15@17
Citron	
Coriscan	18
Currants	
Imported 1 lb. pkg.	10 1/2
Imported, bulk	10 1/2
Peaches	
Muir's—Choice, 25lb.	7 1/2
Muir's—Fancy, 25lb.	8 1/2
Fancy, Peeled, 25lb.	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. 3 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 lb. packages	1 50
Bulk, per 100 lbs.	4 00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20

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

Pearl Barley	
Chester	3 15
Empire	

Peas	
Green, Wisconsin, bu.	2 50
Green, Scotch, bu.	2 50
Split, lb.	5 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 1/2 to 2 in.	7
1 1/2 to 2 in.	9
1 1/2 to 2 in.	11
2 in.	15
3 in.	20

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

Linen Lines	
Small	20
Medium	26
Large	34

7

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 00
No. 2, 1 1/4 oz. flat	1 75

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	

Winter Wheat	
Purity Patent	5 60
Sunburst	6 40
Wizard Flour	5 30
Wizard Graham	5 30
Matchless	5 40
Wizard, Gran. Meal	4 80
Wizard Buckwh't cwt	3 40
Rye	4 40
Valley City Milling Co.	
Lily White	5 85
Light Leaf	5 35
Graham	2 35
Granena Health	2 45
Gran. Meal	2 15
Bolted Med.	2 05

Voigt's Crescent	
Voigt's Royal	6 25
Voigt's Flour	5 85
Voigt's Hygienic Graham	4 75
Watson-Higgins Milling Co.	
Perfection Buckwheat	
Flour	6 50
Perfection Flour	5 60
Tip Top Flour	5 20
Golden Sheaf flour	4 75
Marshall's Best Flour	6 75

Worden Grocer Co.	
Quaker, paper	5 75
Quaker, cloth	5 85
Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	5 85
Worden Grocer Co.	
American Eagle, 1/2 s	6 00
American Eagle, 1/4 s	5 90
American Eagle, 1/8 s	5 80
Spring wheat	
Roy Baker	
Mazetta	6 30
Golden Horn, bakers	6 20
Wisconsin Rye	5 20
Bohemian Rye	5 50
Juason Grocer Co.	
Ceresota, 1/2 s	6 60
Ceresota, 1/4 s	6 70
Ceresota, 1/8 s	6 80

Voigt Milling Co.	
Columbian	6 35
Worden Grocer Co.	
Wingold, 1/2 s cloth	6 80
Wingold, 1/4 s cloth	6 70
Wingold, 1/8 s cloth	6 60
Wingold, 1/2 s paper	6 65
Wingold, 1/4 s paper	6 60

Meal	
Bolted	4 60
Golden Granulated	4 80
New Red	
New White	95
Oats	
Michigan carlots	48
Less than carlots	50

Corn	
Carlots	85
Less than carlots	87
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.	4 90
Mason, can tops, gro.	1 30

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr.	14 00
Knox's Acid'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 35
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Hides	
Green, No. 1	12
Green, No. 2	11
Cured, No. 1	13 1/2
Cured, No. 2	12 1/2

8

Calfskin, green, No. 1	
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	
1/4 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls.	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.	
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25

Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 28	
oz.	5 75
Olive Chow, 2 doz. cs.	2 25

PICKLES	
Medium	
Barrels, 1,200 count	7 75
Half bbls., 600 count	4 38
5 gallon kegs	1 90

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

Gherkins	
Barrels	14 00
Half barrels	6 50
5 gallon kegs	2 50

Sweet Small	
Barrels	17 00
Half barrels	9 25
5 gallon kegs	3 50

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

PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd	1 50

No. 572, Special	
No. 98 Golf. satin fin.	2 00
No. 808, Bicycle	2 00
No. 632 Tour'n't whist	2 25

POTASH	
Babbitt's, 2 doz.	1 75

PROVISIONS	
Barreled Pork	
Clear Back	24 00@25 00
Short Cut Cl'r	23 00@24 00
Bean	21 50@22 00
Brisket, Clear	23 00@23 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	
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4

20 lb. pails	
10 lb. pails	advance 1/2
5 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.	
Hams, dried beef	
sets	29 @ 30
California Hams	14 @ 14 1/2

Picnic Bolled	
Hams	19 1/2@20
Bolled Hams	30 @ 30 1/2
Minced Ham	14 @ 14 1/2
Bacon	18 @ 18 1/2


9

Sausages	
Bologna	13 @ 13 1/2
Liver	9 1/2@10
Frankfort	13 @ 13 1/2
Pork	13 @ 14
Veal	11
Tongue	11
Headcheese	10

Beef
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# SPECIAL PRICE CURRENT

12	13	14
<b>Smoking</b> Bull Durham, 5c ..... 5 85 Bull Durham, 10c ..... 11 52 Bull Durham, 15c ..... 17 28 Bull Durham, 8 oz. .... 3 60 Bull Durham, 16 oz. .... 6 72 Buck Horn, 5c ..... 5 76 Buck Horn, 10c ..... 11 52 Briar Pipe, 5c ..... 6 00 Briar Pipe, 10c ..... 12 00 Black Swan, 5c ..... 5 76 Black Swan, 14 oz. .... 3 50 Bob White, 5c ..... 6 00 Brotherhood, 5c ..... 6 00 Brotherhood, 10c ..... 11 52 Brotherhood, 16 oz. .... 5 05 Carnival, 5c ..... 5 76 Carnival, 1/2 oz. .... 39 Carnival, 16 oz. .... 40 Cigar Clip'g, Johnson 30 Cigar Clip'g, Seymour 30 Identity, 3 & 16 oz. .... 30 Darby Cigar Cuttings 4 50 Continental Cubes, 10c 90 Corn Cake, 14 oz. .... 2 55 Corn Cake, 7 oz. .... 1 45 Corn Cake, 5c ..... 5 76 Cream, 50c pails ..... 4 76 Cuban Star, 5c foil ..... 7 72 Cuban Star, 16 oz. pls 3 72 Chips, 10c ..... 10 30 Dills Best, 1/2 oz. .... 79 Dills Best, 3/4 oz. .... 77 Dills Best, 16 oz. .... 73 Dixie Kid, 5c ..... 48 Duke's Mixture, 5c ..... 5 76 Duke's Mixture, 10c ..... 11 52 Duke's Cameo, 5c ..... 5 76 Duke, 5c ..... 5 76 F. F. A., 4 oz. .... 5 04 F. F. A., 7 oz. .... 11 52 Fashion, 5c ..... 6 00 Fashion, 16 oz. .... 5 28 Five Bros., 5c ..... 5 76 Five Bros., 10c ..... 10 53 Five cent cut Plug ..... 29 F O B 10c ..... 11 52 Four Roses, 10c ..... 96 Full Dress, 1/2 oz. .... 72 Glad Hand, 5c ..... 48 Gold Block, 10c ..... 12 00 Gold Star, 50c pail ..... 4 70 Gall & Ax. Navy, 5c 5 76 Growler, 5c ..... 42 Growler, 10c ..... 94 Growler, 20c ..... 1 85 Giant, 5c ..... 5 76 Giant, 40c ..... 3 96 Hand Made, 2 1/2 oz. .... 50 Hazel Nut, 5c ..... 5 76 Honey Dew, 10c ..... 12 00 Hunting, 5c ..... 38 I X L, 5c ..... 6 10 I X L, in pails ..... 3 90 Just Suits, 5c ..... 6 00 Just Suits, 10c ..... 12 00 Kiln Dried, 25c ..... 2 45 King Bird, 1/2 oz. .... 2 16 King Bird, 10c ..... 11 52 King Bird, 5c ..... 5 76 La Turke, 5c ..... 5 76 Little Giant, 1 lb. .... 28 Lucky Strike, 10c ..... 96 La Redo, 3 oz. .... 10 80 La Redo, 8 & 16 oz. .... 38 Myrtle Navy, 10c ..... 11 52 Myrtle Navy, 5c ..... 5 76 Maryland Club, 5c ..... 50 Mayflower, 5c ..... 5 76 Mayflower, 10c ..... 96 Mayflower, 20c ..... 1 92 Nigger Hair, 5c ..... 6 00 Nigger Hair, 10c ..... 10 70 Nigger Head, 5c ..... 5 40 Nigger Head, 10c ..... 10 56 Noon Hour, 5c ..... 48 Old Colony, 1-12 gro. 11 52 Old Mill, 5c ..... 5 76 Old English Crve 1 1/2 oz. 96 Old Crop, 5c ..... 5 76 Old Crop, 25c ..... 20 P. S., 8 oz. 30 lb. cs. 19 P. S., 3 oz., per gro. 5 70 Pat Hand, 1 oz. .... 63 Patterson Seal, 1 1/2 oz. 48 Patterson Seal, 3 oz. .... 96 Patterson Seal, 16 oz. 5 00 Peerless, 5c ..... 5 76 Peerless, 10c cloth ..... 11 52 Peerless, 10c paper ..... 10 80 Peerless, 20c ..... 2 04 Peerless, 40c ..... 4 08 Plaza, 2 gro. case ..... 5 76 Plow Boy, 5c ..... 5 76 Plow Boy, 10c ..... 11 40 Plow Boy, 14 oz. .... 4 70 Pedro, 10c ..... 11 93 Pride of Virginia, 1 1/2 77 Pilot, 5c ..... 5 76 Pilot, 14 oz. doz. .... 2 10 Prince Albert, 5c ..... 48 Prince Albert, 10c ..... 96 Prince Albert, 8 oz. .... 3 84 Prince Albert, 16 oz. 7 44 Queen Quality, 5c ..... 48 Rob Roy, 5c foil ..... 5 76 Rob Roy, 10c gross ..... 10 52 Rob Roy, 25c doz. .... 2 10 Rob Roy, 50c doz. .... 4 10 S. & M., 5c gross ..... 5 76 S. & M., 14 oz., doz. .... 3 20 Soldier Boy, 5c gross 5 76 Soldier Boy, 10c ..... 10 50	Pilot, 7 oz. doz. .... 1 05 Soldier Boy, 1 lb. .... 4 75 Sweet Caporal, 1 oz. .... 60 Sweet Lotus, 5c ..... 6 00 Sweet Lotus, 10c ..... 12 00 Sweet Lotus, per dz. 4 35 Sweet Rose, 2 1/4 oz. .... 30 Sweet Tip Top, 5c ..... 50 Sweet Tip Top, 10c ..... 1 00 Sweet Tips, 1/4 gro. .... 10 08 Sun Cured, 10c ..... 98 Summer Time, 5c ..... 5 76 Summer Time, 7 oz. .... 1 65 Summer Time, 14 oz. 3 50 Standard, 5c foil ..... 5 76 Standard, 10c paper 8 64 Seal N. C. 1 1/2 cut plug 70 Seal N. C. 1 1/2 Gran. 63 Three Feathers, 1 oz. .... 52 Three Feathers, 10c ..... 1 52 Three Feathers and Pipe combination ..... 2 25 Tom & Jerry, 14 oz. 3 60 Tom & Jerry, 7 oz. .... 1 80 Tom & Jerry, 3 oz. .... 76 Trout Line, 5c ..... 5 90 Trout Line, 10c ..... 11 00 Turkish, Patrol, 2-9 5 76 Tuxedo, 1 oz. bags ..... 48 Tuxedo, 2 oz. tins ..... 96 Tuxedo, 20c ..... 1 90 Tuxedo, 80c tins ..... 7 45 Twin Oaks, 10c ..... 96 Union Leader, 50c ..... 5 10 Union Leader, 25c ..... 2 60 Union Leader, 10c ..... 11 52 Union Leader, 5c ..... 6 00 Union Workman, 1 1/2 5 76 Uncle Sam, 10c ..... 10 38 Uncle Sam, 8 oz. .... 2 25 U. S. Marine, 5c ..... 5 76 Van Bibber, 2 oz. tin 48 Velvet, 5c pouch ..... 48 Velvet, 10c tin ..... 96 Velvet, 8 oz. tin ..... 3 84 Velvet, 16 oz. can ..... 7 68 Velvet, combination cs 5 76 War Path, 5c ..... 6 00 War Path, 20c ..... 1 60 Wave Line, 3 oz. .... 40 Wave Line, 16 oz. .... 40 Way up, 2 1/2 oz. .... 5 75 Way up, 16 oz. pails ..... 31 Wild Fruit, 5c ..... 5 76 Wild Fruit, 10c ..... 11 52 Yum Yum, 5c ..... 6 00 Yum Yum, 10c ..... 11 52 Yum Yum, 1 lb., doz. 4 80	<b>Faucets</b> Cork lined, 3 in. .... 70 Cork lined, 9 in. .... 80 Cork lined, 10 in. .... 90 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring 85 No. 1 common ..... 80 No. 2 pat. brush holder 85 Ideal No. 7 ..... 85 12lb. cotton mop heads 1 30 <b>Pails</b> 2-hoop Standard ..... 2 00 2-hoop Standard ..... 2 25 3-wire Cable ..... 2 30 Fibre ..... 2 40 <b>Toothpicks</b> Birch, 100 packages .. 2 00 Ideal ..... 85 <b>Traps</b> Mouse, wood, 2 holes .. 22 Mouse, wood, 4 holes .. 45 10 qt. Galvanized ..... 1 55 12 qt. Galvanized ..... 1 70 14 qt. Galvanized ..... 1 90 Mouse, wood, 6 holes .. 70 Mouse, tin, 5 holes ..... 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 20-in. Standard, No. 1 8 00 18-in. Standard, No. 2 7 00 16-in. Standard, No. 3 6 00 20-in. Cable, No. 1 ..... 8 00 18-in. Cable, No. 2 ..... 7 00 16-in. Cable, No. 3 ..... 6 00 No. 1 Fibre ..... 16 50 No. 2 Fibre ..... 15 00 No. 3 Fibre ..... 13 50 Large Galvanized ..... 5 50 Medium Galvanized ..... 4 75 Small Galvanized ..... 4 25 <b>Washboards</b> Banner, Globe ..... 2 50 Brass, Single ..... 3 25 Glass, Single ..... 3 25 Single Acme ..... 3 15 Double Peerless ..... 3 75 Single Peerless ..... 3 25 Northern Queen ..... 3 25 Double Duplex ..... 3 00 Good Enough ..... 3 25 Universal ..... 3 15 <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 13 in. Butter ..... 1 75 15 in. Butter ..... 2 50 17 in. Butter ..... 4 75 19 in. Butter ..... 7 50 <b>WRAPPING PAPER</b> Common Straw ..... 2 Fibre Manila, white ..... 3 Fibre Manila, colored 4 No. 1 Manila ..... 4 Cream Manila ..... 3 Butchers' Manila ..... 2 1/2 Wax Butter, short c't 10 Wax Butter, full c't 15 Wax Butter, rolls ... 12 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Foam, 1 1/2 doz. 85 <b>YOURS TRULY LINES</b> Pork and Beans 2 70@3 60 Condensed Soup 3 25@3 60 Salad Dressing 3 80@4 60 Apple Butter ..... @3 80 Catsup ..... 2 70@5 75 Macaroni ..... 1 70@2 35 Spices ..... 40@ 85 Herbs ..... @ 75 <b>AXLE GREASE</b>  1 lb. boxes, per gross 9 00 3 lb. boxes, per gross 24 00 <b>CHARCOAL</b> Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal. M. O. DEWEY CO., Jackson, Mich.

## BAKING POWDER

K. C.

Doz.
10 oz., 4 doz. in case 85
15 oz., 4 doz. in case 1 25
20 oz., 3 doz. in case 1 60
25 oz., 4 doz. in case 2 00
50 oz., 2 doz. plain top 4 00
50 oz., 2 doz. screw top 4 20
80 oz., 1 doz. plain top 6 50
80 oz., 1 doz. screw top 6 75

8 doz. each, 10, 15 and 25 oz. .... 32 80
With 4 dozen 10 oz. free
Barrel Deal No. 2
6 doz. each, 10, 15 and 25 oz. .... 24 60
With 3 dozen 10 oz. free
Half-Barrel Deal No. 3
4 doz. each, 10, 15 and 25 oz. .... 16 40
With 2 doz. 10 oz. free
All cases sold F. O. B. jobbing point.
All barrels and half-barrels sold F. O. B. Chicago.

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

## CIGARS

Johnson Cigar Co.'s Brand
Dutch Masters Club 70 00
Dutch Master Grande 68 00
Dutch Masters, Pan. 68 00
Little Dutch Masters (300 lots) ..... 10 00
Gee Jay (300 lots) ..... 10 00
El Portana ..... 33 00
S. C. W. .... 32 00
Johnson's Hobby ..... 32 00
Johnson's As It Is ..... 33 00

## COFFEE

### OLD MASTER COFFEE

Worden Grocer Co. Brands
Canadian Club
Londres, 50s, wood ..... 35
Londres, 25s tins ..... 35
Londres, 300 lots ..... 10
<b>COFFEE</b>
Old Master Coffee .... 31
San Marto Coffee .... 31

## FITZPATRICK BROTHERS' SOAP CHIPS

White City (Dish Washing) ..... 210 lbs. .... 3c per lb.
Tip Top (Caustic) ..... 250 lbs. .... 4c per lb.
No. 1 Laundry Dry ..... 225 lbs. .... 5 1/2 c per lb.
Palm Pure Soap Dry ..... 300 lbs. .... 6 1/2 c per lb.

## Roasted

Dwinnell-Wright Co's B'ds



White House, 1 lb. ....
White House, 2 lb. ....
Excelsior, Blend, 1 lb. ....
Excelsior, Blend, 2 lb. ....
Tip Top, Blend, 1 lb. ....
Royal Blend ..... 10 00
Royal High Grade ..... 10 00
Superior Blend ..... 10 00
Boston Combination ..... 10 00
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
mons Bros. & Co., Sagin-
naw; Brown, Davis & War-
ner, Jackson; Godsmark,
Durand & Co., Battle
Creek; Fielbach Co., To-
ledo.



Royal Garden Tea, pkgs. 40  
THE BOUR CO.,  
TOLEDO, OHIO.

## SOAP

Lautz Bros. & Co.

Acme, 30 bars ..... 4 00
Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes ..... 3 20
Big Master, 100 blocks 4 00
Cream Borax, 100 cks 3 85
German Mottled, 5bx. 3 15
German Mottled, 10 b. 3 10

German Mottled, 25 b. 3 05
Lautz Naphtha 100 cks. 3 85
Marseilles, 100 cakes 6 00
Marseilles, 100 cks. 5c 4 00
Marseilles, 100 ck. toil 4 90
Marseilles, 1/2 bx toil 2 10

## Proctor & Gamble Co.

Lenox ..... 3 20
Ivory, 6 oz. .... 4 00
Ivory, 10 oz. .... 6 75
Star ..... 3 35

## Swift & Company

Swift's Pride ..... 3 15
White Laundry ..... 3 75
Wool, 6 oz. bars ..... 4 00
Wool, 10 oz. bars ..... 6 65

## Tradesman Co's Brand

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

## A. B. Wrisley

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

## Scouring

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

## Soap Compounds

Johnson's Fine, 48 2 3 25
Johnson's XXX 100 5c 4 00
Rub-No-More ..... 3 85
Nine O'clock ..... 3 50

## Washing Powders

Armour's ..... 3 70
Babbitt's 1776 ..... 3 75
Gold Dust, 24 large ..... 4 30
Gold Dust, 100 small 3 85
Kirkoline, 24 4lb. .... 2 80
Lautz Naphtha, 60s ..... 2 40
Lautz Naphtha, 100s 3 75
Pearline ..... 3 75
Roseine ..... 3 50
Snow Boy, 24s family size ..... 3 75
Snow Boy, 60 5c ..... 2 40
Snow Boy, 100 5c ..... 3 75
Snow Boy, 20s ..... 4 00
Swift's Pride, 24s ..... 3 55
Swift's Pride, 100s ..... 3 65
Wisdom ..... 3 80

## The only

5c

Cleanser

Guaranteed to equal the best 10c kinds

80 - CANS - \$2.80



## Public Seating for all Purposes

World's Largest Exclusive Manufacturers

### Church Furniture of Character

Being the only exclusive designers and builders of Church Furniture we are known as an authority on this subject. Your building committee should have our book Y-4.

## American Steel Sanitary Desks

Built of steel to withstand strain. All parts are electric welded into one indestructible unit. Your school board should have our illustrated book B-C.

## Motion Picture Theatre Seating

Highest in quality, lowest in price. World's largest manufacturers of exclusive designs in opera chairs. Send floor sketch for FREE SEATING PLAN and book B-C-1.

## Lodge Furniture

We specialize Lodge, Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs. Write for book B-C-2.

## American Seating Company

14 E. Jackson Blvd., Chicago

Grand Rapids    New York    Boston    Philadelphia





# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

Do you want to sell your business for cash? Send us a brief description and we will advise if we can sell it. Our charges are less than 1 per cent. Our system of service means quick results. V. D. Augsburg Co., Kenton, Ohio. 548

Merchants Look—Let us reduce or close out your entire stock of goods. Write or phone for date. Sale with or without auction. Security Sale & Auction Company, Humeston, Iowa. 549

For Sale or Exchange—For jewelry stock or what have you? Thirty-six lots at International Falls valued at \$300 each. Address M. C. Weyer, Fairbault, Minn. 550

For Sale—General merchandise business. Stock and fixtures about \$5,000; annual business, about \$23,000. Will consider cash, a good house and lot, or two-family flat in Grand Rapids, Michigan. Address J. care Tradesman. 551

Business Wanted—Am a cash buyer and want a good bargain. Give full particulars in first letter. Address Box 1261, care Michigan Tradesman, Grand Rapids, Michigan. 431

Wanted—Stock of goods, general stock preferred, in exchange for an improved farm in Southern Michigan, two miles from county seat on splendid road and beautifully located. Good house, two barns, windmill, silo, orchard, etc. Triflers don't answer. Address No. 553, care Tradesman. 553

Wanted—To hear from owner of good general merchandise store for sale. State lowest cash price. Western Sales Agency, Minneapolis, Minn. 380

For Sale or Exchange—Thirty-five horse power Olds gasoline engine in good condition. Reason for selling—going out of business. Will exchange for building lumber, fire wood or what have you? Ames Dean Carriage Co., Jackson, Michigan. 541

For Sale—One double-front store block 42 x 80 basement, two store rooms with 1,000 worth fixtures, shelving, counters, steam sausage outfit, etc. Three sets living rooms above. Barn in rear 40 x 40. Everything electric-lighted, water, sewerage. Complete outfit for grocery and meat establishment. Big factory town of about 4,000. This property paying 9 per cent. on \$10,000 basis, all for \$3,600. Snap for quick buyer. Address Miles E. Simmons, Munising, Michigan. 542

Auction selling is the best method for moving "dead" stock. Expert work, honest methods, makes us friends among both buyers and sellers. E. D. Collar, Ionia, Michigan. 543

Will exchange sixty-acre farm, two barns and good house, all cleared, for stock of goods. No. 544, care Tradesman. 544

Only drug store in live North Dakota town. stock and fixtures \$3,100. Doing \$7,000 business annually. The Clyde Drug Co., Clyde, N. D. 545

Salesmen—Experienced side line, commission basis, house and children's dresses, for Illinois, Michigan, Minnesota and Nebraska. First class line for good men. Write fully. Address Thiel Garment Co., Aurora, Ill. 546

For Sale—Drug store. Everything new Sept. 6, 1913. Business good. Worth \$4,500, will take \$3,500. Climate ideal—population 2,000. Must sell. Other business demands attention. Address A. B. Gillett, Pleasanton, Texas. 547

To Exchange—Eight-room house in Flint, near Buick factories. Will rent for \$20 per month. Also a fourteen-room house in Byron, Michigan. This property will make fine home or will sell for cash. The cash value of these properties is \$2,500 each. I will exchange one or both for stock merchandise. E. Bishop, Byron, Michigan. 554

To Exchange—For an improved farm, \$5,000 men's and boys' clothing, shoes and furnishing goods stock and fine residence, valued at \$2,500, in good town in Central Michigan. This business has proved big money maker for its former owner. The stock is in fine shape to continue business. Address No. 555, care Michigan Tradesman. 555

For Sale—Established grocery in resort town of Southern Michigan. Invoice about \$2,000. Address 561, care Tradesman. 561

For Rent—Excellent location for dry goods, clothing or variety store. Chas. Clement, Colon, Michigan. 557

For Sale—Shoe store at Vicksburg, Michigan. No old goods, all clean stock. Good opening, best location. Will discount. R. G. Clement, Vicksburg, Michigan. 556

Our Fine Business For Sale—We now offer our fine business for sale; we shall keep the stock and store always up-to-date in every particular, as we have always done, until the sale is made. This opens a splendid opportunity for anyone desiring to enter or change business to acquire a thrifty and growing business, well and thoroughly established, the good will alone of which is very valuable. This offer is caused by the recent death of A. Verne Hobart and the desire of A. S. Hobart to retire from the details of active business after over fifty years of service. The City Book Store, Traverse City, Michigan. 558

For Sale—Grocery stock and fixtures in best town of 1,500 in Central Michigan. Stock and fixtures about \$2,500. Good reason for selling. Address No. 559, care Tradesman. 559

For closing out or reducing stocks of merchandise, engage Greene Sales Co., Jackson, Michigan. 560

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. 540

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

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

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—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

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

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

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—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

For Sale—Grocery stock, first-class location. Not one dollar old stock. Very small amount credit business; doing between \$1,300 and \$1,500 per month. Buyer can have easy payments on part. Price \$1,800. Address No. 563, care Michigan Tradesman. 563

For Sale—Business Men—N. B. Something new. The Morning Bracer, 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—Stock general merchandise; country town. Excellent farming country. Sacrifice for quick sale. Other business. No. 539, care Tradesman. 539

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—A Laundry, on account of health; machinery and laundry business \$3,500, or building and laundry \$6,000. F. J. Mundigel, Grand Rapids, Minn. 521

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; \$1.50 per 1,000. Autopress, 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. Krusenga, 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. 691

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—Meat cutter who knows all about the meat business to take charge of market. Must be competent and reliable. State salary expected. Send references. Address No. 562, care Tradesman. 562

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. 465

## SITUATIONS WANTED.

Wanted—Position as hardware salesman or stock-keeper. Have had ten years' experience. Can furnish best of references. Address No. 552, care Tradesman. 552

Wanted—Position by young man of good habits, as manager or head clerk of clothing store or men's furnishing department. Can furnish A1 references. Speak Holland and German also. Address No. 503, care Tradesman. 503

## 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

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#### FIRST VICE-PRESIDENT

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#### SECOND VICE-PRESIDENT

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**Cold Facts Served Hot**

with **Dignified Design** or **Catchy Conceit** make **Advertising Profitable**



**Tradesman Company**  
**ENGRAVERS**  
**GRAND RAPIDS, MICH.**



## BANKRUPTCY MATTERS.

## Proceedings in the Western District of Michigan.

Grand Rapids, Sept. 8.—Harry J. Moore, of Howard City, has filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks for administration. Kirk E. Wicks, referee, has been appointed as receiver by the court, and in turn has appointed James B. Haskins, of Howard City, as his custodian. Mr. Haskins now has charge of the stock. The bankrupt was engaged in the jewelry business. The first meeting of creditors has been called for Sept. 22 next, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may come before the meeting. The schedules on file show assets of the value of \$2,500 and liabilities are listed at \$3,006.44. The following are listed as creditors of the bankrupt:

B. E. Van Auker, Cadillac	.....\$ 510.00
H. M. Gibbs, Howard City	.....150.00
These two creditors hold chattel mortgages executed within four months from the date of adjudication, and no doubt void as against the other creditors under the law of preferences.	
P. S. Baker Co., Grand Rapids	.....12.92
Butler Bros., Chicago	.....17.57
A. G. Beck & Co., Chicago	.....9.35
G. F. Cook, Sand Lake	.....100.00
Despres Bridges & Noel, Chicago	.....11.85
Friedman Bros., Buffalo	.....3.65
Fitch Dustdown Co., Cincinnati	.....3.75
G. R. Herald, Grand Rapids	.....2.00
Duntley Pneumatic Sweeper Co., Chicago	.....5.00
Goodman & Co., Indianapolis	.....184.28
F. E. Holt, Grand Rapids	.....100.00
James B. Haskins, Howard City	.....275.00
Robt. H. Ingersoll & Bro., Chicago	.....75.70
Lyon Healy Co., Chicago	......46
H. Leonard & Sons, Grand Rapids	.....35.00
Maybee Todd & Co., Chicago	.....1.07
M. Myers, Chicago	.....1.20
W. S. McCaw Co., Toledo	.....253.67
J. H. Moore, Howard City	.....445.00
New Haven Clock Co., New Haven	.....20.00
R. H. O'Donald, Howard City	.....46.10
Outcault Adv. Co., Chicago	.....42.00
Pritchard & Co., Grand Rapids	......80
Royal Typewriter Co., Detroit	.....35.00
Rochester Jewelry Co., Rochester	.....30.00
B. Shuette, Chicago	.....99.00
E. Schwarz Co., Chicago	.....30.00
Star Paper Co., Kalamazoo	.....27.13
South Bend Watch Co., Chicago	.....75.30
Thomas Co., Attleboro, Mass.	.....8.07
Alphonse Weil & Co., Buffalo	.....67.98
Wolverine Optical Co., Detroit	.....9.45
Warner Jewelry Case Co., Buffalo	.....18.05
Lloyd Talcott, Howard City	.....300.00

Sept. 9.—In the matter of G. W. Stevens & Son, bankrupts, Greenville, the final meeting of creditors was held this day. The final report and account of the trustee showing total receipts of \$4,279.39 and disbursements of \$2,881.03 and a balance on hand of \$1,398.36; also showing additional receipts since the filing of the final report and account aggregating \$60.58, and a total balance on hand for distribution of \$1,458.94 was considered and allowed. Petitions for the allowance of fees and expenses of attorney for the bankrupt, attorneys for the trustee and receiver, and the receiver's petition for the allowance of fees for services were considered and allowed. A final dividend of 9 3/5 per cent. was declared and ordered paid. This estate has heretofore paid two dividends of 10 and 20 per cent. respectively, making a total of 39 3/5 per cent.

Sept. 10.—In the matter of Everett F. Northrup, bankrupt, Boyne City, formerly operating a drug store at that place, the final meeting of creditors was held this day. The final report and account of the trustee, showing total receipts of \$1,772.24 and disbursements of \$822.01 and a balance on hand of \$950.23; also showing sale of the balance of the book accounts at the final meeting for the sum of \$2 and a total balance on hand for distribution of \$952.23, was considered and allowed. Petitions for the allowance of fees and expenses to the attorney for the bankrupt and attorney for the trustee were approved and allowed and a final dividend of 14 1/2 per cent. was declared and ordered paid. This estate has heretofore paid a first dividend of 10 per cent. making a total dividend of 24 1/2 in all. Distribution will be made at the expiration of ten days in case no appeals are taken.

Sept. 11.—In the matter of Oliver J. Morse, bankrupt, Shelby, a hearing was this day held to consider certain petitions for the reclamation of property to which the trustee of this estate has filed objections. On the petition of the Walter A. Wood Mowing and Reaping Machine Co., the referee determined that the scope of the contract of sale under which petitioner claimed he was entitled to reclaim was not broad enough to reserve title to the goods and that title passed to the bankrupt before the bankruptcy proceeding. An order was made accordingly. On the petition of the Oliver Chilled Plow Co., the referee decided that petitioner was entitled to reclaim its property and an order was accordingly entered. Order has also been entered in this same matter confirming

the trustee's report of the sale of the assets to various parties for the aggregate sum of \$2,265.50. It can safely be expected that the first report and account of the trustee will soon be filed and that the first dividend will be declared and ordered paid. There is considerable assets still in the hands of the trustee, consisting of equities in real estate which it is doubtful if much can be realized on.

Sept. 14.—In the matter of James S. Reed, bankrupt, Grand Rapids, formerly operating a cafe at that place, the first meeting of creditors was this day held. It appearing from the schedules and the examination of the bankrupt at the first meeting of creditors that there are no assets not covered by chattel mortgage or claimed as exempt by the bankrupt, it was accordingly ordered that no trustee be appointed. The estate will, no doubt, be closed at the expiration of time limit for appeal as to exemptions.

Sept. 15.—In the matter of Lewis J. McNaughton, bankrupt, Lowell, an order has this day been entered confirming the trustee's report of sale of the assets of the bankrupt for the aggregate sum of \$296.08. This estate is very small and the dividend, if any, for general creditors will be extremely small.

In the matter of Dearborn Corporation bankrupt, Holland, the trustee has this day received an offer of settlement of the proposed suit of the trustee against certain of the stockholders for alleged unpaid stock subscriptions. The offer is for a \$1,500 payment, the trustee to waive any and all claims of the estate against said stockholder, and order to show cause why the offer should not be accepted by the trustee has been issued to all creditors, returnable Sept. 28.

## St. Joseph Referee.

St. Joseph, Sept. 8.—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the petition of the Kalamazoo Spring & Axle Co., for reclamation of property has been dismissed by agreement of the parties in interest.

Sept. 9.—In the matter of Willis Meredith, bankrupt, of Kalamazoo, the trustee has filed a report showing sale of the bankrupt's assets to M. H. Lane for \$195 and the accounts receivable to the bankrupt for the sum of \$54. Unless cause to the contrary be shown, the sale will be confirmed by the referee.

In the matter of the Kalamazoo Oil Co., of Kalamazoo, a petition was filed by the Great Western Oil Co., for reclamation of certain property in the hands of the trustee. An order has been made for a hearing on the petition on Sept. 18.

Sept. 10.—William E. Bommerschein, doing a general bakery business at Kalamazoo, filed a voluntary petition, and he was adjudged bankrupt by Judge Sessions and the matter referred to Referee Banyon. The following liabilities and assets are listed:

City of Kalamazoo	.....\$ 10.80
Andrew M. Mead, Kalamazoo	.....600.00
Wm. Hoffman, Kalamazoo	.....1,104.45
A. W. Welsh, Kalamazoo	.....576.00
Lee & Cady, Kalamazoo	.....60.55
Armour & Company, Kalamazoo	.....17.24
Hanselman Candy Co., Kalamazoo	.....8.50
Saginaw Beef Co., Kalamazoo	.....6.68
Johnson Paper & Supply Co., Kalamazoo	.....26.52
Judson Grocer Co., Grand Rapids	.....17.00
Chapman & Smith, Chicago	.....28.58
Swindell Taylor Co., Kalamazoo	.....23.53
Sulzberger & Son Co., Chicago	.....34.63
Vandenberg & Halkstein, Kalamazoo	.....6.75
Kalamazoo Ice & Coal Co., Kalamazoo	.....10.35
Z. W. Blum, Kalamazoo	.....14.00
McNeil & Higgins, Chicago	.....21.32
Gazette, Kalamazoo	.....3.75
Michigan State Telephone Co., Kalamazoo	.....10.50
Kalamazoo Creamery Co., Kalamazoo	.....32.71
Mary E. McMain, Kalamazoo	.....165.00

\$2,849.11  
Assets of estimated value, \$1,999.55.  
Amount claimed exempt, \$270.

A former Chicago woman has a new husband, and all because she knew how to make good coffee. The lady kept a few boarders, and one of them was so fond of her coffee that he was entirely willing to take a third cup. When the lady moved to California he found a new boarding place, but the memory of the good coffee lingered, and he traveled to Los Angeles and married his former landlady, so that he might continue to enjoy coffee made by her.

Isaac Broersma has sold his interest in the Broersma Bros. grocery stock at 503 Division avenue to his partner, William K. Broersma.

The race isn't always to the swift; it often depends on the jockey up.

## Coming Conventions To Be Held In Michigan.

## September.

Michigan State Association of County Superintendents of the Poor, Grand Rapids, 22-24.  
State Republican Convention, Kalamazoo, 30.  
State Democratic Convention, Detroit, 30.  
State Progressive Convention, Bay City, 30.

## October.

Order Eastern Star, Grand Rapids, 13-15.  
Michigan Poultry Association, Grand Rapids.  
Michigan State Conference of Corrections and Charities, Grand Rapids, 28-30.  
Michigan State Teachers' Association, Kalamazoo, 29-30.  
Women's Christian Temperance Union, Owosso.

## November.

Michigan State Sunday School Association, Adrian.  
Michigan Association for the Prevention and Relief of Tuberculosis, Grand Rapids.

## December.

Michigan State Potato Association, Grand Rapids.  
Michigan State Grange, Battle Creek.  
Michigan Bricklayers, Masons and Plasterers' Association, Jackson.  
Michigan Bee Keepers' Association, East Lansing.

## January.

Michigan Tax Association, Detroit.

## February.

Michigan State Association of County Drain Commissioners, Lansing.  
Michigan Association of Commercial Executives, Ann Arbor.  
Michigan Retail Hardware Dealers' Association, Saginaw.  
Michigan State Rexall Club, Detroit.  
Michigan Retail Grocers and General Merchants' Association, Lansing.

## March.

Michigan Sheet Metal Contractors' Association, Grand Rapids.  
Michigan Master Steamfitters' Association, Detroit.  
Michigan Press and Printers' Federation, Grand Rapids, 11-13.

## April.

Michigan State Association of the Master Horseshoers National Protective Association, Grand Rapids.

## May.

Michigan Camp Modern Woodmen of America, Flint.  
Grand Conclave, F. & A. M., Bay City.  
Michigan State Association of Post-office Clerks, Grand Rapids, 31.

## July.

Grand Commandery of the Knights Templar (Colored), Detroit.  
Michigan Retail Jewelers' Association, Kalamazoo.  
Michigan State Association of Stationery Engineers, Jackson.

## August.

Michigan State Association of Local Fire Insurance Agents, Jackson.

## September.

Michigan State Medical Society, Grand Rapids.

## Eleven Per Cent. of the Republican Vote.

The official count of the votes cast for Governor at the recent primary election discloses the following result:

Osborn	.....58,408
Martindale	.....47,942
Groesbeck	.....43,137
Linton	.....30,433
Ellis	.....22,248
Ferris	.....31,299
Pattengill	.....6,998

The total Republican vote was 202,168, of which Ellis received approximately 11 per cent. Ellis sturdily claimed he had a walk-away for the nomination and it is reported he had a brass band engaged to serenade him at his home as soon as the result was foreshadowed. As the early returns indicated the death knell of Ellis' ambition for a political career, the band was not notified to appear.

The result of the primary shows that Ellis is a dead duck, politically. The union workingmen voted for him en masse, but the workingmen who do not wear the union yoke, the business men and the farmers voted sol-

idly against him. The latter could not tolerate a man whose antecedents are so shaky and whose career has been so crooked. In other words, they did not propose to see the highest office in the State disgraced by a Gambler Governor.

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

Buffalo, Sept. 16.—Creamery butter, fresh, 25@32c; dairy, 24@28c; poor to good, all kinds, 20@23c.

Cheese—New fancy, 16 1/2c; new choice, 15 1/2@16c.

Eggs—Choice fresh, 25@27c.

Poultry (live)—Cox, 12c; fowls, 15@18c; ducks, 13@15c; chickens, 16@20c.

Beans—Medium, \$3.00; pea, \$3.00.

Potatoes—New, 75@80c per bu. Rea & Witzig.

Nuts—Although business in forward shipment nuts is restricted by financial conditions, importers assert that they have no reason to doubt that the movement on import orders will fall much if anything below the average, as the sea is comparatively free to all neutral vessels. Leading operators are looking for at least normal shipments of nuts during the fall season from Spain and Italy, although the financial question is still far from being settled. The insistence of cash payments is the chief difficulty, but this is said to be on the way to quick settlement, as banking facilities are improving. California interests are said to have made sales to this market at 17c for No. 1 soft shell. The Association still withholds quotations on the 1914 crop. Filberts are a shade easier. Brazils remain firm.

Molasses—The molasses market is quiet and firm, with a fair enquiry for current needs of the manufacturers and distributors. The cooler weather stimulates the consumption of grocery grades. Prices are well maintained on the expectation that the New Orleans crop will be scarce. Blackstrap is quiet at quotations.

Provisions—All cuts of smoked meats are steady and unchanged, with the demand not quite so active as it was a week or two ago. Pure and compound lard are firm with an active demand and unchanged prices. Barreled pork, canned meats and dried beef are all unchanged, and show a fair demand.

Spices—The situation is much the same, trading being quiet, which is only natural after the recent spurt of activity and in view of the resumption of shipments from the Far East. Peppers and cloves are steady as a rule, with some specialists showing a reactionary tone.

H. Brenner has purchased the interest of C. R. Johnson in the Western Michigan Produce Co., at 49 South Market avenue, and will continue the business under the same style.

## POSITION WANTED.

Wanted—Position by experienced salesman to represent a manufacturing shoe or rubber house in Michigan, on salary or commission. Four years' experience. Can furnish excellent references. Address No. 564, care Tradesman. 564



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## Latest Improved Steel Fireproof Safe

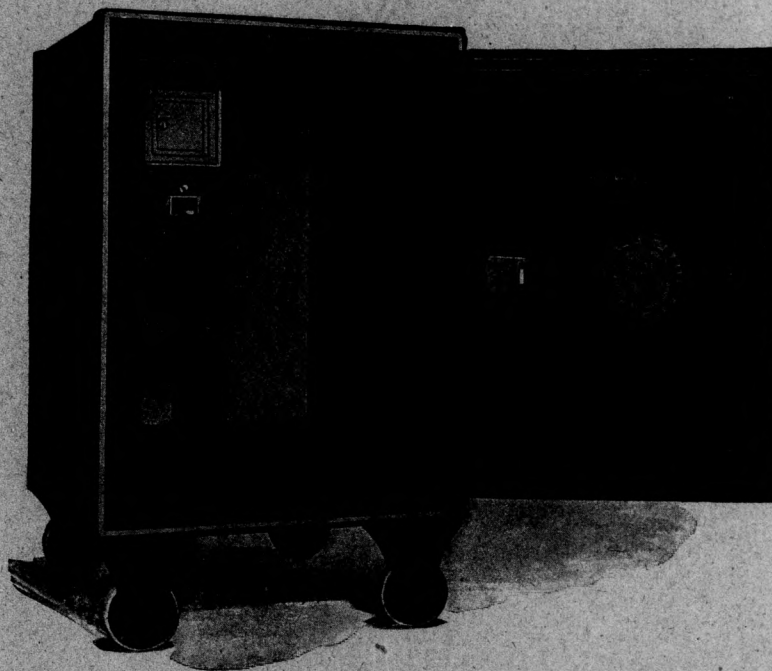
No. A-4  
Without Inside Door

**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

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22 inches high  
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of safe wanted

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**Grand Rapids Safe Co.**

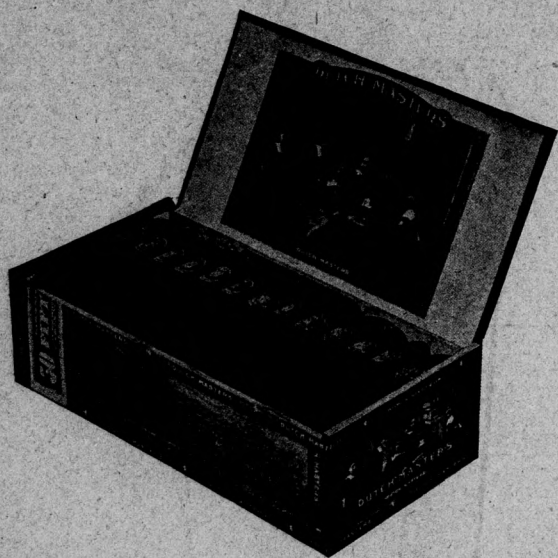
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Grand Rapids, Michigan



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Handled by All Jobbers Sold by All Dealers  
Enjoyed by Discriminating Smokers

G. J. JOHNSON CIGAR CO., Makers  
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.

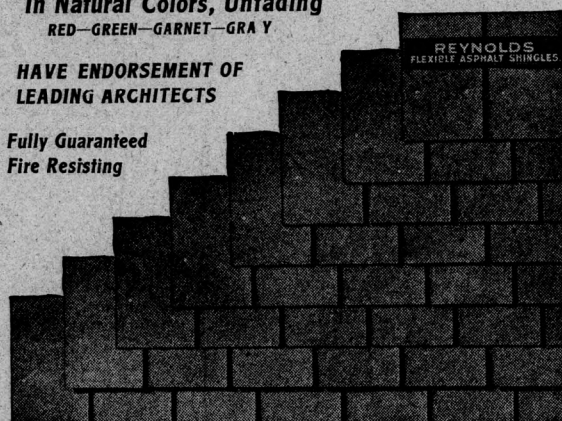
SHERWOOD HALL CO., LTD.  
Ionia Ave. and Louis St. Grand Rapids, Michigan

## Reynolds Flexible Asphalt Shingles

In Natural Colors, Unfading  
RED—GREEN—GARNET—GRAY

HAVE ENDORSEMENT OF  
LEADING ARCHITECTS

Fully Guaranteed  
Fire Resisting



10  
Years  
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Beware of IMITATIONS. Ask for Sample and Booklet.  
Write us for Agency Proposition.

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

## ENGRAVING AND WOOD

*For many subjects  
of a mechanical na-  
ture wood engravings  
are not only better  
for printing and for  
making electrotypes  
but are cheaper than  
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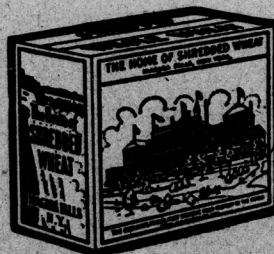
## Not a "Food Fad"



The Government has issued a timely warning against the food faddists who are offering to cure all sorts of ailments with strangely concocted food preparations.

## Shredded Wheat

is not a food fad. It is the one universal staple breakfast cereal that has survived all the ups and downs of public fancy. We are spending more money in the year 1914 to advertise this food than ever before. Shredded Wheat is not flavored or compounded with anything, and therefore it doesn't deteriorate in the public market. It is a natural, elemental food—always clean, always pure, always the same.



TRISCUIT is the Shredded Wheat wafer—a crisp, tasty whole wheat toast—delicious with butter, cheese or marmalades.

Shredded Wheat Biscuit is packed in odorless spruce wood cases which may be readily sold for ten or fifteen cents, thereby adding to the grocer's profits.

MADE ONLY BY  
The Shredded Wheat Company  
NIAGARA FALLS, N. Y.